



Lonza's hygiene products successfully address worldwide health concerns

It was during the discussion about the H1N1 influenza A virus (swine flue) and the threat of a global pandemic when many people became aware of Lonza's broad hygiene offering. The Hygiene team within Lonza's Microbial Control business unit is dedicated to finding solutions for concerns such as the H1N1 influenza A virus, the increased number of hospital-acquired staph infections and food safety.

Recognized as a global leader in the development of liquid antimicrobial formulations, Lonza offers a broad range of solutions, including ready-to-use non-alcohol-based hand disinfectants, hard-surface cleaning and disinfection products, and efficacy testing to support its portfolio of products as well as customers' products. Primary applications include hospitals, veterinary clinics, restaurants, food processing plants, schools, office buildings, athletic facilities and institutions. Lonza's hygiene products play thus an important role in daily life. Currently, Lonza has six formulations in the USA and nine in Europe that have been approved as effective against the H1N1 influenza A virus, with approval pending in other countries.

In order to give customers a high level of expertise in the disinfection market and to help them in their geographical expan-

sion, Lonza offers a wide range of registered active ingredients and of registered formulated products in all regions. Lonza continually expands its markets through technological innovations – both acquired and internally developed – and protects its intellectual property by registering and / or patenting its products in each of the countries where they are sold. Lonza's expertise in disinfection is further supported by strong technical and regulatory teams.

In 2009, Lonza's Microbial Control business launched a new offering of Lonzagard™ disinfectant wipes. Lonzagard Wipes DR 25aN is positioned in the hospital market whereas Lonzagard Wipes DM 114-10 is targeted towards their hygiene customers in the consumer, institutional and commercial cleaning markets. With the launch of these new disinfecting wipe products, Lonza has demonstrated how it can leverage its expertise in liquid disinfection to deliver additional value in a new, fast-growing market segment. Furthermore, the venture represents a further step in attaining the goal to become the leading supplier of products and services that help protect the health and well-being of humans and animals.

The new Lonza disinfectant wipe provides excellent efficacy against a long list of



bacteria, viruses and fungi. This list covers many pathogens of concern, including the Norovirus, Avian Influenza (H5N1 strain, H1N1), MRSA (methylcillin resistant staph aureus), E.coli, HIV-1 and many others.

These wipes are used by families to conveniently clean up everyday messes around the home. They allow janitors to disinfect and sanitize schools and office buildings, even when water is not readily available. They provide nurses and other healthcare professionals with a way to quickly and easily disinfect high-touch surfaces, helping to reduce infections in hospitals and doctors' offices.

Nearly two million healthcare-associated infections (HAIs) occur every year in the USA alone. Of these cases, nearly 100 000 die from what are preventable infections. To put this in perspective, HAIs rank number six in the leading causes of death,

ahead of diabetes and Alzheimer's disease. Products such as Lonza's new disinfectant wipes are part of the solution and can go a long way towards breaking the chain of infection in our healthcare environments.

Lonza has also established a network of wipe manufacturing partners. The establishment of a regionally dispersed manufacturing network has several benefits. As an example it increases the speed-to-market and allows a certain flexibility.

In addition to providing commercial benefits, Lonza's regionally dispersed manufacturing network provides an environmental benefit. Through proper logistical management, we can work to minimize the carbon footprint associated with shipping large quantities of packaged wipes over long distances.

Disposable wipes that clean, disinfect and

sanitize is one of the fastest-growing segments in the hygiene market. Continual product innovation in the chemistry, antimicrobial claims and use of novel and sustainable materials will be critical in differentiating our offering in this dynamic market.

Use restriction for disinfection wipes

This product is not to be used as a terminal sterilant/high level disinfectant on any surface or instrument that:

- is introduced directly into the human body, either into or in contact with the bloodstream or normally sterile areas of the body or
- contacts intact mucous but does not ordinarily penetrate the blood barrier or otherwise enter normally sterile areas of the body