

Mrs. Simonetta Sommaruga
Eidgenössisches Departement für Umwelt,
Verkehr, Energie und Kommunikation
Bundeshaus Nord
3003 Bern

Mr. Alain Berset
Eidgenössisches Departement des Innern EDI
Generalsekretariat GS-EDI
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Basel, 14 April 2020

Opportunity for Switzerland to take a lead role in the fight against COVID-19

Dear Mrs. Bundespräsidentin Sommaruga,
Dear Mr. Bundesrat Berset,

At Lonza, we have been collaborating closely with Prof. Dr. med. Adriano Aguzzi and Prof. Dr. Manuel Battegay, and they have kindly offered to pass this letter to you.

We are pleased and proud to share our confidential news that Lonza has been confirmed as a manufacturing partner on two seminal projects in the fight against COVID-19 (the coronavirus).

First, we have secured an agreement with Moderna – a US-based company – to start manufacturing a very promising mRNA vaccine candidate against COVID-19, which is already in Clinical Phase One Trials. Under the agreement, the treatment will be manufactured in two markets. In Q3 2020, we will commence manufacture in our US facility (Portsmouth, New Hampshire); these doses will be reserved exclusively for US local needs. However, as Moderna's exclusive partner, we will also manufacture the treatment in Switzerland. Production will commence in Q4 2020, at our major manufacturing facility in Visp. This privileged position represents a significant opportunity and advantage for our country and citizens.

Inevitably, this contract was highly contested, as many governments were eager to gain direct access, both to Moderna's knowledge and to the vaccine candidate. Certainly, there was competition from France, Italy, Germany, Singapore and the USA. To secure the agreement, Lonza has committed to invest between CHF 50 and 60 million in this critical project, which will enable an early access to this vaccine for our country and citizens.

Second, we also have the privilege to have been selected as Gilead's preferred partner for the manufacture of Remdesivir, a treatment that shows indications of improving outcomes in COVID-19 patients. As such, it is one of our most encouraging near-term hopes in the continuing fight against the COVID-19 for those who become infected.

Again, we understand that any doses of Remdesivir manufactured in the US will be reserved for the local market. However, we have negotiated an agreement in which the treatment will also be manufactured in Lonza's facility in Visp, Switzerland. We managed to secure this contract with a commitment to invest between CHF 10 and 20 million.

These two projects represent an enormous opportunity for Lonza and Switzerland. These partnerships provide both the company and country with a chance to take a leadership position in the fight against COVID-19. At Lonza, we also see it as a moral and ethical obligation to do all we can to accelerate the development of potential medical solutions to manage the COVID-19 pandemic. This is why we have been willing to invest our own capital to support the successful conclusion of both negotiations.

We are aware that both agreements require significant investments, which have been committed at a time of significant global economic uncertainty. We gratefully recognise the Swiss government's assiduous efforts in the fight against COVID-19 and – with this in mind – we wanted to raise the possibility of sharing our investment commitments.

If this is a prospect that you would like to discuss further, I would warmly welcome the opportunity to begin a conversation. Please do let me know whether this matter is of interest to you, and whether there is a convenient time to arrange a call.

My thanks in advance for your consideration.

Best regards to you both,



Albert M. Baehny
Lonza Group Ltd