EUROPE EQUITY RESEARCH

18 September 2025

Lonza

1H25 results beat expectations, forward guidance upgraded

Company Overview

Lonza Group AG is a Switzerland-based holding company offering development and manufacturing of biological drugs and active pharmaceutical ingredients. The company operates in four segments by FY24 revenue: (1) Biologics (c.56%); (2) Small Molecules (c.15%); (3) Cell & Gene (c.10%); and (4) Capsules & Health Ingredients (c.16%).

Investment Overview

Global leader in biologics drug contract services. Lonza is the largest biological drug Contract Development and Manufacturing Organization (CDMO) globally in terms of revenue and is one of the top three globally in terms of biologics capacity. It has long held a reputation as the leader in biologics CDMO and has been the main CDMO of choice for biologics drug makers for the past two decades. It provides services such as drug discovery, active pharmaceutical ingredient development and manufacturing, and large-scale drug manufacturing. Lonza's general strategy is to enter new upcoming fields and be the main provider of active pharmaceutical ingredients and manufacturing services for pioneers of drugs which use new technologies such as antibody-drug conjugates (ADCs), cell & gene, and mRNA. Revenues from its project mix includes c.15% phase 1, c.15% phase 2, and c.70% commercial.

Strong CDMO growth and margin discipline drove earnings beat in 1H25. Adjusted EPS came in at CHF6.08, up 32% y/y from CHF4.61 in 1H24, underpinning strong operational momentum. Group sales advanced 17% y/y to CHF3.6bn, led by the CDMO segment's 23% growth, propelled by high utilisation of mammalian and small-scale assets and ongoing integration of the Vacaville facility. Core EBITDA margin climbed to 29.6%, up 0.4ppts y/y, reflecting improved operational efficiencies, favourable product mix, and cost-saving actions within the CDMO business. The CHI (Capsules & Health Ingredients) segment delivered stable sales and a modest margin uplift of 1.4ppts y/y, indicating some resilience despite flat volumes. Free cash flow generation remained robust, supporting the company's continued emphasis on strategic capital allocation—balancing reinvestment into capacity expansion, especially bioconjugation and Visp/Stein site development.

Earnings outlook bolstered by upgraded CDMO guidance. The earnings outlook appears encouraging, with management raising full-year CDMO guidance to 20%-21% sales growth and a core EBITDA margin target of 30%-31%, signalling confidence in sustained demand and margin expansion through the year. Management also reaffirmed that CHI guidance remains unchanged—with low-to-mid single-digit. Sales growth and mid-twenties core EBITDA margin is anticipated. Key upside catalysts include strong backlog, continued high utilisation of CDMO assets and ramp-up of new facilities. In contrast, risks persist around raw material cost fluctuations, supply chain disruptions, currency volatility (especially a strong CHF), and broader geopolitical uncertainty—all of which could weigh on volumes or margin delivery.

We have a BUY rating on Lonza, with a TP of CHF690. Our TP is based on a 36.9x 25F PE, 0.2SD above its five-year average. We like Lonza as it will ride on the ADC uptrend as it places focus on ADC services.

Risks

Lonza is at risk of losing market share to players that have better growth potential. The forecasted EPS CAGR for Lonza in 2024-27F is 15.4%, lower than peer Samsung Biologics (207940 KS) with 22.8%. The lower earnings growth is mainly due to higher cost of labour and raw materials in Europe compared to Asia. Net margin sits at 14.2%, lower than Samsung Biologics with 23.8%. This has led to competitors having more available cash flow for capacity expansion, with Samsung Biologics' capacity recently overtaking Lonza.

Analyst

Nico Chen | dbsvhk@dbs.com

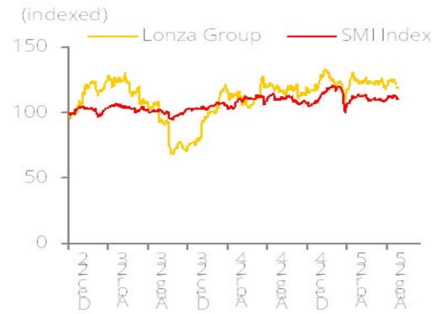
Key Financial Data (FY Dec)

Bloomberg Ticker	LONN SW
Sector	Health Care
Share Price(CHF)	545.80
DBS Rating	BUY
12-mth Target Price (CHF)	690.00
Market Cap (USDbn)	48.52
3m Avg. Daily Val (USDmn)	74.22
Dividend yield (%)	0.73
Net Debt/Equity (x)	0.35
Fwd. P/E (x)	29.18
P/Book (x)	4.17
ROE (%)	11.32

Closing Price as of 17/09/2025

Source: Twelve Data, DBS, Visible Alpha

Lonza Share Price



Source: Thomson Reuters

Financial Summary

FY Dec (CHFmn)	FY2022(A)	FY2023(A)	FY2024(A)	FY2025(F)	FY2026(F)
Sales	6,223	6,717	6,574	7,583	8,358
% y/y	*15.0*	*7.9*	*(2.1)*	*15.3*	*10.2*
Gross Profit	2,466	2,275	2,288	2,800	3,160
% y/y	*15.5*	*(5.5)*	*0.8*	*23.2*	*12.8*
EBITDA	1,995	1,999	1,908	2,239	2,555
% y/y	*19.8*	*0.2*	*(4.6)*	*17.3*	*14.2*
Net Profit	1,097	1,022	1,070	1,169	1,384
% y/y	*28.6*	*(15.5)*	*4.6*	*14.3*	*18.6*
FCF	(810.0)	(265.0)	(107.0)	101.0	315.8
% y/y	*(1,064.3)*	*(132.7)*	*(140.4)*	*(25.9)*	*120.7*
CAPEX	1,830	1,653	1,381	1,571	1,553
% y/y	*40.7*	*(9.7)*	*(16.5)*	*11.8*	*(1.6)*
EBITDA Margin (%)	32.1	29.8	29.0	29.6	30.6
Net Margin (%)	17.6	15.2	16.3	15.4	16.6
ROA (%)	6.5	6.0	5.9	5.8	6.6
ROE (%)	10.7	10.1	11.3	12.1	13.5
Tax Rate (%)	15.9	17.1	15.5	17.5	17.4

Source: Visible Alpha

Valuation Metrics

FY Dec	FY2022(A)	FY2023(A)	FY2024(A)	FY2025(F)	FY2026(F)
P/E (x)	27.7	39.8	60.1	37.0	30.6
P/B (x)	3.2	2.8	4.1	4.0	3.6
Dividend Yield (%)	0.8	1.1	0.7	0.9	1.0
EV/EBITDA (x)	15.8	14.0	23.9	19.2	16.7
FCF Yield (%)	(2.4)	(1.0)	(0.4)	0.3	0.8

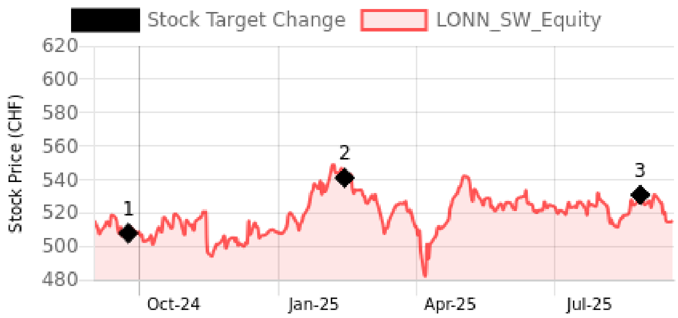
Source: Visible Alpha

Credit & Cashflow Metrics

FY Dec	FY2022(A)	FY2023(A)	FY2024(A)	FY2025(F)	FY2026(F)
Debt / Equity	21.4	29.8	54.5	50.5	47.0
Net Debt / Equity	0.0	0.1	0.3	0.4	0.3
Debt / Assets	13.2	16.8	23.9	24.3	23.4
Net Debt / Assets	0.0	0.1	0.2	0.2	0.2
EBITDA / Int Exp	20.1	20.9	18.5	14.5	14.2
ST Debt / Total Debt	0.3	0.1	0.1	0.1	0.1
Debt / EBITDA	1.1	1.4	2.5	2.2	2.0
[Cash + CFO] / ST Debt	4.4	13.5	5.8	7.4	7.1
Receivables Days	68.3	64.0	73.7	83.6	82.8
Days Payable	28.0	25.4	26.2	25.8	25.8
Inventory Days	106.7	86.1	95.9	90.0	88.9

Source: Visible Alpha

Target Price & Ratings History - Lonza (LONN_SW_Equity)



#	Date of Report	Closing Price	12-m Target Price	Rating
1	24 Sep'24	534.00	640.00	BUY
2	13 Feb'25	598.60	710.00	BUY
3	26 Aug'25	572.80	690.00	BUY

Source: DBS HK
Analyst: Nico Chen

RECOMMENDATION DEFINITION

DBS Group Research recommendations are based on an Absolute Total Return* Rating system, defined as follows:
STRONG BUY (>20% total return over the next 3 months, with identifiable share price catalysts within this time frame)
BUY (>15% total return over the next 12 months for small caps, >10% for large caps)
HOLD (-10% to +15% total return over the next 12 months for small caps, -10% to +10% for large caps)
FULLY VALUED (negative total return, i.e., > -10% over the next 12 months)
SELL (negative total return of > -20% over the next 3 months, with identifiable share price catalysts within this time frame)

**Share price appreciation + dividends*

Sources for all charts and tables are DBS HK unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER

This report is prepared by DBS Bank (Hong Kong) Limited ("DBS HK"). This report is solely intended for the clients of DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBS Bank (Hong Kong) Limited ("DBS HK").

The research set out in this report is based on information obtained from sources believed to be reliable, but we (which collectively refers to DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd, its respective connected and associated corporations, affiliates and their respective directors, officers, employees and agents (collectively, the "DBS Group") have not conducted due diligence on any of the companies, verified any information or sources or taken into account any other factors which we may consider to be relevant or appropriate in preparing the research. Accordingly, we do not make any representation or warranty as to the accuracy, completeness or correctness of the research set out in this report. Opinions expressed are subject to change without notice. This research is prepared for general circulation. Any recommendation contained in this document does not have regard to the specific investment objectives, financial situation and the particular needs of any specific addressee. This document is for the information of addressees only and is not to be taken in substitution for the exercise of judgement by addressees, who should obtain separate independent legal or financial advice. The DBS Group accepts no liability whatsoever for any direct, indirect and/or consequential loss (including any claims for loss of profit) arising from any use of and/or reliance upon this document and/or further communication given in relation to this document. This document is not to be construed as an offer or a solicitation of an offer to buy or sell any securities. The DBS Group, along with its affiliates and/or persons associated with any of them may from time to time have interests in the securities mentioned in this document. The DBS Group, may have positions in, and may effect transactions in securities mentioned herein and may also perform or seek to perform broking, investment banking and other banking services for these companies.

Any valuations, opinions, estimates, forecasts, ratings or risk assessments herein constitutes a judgment as of the date of this report, and there can be no assurance that future results or events will be consistent with any such valuations, opinions, estimates, forecasts, ratings or risk assessments. The information in this document is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed, it may not contain all material information concerning the company (or companies) referred to in this report and the DBS Group is under no obligation to update the information in this report.

This publication has not been reviewed or authorized by any regulatory authority in Singapore, Hong Kong or elsewhere. There is no planned schedule or frequency for updating research publication relating to any issuer.

The valuations, opinions, estimates, forecasts, ratings or risk assessments described in this report were based upon a number of estimates and assumptions and are inherently subject to significant uncertainties and contingencies. It can be expected that one or more of the estimates on which the valuations, opinions, estimates, forecasts, ratings or risk assessments were based will not materialize or will vary significantly from actual results. Therefore, the inclusion of the valuations, opinions, estimates, forecasts, ratings or risk assessments described herein IS NOT TO BE RELIED UPON as a representation and/or warranty by the DBS Group (and/or any persons associated with the aforesaid entities), that:

(a) such valuations, opinions, estimates, forecasts, ratings or risk assessments or their underlying assumptions will be achieved, and

(b) there is any assurance that future results or events will be consistent with any such valuations, opinions, estimates, forecasts, ratings or risk assessments stated therein.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Any assumptions made in this report that refers to commodities, are for the purposes of making forecasts for the company (or companies) mentioned herein. They are not to be construed as recommendations to trade in the physical commodity or in the futures contract relating to the commodity referred to in this report.

DBSVUSA, a US-registered broker-dealer, does not have its own investment banking or research department, has not participated in any public offering of securities as a manager or co-manager or in any other investment banking transaction in the past twelve months and does not engage in market-making.

ANALYST CERTIFICATION
The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible for the content of this research report, in part or in whole, certifies that he or his associate[1] does not serve as an officer of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant) and the research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests[2] in relation to an issuer or a new listing applicant that the analyst reviews. DBS Group has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the DBS Group and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of DBS Group's compensation to any specific investment banking function of the DBS Group.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES
1. DBS Bank Ltd, DBS HK, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), DBSVUSA, or their subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of 31 Aug 2025.

Compensation for investment banking services:
2. DBSVUSA does not have its own investment banking or research department, nor has it participated in any public offering of securities as a manager or co-manager or in any other investment banking transaction in the past twelve months. Any US persons wishing to obtain further information, including any clarification on disclosures in this disclaimer, or to effect a transaction in any security discussed in this document should contact DBSVUSA exclusively.

Disclosure of previous investment recommendation produced:
3. DBS Bank Ltd, DBS HK, DBSVS, DBSVUSA, their subsidiaries and/or other affiliates may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed on page 1 of this report to view previous investment recommendations published by DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS"), their subsidiaries and/or other affiliates in the preceding 12 months.

---

1 An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

2 Financial interest is defined as interests that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

RESTRICTIONS ON DISTRIBUTION

General	This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.
Australia	This report is being distributed in Australia by DBS Bank Ltd, DBS Vickers Securities (Singapore) Pte Ltd ("DBSVS") or DBSV HK. DBS Bank Ltd holds Australian Financial Services Licence no. 475946. DBS Bank Ltd, DBSVS and DBSV HK are exempted from the requirement to hold an Australian Financial Services Licence under the Corporation Act 2001 ("CA") in respect of financial services provided to the recipients. Both DBS and DBSVS are regulated by the Monetary Authority of Singapore under the laws of Singapore, and DBSV HK is regulated by the Hong Kong Securities and Futures Commission under the laws of Hong Kong, which differ from Australian laws. Distribution of this report is intended only for "wholesale investors" within the meaning of the CA.
Hong Kong	This report is being distributed in Hong Kong by DBS Bank Ltd, DBS Bank (Hong Kong) Limited and DBS Vickers (Hong Kong) Limited, all of which are registered with or licensed by the Hong Kong Securities and Futures Commission to carry out the regulated activity of advising on securities. DBS Bank Ltd., Hong Kong Branch is a limited liability company incorporated in Singapore. For any query regarding the materials herein, please contact Dennis Lam (Reg No. AH8290) at dbsvhk@dbs.com
Indonesia	This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia.
Malaysia	This report is distributed in Malaysia by AllianceDBS Research Sdn Bhd ("ADBSR"). Recipients of this report, received from ADBSR are to contact the undersigned at 603-2604 3333 in respect of any matters arising from or in connection with this report. In addition to the General Disclosure/Disclaimer found at the preceding page, recipients of this report are advised that ADBSR (the preparer of this report), its holding company Alliance Investment Bank Berhad, their respective connected and associated corporations, affiliates, their directors, officers, employees, agents and parties related or associated with any of them may have positions in, and may effect transactions in the securities mentioned herein and may also perform or seek to perform broking, investment banking/corporate advisory and other services for the subject companies. They may also have received compensation and/or seek to obtain compensation for broking, investment banking/corporate advisory and other services from the subject companies. Wong Ming Tek, Executive Director, ADBSR
Singapore	This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 196800306E) or DBSVS (Company Regn No. 198600294G), both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an arrangement under Regulation 32C of the Financial Advisers Regulations. Where the report is distributed in Singapore to a person who is not an Accredited Investor, Expert Investor or an Institutional Investor, DBS Bank Ltd accepts legal responsibility for the contents of the report to such persons only to the extent required by law. Singapore recipients should contact DBS Bank Ltd at 6878 8888 for matters arising from, or in connection with the report.
Thailand	This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd. For any query regarding the materials herein, please contact Chanpen Sirithanarattanakul at DBSVTresearch@dbs.com
United Kingdom	This report is produced by DBS HK which is regulated by the Hong Kong Monetary Authority. This report is disseminated in the United Kingdom by DBS Bank Ltd, London Branch ("DBS UK"). DBS UK is authorised by the Prudential Regulation Authority and is subject to regulation by the Financial Conduct Authority and limited regulation by the Prudential Regulation Authority. Details about the extent of our regulation by the Prudential Regulation Authority are available from us on request. In respect of the United Kingdom, this report is solely intended for the clients of DBS UK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBS UK, This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication.

Dubai International Financial Centre	This communication is provided to you as a Professional Client or Market Counterparty as defined in the DFSA Rulebook Conduct of Business Module (the "COB Module"), and should not be relied upon or acted on by any person which does not meet the criteria to be classified as a Professional Client or Market Counterparty under the DFSA rules. This communication is from the branch of DBS Bank Ltd operating in the Dubai International Financial Centre (the "DIFC") under the trading name "DBS Bank Ltd. (DIFC Branch)" ("DBS DIFC"), registered with the DIFC Registrar of Companies under number 156 and having its registered office at units 608 - 610, 6th Floor, Gate Precinct Building 5, PO Box 506538, DIFC, Dubai, United Arab Emirates. DBS DIFC is regulated by the Dubai Financial Services Authority (the "DFSA") with a DFSA reference number F000164. For more information on DBS DIFC and its affiliates, please see http://www.dbs.com/ae/our--network/default.page. Where this communication contains a research report, this research report is prepared by the entity referred to therein, which may be DBS Bank Ltd or a third party, and is provided to you by DBS DIFC. The research report has not been reviewed or authorised by the DFSA. Such research report is distributed on the express understanding that, whilst the information contained within is believed to be reliable, the information has not been independently verified by DBS DIFC. Unless otherwise indicated, this communication does not constitute an "Offer of Securities to the Public" as defined under Article 12 of the Markets Law (DIFC Law No.1 of 2012) or an "Offer of a Unit of a Fund" as defined under Article 19(2) of the Collective Investment Law (DIFC Law No.2 of 2010). The DFSA has no responsibility for reviewing or verifying this communication or any associated documents in connection with this investment and it is not subject to any form of regulation or approval by the DFSA. Accordingly, the DFSA has not approved this communication or any other associated documents in connection with this investment nor taken any steps to verify the information set out in this communication or any associated documents, and has no responsibility for them. The DFSA has not assessed the suitability of any investments to which the communication relates and, in respect of any Islamic investments (or other investments identified to be Shari'a compliant), neither we nor the DFSA has determined whether they are Shari'a compliant in any way. Any investments which this communication relates to may be illiquid and/or subject to restrictions on their resale. Prospective purchasers should conduct their own due diligence on any investments. If you do not understand the contents of this document you should consult an authorised financial adviser.
United States	This report was prepared by DBS Bank (Hong Kong) Limited ("DBS HK"). DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate.
Other jurisdictions	In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

HONG KONG
DBS Bank (Hong Kong) Ltd

Contact: Dennis Lam
13th Floor One Island East,
18 Westlands Road,
Quarry Bay, Hong Kong
Tel: 852 3668 4181
Fax: 852 2521 1812
e-mail: dbsvhk@dbs.com

INDONESIA
PT DBS Vickers Sekuritas (Indonesia)

Contact: William Simadiputra
DBS Bank Tower
Ciputra World 1, 32/F
Jl. Prof. Dr. Satrio Kav. 3-5
Jakarta 12940, Indonesia
Tel: 62 21 3003 4900
Fax: 6221 3003 4943
e-mail: indonesiaresearch@dbs.com

SINGAPORE
DBS Bank Ltd

Contact: Andy Lee Khoon SIM
12 Marina Boulevard,
Marina Bay Financial Centre Tower 3
Singapore 018982
Tel: 65 6878 8888
e-mail: groupresearch@dbs.com
Company Regn. No. 196800306E

THAILAND
DBS Vickers Securities (Thailand) Co Ltd

Contact: Chanpen Sirithanarattanakul
989 Siam Piwat Tower Building,
9th, 14th-15th Floor
Rama 1 Road, Pathumwan,
Bangkok Thailand 10330
Tel. 66 2 857 7831
Fax: 66 2 658 1269
e-mail: DBSVTresearch@dbs.com
Company Regn. No 0105539127012
Securities and Exchange Commission, Thailand