

Lonza

Capsules & Health
Ingredients



From ideas to **impact**

Discover how to go *further* with
Lonza CHI, the Innovator's Choice

A market primed for disruption

One in four people worldwide now take dietary supplements almost every day.¹ As consumers embrace preventative health, the opportunity to disrupt the nutraceuticals industry with purposeful innovation is immense.

However, competition is fierce and the market evolves at pace. Winning demands more than ambition—getting ahead requires dynamic ideas, concept-to-market expertise and state-of-the-art technical capabilities.

That's where Lonza CHI—the **Innovator's Choice**—can simplify market entry and put your business at the forefront of a global health revolution.

Whether you're seeking big picture thinking inspired by the latest consumer insights, unique solutions to complex technical challenges, or scale-up support to bring your product to market, we have proven success in transforming bold ideas into cutting-edge innovations.

Break away from the competition with **Lonza's Innovation Services**

When you partner with Lonza CHI, you get access to our market experts, technical problem-solvers, and creative minds that can **transform your ideas into disruptive, purposeful products** with impact.

As one of the leading manufacturers in the industry, our knowledge, advanced dosage form technologies, intelligent ingredient systems, and global capabilities make us the first choice for innovation and long-term success.



Why is Lonza CHI the Innovators' Choice?

Because we are a genuine partner for success—an extension of your team that offers comprehensive support across the product lifecycle. By deeply understanding your unique challenges and ambitions, we can help you go further with the extra support you need to:



1. **Create** disruptive products with advanced technology

Unsure how to make your product stand out?

Leverage our proprietary capsule design and fusion technology with innovative ingredient delivery systems to design highly functional—or uniquely experiential—premium supplements.



2. **Innovate** and differentiate to meet consumer needs

Seeking inspiration to kickstart your product development journey?

Unlock emerging market opportunities with our dedicated customer innovation workshops, and deliver differentiated products with our clinically proven, globally recognized ingredient brands and pioneering dosage form solutions.



3. **Solve** complex formulation challenges with industry-leading expertise

Lack in-house expertise to solve technical and formulation challenges?

With our knowledge and expertise, you can develop supplements with advanced release profiles, mask unpleasant flavors and odors, combine multiple ingredients in a single dosage form, and protect oxygen- and moisture-sensitive ingredients.



4. **Gain** and maintain market momentum

Looking for support or resources for scaling and acceleration to market?

Reduce your time-to-market and ensure operational reliability with our global manufacturing and R&D network, localization expertise, and dedicated customer support team.

Services built for your success

At Lonza CHI, our customers are our first priority. Every product and service that we offer is designed to support their unique vision and growth. And our full suite of flexible concept-to-market **Innovation Services** is no exception, supporting you at any or every stage of your product development journey—starting from your first lightbulb moment. We help you put your next nutraceutical innovation in the hands of your consumers with ease, speed, and enduring success.

Phase 1: Ideation

Not sure where to begin? Our product design team partners with you to identify your next big idea in an innovation workshop. Through powerful storytelling techniques, innovative dosage form technologies, and proven ingredients, we help you create a market-first product with a unique positioning that sets it apart from the competition.

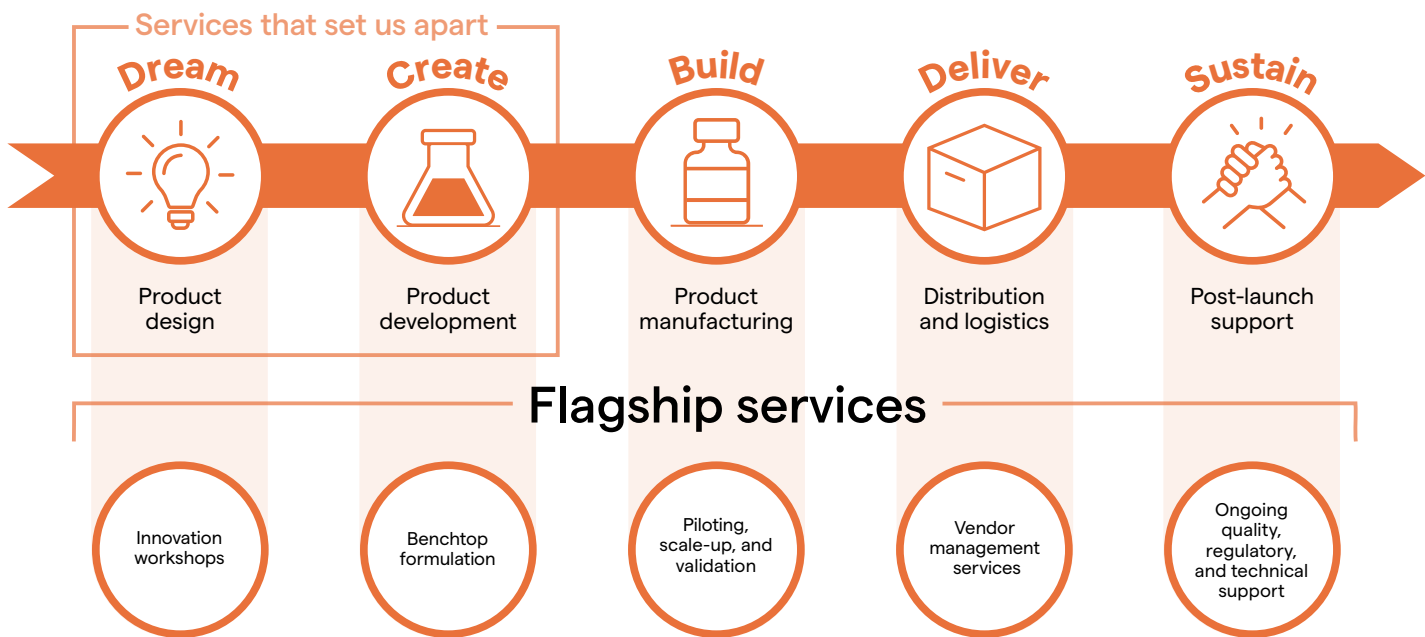
Phase 2: Development

Once your concept is brought into focus, our team helps turn your ideas into reality with our formulation and prototyping expertise. Whether you are creating a supplement for women's health, or an experiential liquid filled capsule for healthy aging, our dedicated technical specialists can tackle formulation challenges head-on. With access to our consumer testing tools, we take product concepts and get feedback from your target demographic to evaluate their potential for market success.

Phase 3: Commercialization

After running pilot tests, we produce and scale finished products consistently and reliably at our state-of-the-art global manufacturing facilities and place them in the hands of your consumers through our sophisticated supply chain services. Finally, our post-launch support team will make sure you maintain market leadership by giving you first access to new technologies, market research, and R&D support.

Our process



How can Lonza's Innovation Services help you go **further**?



We turn challenges into your **advantage**

Making a positive difference to the lives of your consumers takes more than a bright idea. As supplement users seek out products offering multiple health benefits, formulators face a range of technical challenges related to ingredient compatibility, taste and odor masking, aesthetic appeal, stability, and efficacy.

When you partner with Lonza CHI, you gain access to the market-leading expertise needed to overcome technical hurdles and create multi-functional products that resonate with today's consumers.



A partnership tailored for your **success**

We understand that each innovation's product development journey is different. That's why we offer white glove services tailored to your unique business needs and goals—ensuring that we surpass expectations, every time.

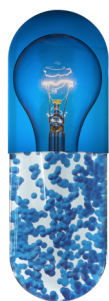
As an extension to your team, we work closely with you to achieve your vision. How? By supporting with innovation ideation, risk assessments, stress testing, raw material qualification, marketing intel, regulatory support—and even ready-to-go formulations. Meanwhile, our Innovation Suite mirrors our flexible, customer-centric ethos, offering a dedicated space for beta testing and collaborating on smaller-scale projects.

"If it wasn't for Lonza's focus on partnering with early start-ups, I am certain we wouldn't be as successful as we are today. With their world class ingredients and novel technologies, ***we developed a beautiful, effective supplement, and a rich future product pipeline***"

Eric First, MD, FAIS, Co Founder, Reset

“Working with Lonza has been transformative. They were willing to take a bet on our potential from day zero, and that belief was a key part of our future success. It has been a fun journey along the way, and we look forward to many more years of partnership.”

Joel Freeman, Co-Founder, Heights



Access game-changing product technology

Transforming your supplement from ordinary to standout means unlocking new formulation possibilities with the help of disruptive delivery technologies. From industry firsts like our proprietary capsule sealing technology to our diverse Dosage Form Solutions—including customizable capsule solutions and liquid-filled formats—our advanced delivery technologies give you the extra creative power you need to deliver unique consumer benefits and experiences.

Driving purposeful product development isn't just about supporting the health of people, but also the planet. That's why we drive innovation toward environmentally conscious and traceable solutions, and ensure our products meet the highest standards, including non-GMO, Halal, USP, and gluten-free.



Accelerate your route to market

Staying ahead of trends—and the competition—means getting to market fast. When lengthy product development timelines stand in your way, we have the scale, capabilities, and experience to help you get further, faster. As the world's largest capsules manufacturer, backed by a global manufacturing and R&D network and unrivalled in-market knowledge, you can be confident in us as your specialized innovation partner.

We take steps to streamline production costs and reduce time-to-market, for example by running feasibility assessments to optimize machinability for your unique formulation. Plus, our Vendor Management Services ensure procurement is aligned to your needs by expediting ingredient sourcing and securing special pricing. With first access to ingredient launches for accelerated and differentiated new product developments, we are committed to keeping you one step ahead.

Go *further* with Lonza's Dosage Form Solutions:

- Create dual release products with **Capsugel® DUOCAP®** capsule-in-capsule technology
- Prevent leaks with **Capsugel® Licaps®** liquid-filled capsules for maximum ingredient protection
- Captivate consumer senses with **AromatiQ™ Technology**—an aroma capsule coating technology



Go *further* with Lonza

Your next big innovation starts with Lonza CHI. Get in touch with our experts to discover how we can transform your ideas into disruptive products that make a real impact.

Backed by

The Lonza Assurance

Delivering our promise to you

Lonza core strengths

Our promise to complete customer care through our global infrastructure and support network

Lonza standards

Our pledge to maintain high quality standards and industry accreditation

Lonza commitment

Our commitments to safety, sustainability and a better world

Get in touch with our experts today.

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References

1. Euromonitor International Health & Nutrition Survey, 2020, n: 21,741 (global respondents)

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