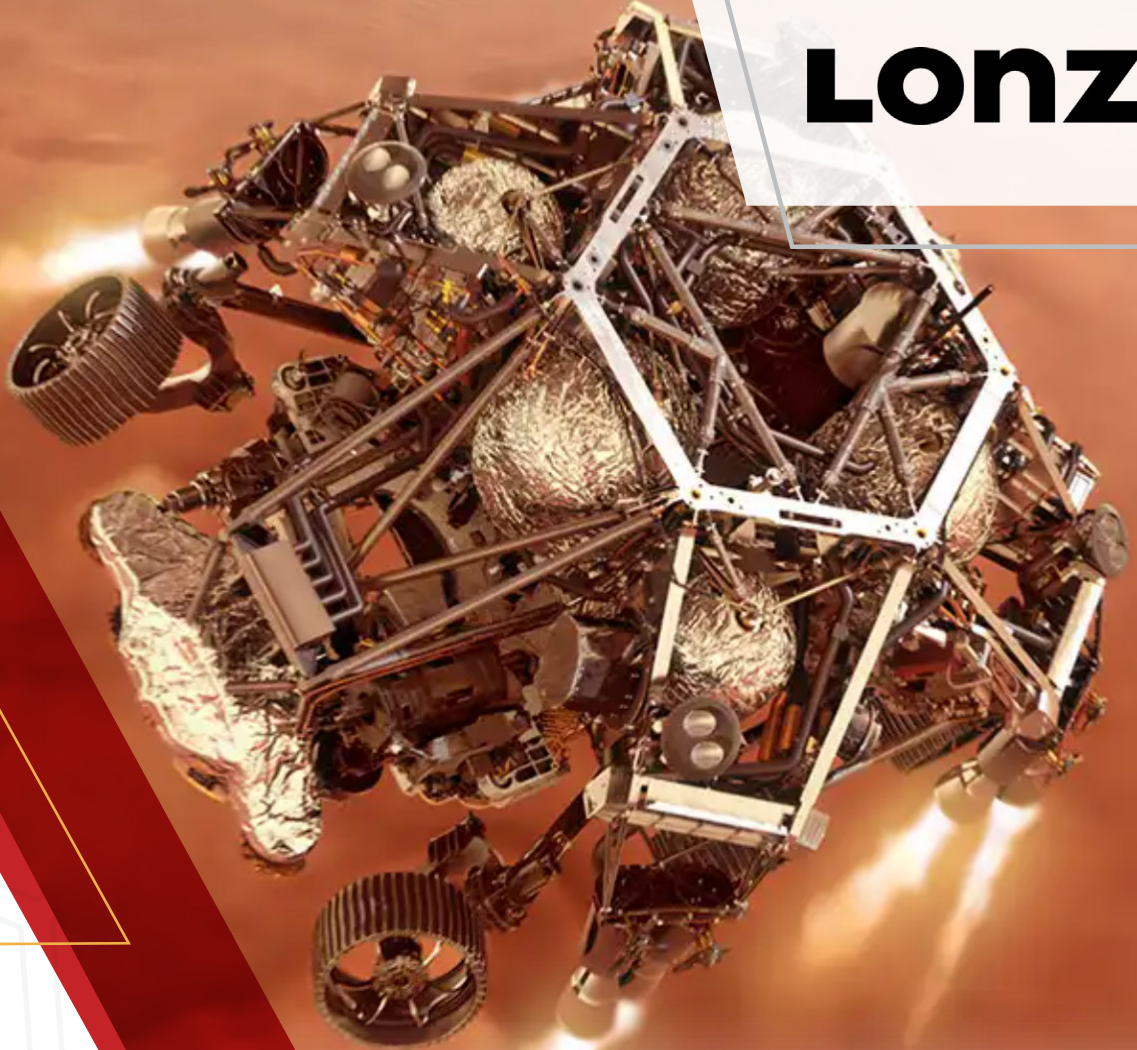


Lonza



OPPORTUNITY MARKETING PIECE

GLOBAL HEAD OF HYDRAZINE

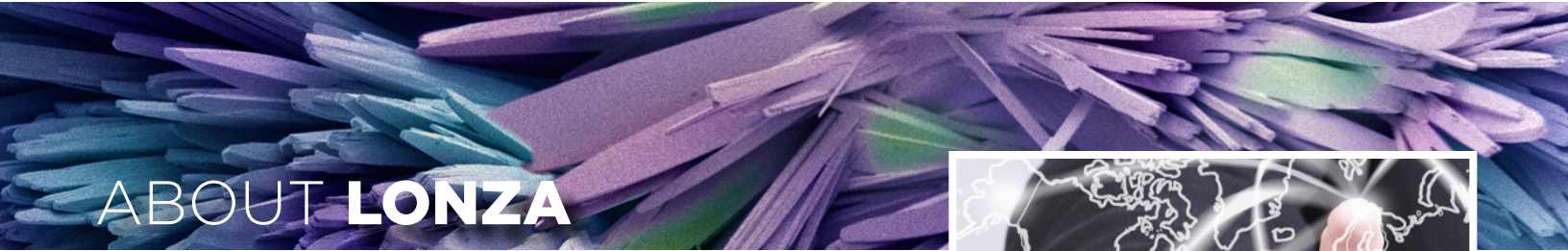
LOCATION | **Lake Charles, LA**

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FOR MORE INFORMATION, CONTACT:
ROBBIE ROPELLA, CEO
850.983.4883 | robbie@ropella.com



ABOUT LONZA

LONZA is one of the world's leading and most trusted suppliers to the pharmaceutical, biotech and specialty ingredients markets. They harness science and technology to create products that support safer and healthier living and enhance the overall quality of life.

Not only are they a custom manufacturer and developer, Lonza also offers services and products ranging from active pharmaceutical ingredients and stem cell therapies to drinking water sanitizers, from vitamin B3 compounds and organic personal care ingredients to agricultural products, and from industrial preservatives to microbial control solutions that combat dangerous viruses, bacteria and other pathogens.

Founded in 1897 in the Swiss Alps, Lonza today is a well respected global company with approximately 40 major manufacturing and R&D facilities and more than 14,000 full-time employees worldwide. The company generated sales over USD 5 billion in 2017 and is organized into two market focused segments: Pharma & Biotech and Specialty Ingredients.

Lonza continues to leverage its core strengths in innovation, technology and regulatory expertise while capturing cross-divisional synergies in manufacturing, research and sales.



At Lonza, they take care of their customers and their global, regional, and local requirements. Wherever their customers are, there is a Lonza office nearby that can offer specialized consulting.

COMPANY QUICK FACTS

1897
established

MARK FUNK
current CEO

15,500
employees
worldwide

BASEL, SWITZERLAND
headquarters

LONZA.COM



CORPORATE CULTURE

At Lonza, they invest in great people. They encourage their employees to challenge themselves and offer an environment that fosters creativity and success. Headquartered in Basel, Switzerland, they operate production, R&D and business sites around the world, including Europe, North America and Asia. Lonza employees enjoy development opportunities, an international working environment, and excellent benefits.

Working at Lonza means interacting with intelligent and empowered people who focus on emerging technologies that are ground-breaking, exciting and have a positive impact on humankind. Lonza has a fast-paced environment, without the burdensome bureaucracy and provides the ability to be involved in many aspects of internal and external business.

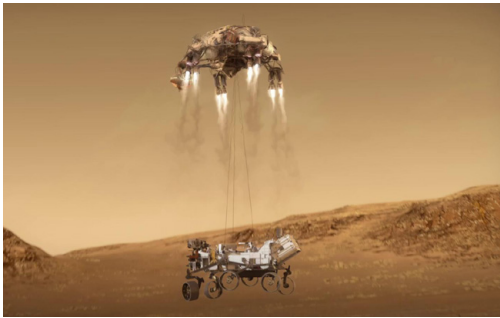
Lonza knows that their people are the cornerstone of their success. Lonza employees come from different countries, backgrounds, and cultures. Employees are rewarded for a job well done, have opportunities to develop their knowledge and skills and are respected and valued.

LONZA PRODUCTS

Hydrazine is a very reactive material that can decompose with incredible speed and energy under a number of conditions. Its decomposition yields exhaust products at high temperatures with low molecular weight—an ideal combination for rocket propulsion and gas generation.

This decomposition is highly reliable and reproducible to within milliseconds. Lonza’s Ultra Pure™, Monomethyl Hydrazine (MMH) Unsymmetrical Dimethylhydrazine (UDMH), and Anhydrous Hydrazine (AH) products are utilized in both mono-and bipropellant systems. Leading aerospace organizations such as NASA and the U.S. Air Force use these high-quality hydrazine propellants.

Hydrazine Solutions, such as the Scav-Ox® 35% product, are used as an oxygen scavenger in boiler water, reducing oxidation in both low and high pressure steam systems. Hydrazine is the best material that can be used for protection against oxidation in super critical boilers operating at pressures up to 3500 psi.



THEIR PRODUCT PORTFOLIO INCLUDES:

- Ultra Pure™ Hydrazine
- Hydrazine Hydrate
- Monomethyl Hydrazine (MMH)
- Unsymmetrica Dimethylhydrazine (UDMH)

PRODUCT PORTFOLIO

ULTRA PURE™ HYDRAZINE

Hydrazine (N₂H₄) is a clear, colorless, hygroscopic liquid with a distinct, ammonia-like odor. It is a highly polar solvent, miscible with other polar solvents but immiscible with non-polar solvents.

The purity of Ultra Pure™ anhydrous hydrazine exceeds the requirements for both the Monopropellant Grade and High Purity Grade set forth in Military Specification. Ultra Pure™ hydrazine is aniline-free. No aniline is detectable at the detection limit of specified analysis procedures.

MONOMETHYL HYDRAZINE (MMH)

Monomethyl hydrazine (CH₃NHNH₂) is a clear, colorless, hygroscopic liquid. It has an odor typical of relatively short-chain organic amines. Monomethyl hydrazine is miscible with water, hydrazine, hydrazine derivatives, amines and lower weight monohydric alcohols. It is soluble in hydrocarbons.

Monomethyl hydrazine is a mildly alkaline base and a very strong reducing agent. Its high chemical reactivity, easily controlled functionality and strong hydrogen bonding are its most useful properties.

HYDRAZINE HYDRATE

Hydrazine derivatives are used in the manufacture of herbicides and fungicides, as well as plant growth regulators. From tranquilizers to the primary drug for controlling tuberculosis, hydrazine derivatives have proven to be effective ingredients for a number of pharmaceuticals.

Currently, the plastics industry uses hydrazine derivatives in the creation of blowing agents and polymerization initiators. Use of these derivatives is also being investigated for the formulation of polymers.

UNSYMMETRICA DIMETHYLHYDRAZINE (UDMH)

Unsymmetrical dimethylhydrazine (1,1-dimethylhydrazine) is a clear, colorless hygroscopic liquid. It has an ammonia-like odor which closely resembles that of aliphatic amines. UDMH is miscible with water, hydrazine, dimethylhydrazine, ethanol, amines and most petroleum fuels.

UDMH is mildly alkaline and is a very strong reducing agent. Its high chemical reactivity, easily-controlled functionality and strong hydrogen bonding are its most useful properties.

PRODUCTS AND SERVICES

Bio Research

Pharma & Biotech

Consumer Health

Agro Ingredients

Coatings and Composites



ANTJE GERBER



Head of Bio Research, Lonza . 27 years

Antje knows the international specialty chemical industry inside out: She has worked for more than 27 years in various leadership positions in sales, marketing and innovation with top players such as Roquette, Evonik, HB Fuller and lately Venator. She is a Leader who gives vision and purpose to her organization. In a complex and highly competitive global environment, Antje has a proven track record of transforming organizations into sustainable growth drivers. She loves to bring new concepts to reality and empowers her teams to connect with their customers and bring innovative solutions to the market for them. Her team describes her as a visionary and engaging Leader, who supports and coaches her team on the way to success.

Antje studied business administration with a focus on marketing and chemistry at University of Hamburg, Germany. Since August 2019, she leads the Specialty Chemical Services Business unit for Lonza Specialty Ingredients to bring the business to a new level. Today she lives in Basel, discovering the multicultural assets of an area where Switzerland, Germany and France meet in the core of Europe.



POSITION OVERVIEW

GLOBAL HEAD OF HYDRAZINE

LONZA

Provides direction and strategy to the development and execution of the business plans for Lonza's Hydrazine portfolio. Deliver targeted sales volumes, margins, EBIT and working capital targets for the Hydrazine business

JOB RESPONSIBILITIES

- Manages US Government Contract. Ensuring that all contract obligations are met and maintains close contact with Government officials. Develops strategy for next contract.
- Develops, recommends and executes strategic plans to achieve key sales, financial targets based on market intelligence for the Hydrazine business.
- Develops annual budget and BSRs.
- Responsible for approximately 75% of global sales.
- Manage EMEA and NAFTA sales efforts by working closely with regional Sales Teams.
- Sets prices and allocates product as required.
- Manages key Hydrazine Solutions supply contract (Otsuka).
- Establishes and adjusts selling prices by monitoring costs, competition and supply/demand.
- Closely works with Operations at plant relating to issues relating to product availability
- Manages Customer Services to ensure products are delivered as promised.
- Responsible for developing and writing quality management procedures specific to client requirements.
- Performs other duties as assigned.

SKILLS

- Deep understanding of the chemical industry and commercial management.
- Possesses the highest level of ethics and compliance.
- Sales or customer-facing experience essential.
- Experience of strategic marketing and market intelligence.
- Experience of running a niche business including being responsible for production, marketing, pricing, purchasing, supply chain.
- Significant experience of contract negotiation across the business - wide scope
- Adept at navigating and succeeding within a complex matrix environment.
- High level of commercial acumen and financial planning skills.
- Customer-focused and exceptional at developing customer relationships.
- Driver of continuous improvement in this area.
- Excellent organization, time management, verbal and written communication and interpersonal skills.

EDUCATION

- BSc in Chemical Engineering or related field required.
- MSc in Chemical Engineering or related field required.

WORK EXPERIENCE

- 10 + years' experience in the chemical industry.
- 5-10 years' experience with government contracts.

ABOUT LAKE CHARLES, LA

Lake Charles (French: Lac Charles) is the fifth-largest incorporated city in the U.S. state of Louisiana, located on Lake Charles, Prien Lake and the Calcasieu River. Founded in 1861 in Calcasieu Parish, it is a major industrial, cultural and educational center in the southwest region of the state.

As of the 2017 census, the population was 78,001. Lake Charles is the principal city of the Lake Charles Metropolitan Statistical Area, having a population of 202,040. It is the larger principal city of the Lake Charles- Jennings Combined Statistical Area, with a population of 225,235.

It is considered a regionally significant center of petrochemical refining, gaming, tourism and education, being home to McNeese State University and Sowell Technical Community College. Because of the lakes and waterways throughout the city, metropolitan Lake Charles is often referred to as the Lake Area. The town was first incorporated in 1857 as Charleston after an early settler, Charles Sallier. Ten years later, on March 16, 1867, Charleston was reincorporated as the City of Lake Charles. In 1910, a fire, known as the "Great Fire of 1910", devastated much of the city. However, Lake Charles soon rebuilt itself and continued to grow and expand in the twentieth century.

The city's streets are laid out primarily in a grid pattern. Interstate 10 passes through Lake Charles, connecting the city with Houston to the west and New Orleans to the east. The Calcasieu River Bridge crosses the Calcasieu River and part of lake. Featuring decorative flintlock pistols on the railing, it is 135 feet (41 m) high. About 50,000 vehicles pass over it daily. Despite its age of over 60 years, it is considered safe by the Louisiana DOTD.

Interstate 210 is an interstate highway bypass that loops through the southern portion of the city. The curving Israel LaFleur Bridge goes over the Calcasieu Ship Channel. The loop has served Lake Charles commuters for 40 years, and carries about 40,000 vehicles per day.

Lake Charles has the biggest casino market in the state of Louisiana. The L'Auberge du Lac Casino Resort is a 242 acres, 26-story hotel in Lake Charles. It has nearly 1000 guest rooms, as well as a casino, golf course, spa, and meeting center. A second casino, the Golden Nugget Lake Charles, opened in late 2014 next to L'Auberge du Lac. The casino resort has more than 740 guest rooms, a casino, golf course, meeting space, retail corridor and a private beach and marina.





LAKE CHARLES QUICK FACTS

78,001
population

**CHENNAULT
INTERNATIONAL AIRPORT**
major airport

LAFAYETTE
closest major
city

HWY 27
major highway

Lake Charles is home to a number of museums and art galleries. The largest, the Imperial Calcasieu Museum, features a permanent historical exhibit with artifacts and an art gallery. Its grounds are home to the Sallier oak tree, which is around 400 years old. The Historic City Hall Arts and Cultural Center is used as exhibition space; moving art exhibits are displayed at this public art gallery each month. It also hosts the Charlestown Farmers' Market, which provides a venue for local farmers and merchants to sell goods. The USS Orleck Naval Museum, a naval destroyer from 1945, is open for public tours as a veterans' memorial and museum. It is located on the river in North Lake Charles.

The Central School Arts and Humanities Center, located in the historical Charpentier District, is owned by the city. Charpentier is French for "carpenter", a reference to the carpenter-architects who built the mixed-style homes in the district. Central School features the Black Heritage Art Gallery, which is on the Louisiana African American Heritage Trail, as well as the Mardi Gras Museum of Imperial Calcasieu, which features extravagant costumes and an interactive float. It has the largest collection of Mardi Gras memorabilia in the South. Other studios and cultural activities include the Art Associates Gallery, Studio 347 Gallery, the Lake Charles Symphony, and the Lake Charles Community Band.

McNeese State University produces the annual Banners Series of various musical and theatrical performances. Banners also hosts lectures and presentations from notable persons and academics. Local theaters include the Lake Charles Little Theatre, the Artists Civic Theatre and Studio (ACTS), and the Children's Theatre.

Mardi Gras in Lake Charles has a long history dating back to 1882, when Momus, King of Mardi Gras, landed his royal yacht at the foot of Pujo Street downtown. Throughout the two World Wars, Mardi Gras was downsized which led to a lack of participation by the area's youth. However, an interest in redeveloping the festivities arose, and the first Mardi Gras Ball in Lake Charles was staged in 1964. The full revival of Mardi Gras in Lake Charles was not realized until 1979, when several Krewe captains formed the "Krewe of Krewes", with the primary purpose of parading and promoting Mardi Gras for local residents. In 1985, Mardi Gras of Imperial Calcasieu, Inc. was formed by a group of civic-minded volunteers to further aid in the preservation of this festival. Mardi Gras in Lake Charles regularly draws in crowds of 150,000.

LAKE CHARLES, LA AREA LINKS

AREA LINKS

City Hall

cityoflakecharles.com/department/division

Visit Lake Charles

cityoflakecharles.com

SHOPPING

Prien Lake Mall

simon.com/mall/prien-lake-mall

Parkway Plaza at Moss Bluff

lakecharles.com

ARTS & ENTERTAINMENT

Zoosiana

zoofacadiana.org

USS Orleck Naval Museum

orleck.org/

Historic City Hall Arts & Cultural Center

cityoflakecharles.com

Lake Charles Little Theatre

thelclt.com

Alexander Art Studio

candicealexander.com

SPORTS

New Orleans Saints

neworleanssaints.com

New Orleans Pelicans

nba.com/pelicans

New Orleans Gold

nolagoldrugby.com

EDUCATION

Mc Neese State University

mneese.edu

Sowela Technical Community College

sowela.edu

