

Corporate Office Launch of Lonza in Gurugram, August 14, 2019, Keynote address by Ambassador Dr. Andreas Baum

Professor Bohrer, Managing director Sood,
Employees of Lonza, distinguished guests, ladies and gentlemen,

It gives me great pleasure to participate today in the Corporate Office Launch of Lonza here in Gurgaon. Most Swiss companies in India are settled in Mumbai, Pune or the south of India. I am pleased to see them also expanding their presence in the bustling metropolitan region of Delhi, which offers many advantages. I think of the good infrastructure, with an airport directly connected to all continents as well as a qualified workforce. And of course, Delhi is the capital. Political decisions are taken here. All of which makes many reasons to establish a corporate office in Gurgaon.

But such a move must of course make sense for the development of an individual company, which brings me to Lonza. The history of the company is a true success story. It was always able to adapt itself to new challenges and opportunities. Lonza is a company which is constantly evolving, one which is not afraid of change. This is key to its success. Please allow me to very briefly outline the development of Lonza with a special focus on India. Everything started one

hundred twenty two years ago in the little village of Gampel in the canton of Valais. The power of the river Lonza was used to manufacture calcium carbide and acetylene. Today, Lonza is headquartered in Basel, operates more than 100 sites and employs more than 15'000 fulltime employees. Lonza's centre of activity has also adapted and evolved over the time, always with the goal of meeting the requirements of the markets in which it operates. Lonza has its roots in the chemical industry, but today it is primarily active in the fields of biotech and life sciences.

In India, Lonza is well represented, with facilities and offices in Jaipur, Mumbai, Delhi and Hyderabad. After the acquisition of Capsugel Healthcare, it even has a production facility in Delhi. The opening of this corporate office in Gurgaon is the next step. This investment highlights Lonza's confidence in the Indian market and its growth perspectives.

Lonza is also an inspiration for the Embassy's daily work. When it comes to foreign economic policy, an important mandate of the Official Swiss Network in India is to provide the best possible framework and legal conditions for companies to do business. Let me briefly outline two important projects we are working on.

To conclude a Free Trade Agreement with India is a priority. Negotiations between the EFTA-member States and India, started in

2008 already, are ongoing, but there are still some obstacles to overcome. Now that the elections in India are behind us, we are confident that the next round of negotiations will take place soon. Another priority is the conclusion of a new Bilateral Investment Protection Treaty, which became necessary after India terminated almost all such treaties in 2017. Two rounds of negotiations have already taken place, a third round is planned for this autumn.

Let me say a few months about the very busy bilateral diplomatic calendar of the autumn. In September, President Kovind will be in Switzerland for a State visit. I am sure that this visit will give an additional boost to relations between the two countries. September will also mark the first exchange of date under the new Agreement on the Automatic Exchange of Information in Tax Matters. For October, we are planning a visit by Federal Councillor Sommaruga. She plans to visit Bangalore, Coimbatore and Delhi. Her programme will be focused on railways, cleantech and smart cities. Interested companies will be able to participate.

In closing, I wish to highlight one last initiative. After successfully completing the celebrations of 70 Years of Swiss-Indian Friendship, during which we organized more than fifty events throughout the country, we have, with renewed support by corporate sponsors, launched a new biennial initiative, called Swiss it!

Under a new logo, designed as a luggage tag, we want to take our guests and partners on a journey. A journey with a Swiss touch, building on the characteristics and competencies of “the Swiss way of doing things”. I think of quality, precision, reliability, sustainability, the ability to innovate, a strong sense of solid craftsmanship within a highly globalized world, visionary thinking, while acting pragmatically. All of which, not surprisingly, sounds like a description of Lonza, which we are most grateful to welcome aboard as a sponsor and participant!

The new initiative will highlight Switzerland and its economic players not only as global leaders in business, research and innovative technologies, but also as innovators in good governance, arts and social inclusion. Swiss it! will include a series of public events in many cities, with a focus on creating opportunities for entrepreneurs and innovators of both countries. One of the first events, in which I invite you to participate, will be entitled “Culture for Innovation”. It will look at which aspects of corporate cultures favor innovation.

Once again, congratulations to Lonza for this impressive corporate office. I wish it a long, prosperous and happy life. Thank you.