



# Erceiros



# Main figures

# Key facts. Fiscal year 2023

**1989**  
Foundation

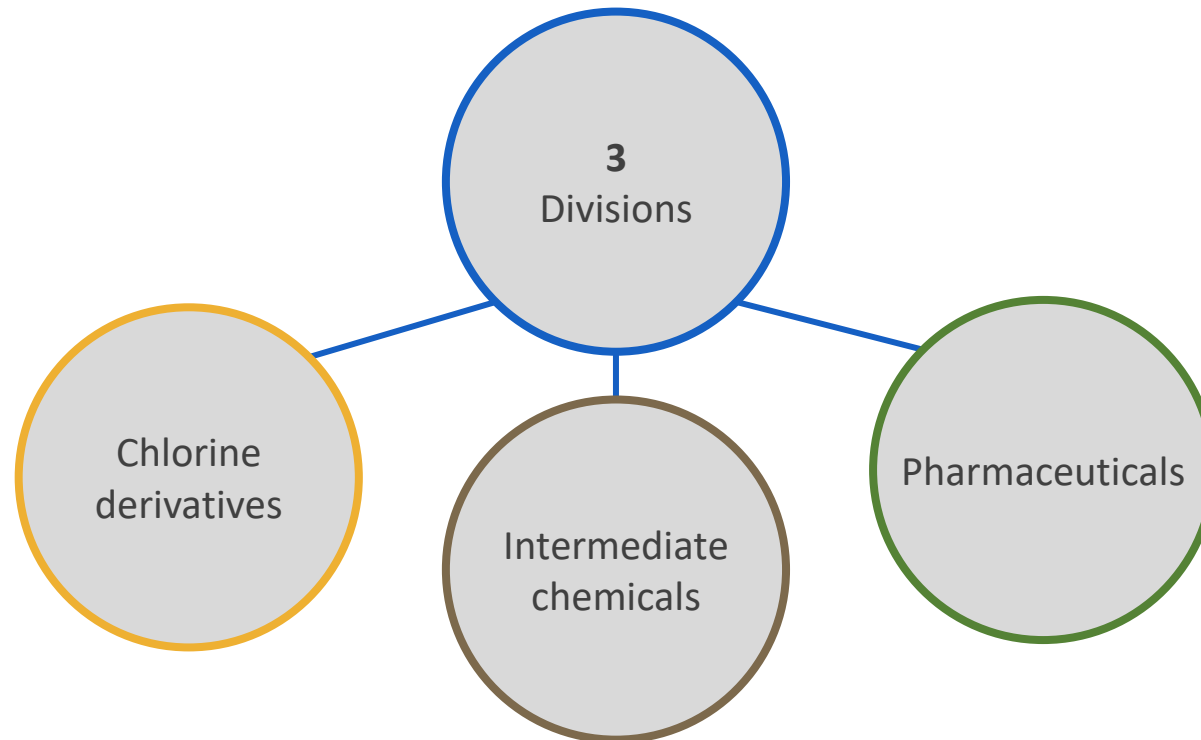
**1,334**  
Workforce

**10**  
Factories

**707 M€**  
Sales

**52%**  
Export  
(>90  
countries)

**48 M€**  
Adjusted  
ebitda



# Factories



Chlorine derivatives

Intermediate chemicals

Pharmaceuticals

# Products and applications

Divisions	Centres	Main products	Main applications
<b>Chlorine derivatives</b>	Flix, Monzón, Tarragona, Sabiñánigo, Vila-seca I and Vila-seca II	Caustic potash Caustic soda Chlorine EDC Hydrochloric acid PVC Sodium chlorate Sodium chlorite Sodium hypochlorite Trichloroisocyanuric acid (TCCA) VCM	Chemical industry Industry in general Manufacture of derivatives Manufacture of VCM Industry in general Construction Bleaching of paper pulp Water treatment Water treatment Swimming pool water Manufacture of PVC
<b>Intermediate chemicals</b>	Almussafes, Cerdanyola and Tortosa	Dipentaerythritol Formaldehyde Moulding compounds Paraformaldehyde Pentaerythritol Resins Sodium formate	Paints Manufacture of derivatives Electrical and sanitary material Resins Paints Lumber industry Tanning industry
<b>Pharmaceuticals</b>	Aranjuez	Erythromycins Fosfomycins Fusidic acid	Skin infections Respiratory infections Urinary infections

# Sales and markets. Fiscal year 2023

## The top 5 products we sell are

TCCA  
Paraformaldehyde  
Polyols  
PVC  
Caustic soda

## We sell our products all over the world\*

Spain: 48%  
Rest of the EU: 30%  
Rest of OECD: 13%  
Rest of the world: 9%

\* Percentage of total sales.

← → No es seguro | erccros.es/index.php?lang=es


Última cotización: 2,8500 ←

Español

Buscar

 Ercros

INICIO ACERCA DE ERCROS NEGOCIOS Y PRODUCTOS RESPONSABILIDAD SOCIAL ACCIONISTAS E INVERSORES SALA DE PRENSA



Plan estratégico Plan-3D

PLAN ESTRATÉGICO 3D  
DIVERSIFICACIÓN  
DIGITALIZACIÓN  
DESCARBONIZACIÓN

Noticias Resultados Mujeres con química

Escribe aquí para buscar

TOSHIBA

PTL067

12:37 11/03/2021

Mission & strategy

# Mission and principles

- Ercros' actions are aimed at increasing the value of the company and are guided by three basic principles:
    - Maximum security for your employees, neighbors and facilities.
    - Absolute respect for the environment.
    - Satisfaction of the needs of its customers and total quality of its products.
  - Ercros pursues the consolidation of a solid and lasting industrial group that contributes to the wealth and well-being of society, that corresponds to the trust that its shareholders have placed in it and that allows the full development of the personal life and professional capacity of those who form part of the company.
-

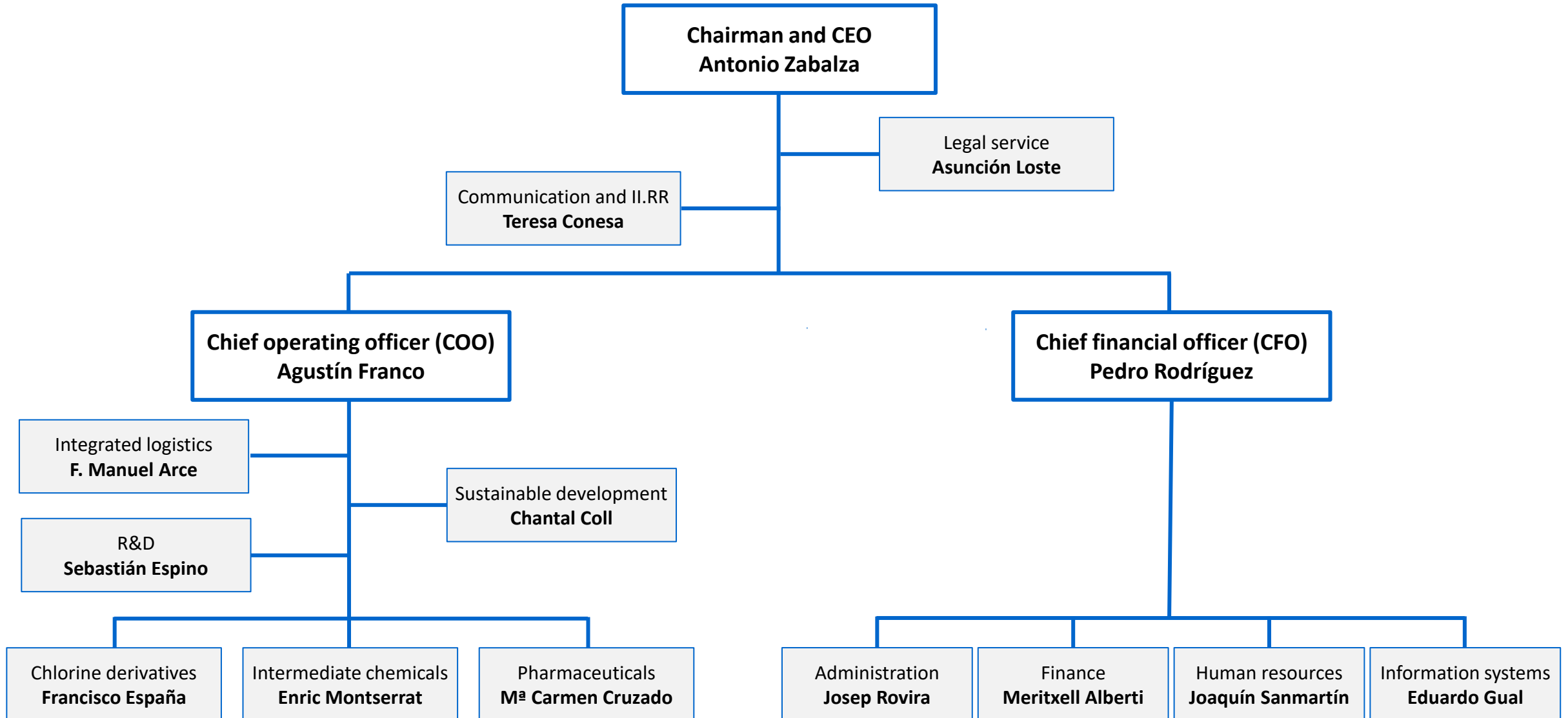


# Business Strategy: The 3D Plan

- Ercros defines its strategy in multi-year plans. The 3D Plan is currently in force, covering the period 2021-2025. This plan seeks to transform Ercros into a sustainable company and is based on three dimensions: diversification, digitalisation and decarbonisation, and the fight against climate change.
- The 3D Plan contemplates 20 projects, which will involve a total investment of 92 million euros.



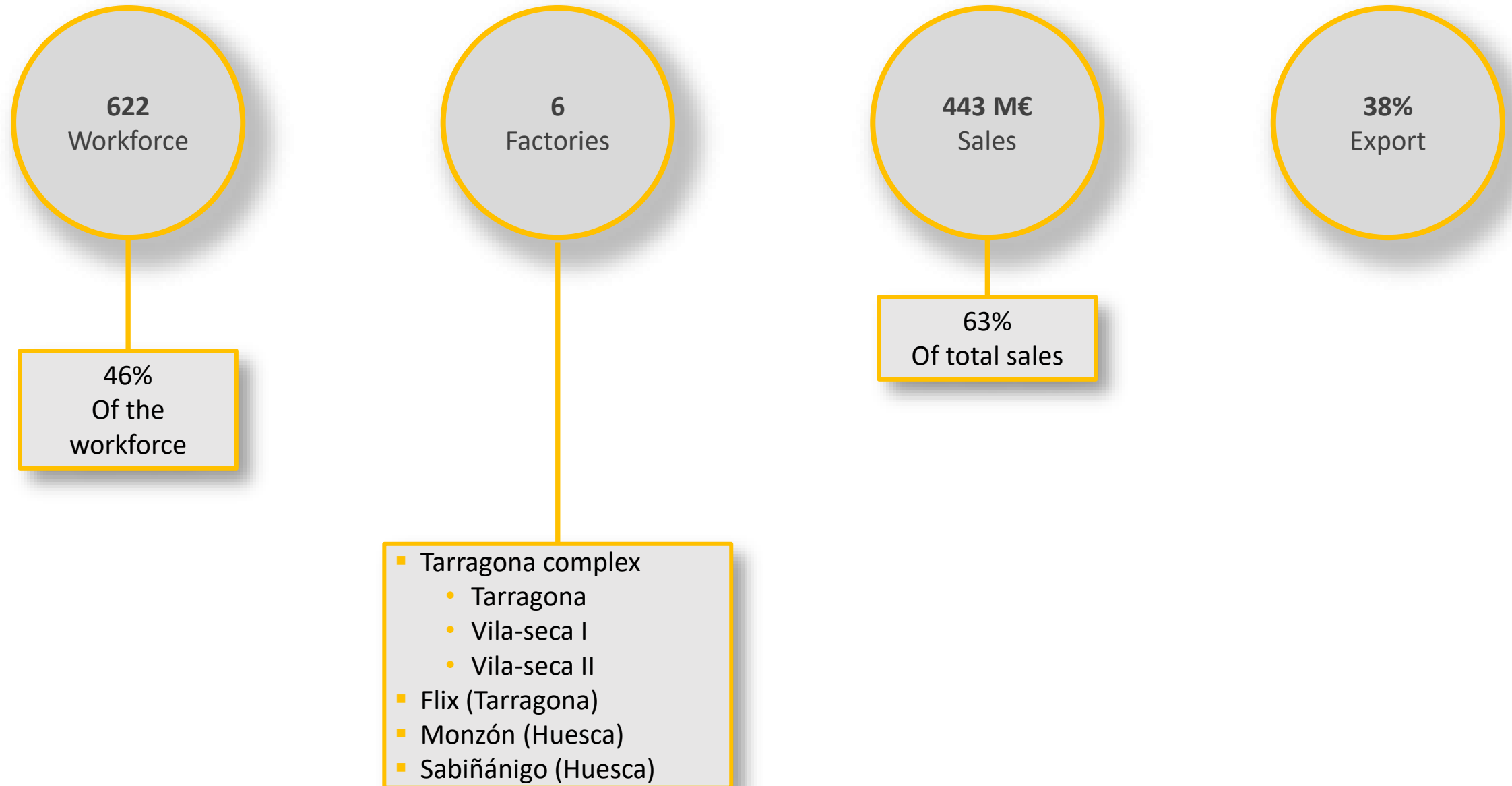
# Organization chart





# Chlorine derivatives

# Key data from the chlorine derivatives division. Fiscal year 2023



# Business model

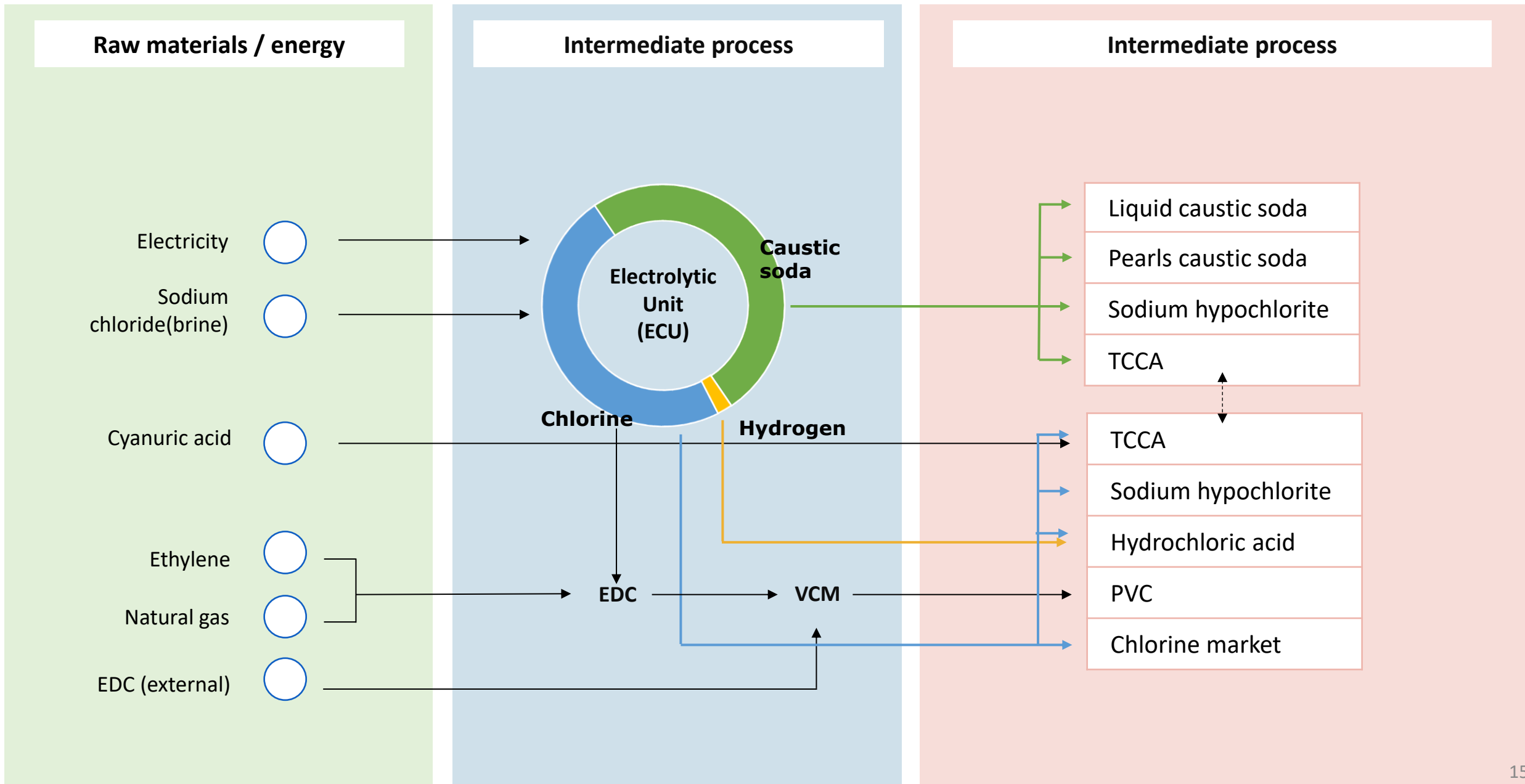
- The main activity of the chlorine derivatives division is the production of chlorine, caustic soda and their derivatives.
- Chlorine, caustic soda and hydrogen are obtained simultaneously in the same production process, through membrane electrolysis, from sodium chloride dissolved in water (brine) and electricity, in a ratio of 1 ton of chlorine per 1.12 ton of caustic soda and the equivalent of 28 kg of hydrogen.
- The chlorine produced by Ercros is mainly used for the internal manufacture of chlorine derivatives, and in particular for the manufacture of PVC.

# Strengths and challenges of the division

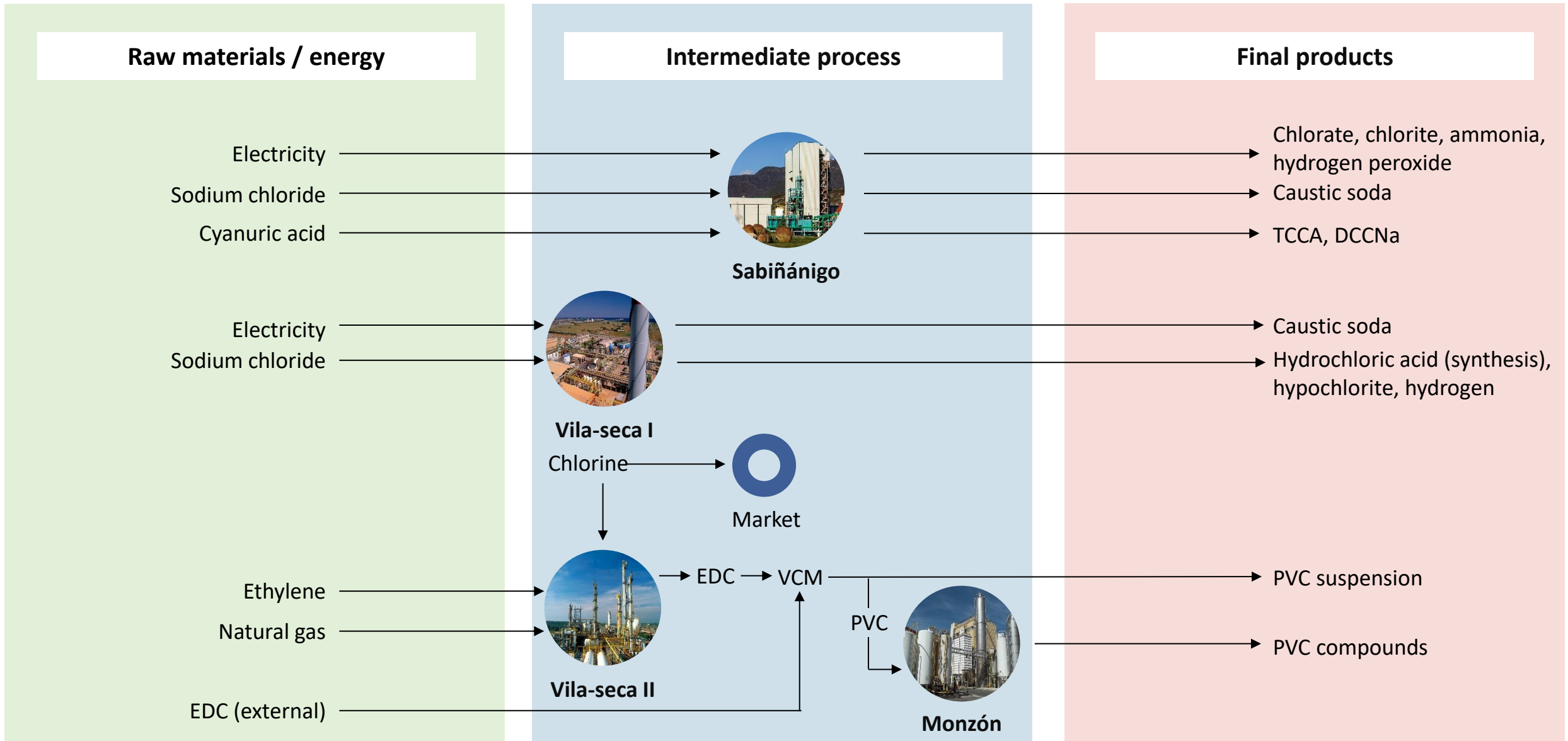
- The main strengths of this business are:
  - Integrated production.
  - Synergies and complementarity between the division's factories.
  - Modernized and efficient industrial park.
- The main challenges are:
  - Continue to make progress in reducing the carbon footprint of our processes and products.
  - Increase the weight of products with higher added value and expanding markets.
  - Diversify the division's portfolio with new products.



# Scheme of the production process of chlorine - caustic soda



# Scheme of the production process of the division

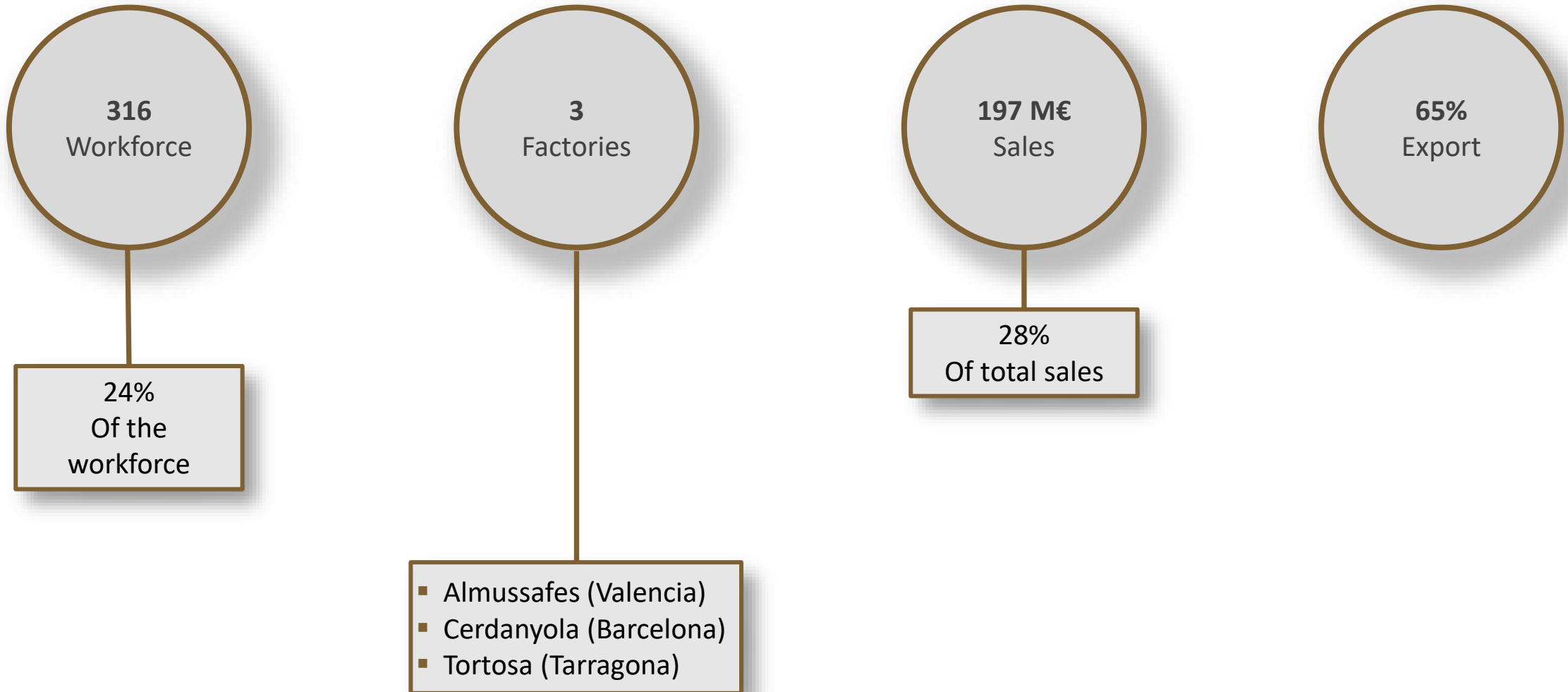






# Intermediate chemicals

# Key data from the intermediate chemistry division. Fiscal year 2023



# Business model

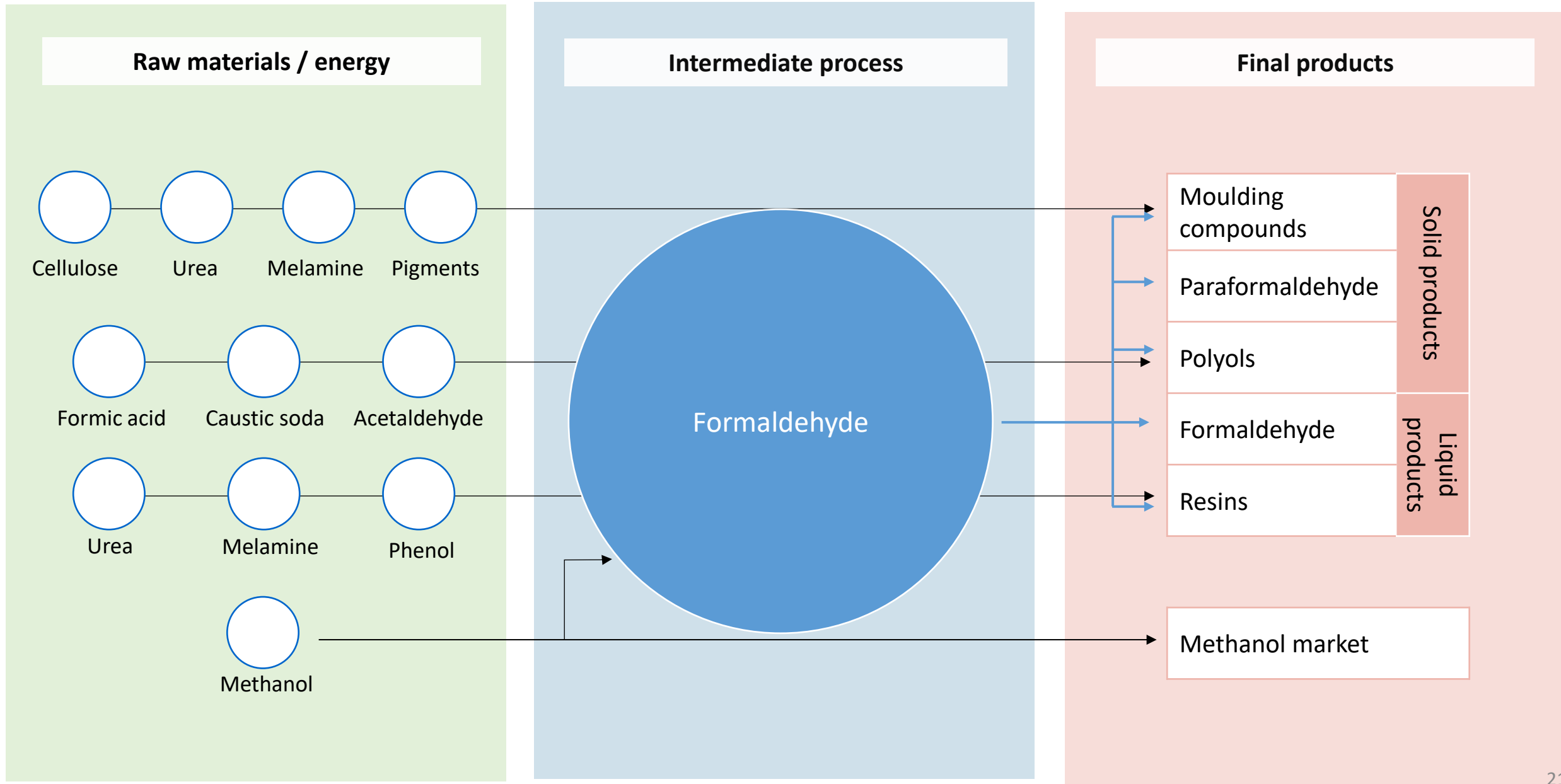
- Formaldehyde is the central product of the intermediate chemicals division and methanol its main raw material.
- 80% of the formaldehyde produced is used for the manufacture of derivatives, both liquid and solid.
- Solid products account for around 65% of the division's turnover and have a world-wide market, with an export of 90%.
- Liquid products, due to their water content and, therefore, higher transport costs, have a smaller market, limited to a radius of between 800 and 1,000 km from the production center.

# Strengths and challenges of the division

- The main strengths of the division are:
  - Know-how and proprietary technology in production processes.
  - Ability to develop products tailored to customer requirements.
- The main challenges are:
  - Continue to develop new resin ranges (ErcrosGreen+ and ErcrosTech).
  - Continue with the process of digitization of the entire value chain.
  - Maintain our commitment to the progressive decarbonisation of processes.
  - Continue to increase the quality and service standard of the products and diversify the current portfolio.



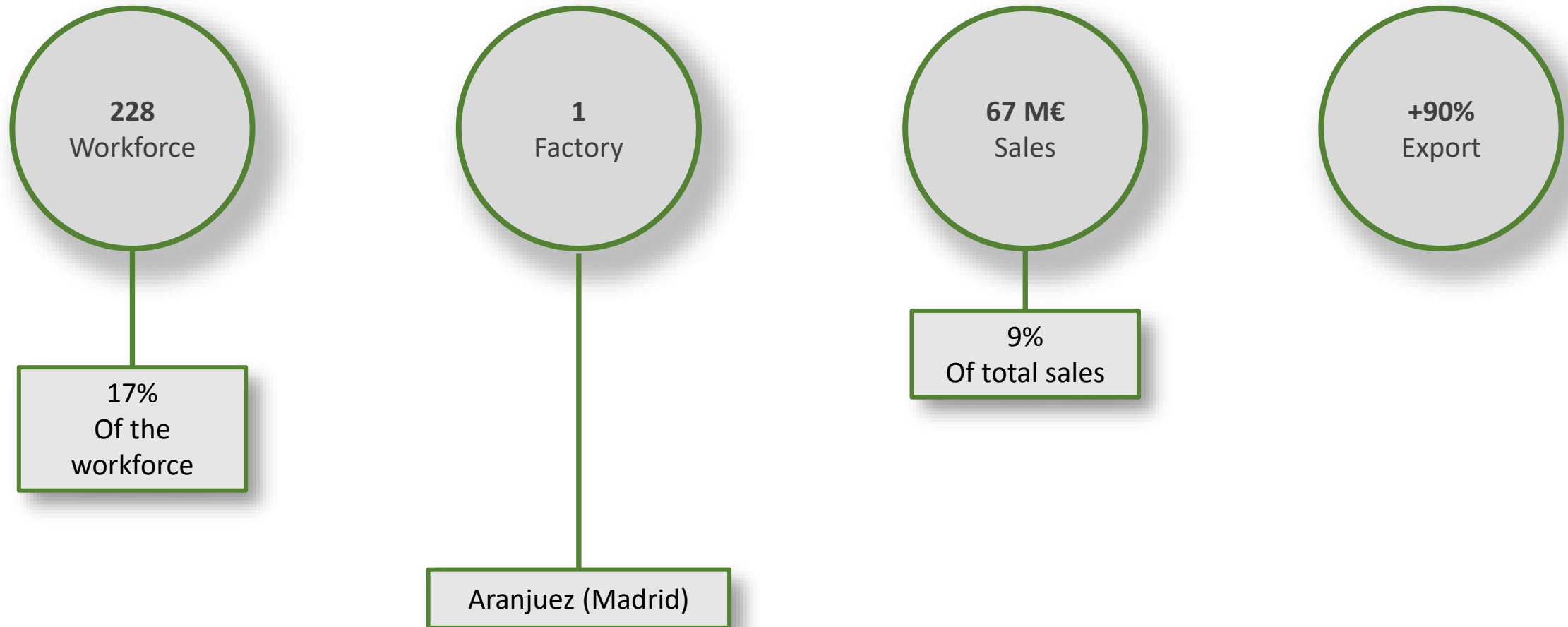
# Scheme of the formaldehyde production process





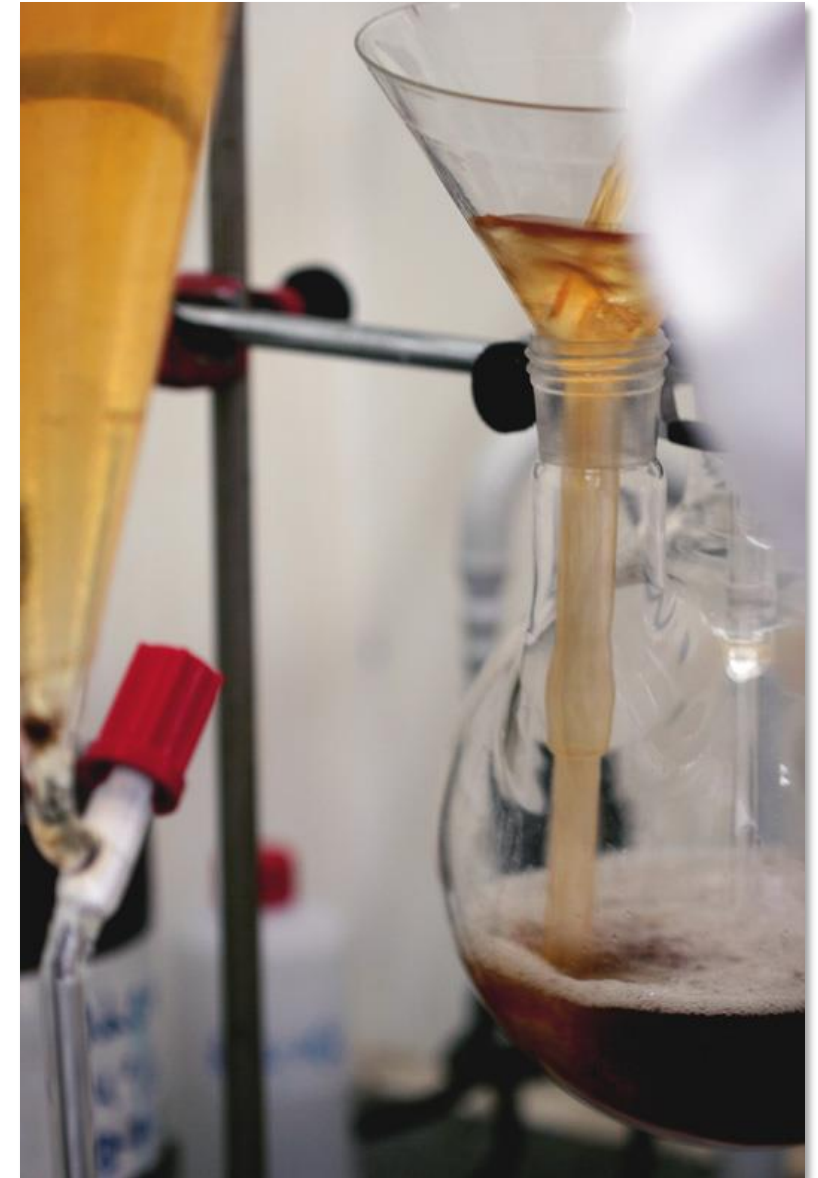
# Pharmaceuticals

# Key facts about the pharmacy division. Fiscal year 2023



# Business model

- The activity of the pharmaceuticals division is focused on the production of raw materials and API (Active Pharmaceutical Ingredients), mainly antibiotics.
- The division is also specialized in the production of active ingredients and intermediates for third parties, custom designed for clients.



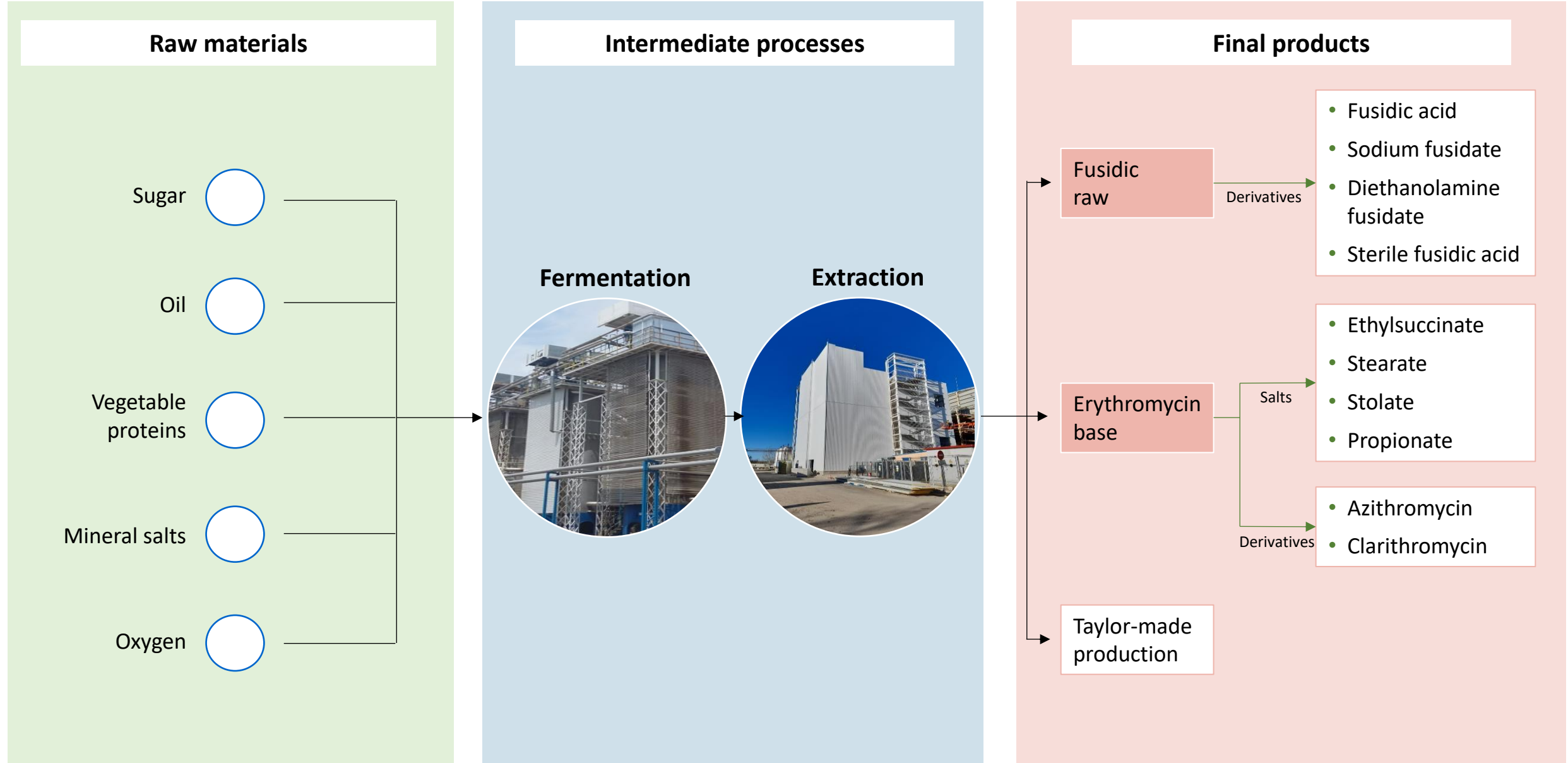


# Strengths and challenges of the division

- The main strengths of this business are:
  - Mastery of fermentation processes.
  - Ability to obtain sterile products for injectable use.
  - High degree of internationalization.
  - Good positioning as a reliable supplier.
- The division's challenges are:
  - To make the most of the increased manufacturing capacity of sterile medicines and their opening to new markets.
  - Optimize the installed fermentation capacity.
  - Adaptation to the new quality requirements of customers and regulatory bodies.
  - Facing competition from emerging markets.



# Diagram of the biological production process



# Diagram of the chemical synthesis production process

## Raw materials

Phosphorus trichloride



Propardylic alcohol



## Intermediate process



↑  
Acid olefinic

↑  
Fosfomicin PEA salt

## Final products

Fosfomicin calcium

Fosfomicin trometamol

Fosfomicin sodium

Sterile fosfomicin sodium (injectable)



**Integrated logistics**

# Logistics activity. Fiscal year 2023

**1,100,000**  
Tons  
transported

**1,365**  
Clients served  
by the CAC<sup>1</sup>

**5,000**  
Chartered sea  
containers

**99.7%**  
Customer  
satisfaction



<sup>1</sup> Customer Service Center



**Innovation and development**

# R&D activity

- Ercros has four of its own R&D centres located in the Aranjuez, Monzón, Sabiñánigo and Tortosa factories, which serve the pharmaceutical, plastic, basic chemical and intermediate chemical activities.
- The three dimensions of the 3D Plan -diversification, decarbonisation and digitalisation guide R&D activity, which focuses on:
  - Development of new products with high added value and access to new applications of consolidated products.
  - Improvement of the efficiency of production processes.
  - Improvement of energy efficiency and environmental protection.
  - Technical assistance to clients.
- Ercros has registered six active patents on products and manufacturing processes.

# Main R+D projects

## Chlorine derivatives

- New formulations of ATCC tablets.
- ErcrosBio: sustainable bioplastic formulations.
- New PVC grades with the incorporation of recycled product.
- Bio-based polymer manufacturing processes.
- Activation of electrodes for electrolytic processes.

## Intermediate chemicals

- New range of ErcrosTech resins with various applications in wood laminates and metal coatings.
- Improvement of the production process of moulding compounds to offer new qualities.
- Improvement of the polyol process to increase production efficiency.

## Pharmaceuticals

- New active pharmaceutical ingredients by fermentation.
- Expansion of the catalogue of products offered in sterile quality.





**ESG performance (environmental, social and governance)**

# ESG Accreditations

- Prevention management system according to **ISO 45001**.
- Quality management system according to **ISO 9001**.
- Environmental management system according to **ISO 14001**.
- Energy management system according to **ISO 50001**.
- Verification of greenhouse gas (GHG) emissions according to **ISO 14064**.
- Registration in the European Eco-Management and Eco-Audit Register (**EMAS**).
- Verification of compliance with the Good Corporate Governance Index (**IBGC**).
- Healthy Organization Management System (**Sigos**).



# Sustainability: programs, agreements and ratings

- **Responsible Care:** Program of good practices in sustainability of the global chemical sector.
- **Global Compact:** Program promoted by the UN that contains 10 principles of action.
- **Carbon Disclosure Project (CDP):** Organization designed to assess the behavior of affiliated companies regarding the climate emergency.
- **Vinyl Plus:** Commitment by the European PVC industry to develop more ecological ways of producing, using and recycling this product.
- **ECVM Charter:** Sustainable practices program for European PVC manufacturers.
- **Operation Clean Sweep:** EU program to prevent the loss of microplastics at sea.
- **Green Hydrogen Platform Southern Catalonia:** Interest group led by the Rovira i Virgili University, whose purpose is the implementation of green hydrogen.
- **RE4Industry:** EU project for 100% renewable energy for electro-intensive industries.
- **Climate action of the Generalitat de Catalunya:** Commitment to achieve neutrality of CO<sub>2</sub> emissions by 2050.
- **EcoVadis:** International sustainability rating (score 85/100 en 2023).



# Compliance with the sustainable development goals (SDGs)

- In the development of its activity, Ercros contributes to the fulfillment of the 17 SDGs established in the UN 2030 Agenda, although it has a special impact on:
  - **SDG 3:** Good health and well being.
  - **SDG 6:** Clean water and sanitation.
  - **SDG 7:** Affordable and clean energy.
  - **SDG 8:** Decent work and economic growth.
  - **SDG 9:** Industry, innovation and infrastructures.
  - **SDG 12:** Responsible consumption and production.
  - **SDG 13:** Climate action.





**For more information**

Ercros, S.A.

Av. Diagonal, 593-595

08014 Barcelona

(+34) 934 393 009

[ercros@ercros.es](mailto:ercros@ercros.es)

[www.ercros.es](http://www.ercros.es)

[www.linkedin.com/company/ercros/](http://www.linkedin.com/company/ercros/)