



## Key Figures

# Key Notes

## **Incorporation**

1989 merger between ERT and CROS

## **Social structure**

Stock company. Shares quoted on the Spanish stock exchange

## **Share capital**

30 million euros

## **7 Divisions**

Chlorine related businesses  
-Basic Chemicals, Plastics, Animal Feed and Water Treatment-,  
Intermediate Chemicals, Pharmaceuticals and Emulsions

## **Workforce**

1,819 workers / 15 facilities

## **Sales\***

595.78 million euros

## **Exports\***

44% of sales

*\*Year 2009*

## Mission and Principles

- Concern for safety and the preservation of the environment is an essential component of the activity of Ercros' production facilities and major economic, human and technical resources are devoted to it.
- Ercros' commitment to improvement means that it endeavors to achieve the highest standards in all its manufacturing processes, products and management.

# Directory

## Ercros, S.A.

Tax ID: A-08000630

### **Headquarters**

Avda. Diagonal, 595

08014 Barcelona

SPAIN

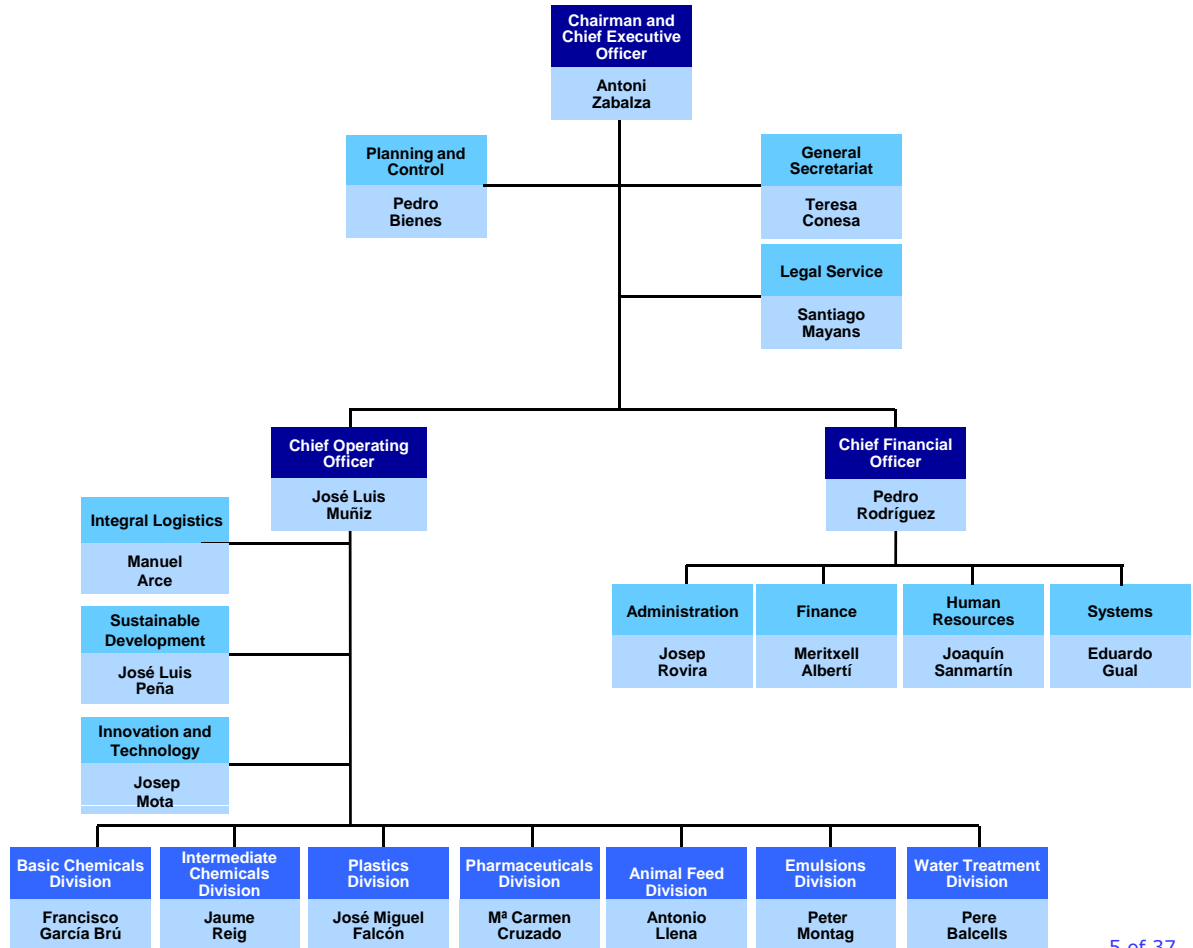
Tel.: +34 934 393 009

Fax: +34 934 308 073

E-mail: [ercros@ercros.es](mailto:ercros@ercros.es)

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

# Organization of the first executive level



# Business Strategy 2009-2012

- Achieve fully integrated European-scale production facilities in efficient locations
- Specialize in high margin products
- Reduce indebtedness



## Objective

The aim of this strategy is to adjust the production facilities to changing demand in order to improve the productivity and efficiency of Ercros

# Share Capital and Main Shareholders

## ➤ Share capital:

30.18 million Euros

100.62 million shares

## ➤ Main shareholders:

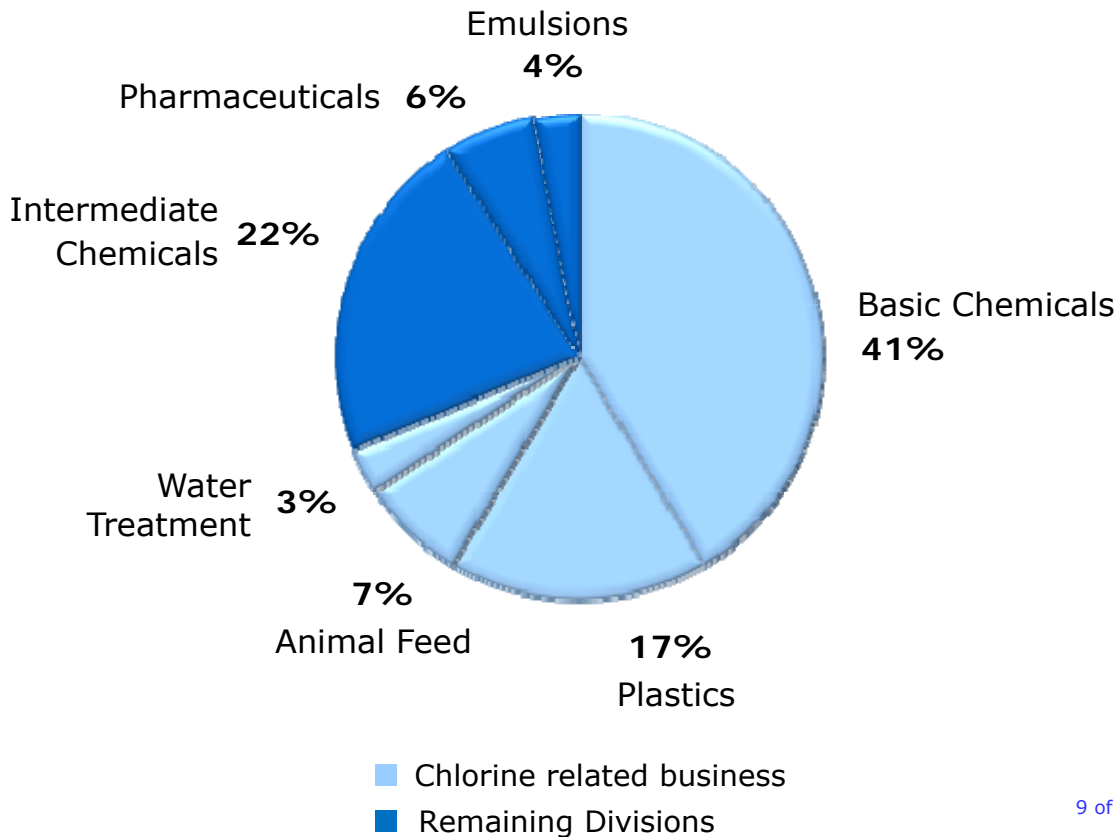
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# Industrial Structure

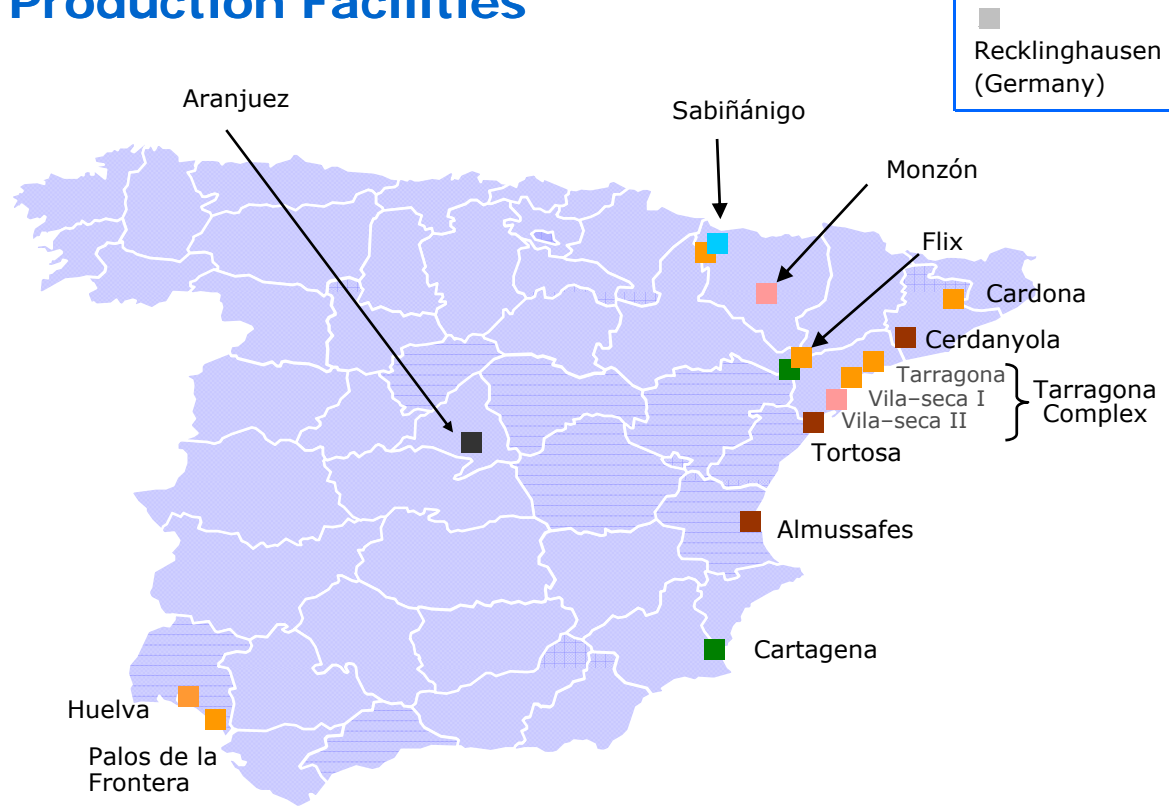
Division	Facilities	Products	Applications
Basic chemicals	Cardona, Flix, Palos, Tarragona, Sabiñánigo and Vila-seca I	Caustic potash Caustic soda Chlorine Sodium chlorate Sodium chloride Sodium chlorite Sodium hypochlorite	Chemical industry Chemical industry Manufacturing derivatives Bleaching paper pulp Chemical industry Water treatment Water treatment
Plastics	Monzón and Vila-seca II	PVC VCM Dichloroethane	Construction Manufacturing PVC Manufacturing VCM
Animal Feed	Cartagena and Flix	Phosphates	Compound fodder
Water treatment	Sabiñánigo	TICA NaDCC	Swimming pools Swimming pools and detergents
Intermediate Chemicals	Almussafes, Cerdanyola and Tortosa	Formaldehyde Glues and resins Moulding powders Paraformaldehyde Pentaerythritol Sodium formate	Manufacturing derivatives Wood industry Electrotechnics Resins Paints Tanning industry
Pharmaceuticals	Aranjuez	Erythromycin derivatives Fusidic acid Famotidine Fosfomycins Statins	Antibiotic Antibiotic Antiulcer Antibiotic Antihypercolesterol
Emulsions	Recklinghausen	Vinylacetate, styrene-acrylic and pure acrylic emulsions; Polyurethane dispersions	Decorative paints, wood and plastic coatings, printing inks

# Divisions

Contribution to Company's sales (2009)



# Production Facilities



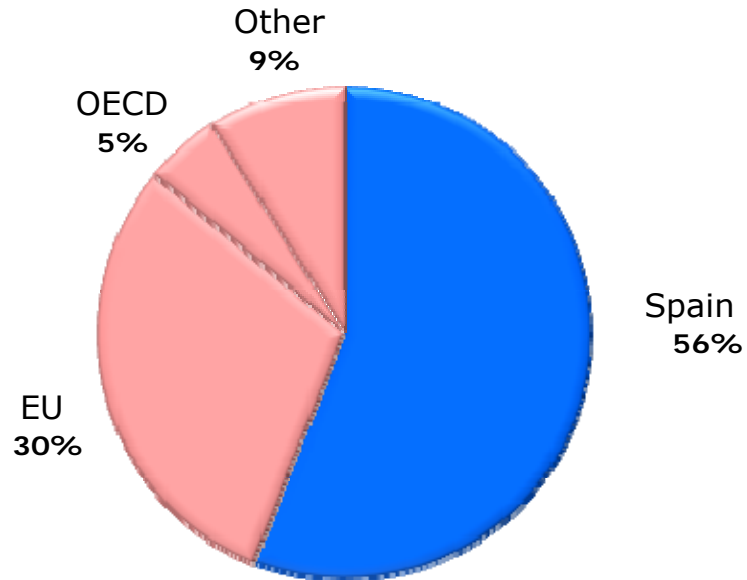
## Chlorine related business:

- Basic Chemicals
- Animal Feed
- Plastics
- Water Treatment

- Intermediate Chemicals
- Pharmaceuticals
- Emulsions

# Sales by Geographical Markets

Contribution to Company's sales (2009)



- Spanish market
- Foreign market

# Basic Chemicals Division (I)

## Production

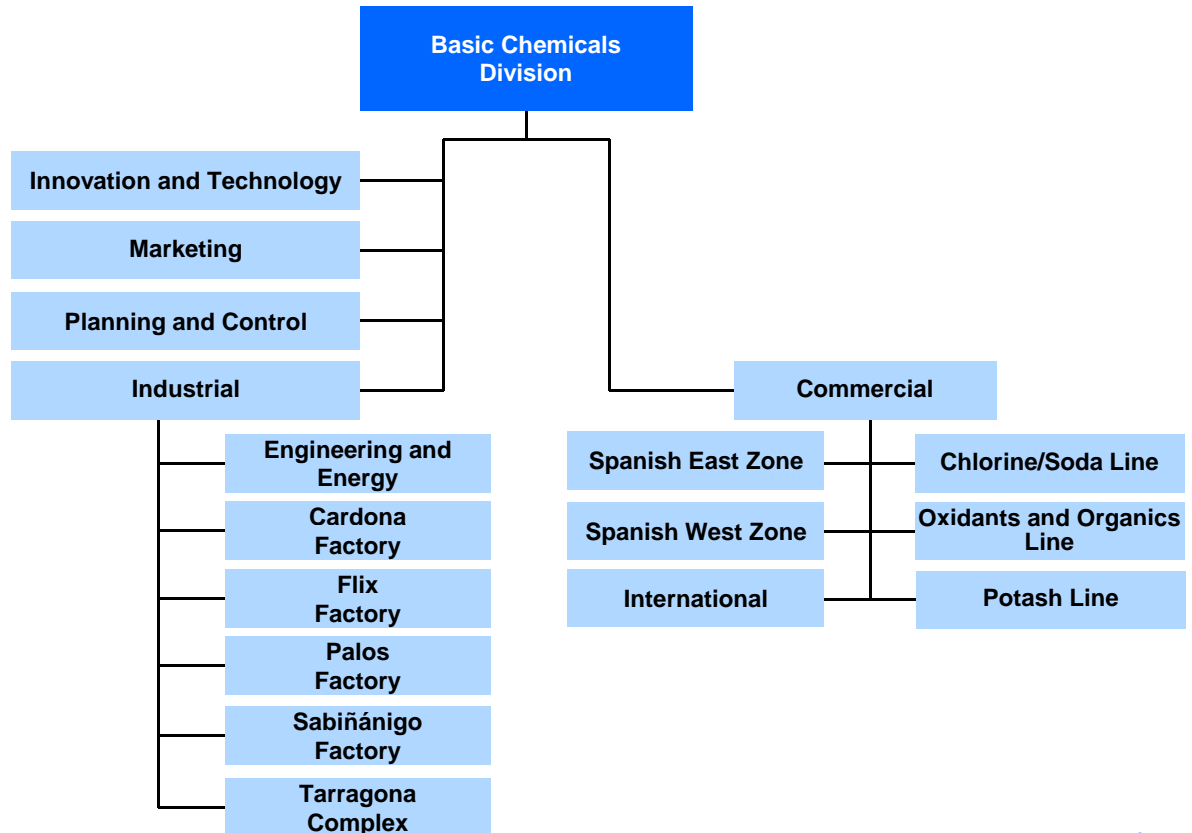
Products	Production capacity Thousand ton./year	Applications
Chlorine	470	Manufacturing derivatives
Caustic soda	498	Chemical industry
Sodium hypochlorite	362	Water treatment
Sodium chloride	700	Chemical industry
Chlorhidric acid	271	Chemical industry
Dichloroetane (EDC)	100	Manufacturing VCM
Sodium chlorate	46	Bleaching paper
Caustic potash	40	Chemical industry
Nitric acid	39	Chemical industry
Sodium chlorite	4	Water treatment/Textile bleaching

### Market leadership

- **Caustic soda:** 1<sup>st</sup> in Spain and 9<sup>th</sup> in Europe

# Basic Chemicals Division (II)

## Organization



# Basic Chemicals Division (and III) Directory

**Division Director:** Francisco Garcia Bru  
**Sales Director:** Carles Arias

## Headquarter

Avda. Diagonal, 595  
08014 Barcelona.SPAIN  
Tel.: +34 934 393 009/Fax: +34 934 308 073  
E-mail: quimicabasica@ercros.es

## Customer Attention Center (CAC):

Spanish East Zone: Tel.: +34 902 518 200/300 and +34 934 446 682  
Spanish West Zone: Tel.: +34 902 518 300/400  
Fax East/West Zone: +34 934 874 058  
Export: Tel.: +34 934 445 303/37/43 y 934 446 675; Fax: +34 934 873 445  
E-mail: cac@ercros.es

## Offices:

Germany: Tel.: +49 69 91 50 89 42 ; E-mail: middendorf@ercros.de  
France: Tel.: +33 1 40 26 74 80; E-mail: ercrosfrance@ercros.fr  
Italy: Tel.: +39 02 890 00 40; E-mail: ercrositalia@ercros.it

## Cardona factory

**Director:** Josep Sabata  
C/Los Escoriales, s/n  
08261 Cardona (Barcelona)  
SPAIN  
Tel.: +34 938 691 125  
Fax: +34 938 691 297  
E-mail: cardona@ercros.es

## Flix factory

**Director:** Marc Fargas  
C/ Afores, s/n  
43750 Flix (Tarragona).  
SPAIN  
Tel.: +34 977 410 125  
Fax: +34 977 410 537  
E-mail: flix@ercros.es

## Production facilities

### Palos factory

**Director:** Luis Muñoz  
Apartado de Correos 284  
21810 Huelva. SPAIN  
Tel.: +34 959 369 200  
Fax: +34 959 369 193  
E-mail: palos@ercros.es

### Sabiñánigo factory

**Director:** José Luis Berges  
C/Serrablo 102  
22600 Sabiñánigo (Huesca)  
SPAIN  
Tel.: +34 974 498 000  
Fax: +34 974 498 006  
E-mail: sabinanigo@ercros.es

### Tarragona Industrial Complex

**Director:** José Manuel Asensio

### Tarragona factory

Apartado de correos 450  
43080 Tarragona. SPAIN  
Tel.: +34 977 548 011  
Fax: +34 977 547 300  
E-mail: complejotarragona@ercros.es

### Vila-seca factory I

Autovía Tarragona-Salou C-31 B, km 6  
43480 Vila-seca (Tarragona). SPAIN  
Tel.: +34 977 370 354  
Fax: +34 977 370 407  
E-mail: complejotarragona@ercros.es

# Plastics Division (1)

## Production

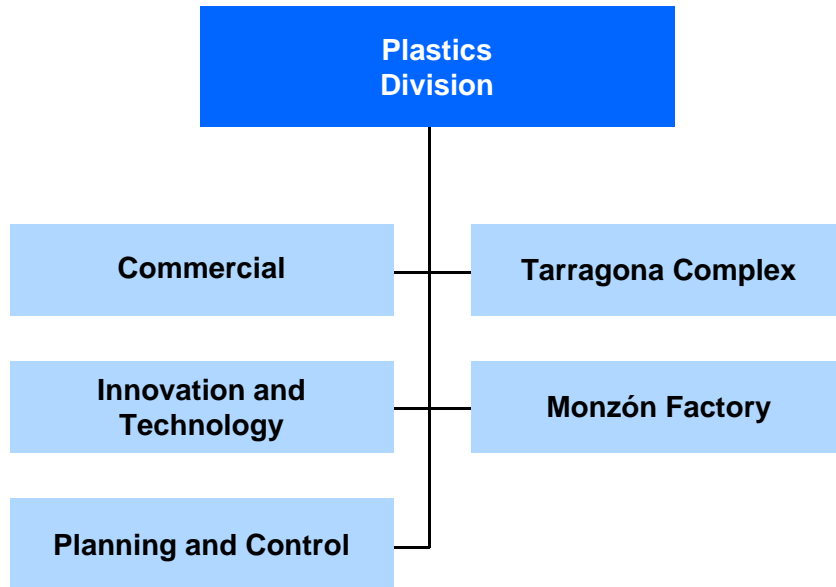
Products	Production capacity Thousand ton./year	Applications
Vinyl chloride Monomer (VCM)	200	Manufacturing PVC
Polyvinyl chloride (PVC)	175	Construction
Polyvinyl chloride (PVC) Compounds	20	Construction
Dichloroethane (EDC)	150	Manufacturing VCM

### Market leadership

- **PVC:** 2<sup>nd</sup> in Spain and 9<sup>th</sup> in Western Europe

# Plastics Division (II)

## Organization



# Plastics Division (and III)

## Directory

**Division Director:** José Miguel Falcón

**Sales Director:** Salvador Casals

### Headquarter

Avda. Diagonal 595

08014 Barcelona

SPAIN

Tel.: +34 933 230 554

Fax: +34 933 237 921

E-mail: [plasticos@ercros.es](mailto:plasticos@ercros.es)

### Customer Attention Center (CAC):

Tel.: +34 933 231 104 / 933 231 839

Fax: +34 934 517 802

E-mail: [cac@ercros.es](mailto:cac@ercros.es)

### Production facilities

#### Monzón factory

Ctra. Nacional 240, Km. 147

22400 Monzón (Huesca)

SPAIN

Tel.: +34 974 400 850

Fax: +34 974 401 708

E-mail: [monzon@ercros.es](mailto:monzon@ercros.es)

#### Tarragona Industrial Complex

##### Vila-seca factory II

**Director:** José Manuel Asensio

Ctra. de la Pineda Km.1

43480 Vila-seca (Tarragona). SPAIN

Tel.: +34 977 390 611

Fax: +34 977 390 162

E-mail: [complejotarragona@ercros.es](mailto:complejotarragona@ercros.es)

# Animal Feed Division (1)

## Production

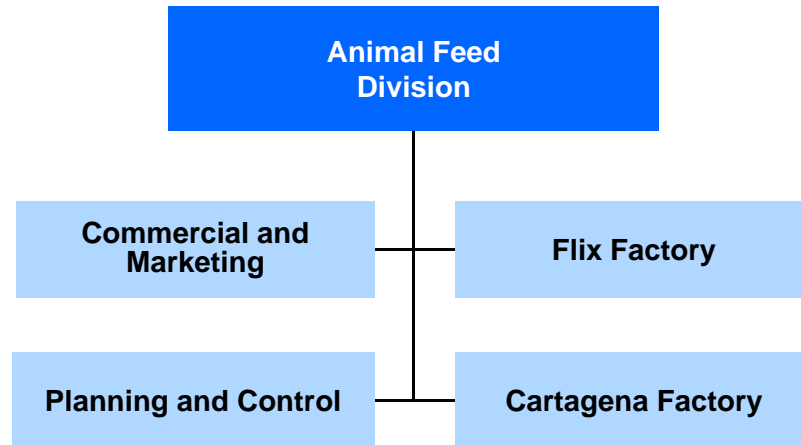
Products	Production capacity Thousand ton./year	Applications
Phosphates (Dicalcium and Monocalcium)	200	Compound fodder

### Market leadership

- **Phosphates:** 1<sup>st</sup> in Spain and 4<sup>th</sup> in Europe

# Animal Feed Division (II)

## Organization



# Animal Feed Division (and III)

## Directory

**Division Director:** Antonio Llana

**Sales Director:** Angel Rodao

### Headquarter

Avda. Diagonal, 595

08014 Barcelona

SPAIN

Tel.: +34 934 393 009

Fax: +34 934 308 073

E-mail: [alimentacionanimal@ercros.es](mailto:alimentacionanimal@ercros.es)

### Customer Attention Center (CAC):

Tel.: +34 902 518 100 / 934 446 683

Fax: +34 934 874 058 / 934 873 445

E-mail: [cac@ercros.es](mailto:cac@ercros.es)

### Production facilities

#### Cartagena factory

**Director:** Victor Gutiérrez

C/Los Parales, s/n

Valle de Escombreras

30350 Cartagena (Murcia)

SPAIN

Tel.: +34 968 333 400

Fax: +34 968 333 408

E-mail: [cartagena@ercros.es](mailto:cartagena@ercros.es)

#### Flix factory

**Director:** Marc Fargas

C/Afores, s/n

43750 Flix (Tarragona)

SPAIN

Tel.: +34 977 410 125

Fax: +34 977 410 537

E-mail: [flix@ercros.es](mailto:flix@ercros.es)

# Water Treatment Division (I)

## Production

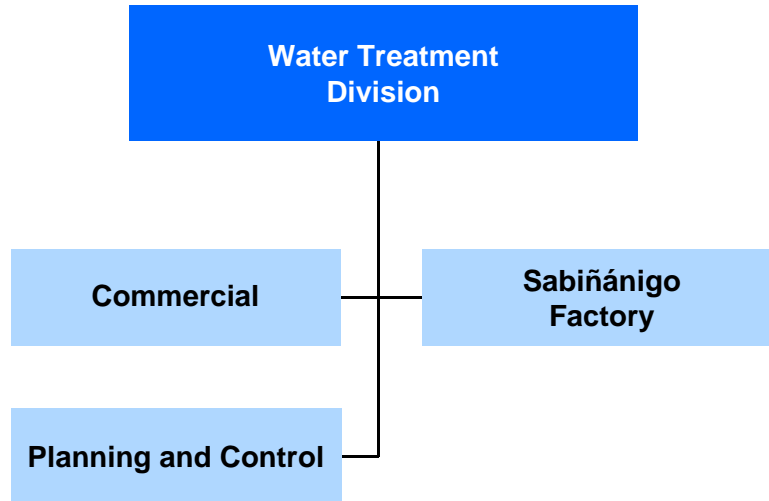
Product	Production capacity Thousand ton./year	Applications
Trichloroisocyanuric acid (TICA)	16	Swimming pools
Sodium dichloroisocyanurate (NaDCC)	5	Swimming pools and detergents

### Market leadership

- **TICA**: 1<sup>st</sup> in Spain

# Water Treatment Division (II)

## Organization



# Water Treatment Division (and III)

## Directory

**Division Director:** Pere Balcells

**Sales Director:** Natàlia Torrents

### **Headquarter**

Av. Diagonal, 595

08014 Barcelona

SPAIN

Tel.: +34 934 393 009

Fax: +34 934 537 350

E-mail: [tratamientoaguas@ercros.es](mailto:tratamientoaguas@ercros.es)

### **Customer Attention Center (CAC):**

Tel.: +34 934 532 179

Fax: +34 934 537 350

E-mail: [cac@ercros.es](mailto:cac@ercros.es)

### **Production facility**

#### **Sabiñánigo factory**

**Director of Water Treatment Plant:** Francisco Valle

C/Serrablo 102

22600 Sabiñánigo (Huesca)

SPAIN

Tel.: +34 974 498 000

Fax: +34 974 498 006

E-mail: [sabinanigo@ercros.es](mailto:sabinanigo@ercros.es)

# Intermediate Chemicals Division (1)

## Production

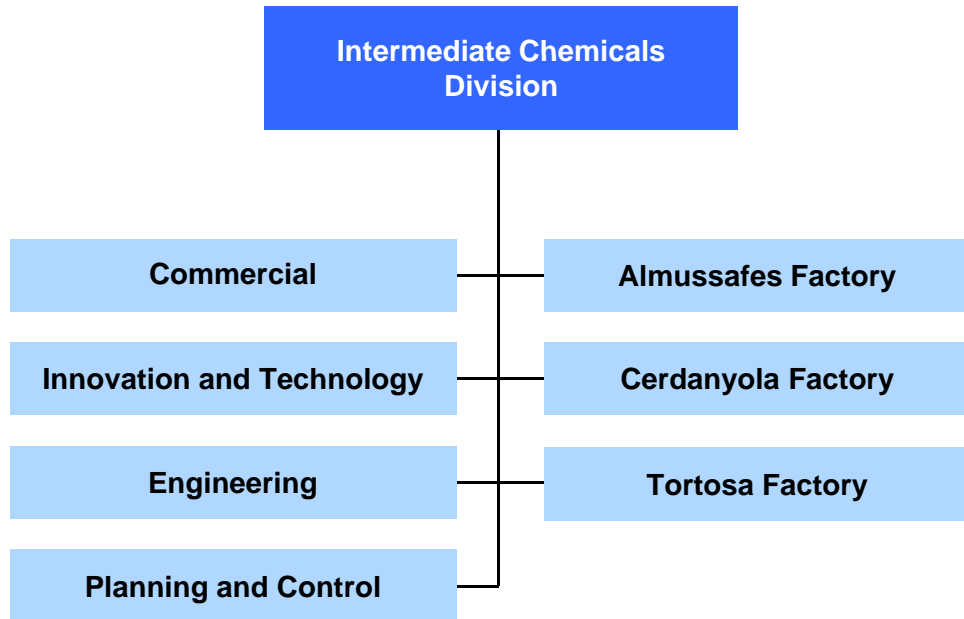
Products	Production capacity Thousand ton./year	Applications
Formaldehyde	700	Manufacturing derivatives
Glues and resins	275	Wood industry
Paraformaldehyde	115	Resins and agrochemicals
Pentaerythrite	30	Paints
Moulding powder	22	Electrotechnics
Sodium formate	20	Tanning industry

### Market leadership

- **Paraformaldehyde:** 1<sup>st</sup> in Spain and 1<sup>st</sup> in the world
- **Pentaerythrite:** 1<sup>st</sup> in Spain and 3<sup>rd</sup> in the world
- **Moulding powders:** 1<sup>st</sup> in Spain and 3<sup>rd</sup> in the world

# Intermediate Chemicals Division (II)

## Organization



# Intermediate Chemicals Division (and III)

## Directory

**Division Director:** Jaume Reig

**Sales Director:** Josep Fabá

### Headquarter

Av. Diagonal, 595

08014 Barcelona. SPAIN

Tel.: +34 934 393 009

Fax: +34 932 321 460

E-mail: quimicaintermedia@ercros.es

### Customer Attention Center (CAC):

Tel.: +34 933 069 320/19/25 and 934 445 336; Fax: +34 932 472 052; E-mail: cac@ercros.es

### Offices:

China: Tel.: +852 31494521; E-mail: ercros@netvigator.com

*\* Besides the above offices, the Division has representatives in several countries. For further information about this representatives, please contact with headquarters.*

### Production facilities

#### Almussafes factory

**Director:** Joan Casas

Ctra. Silla-Alcira, Km 41,200

46440 Almussafes (Valencia)

SPAIN

Tel.: +34 961 782 250

Fax: +34 961 784 055

E-mail: almussafes@ercros.es

#### Cerdanyola factory

**Director:** Angel Punzano

C/ Santa Anna, 105

08290 Cerdanyola (Barcelona). SPAIN

Tel.: +34 935 803 353

Fax: +34 935 805 409

E-mail: cerdanyola@ercros.es

#### Tortosa factory

**Director:** Santiago Rodríguez

Polígono Industrial Baix Ebre

Calle A, Parcelas, 5-6

43897 Tortosa (Tarragona)

SPAIN

Tel.: +34 977 454 022

Fax: +34 977 597 101

E-mail: tortosa@ercros.es

# Pharmaceuticals Division (1)

## Production

Products	Production capacity Ton./year	Applications
Fosfomycins*	180	Antibiotic
Erythromycins	180	Antibiotic
Clarithromycin	44	Antibiotic
Lovastatin	38	Antihypercholesterol
Famotidine	21	Antiulcer
Fusidic acid	31	Antibiotic
Fosfomycin trometamol	33	Antibiotic
Azithromycin	29	Antibiotic
Terbinafine	25	Antifungal
Venlafaxine	7	Antidepressive

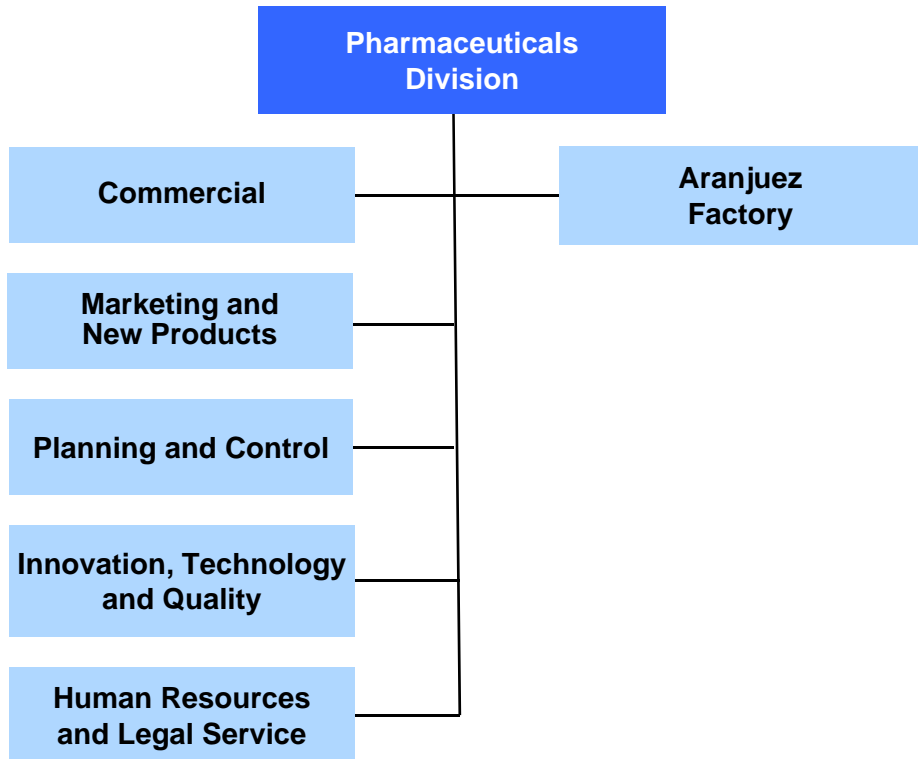
\* Stated in base product

### Market leadership

- **Fosfomycins:** 1<sup>st</sup> in Spain and 1<sup>st</sup> in the world

# Pharmaceuticals Division (II)

## Organization



# Pharmaceuticals Division (and III)

## Directory

**Factory Director:** M<sup>a</sup> Carmen Cruzado  
**Sales Director:** Santiago Segura

### **Headquarter and Aranjuez factory**

Paseo del Deleite, s/n  
28300 Aranjuez (Madrid)  
SPAIN  
Tel.: +34 918 090 340  
Fax: +34 918 911 092  
E-mail: aranjuez@ercros.es

### **Commercial Department:**

Tel.: +34 918 090 344  
Fax: +34 918 923 560  
E-mail: farmaciacomercial@ercros.es

# Emulsions Division (1)

## Production

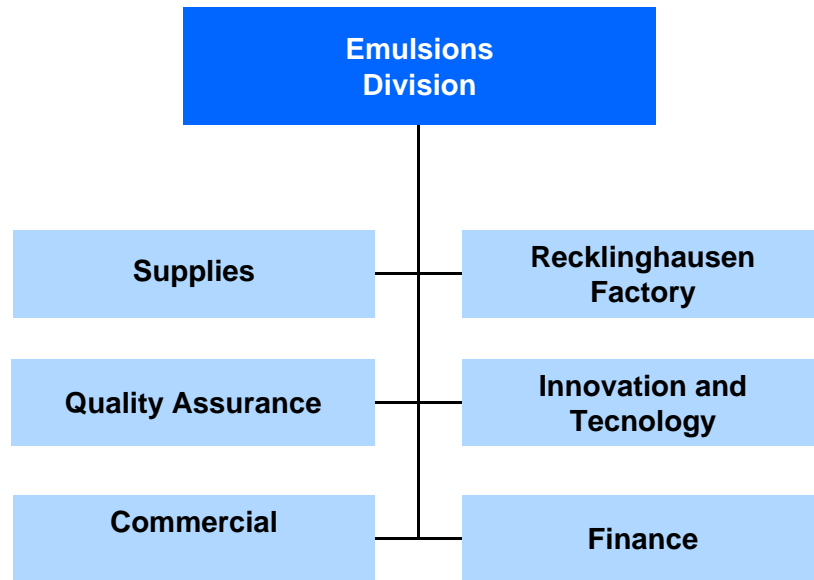
Products	Production capacity Thousand ton./year	Applications
Water-based acrylic, styrene-acrylic and vinyl emulsions	45	Paints and lacquers
New products		
Water-based polyurethane dispersions Specific for clients Ercros portfolio		Wood, plastic and metal coatings Multiple Multiple

### Market leadership

- **Emulsions:** 6<sup>th</sup> in Germany (decorative paints) and 4% in Europe

# Emulsions Division (II)

## Organization



# Emulsions Division (and III)

## Directory

**Division Director:** Peter Montag  
**Sales Director:** Bernd Wuttke

### **Headquarter and Recklinghausen factory**

**Ercros Deutschland GmbH**

Alte Grenzstraße, 153

45663 Recklinghausen

GERMANY

Tel.: +49 236 166 050

Fax: +49 236 166 05 55

E-mail: [info@ercros.de](mailto:info@ercros.de)

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

### **Commercial Department:**

Tel.: +49 236 166 050

E-mail: [info@ercros.de](mailto:info@ercros.de)

*\* The Division has sales agents in several countries.  
For further information about these agents, please contact with headquarters.*

# Social Responsibility (1)



## Safety

- Prevention systems certified by Aenor OHSAS 18001 and adapted to the Work Prevention Risk Law.
- All production centers apply risk management systems:
  - Total Loss Control by International Loss Control Institute, Georgia (USA), at Tarragona, Cardona and Cartagena
  - DuPont system at Flix
  - TQM (Total Quality Management) at Recklinghausen
  - Own systems at the rest of the facilities
- Ercros facilities have their own internal emergency plans, an area in which the company has led the way. To ensure that these plans work properly, periodical checks and emergency drills are carried out and audited by external auditors as well as by the company itself.

# Social Responsibility (II)



## Environment

- Ercros facilities develop their activity in accordance with the emission limits provided by the applicable law, relevant authorizations and voluntary agreements subscribed by the Company.
- Environment management system according to ISO 14001:2004 standard.
- Registration at the European eco-management and audit scheme (EMAS).
- Integrated Environmental Authorization according to Integrated Prevention Pollution Control Directive (IPPC).

## Social Responsibility (III)



### Quality

- Quality Management system according to ISO 9001:2000 standard.
- Pharmaceuticals Division products have been approved by regulatory bodies, such as the Food and Drug Administration (FDA).
- The Emulsions line has been validated by the Total Quality Management (TQM) system, in accordance with standards from TÜV Nord.

### Innovation and Technology

- Promote new products which generate more added value and allow new applications.
- Optimize production processes in order to improve productivity and environmental features.
- Technical assistance to clients.

# Social Responsibility (and IV)



**RESPONSIBLE CARE**  
El Compromiso de la Industria Química  
con el Desarrollo Sostenible

## Voluntary Agreements

- Responsible Care (1994)
- Environmental Commitment of the Spanish Chlorine Producers (2006)
- Commitment of the European Chlorine Producers (1999)
- Environmental Commitment of the European EDC, VCM and PVC Industry (1999)
- Commitment of the European PVC producers 'Vinyl 2010' (2000)
- Voluntary Agreement of the Chlorinated Solvent Producers (1997)
- Emergency prevention and technical assistance in case of accident during distribution: chlorine agreements, transportation of hazardous goods in Spain (Ceret) and Catalonia (Icecat) and distribution by railway (Samcar)



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

Ercros