



Ercros



Aranjuez factory

Key data. Year 2022

1989
Foundation

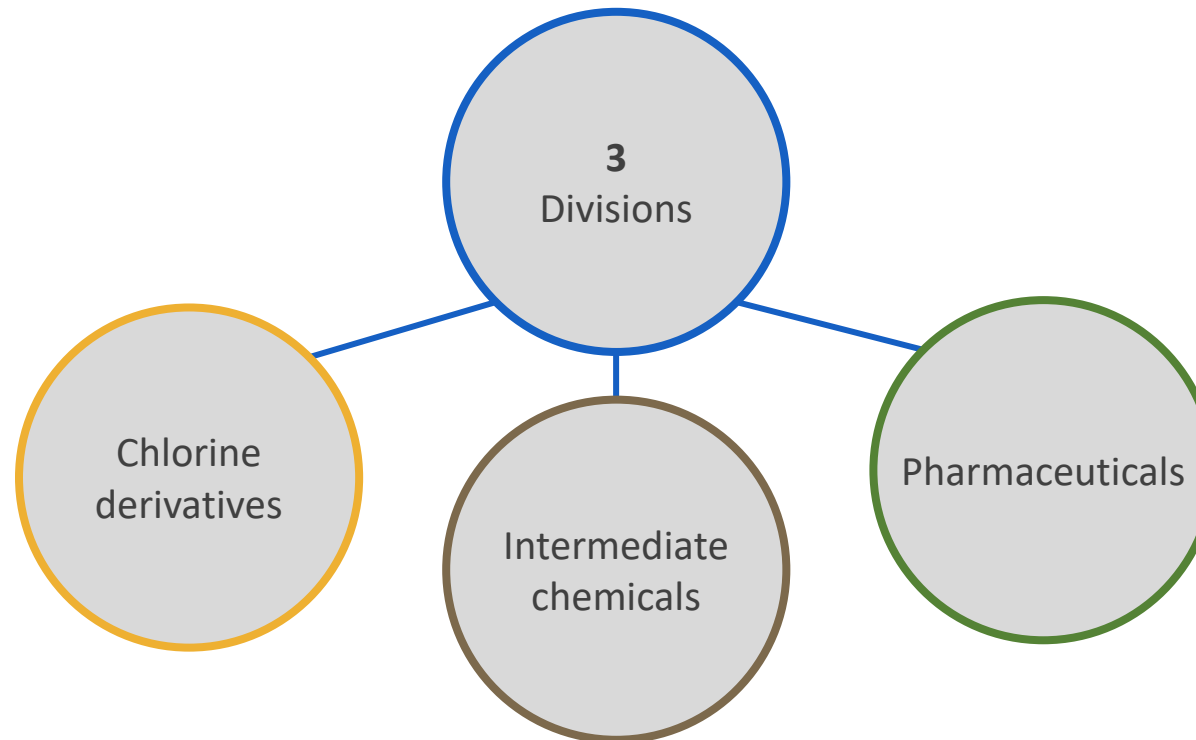
1,348
Workforce

10
Factories

998 M€
Sales

47 %
Export (>90
countries)

143 M€
Adjusted
ebitda



Factories



Chlorine derivatives

Intermediate chemicals

Pharmaceuticals

Key data from the Aranjuez factory. Year 2022

1949
Foundation

2018
Workforce

93%
Exports

65 M€
Sales

**USA, UE y
MENA***
Markets



*MENA: Middle East and North Africa.

Factory location



Business model

- The activity of the Aranjuez factory focuses on the production of raw materials and API (Active Pharmaceutical Ingredients), mainly antibiotics.
- The factory also specialises in the production of active ingredients and intermediates for third parties, tailor-made for customers.



Products, applications and market share. Year 2022

Products	Applications
Azithromycin	Respiratory infections
Clarithromycin	Respiratory infections
Erythromycin and salts	Respiratory infections
Famotidine	Antiulcer
Fosfomicin and salt	Urinary tract infections
Fusidic acid	Skin infections
Gentamicin	Hospital infections
Vancomycin	Hospital infections
Tailor-made production*	-

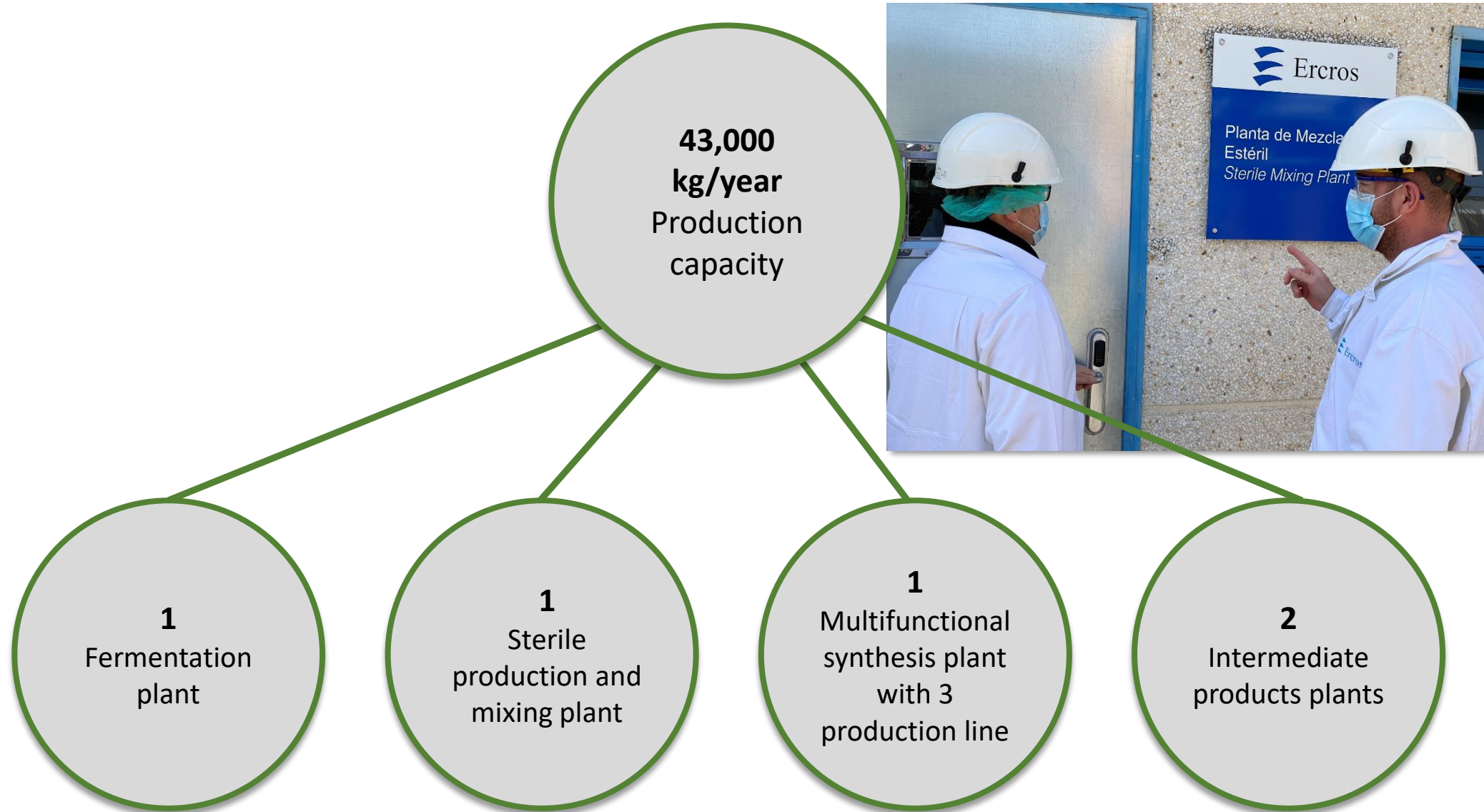
*On customer demand.

Ranking by market share			
	Spain	Europe	World
Erythromycins	1st	1st	-
Fosfomycins	1st	2nd	3rd
Fusidic acid	-	2nd	2nd

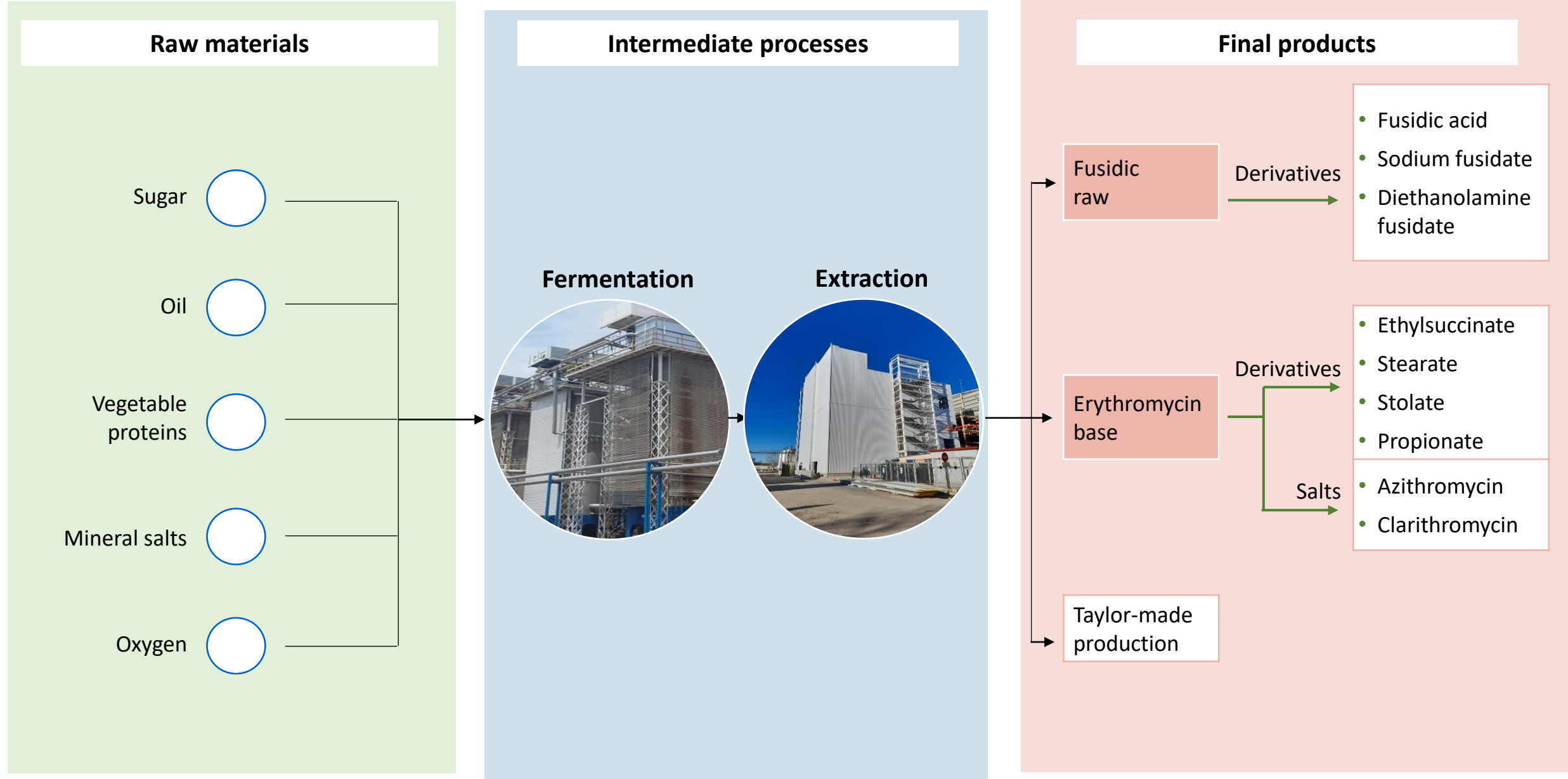
The data provided comes from calculations made by Ercros.



Production and facilities



Scheme of the biological production process



Scheme of the chemical synthesis production process

Raw materials

Phosphorus
trichloride



Propardylic
alcohol



Intermediate process



↑
Acid
olefinic

↑
Fosfomycin
PEA salt

Final products

Fosfomycin
calcium

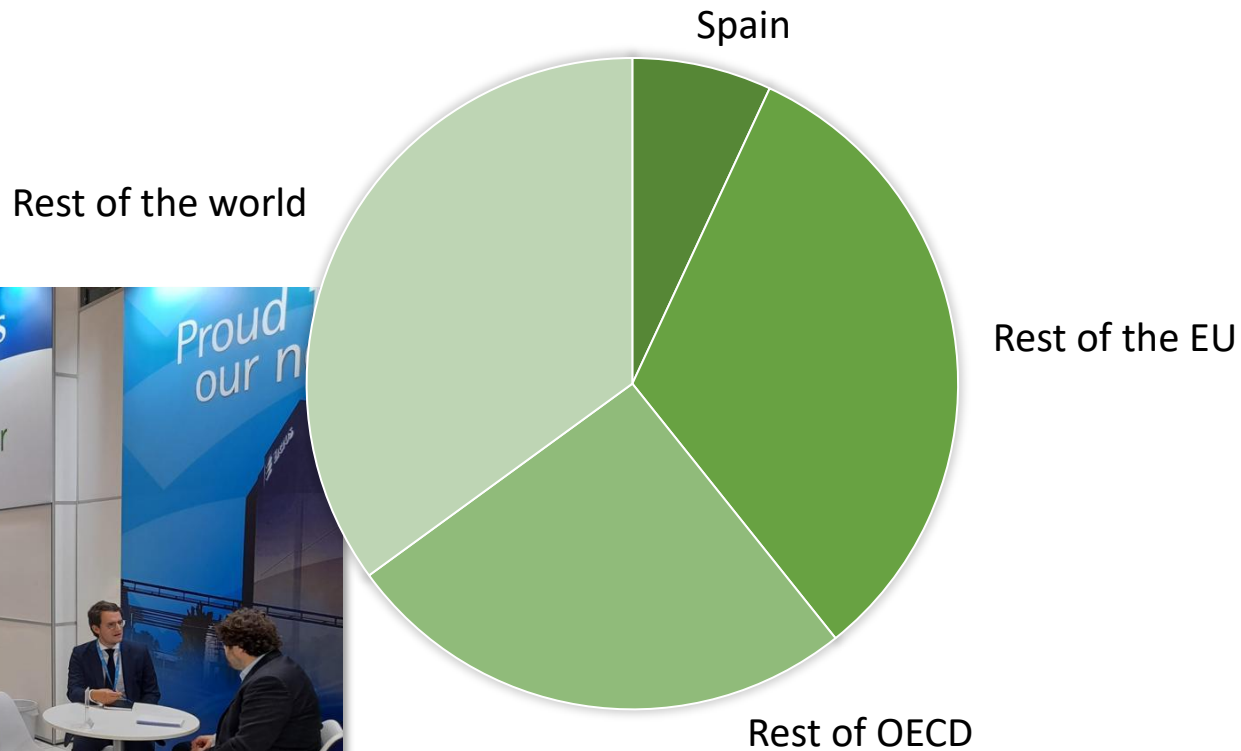
Fosfomycin
trometamol

Fosfomycin sodium


Sterile
fosfomycin
sodium
(injectable)

Markets and sectors. Year 2022

Where do we sell?



Erythromycin

Applications <ul style="list-style-type: none">■ Erythromycin is a broad-spectrum bacterial antibiotic.■ Especially indicated in respiratory and skin conditions.	Varieties <ul style="list-style-type: none">■ Salts: ethylsuccinamate, estolate, stearate, propionate and thiocyanate.■ Derivatives: azithromycin and clarithromycin.
	Markets <ul style="list-style-type: none">■ More than 70% of sales are exported, mainly in the EU, Australia, Japan and the Middle East.

Clarithromycin

Applications


- Antibiotic indicated for the treatment of skin and respiratory tract infections, such as pharyngitis, tonsillitis, sinusitis, chronic bronchitis or bacterial pneumonia, among others.
- One of its most common uses is the treatment of gastric ulcers caused by helicobacter pylori.

Markets

- MENA
- Asia
- UE



Fosfomicin

	<h3>Applications</h3> <ul style="list-style-type: none">■ Fosfomicin is a broad-spectrum antibiotic.■ It is used specifically to combat hospital infections and urinary and genital tracts.
<h3>Markets</h3> <ul style="list-style-type: none">■ Around 90% of production is exported, mainly to EU countries, Japan and Mexico.	<h3>Varieties</h3> <ul style="list-style-type: none">■ Sodium■ Calcic■ Trometamol

Fusidic acid and salts

Applications

- Fusidic acid is an antibiotic for the treatment of severe skin and eye infections.
- Sodium fusidate is a salt derived from fusidic acid, with the same pharmacological properties, but whose own characteristics allow its application in different presentations, such as tablets and ointments.
- Diaethanolamine fusidate is used in veterinary medicine.

Varieties

- Fusidic acid
- Sodium fusidate
- Diethanolamine fusidate



Markets

- MENA
- Asia
- UE

Famotidine

Applications

- Powerful antiulcer.
- Indicated for the treatment of gastrointestinal ulcers and other digestive disorders.
- It is also given to surgical patients preoperatively to prevent nausea and reduce the risk of aspiration pneumonia.



Markets

- 100% of famotidine is exported to the US.
- Consolidated product in the North American market, with high added value.

Vancomycin and gentamycin


Vancomycin hydrochloride

- Effective antibiotic in the treatment of infections caused by resistant gram-positive bacteria.
- Effective in serious infections caused by staphylococci.
- Indicated for the treatment of meningitis, peritonitis, sepsis, colitis, etc.

Gentamycin sulphate

- Effective antibiotic against many gram-negative bacteria and some strains of staphylococci.
- Effective for the treatment of serious diseases (lung, skin, stomach, blood, eyes or meningitis).
- Applications in human and veterinary medicine.

Other products

Venlafaxine <ul style="list-style-type: none">■ Antidepressant that works by inhibiting the reuptake of serotonin and norepinephrine.	Amlodipine besilate <ul style="list-style-type: none">■ Calcium channel blocker, which acts as an antihypertensive and antianginal.	Terbinafine <ul style="list-style-type: none">■ Specific antifungal in dermatological infections.
Markets <p>Products intended entirely for export.</p>	Production capacity <ul style="list-style-type: none">■ Adapted to customer demand.	

The 3D Plan in Aranjuez

- The 3D Plan is the strategic plan launched by Ercros, which pursues its transformation into a sustainable company and is based on three dimensions: diversification, digitalisation and decarbonisation or the fight against climate change.
- Main activities included in the Aranjuez factory:
 - New extraction plant to manufacture vancomycin and gentamycin.
 - Modernization of control systems, improvements in the automation of processes and a new manufacturing model by recipe.
 - Modernization of the network and the document manager.
 - Reduced consumption of solvents.
 - Optimization of the collection system and use of residual heat from the production processes of the factory.
 - Improvement of lighting systems.



- Development of manufacturing processes for new active ingredients, both through chemical synthesis and fermentation.
- Maintenance and improvement of new or existing strains.
- Optimization of production processes to improve productivity and reduce environmental and/or safety risks for people and facilities.



Accreditations

- Prevention management system according to **ISO 45001** standard.
- Quality management system according to **ISO 9001** standard.
- Environmental management system according to **ISO 14001** standard.
- Verification of greenhouse gas (GHG) emissions according to **ISO 14064** standard.
- Verification of compliance with the good corporate governance index, **IBGC**.
- Certification from the Food and Drug Administration of the USA, **FDA**.
- Certification of good practices in the manufacture of medicines, **GMP**.
- Certification of good practices in the distribution of medicines, **GDP**.



Programs and ratings

- **Responsible Care:** Program of good practices in sustainability by the chemical sector.
- **Global Compact:** Program promoted by the UN that contains 10 principles of action.
- **Ecovadis:** International sustainability rating (score 84/100 in 2022).
- **Carbon Disclosure Project (CDP):** Organization to appraise the behavior of affiliated companies about the climate emergency.



Fulfilment of the Sustainable Development Goals (SDGs)

In the development of its activity, Ercros contributes to the fulfilment of the 17 SDGs set in the UN 2030 Agenda, although it has a special impact on:

- **SDG 3:** Health and well-being.
- **SDG 6:** Clean water and sanitation.
- **SDG 7:** Affordable and non-polluting energy.
- **SDG 8:** Decent work and economic growth.
- **SDG 9:** Industry, innovation and infrastructure.
- **SDG 12:** Responsible production and consumption.
- **SDG 13:** Climate action.



Associations and participations



Thank you

For more information

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