



Erceiros



Main figures

Key data. Year 2022

1989
Foundation

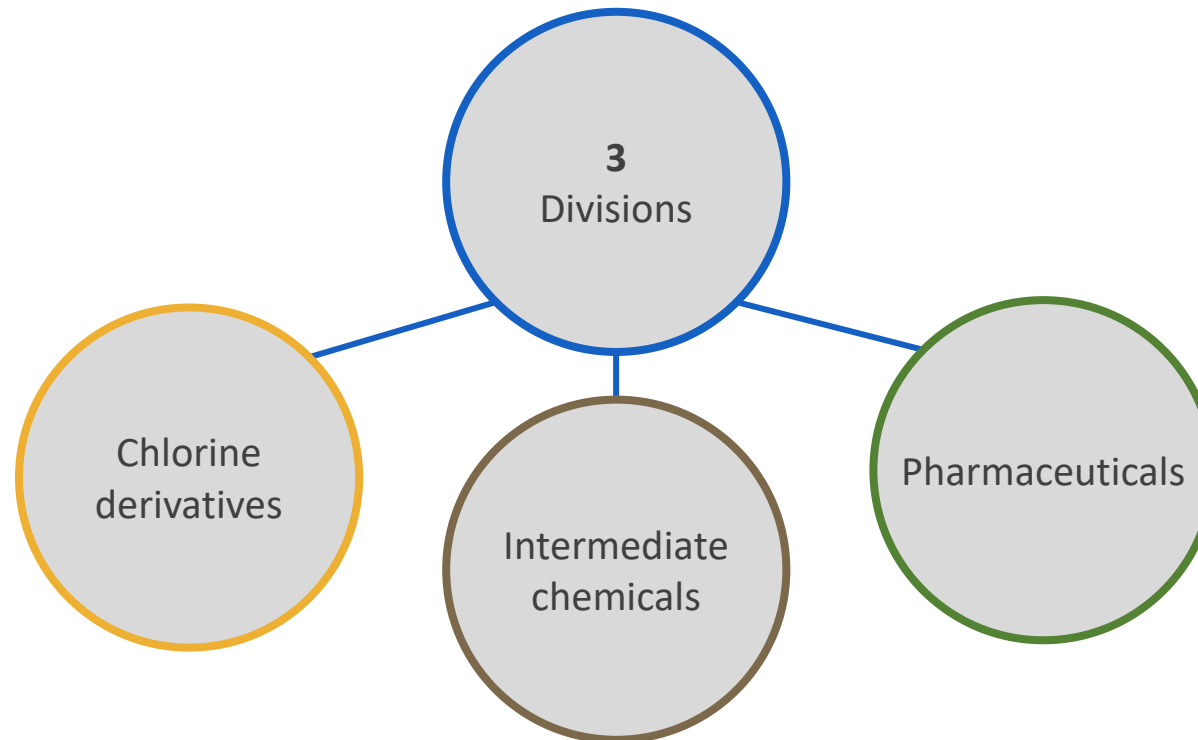
1,348
Workforce

10
Factories

998 M€
Sales

47 %
Export (>90
countries)

143 M€
Adjusted
ebitda



Factories



Chlorine derivatives

Intermediate chemicals

Pharmaceuticals

Products and applications

Divisions	Centres	Main products	Main applications
Chlorine derivatives	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
Intermediate chemicals	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
Pharmaceuticals	Aranjuez	Erythromycins Fosfomycins Fusidic acid	Skin infections Respiratory infections Urinary infections

Ranking by market share. Year 2022

	Spain	Europe	World
Chlorine derivatives			
TCCA	1 st	1 st	-
Sodium chlorate	1 st	4 th	-
Sodium hypochlorite	1 st	11 th	-
Caustic potash	1 st	7 th	-
PVC	1 st	9 th	-
Caustic soda	1 st	9 th	-
Intermediate chemicals			
Formaldehyde	1 st	5 th	-
Paraformaldehyde	1 st	1 st	1 st
Polyols	1 st	2 nd	3 rd
Moulding compounds	1 st	2 nd	3 rd
Resins	2 nd	7 th	-
Pharmaceuticals			
Fusidic acid	-	2 nd	2 nd
Fosfomycins	1 st	2 nd	3 rd
Erythromycins	1 st	1 st	-

The data supplied comes from calculations carried out by Ercros.

Sales and markets. Year 2022

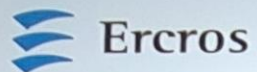
The top 5 products we sell

TCCA
Paraformaldehyde
Polyols
PVC
Caustic soda

We sell our products worldwide*

Spain: 53%
Rest of the EU: 28%
Rest of the OECD: 11%
Rest of the world: 8%

* Percentage of total sales.



INICIO

ACERCA DE ERCROS

NEGOCIOS Y PRODUCTOS

RESPONSABILIDAD SOCIAL

ACCIONISTAS E INVERSORES

SALA DE PRENSA



Plan estratégico Plan-3D

Noticias

Resultados

Mujeres con química

Escribe aquí para buscar

TOSHIBA

PTL067

Mission and 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.

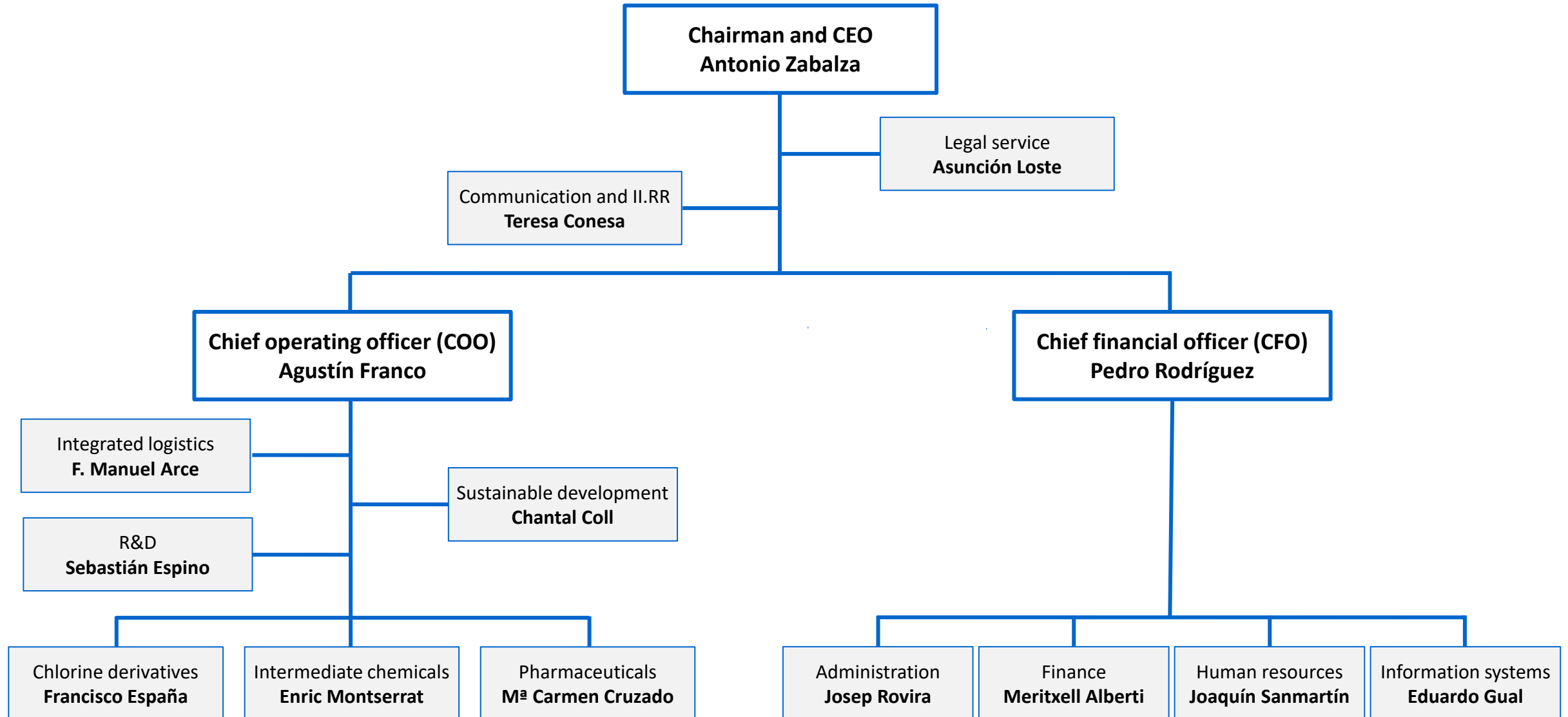
 - Ercros pursues the consolidation of a solid and lasting industrial group that contributes to the wealth and well-being of society, that corresponds to the trust that its shareholders have placed in it and that allows the full development of the personal life and professional capacity of those who form 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.



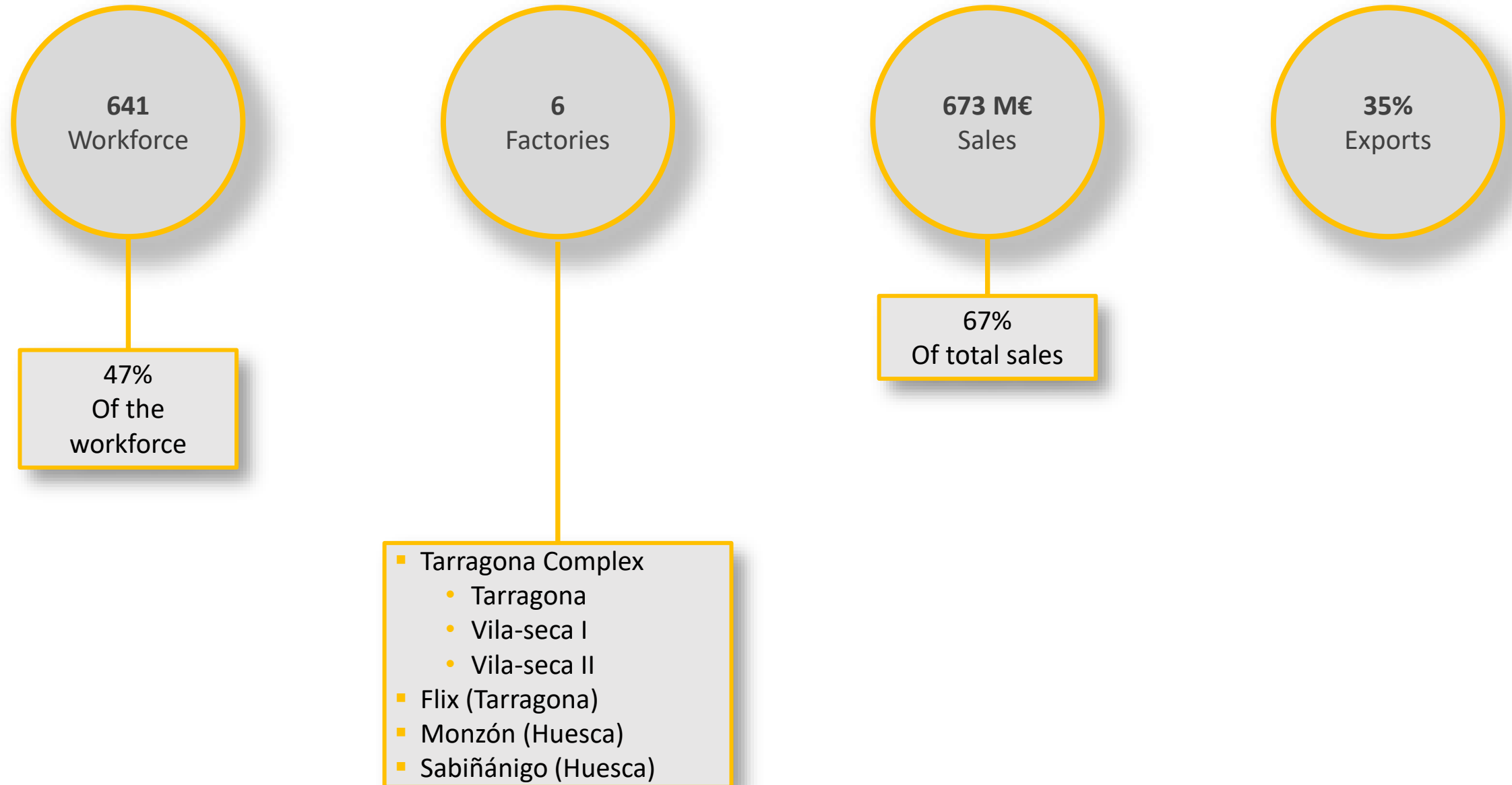
Organization chart





Chlorine derivatives

Key data of the chlorine derivatives division. Year 2022



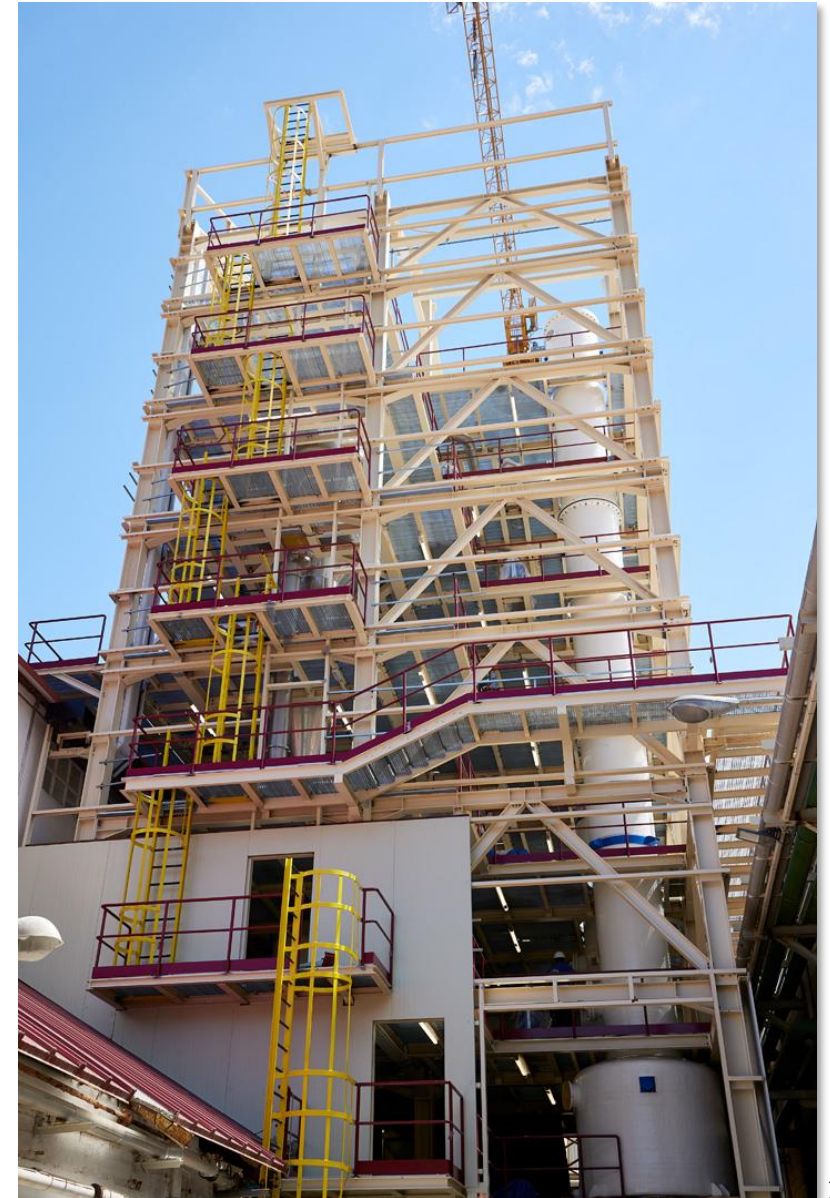
Business model

- 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.

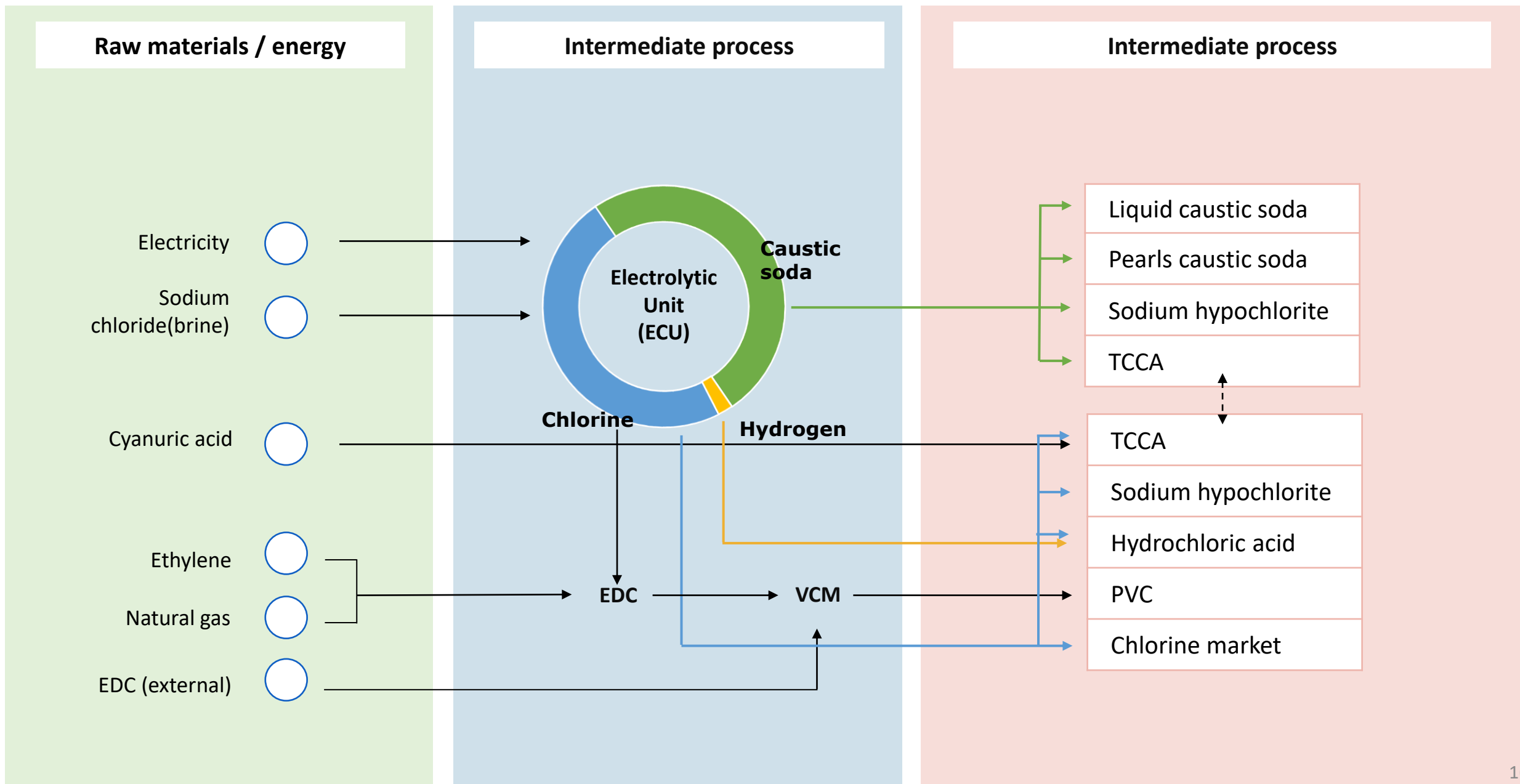
Strengths and challenges of the division

- The main strengths of this business are:
 - Integrated production.
 - Synergies and complementarity between the factories of the division.
 - Modernized and efficient industrial park.

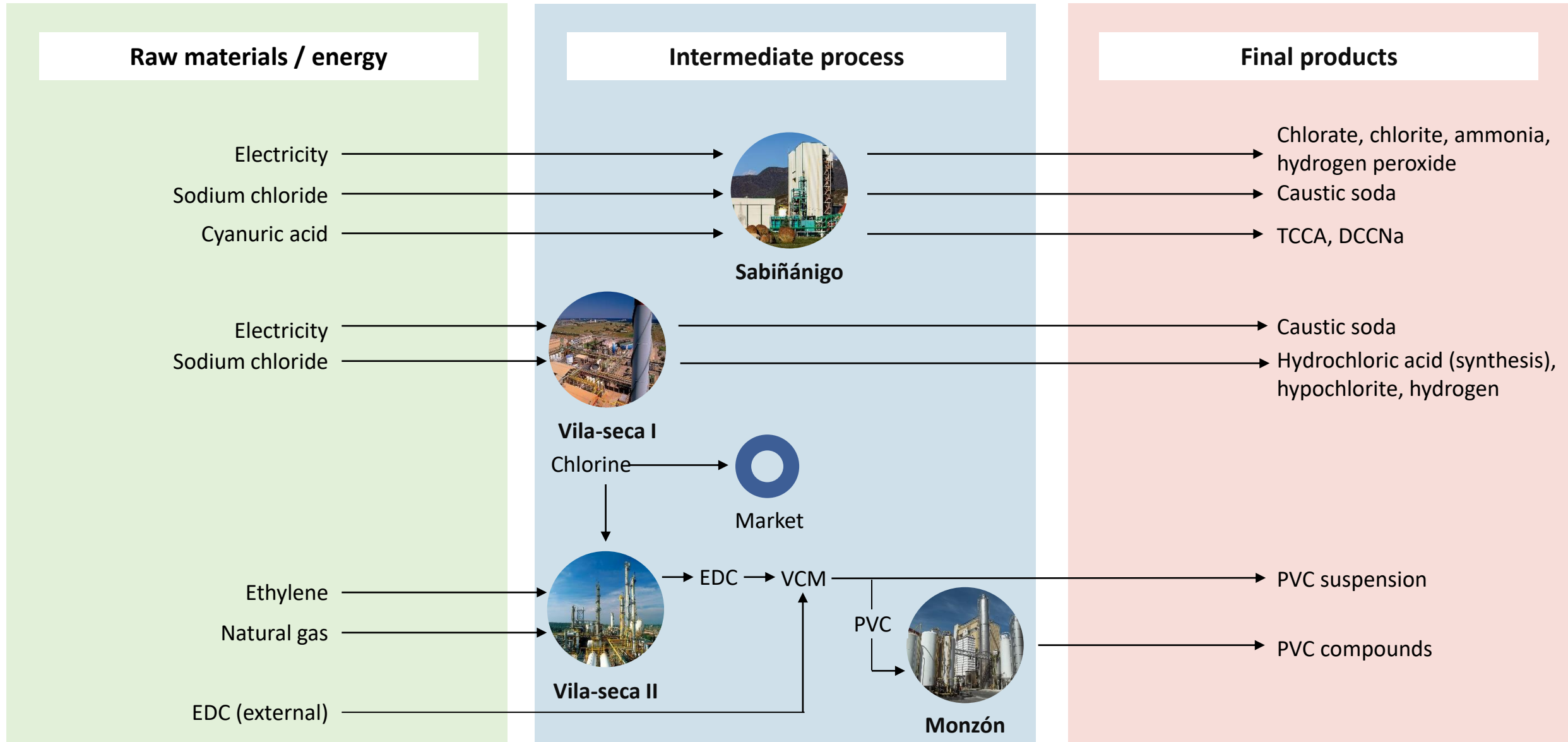
- The main challenges are:
 - Continue making progress in reducing the carbon footprint of our processes and products.
 - Increase the weight of products with higher added value and with expanding markets.
 - Diversify the division's portfolio with new products.



Scheme of the production process of chlorine - caustic soda



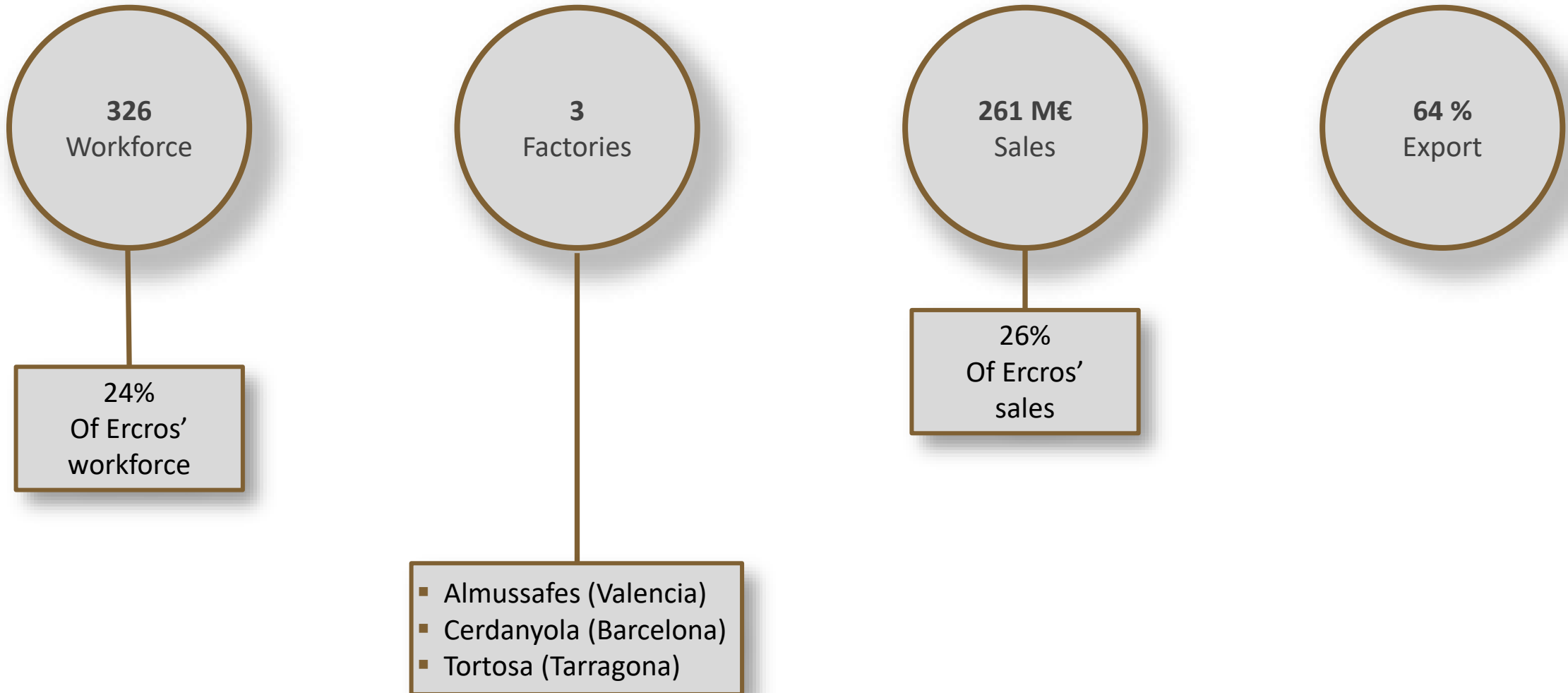
Scheme of the production process of the division



A photograph of a large industrial chemical plant. Several tall, silver, cylindrical distillation columns are visible, connected by a complex network of pipes and walkways. The sun is shining brightly in the background, creating a lens flare effect. The foreground shows a green lawn and a paved area. A brown banner with white text is overlaid on the right side of the image.

Intermediate chemicals

Key data from the intermediate chemicals division. Financial year 2022



Business model

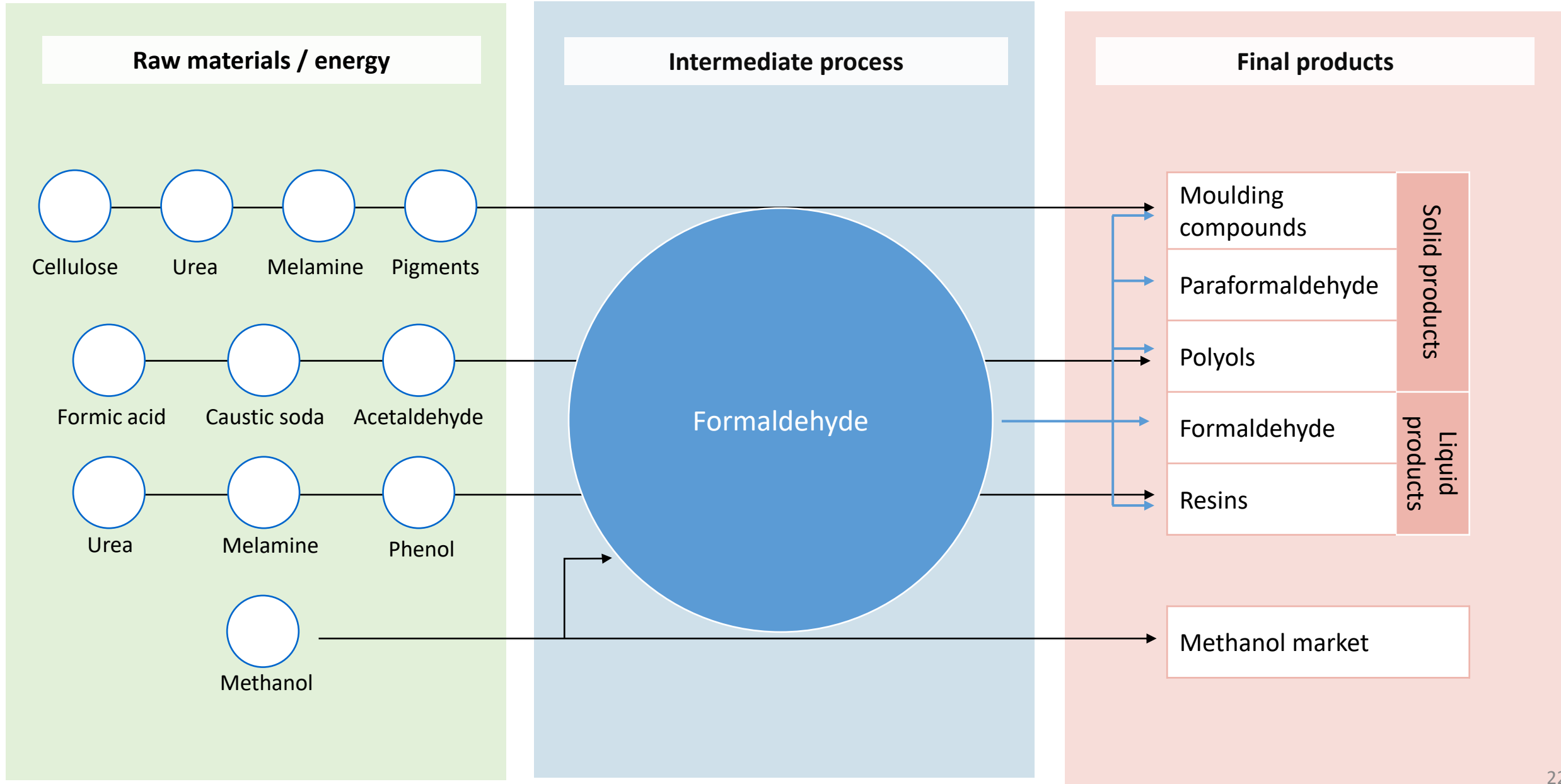
- Formaldehyde is the central product of the intermediate chemicals division and methanol its main raw material.
- 80% of the formaldehyde produced is used for the manufacture of derivatives, both liquid and solid.
- Solid products account for around 65% of the division's turnover and have a world-wide 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:
 - Maintain the commitment to the progressive decarbonization of processes.
 - Increase sales in line with recent capacity expansions of solid products.
 - Develop the new ranges of resins (ErcrosGreen+ and ErcrosTech).
 - Diversify the current portfolio.

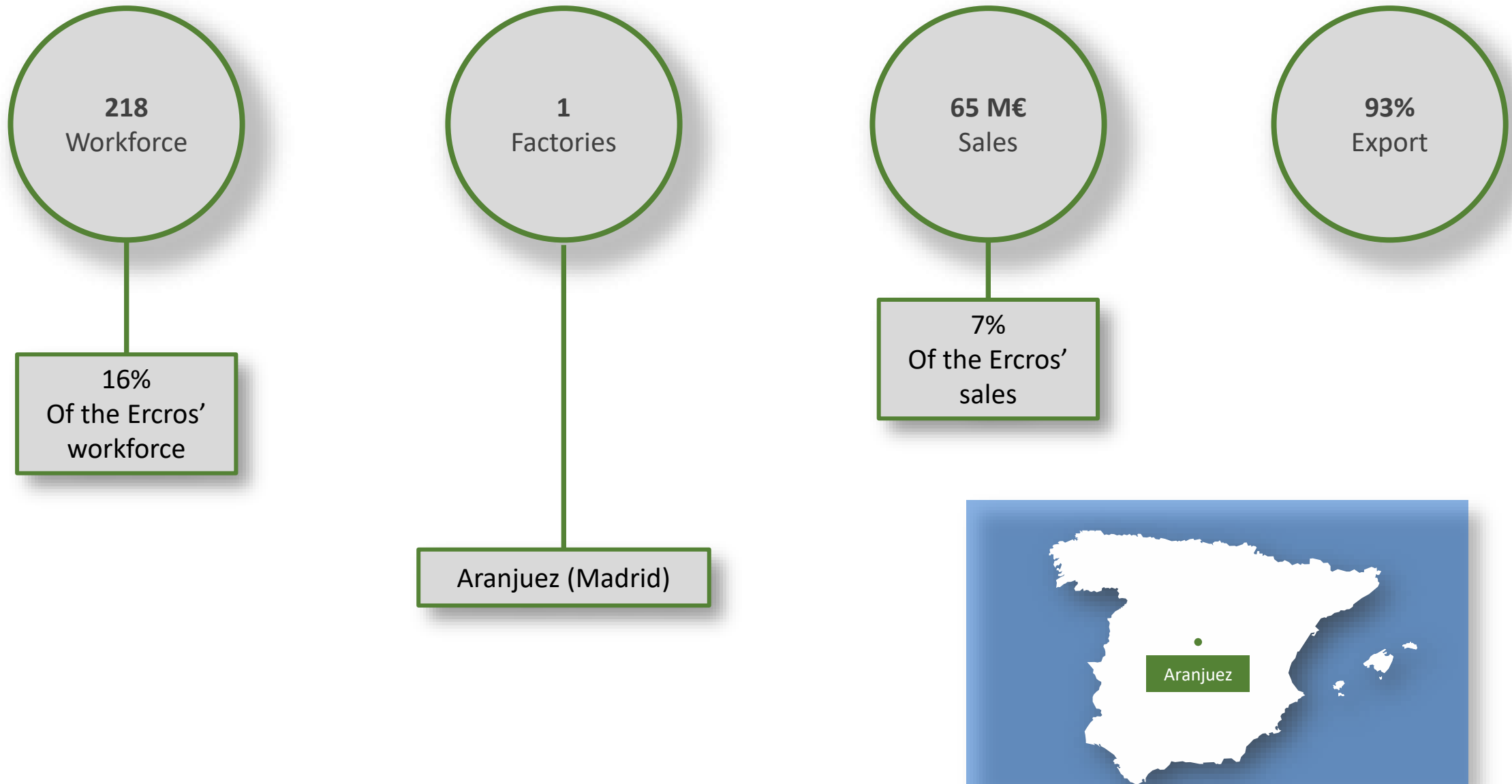
Scheme of the formaldehyde production process





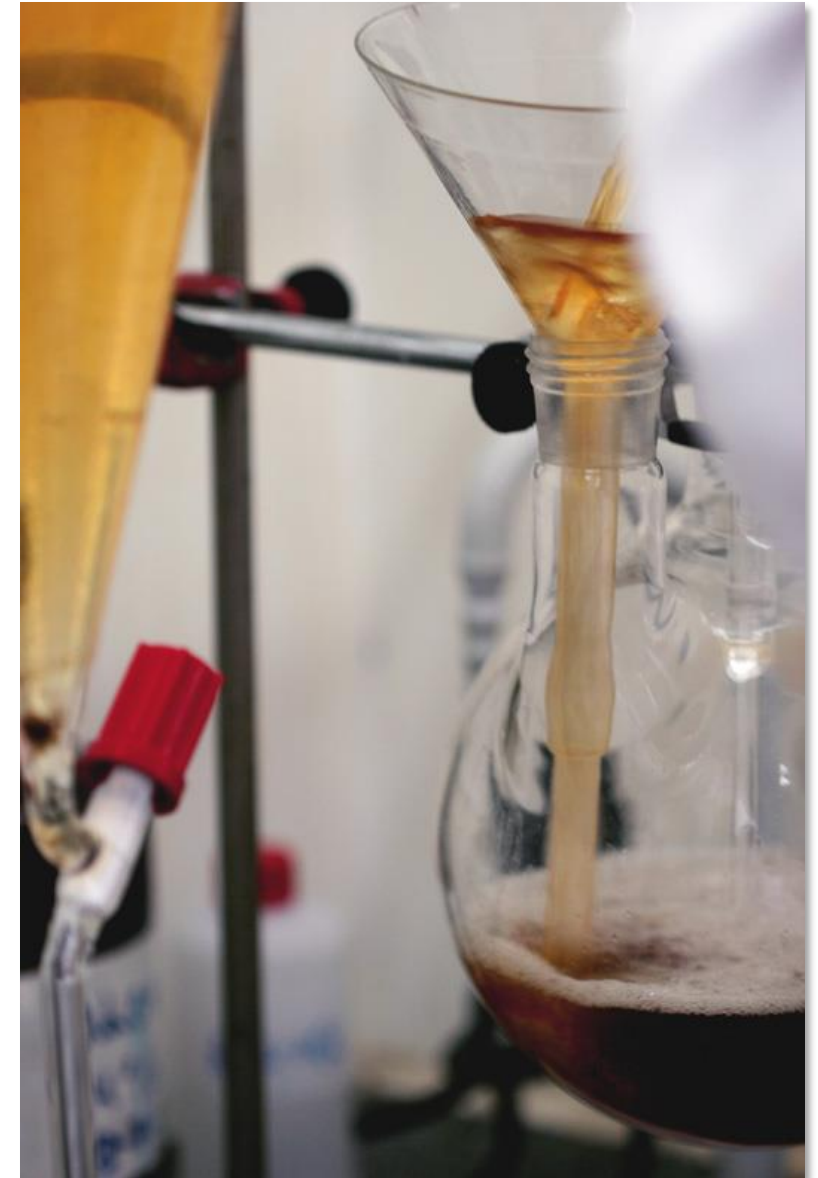
Pharmaceuticals

Key data from the pharmaceuticals division. Financial year 2022



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 position as a reliable supplier.
- The challenges of the division are:
 - Make the largest manufacturing capacity of sterile medicines profitable.
 - 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

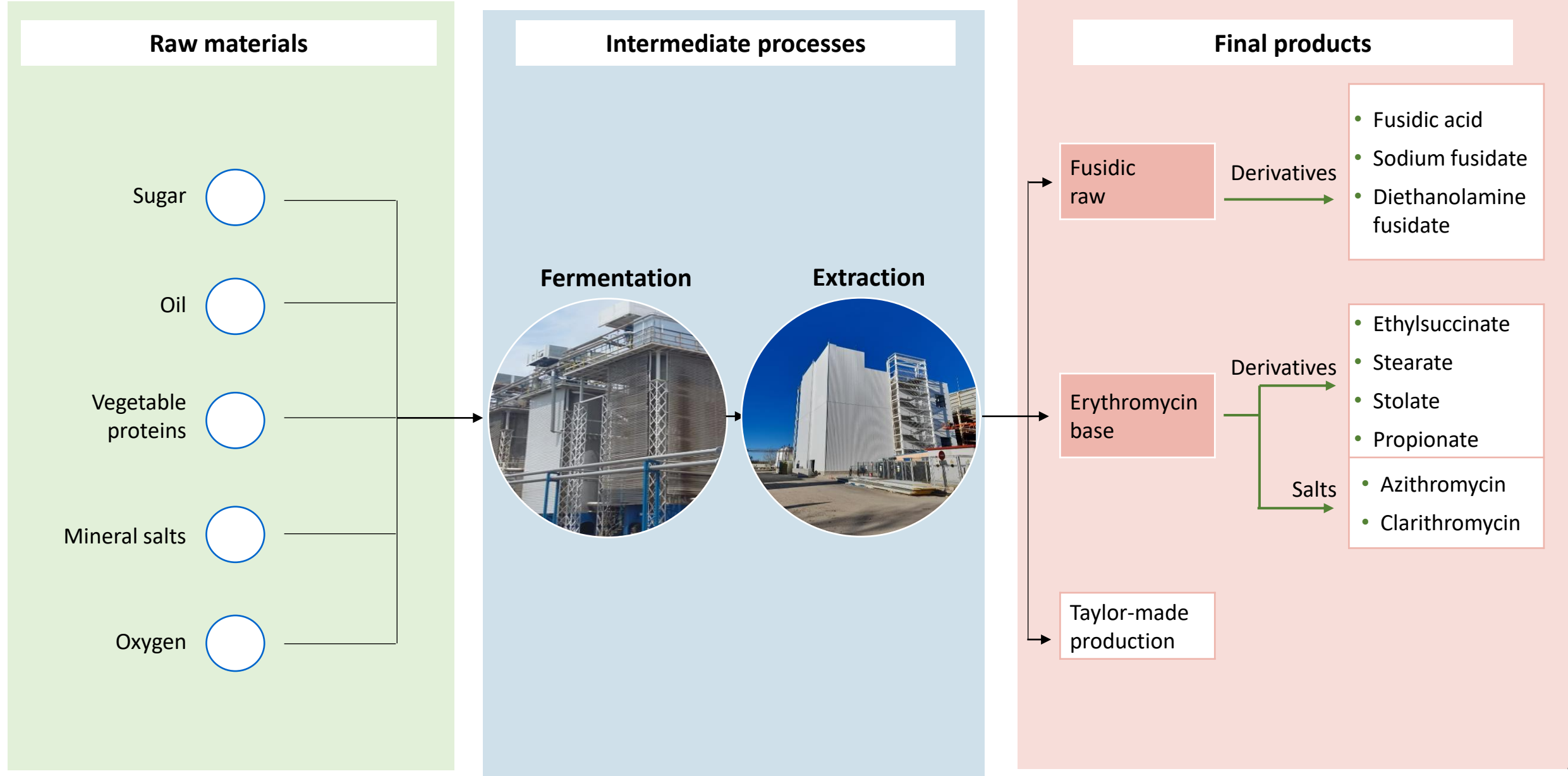


Diagram of the chemical synthesis production process

Raw materials

Phosphorus trichloride



Propargylic alcohol



Intermediate process



↑
Acid olefinic

↑
Fosfomycin PEA salt

Final products

Fosfomycin calcium

Fosfomycin trometamol

Fosfomycin sodium

Sterile fosfomycin sodium (injectable)



Integrated logistics

Integrated logistics activity. Year 2022

1,400,000
Tons
transported

1,350
Customers
served by CSC¹

5,000
Chartered sea
containers

99.8%
Customer
satisfaction



¹ 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 TCCA tablets.
- ErcrosBio: sustainable bioplastic formulations.
- New rigid and flexible plastic materials for 3D printing.
- New grades of PVC with the incorporation of recycled product.
- Bio-based polymer manufacturing 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** standard.
- Quality management system according to **ISO 9001** standard.
- Environmental management system according to the **ISO 14001** standard.
- Energy management system according to **ISO 50001** standard.
- Verification of greenhouse gas (GHG) emissions according to **ISO 14064** standard.
- Registration in the European eco-management and eco-audit registry (**EMAS**).
- Verification of compliance with the good corporate governance index (**IBGC**).



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 CO₂ emissions by 2050.
- **EcoVadis:** International sustainability rating (score 84/100 in 2022).



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

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