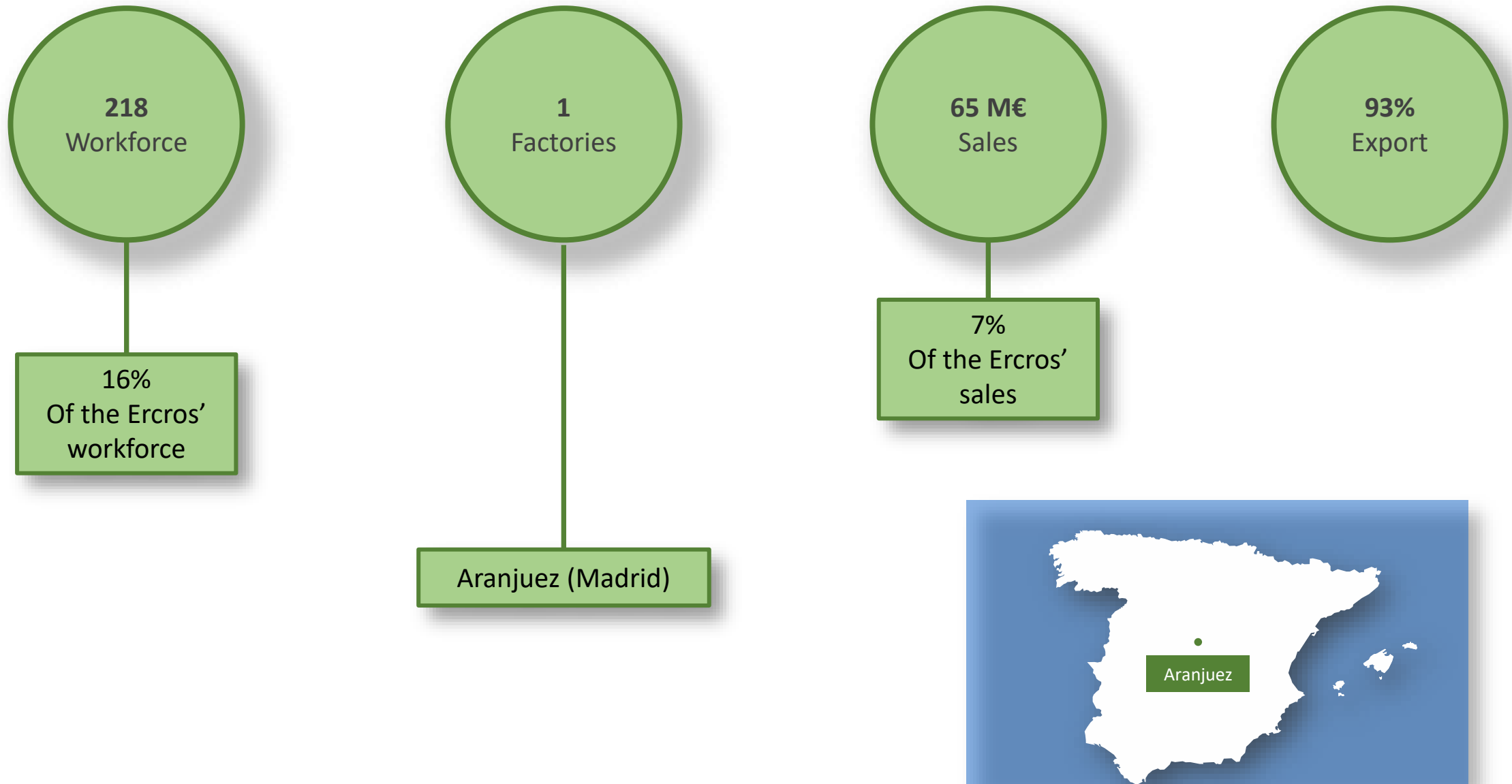




Pharmaceuticals division



Key data from the pharmaceuticals division. Financial year 2022



Business model

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



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.



Products, applications and market share. Financial year 2022

Products	Applications
Azithromycin	Respiratory infections
Clarithromycin	Respiratory infections
Erythromycin and salts	Respiratory infections
Famotidine	Antiulcer
Fosfomycin 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 installations

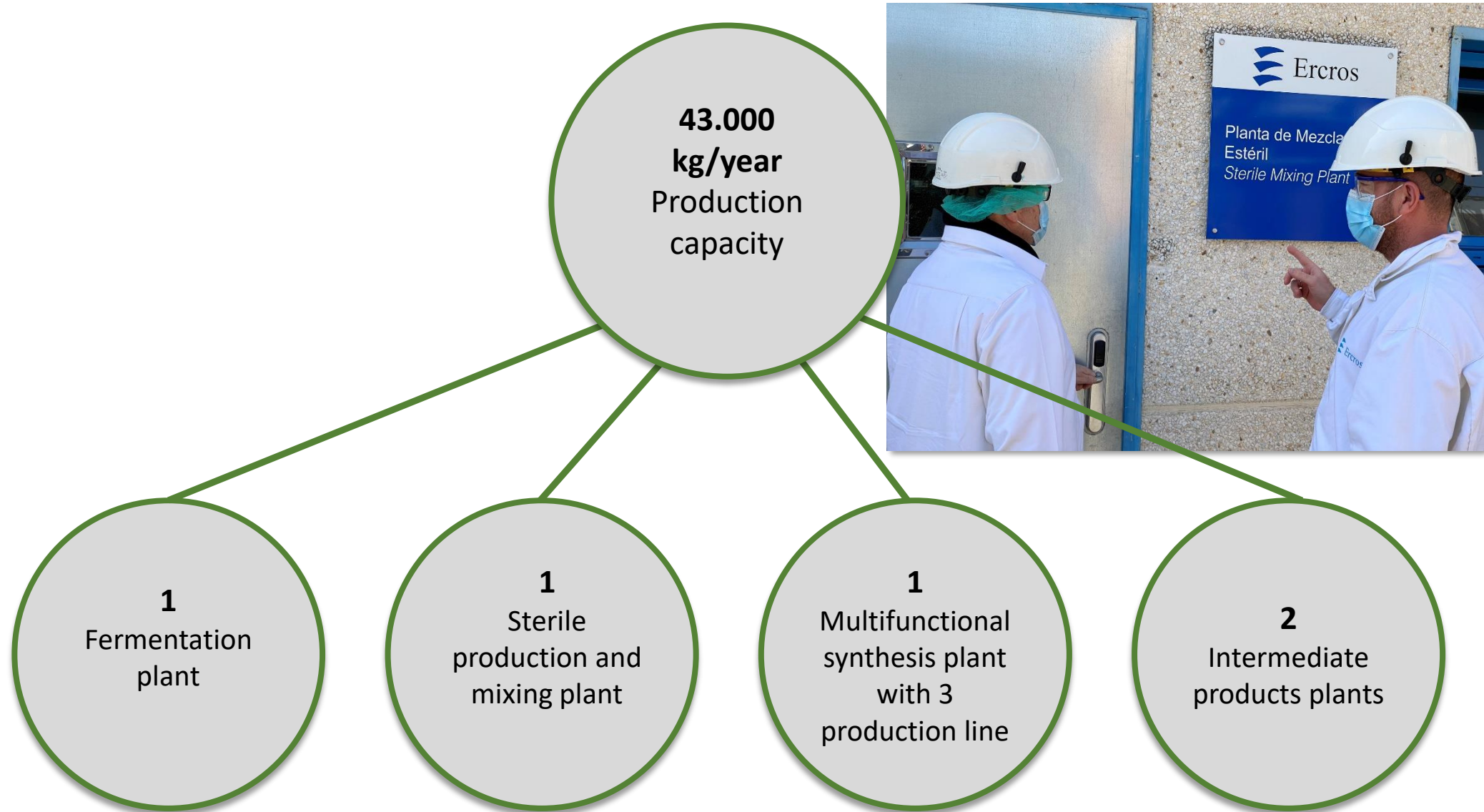


Diagram of the biological production process

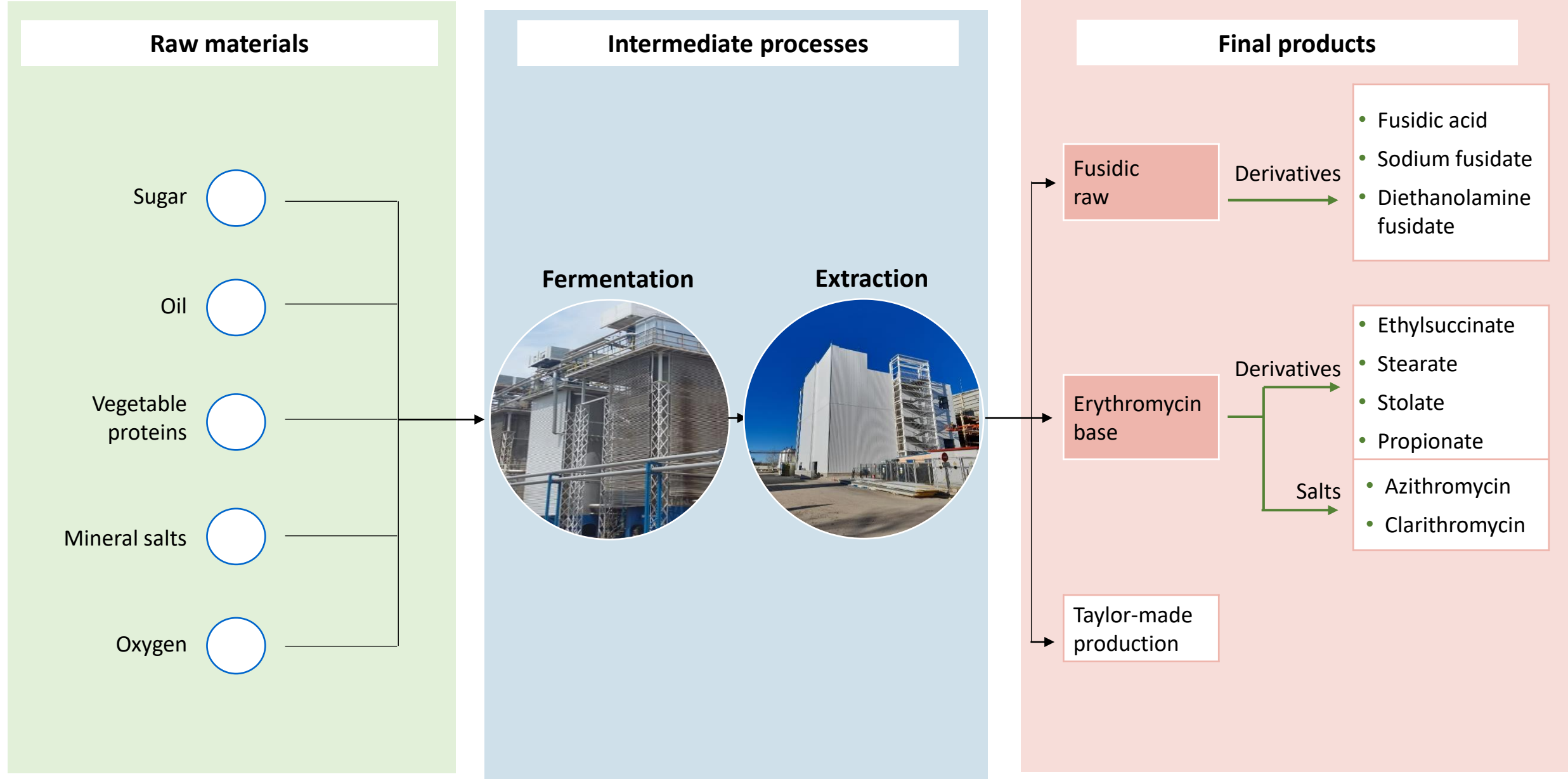


Diagram of the chemical synthesis production process

Raw materials

Phosphorus trichloride



Propargylic alcohol



Intermediate process



↑
Acid olefinic

↑
Fosfomycin PEA salt

Final products

Fosfomycin calcium

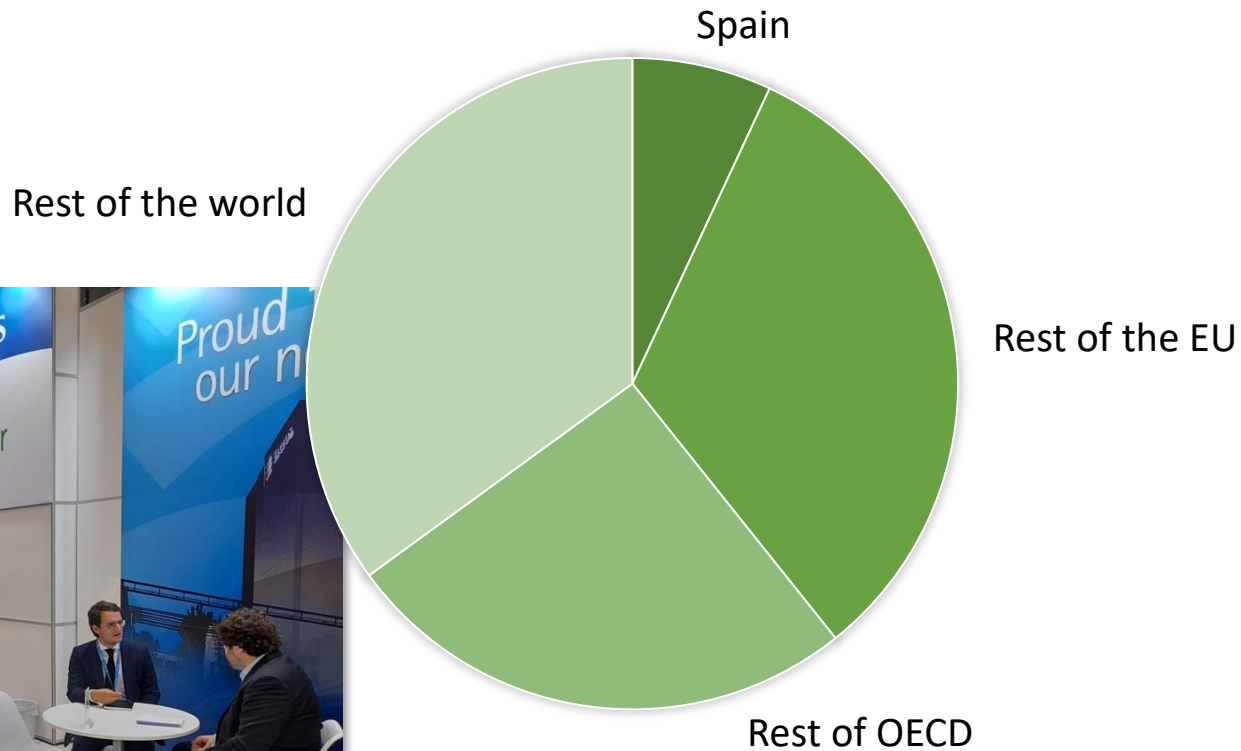
Fosfomycin trometamol

Fosfomycin sodium

Sterile fosfomycin sodium (injectable)

Markets. Financial year 2022

Where do we sell?



Research and development

- The pharmaceuticals division has its own R+D center located in the Aranjuez factory.
- The main R+D projects of the division are:
 - New active pharmaceutical ingredients by fermentation.
 - Expansion of the catalog of products offered in sterile quality.



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.

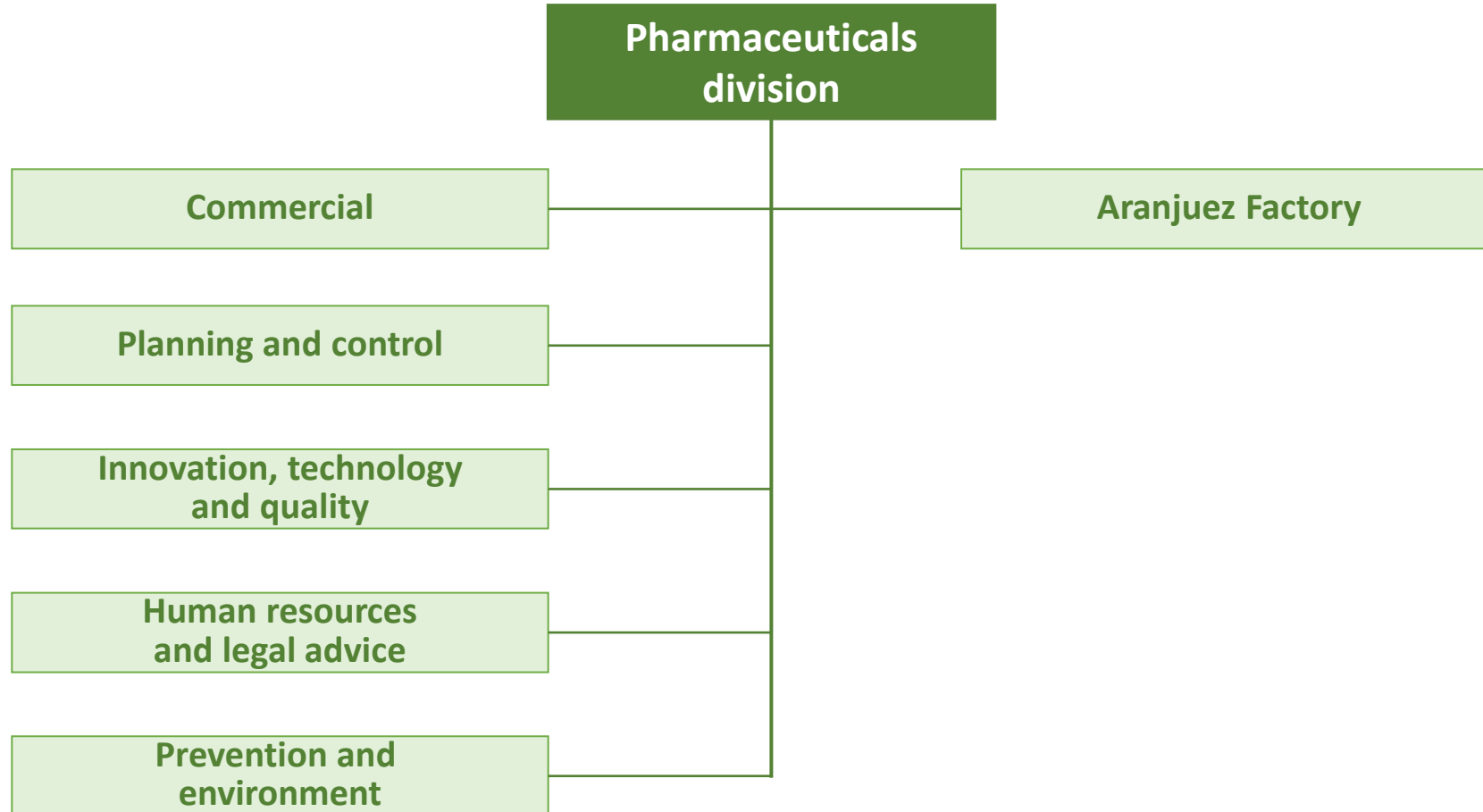


Fulfilment of the Sustainable Development Goals (SDGs)

- 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.



Organizational structure



Division directory

Division manager

M^a Carmen Cruzado

Headquarters and facility

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

R+D department

Head: **María Luisa Díez**

Commercial department

Manager: **Óscar Méndez**
Tel.: +34 918 090 344
E-mail: farmaciacomercial@ercros.es



Thank you

For more information

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