

# PHARMACEUTICALS

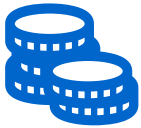


# KEY DATA 2024



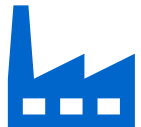
**Staff: 232 people**

17% of the total workforce



**Sales: 63 M€**

10% of total sales



**Factories: 1**

Aranjuez



**Export: 96%**

# BUSINESS MODEL

- The pharmaceuticals division produces active pharmaceutical ingredients (APIs) used in generic and brand-name medicines, with a special focus on antibiotics.
- These antibiotics, manufactured by the pharmaceuticals division, are recognized on the essential medicines lists of the main international regulators (AEMPS, EMA, FDA, and WHO).
- The division also develops customized active ingredients and intermediates for third parties.
- Production utilizes synthesis and biological processes, including industrial fermentation, as well as sterile processes.





# BUSINESS MODEL

## Strengths

- Mastery of the fermentation process.
- Production of sterile products for injectable use.
- Strong position as a reliable, high-quality supplier to leading laboratories worldwide.
- High degree of internationalization.

## Challenges

- Incorporate new products.
- Open new markets.
- Maintain quality standards.
- Face competition from emerging markets.

# BIOLOGICAL PRODUCTION PROCESS

## Raw materials

Sugar

Oil

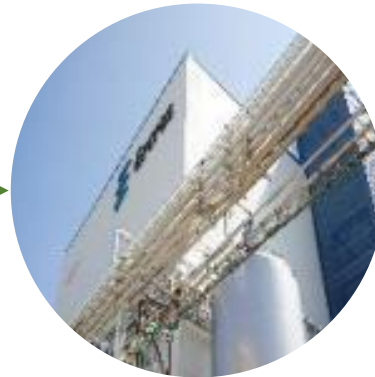
Vegetable  
proteinsMineral  
salts

Oxygen

## Fermentation



## Extraction



## Final products

Fusidic  
rawErythromycin  
baseProduction for third  
parties

### Derivatives

- Fusidic acid
- Sodium fusidate
- Diethanolamine fusidate
- Sterile fusidic acid

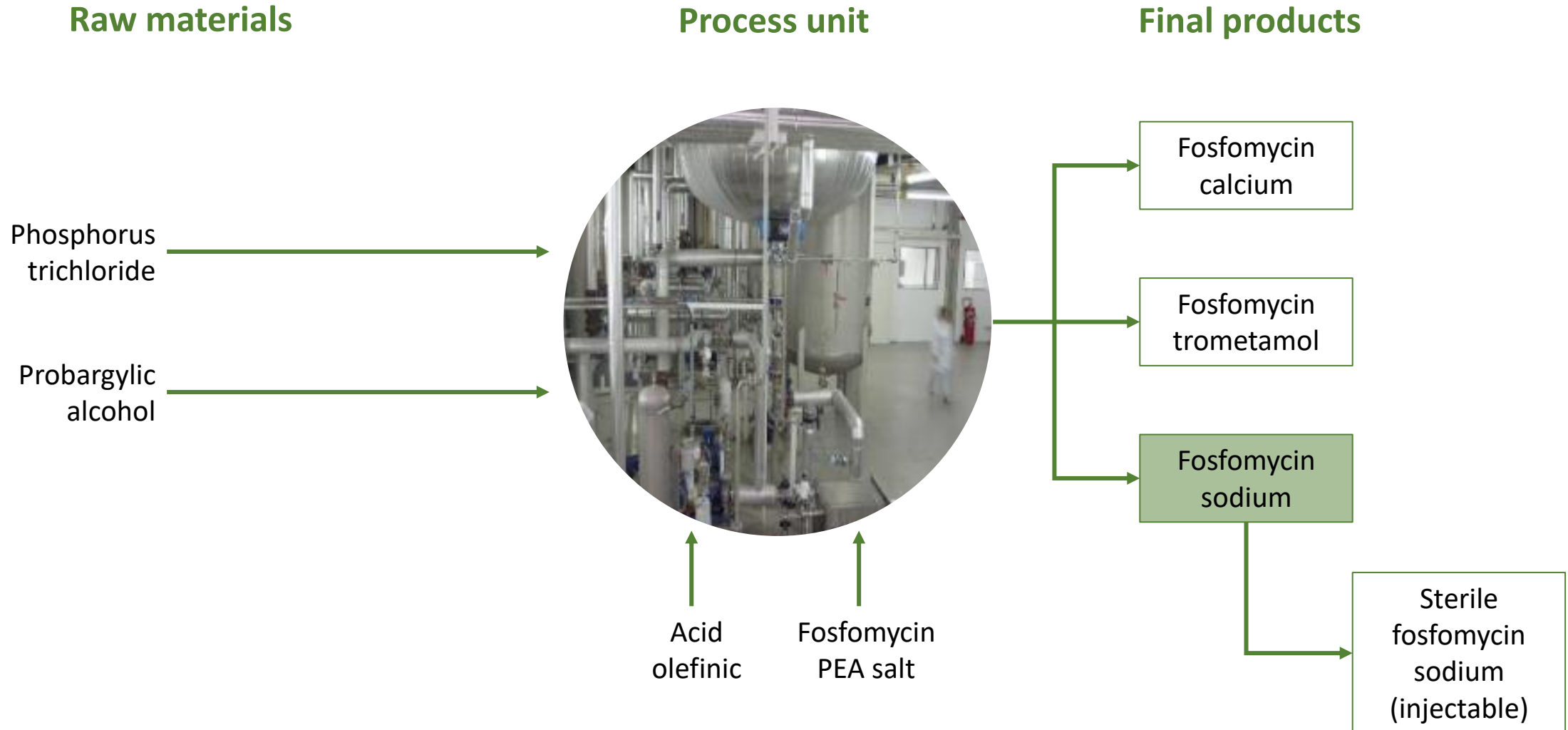
### Salts

- Ethylsuccinate
- Stearate
- Stole
- Propionate

### Derivatives

- Azithromycin
- Clarithromycin

# CHEMICAL SYNTHESIS PRODUCTION PROCESS



# APPLICATIONS AND MARKET SHARE

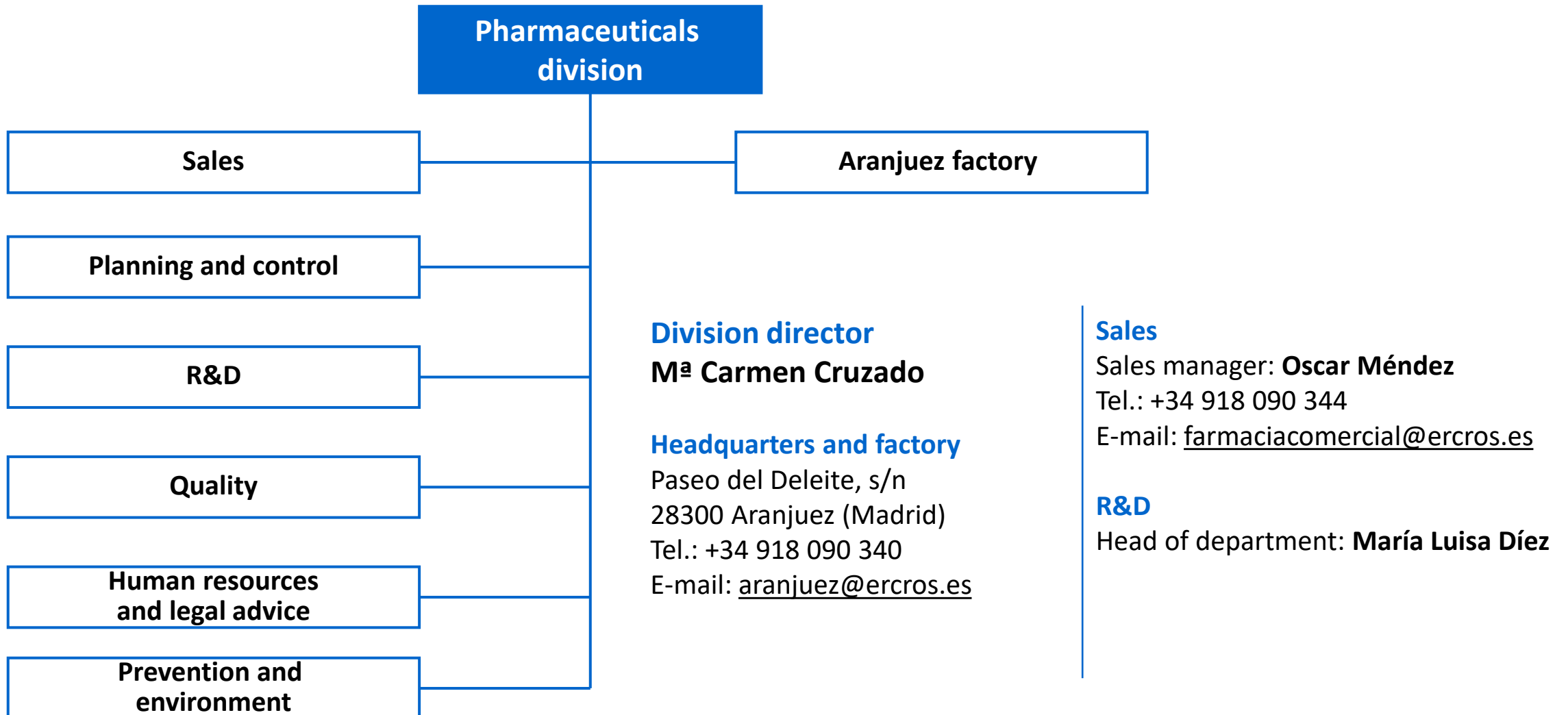
Products	Applications
Fosfomycin and salts	Urinary tract infections
Erythromycin and salts	Respiratory infections
Azitromicina	Respiratory infections
Clarithromycin	Respiratory infections
Fusidic acid	Skin infections
Famotidine	Antiulcerative
Vancomycin	Hospital infections
Gentamycin	Hospital infections
Custom production*	-

\*On request of the client.

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

The data provided comes from calculations made by Ercros.

# ORGANIZATIONAL STRUCTURE AND DIRECTORY





# ESG performance

Environmental, social and governance



# Environment

## Certifications and voluntary programs

- **ISO 14001:** Reference standard for the environmental management system, implemented in all factories.
- **ISO 14064:** CO<sub>2</sub> emissions verification standard.
- **ISO 50001:** Reference standard for the energy management system.
- **Carbon Disclosure Project (CDP):** Organization designed to assess the performance of member companies regarding the climate emergency. In 2024, Ercros obtained a B (Management) rating on a scale of A to E.



# Safety, quality, production and distribution

## Certifications

- **ISO 45001:** Standard certifying health and safety management, implemented in all factories.
- **Sigos:** Standard certifying the application of a healthy organization management system (Sigos).
- **ISO 9001:** Standard certifying quality, implemented in all factories.
- **FDA:** US Food and Drug Administration seal certifying pharmaceutical products (API).
- **GMP and GDP:** International approval for the production and distribution of APIs.
- **AEO:** Certificate from the State Tax Administration Agency as an authorized economic operator.



# Governance and CSR

## Certifications and voluntary programs

- **CSR Company:** CSR Certification as a company in the Responsible Care program.
- **IBGC:** Certificate of compliance with the good corporate governance index.
- **UNE 19601:** Accreditation of the criminal compliance management system.
- **ISO 27001:** Standard certifying the data protection system generated by Ercros and its stakeholders.
- **EcoVadis:** CSR rating agency. Ercros obtained 87/100 points and is in the Platinum category and among the top 1% of companies.
- **Responsible Care:** A global best practices program promoted by the chemical industry. Ercros obtained 85/100 points in the self-assessment questionnaire.
- **Global Compact:** A program promoted by the UN that contains 10 principles of action.
- **ESG Lighthouse Rating:** Promoted by the Spanish Institute of Analysts, it evaluates the level of compliance with ESG criteria. Ercros has obtained 86/100 points.



# Sustainable Development Goals (SDGs)

In the development of its activity, Ercros contributes to the fulfilment of the 17 SDGs set out 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 infrastructure.
- **SDG 12:** Responsible consumption and production.
- **SDG 13:** Climate action.





**For more information:**

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