

Productores de Envases Farmacéuticos ('Proenfar')

Proenfar provides a wide range of plastic packaging solutions for the pharmaceutical and cosmetics industry in Latin America. With over 60 years of experience, the company's philosophy is to produce at world class standards.

CATEGORY

Certification

COUNTRY

Colombia

SECTOR

Plastic packaging

EMPLOYEES 2010

1,043 employees

TOTAL TURNOVER / NET PROFIT

2009: USD 42.2mIn / USD 3.7mIn

2010: USD 51mIn / USD 5mIn



BETTER BUSINESS

- Proenfar acknowledges that social and environmental management is a decisive factor in customers' supplier selection.
- In 2010, Proenfar implemented an environmental, health and safety (EHS) system certified according to OHSAS 18,001 and ISO 14,001, allowing Proenfar to reach world class EHS standards.
- In addition, Proenfar has invested in a new LEED (Leadership in Energy and Environmental Design) certified facility which promotes sustainable building development practices, co-generates electric energy and improves resource utilization.

BUSINESS RESULTS

- **Increased revenues** – Despite a difficult economic environment in 2009-2010, Proenfar increased turnover by 20%, due to better positioning among clients, attracted by their world class standards.
- **Increased productivity** – Improvements in the workplace due to trainings, safety, and environmental programs have increased productivity, resulting in net savings of US\$1.3 mln for 2010. The average attrition rate was reduced to 2.5% for 2010.
- **Cost reduction and energy savings** – Optimized operational efficiency has compensated for increased material costs:
 - Energy consumption: reduced from 2.8 Kw/Kg in year 2009 to 2.6 Kw/Kg in year 2010, resulting in net savings of US\$174K in 2010.
 - Water consumption was reduced by 27.5%, representing savings of about US\$25K in 2010.

- By operating with biodegradable components, contaminated waste disposal was reduced by 14% in 2009.
- Proenfar estimates a four-year payback period for the certification costs.
- **Increased market share** – EHS certification distinguishes Proenfar from the rest of its competitors and helped increase its market share in both Colombia and Argentina. Proenfar recognizes the value of EHS certifications in defining medium and long-term business relationships with its clients.
- **Improved health and safety** – Investments in ergonomics have spurred notable improvements in employee safety and health. Incidence of work-related illness has dropped by 50% from 2009 to 2010.

RISKS

- **Reduced risk of accidents or fatalities** – Improved working environment contributed to a 6% decrease in accidents between 2009 and 2010.
- **Reduced reputational risk** – ISO 14,001 certification has mitigated environmental and social risks that could damage the company's reputation. It has contributed to a sound public image towards current and potential customers and other important stakeholders.

Through its financing, FMO promotes the implementation of best practices in environmental, social and good governance (ESG) standards.

FMO

P.O. Box 93060

2509 AB The Hague - NL

www.fmo.nl - info@fmo.nl

Published April 2012

FMO

Entrepreneurial
Development
Bank

STRATEGIES FOR SUSTAINABLE BUSINESS

CATEGORY

Certification

REGION

Latin America and the Caribbean

'QUALITY THROUGH BEST PRACTICE'

Mario Vergara Corradine, Presidente PROENFAR S.A.S

