oegira[®]

No. 50 december 2020



We have reached **issue 50**





REPORT < 200 personnel from the ULMA Group have participated in the **Eye Health Prevention Campaign**

NEWS AND UPDATES < ULMA's paper texture is present on the façade of a library





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Begira, 50 issues in 18 years

The magazine has been through many ups and downs throughout these 50 issues and still today, it remains faithful to its readers. On this occasion, as with the previous two issues, the magazine is published in digital format only. The health situation caused by COVID makes this advisable. However, we do hope to return to our normal format in the April 2021 issue.

Having reached our 50th issue, we believe that now is a good time to take another look at how our workers value the magazine. With this in mind, we have included a survey about Begira in this issue that will help us to gradually improve the magazine in form and substance.

Thanks!





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CC ULMA HANDLING SYSTEMS

WEG México launches its new ULMA Handling Systems logistics system

Brazilian multinational WEG, a manufacturer of machinery and equipment that operates in the capital goods sector, has installed a new ULMA Handling Systems logistics system at its Distribution Centre in Mexico City. This logistics system will respond to the need to manage the internal logistics of bulky moulds used for manufacturing engines requiring large amounts of storage space and thus will be able to provide full control of the flow of materials within the warehouse. WEG has invested around 2.1 million euros in this system

This new Distribution Centre, which has been designed and developed by ULMA, services a logistics circuit that includes the production area, the vertical mould line, the horizontal mould line and WEG stock. The automated warehouse is equipped with a double-bottom pallet stacker crane and is connected to the production line. Likewise, an automatic conveyor is integrated between the central machines and the vertical warehouse; between the vertical moulding machines and the vertical warehouse and also between the horizontal moulding machines and the vertical warehouse.



In the words of José Francisco Morales Rodríguez, Head of Production at Weg México, "Automation is a priority for WEG because it means we can reduce operating costs and manage to keep our processes updated in order to move our business forward." Furthermore, "we

have decided to partner with ULMA because of their technical expertise and experience providing this type of solution and because it is the best bespoke solution for our

ULMA MEDICAL IMAGING

ULMA Medical Imaging obtains ISO 13485: 2016 for healthcare product management systems

ULMA has been granted certification of ISO 13485:2016 quality management system for medical devices through the international certification authority IMQ.

13485:2016 regulates management systems that are specifically aimed at organizations involved in one or more stages of the life cycle of a medical device and the design and development or provision of related activities. This is the benchmark standard for the medical industry: it guarantees compliance with health

legislation and covers the needs of customers for the entire life cycle of the products that ULMA places on the

This certification recognises ULMA Medical Imaging's capacity for managing products and services in a sector characterized for having a strict and controlled legislation and paves the way for marketing new solutions for this sector.



ULMA AGRICOLA

ULMA Agricola installs greenhouses in Querétaro, Mexico

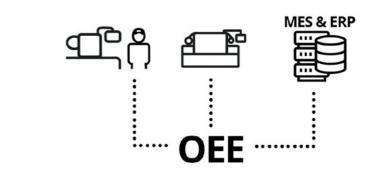
ULMA Agricola has installed a greenhouse for pepper production in Querétaro, Mexico. This installation, which occupies a total area of 31,755.2 m², consists of a Gothic greenhouse with 4 spans and an under-channel height of 6 metres. It is equipped with a longitudinal grid system at a height of 4.5 metres and has roof-top vents.

This installation also has a 1,484 m2 storage warehouse and two connecting warehouses measuring 80 m² each.



CC ULMA PACKAGING

ULMA Packaging develops OEE Booster: a set of tools for optimizing OEE (Overall Equipment Effectiveness)



ULMA Packaging has designed a set of software tools called OEE Booster (Overall Equipment Effectiveness) that can be used by customers to retrieve the efficiency data of their equipment at all times in order to maximize the productivity of their processes.

ULMA packaging machines incorporate features aimed at optimizing the OEE of production lines such as robustness, reliability, ease of replacement and adjustment, synchronization of operations, incorporation of feeder systems with constant flow of the products to be packaged, etc.



This OEE Booster solution, which includes the OEE Monitor and the OEE Data Entry, is integrated into the

equipment with a UPC 4.0 control system, which provides access to both real time and historical data for the purpose of comparing the performance of production operations over time.

OEE Monitor makes OEE information available both on the HMI screen itself and on the myULMA **cloud.** This information is generated automatically and displayed in a userfriendly environment, which facilitates performing an immediate analysis of the data and its evolution. OEE Data Entry is an application available in our HMI that collects information about production, either manually or through production systems such as MES and

You can use these tools to perform a detailed analysis of the OEE as well as its three components: availability, performance and quality. All of this is done by work shifts and manufacturing orders. Furthermore, this analysis is offered combined based on the categories or causes of stoppages resulting in reductions to the planned standards.



ULMA MAINTENANCE SERVICES

A decade of servitisation at ULMA Maintenance Services

Ten years have passed since ULMA Maintenance Services changed its business model as a business project. The decision to make a commitment to offering maintenance services aimed at creating value through tailor-made renting services that included providing comprehensive fleet management, a maintenance service and the optimisation of the productivity of clients in addition to market experience, was made in response to a constantly changing market.

Placing the customer at the centre of the operation meant having to respond to their real needs, assuming them in full and offering advanced services that went beyond traditional after-sales. Today, the servitisation associated with Industry 4.0 and remote monitoring to measure the operation of equipment has made it possible to improve their performance as well as the user experience that is so important nowadays.



ULMA CONSTRUCTION

ULMA Construction launches a New Digital Service Pack for Scaffolding

Scaffmax®, a powerful scaffolding configurator, joins ULMA Studio for Revit®, complete with a new library including BRIO Modular Scaffolding and DORPA Frame Scaffolding, as part of ULMA's digital toolkit available at a single click.

The purpose of these tools is to simplify the customer day-to-day work, increase productivity, and streamline project management from start to finish. We share our resources and make our entire BIM ecosystem readily available, to help them give shape to their ideas.

The Revit® scaffolding systems and COMAIN Handset Panel Formwork, join the extant formwork systems in ULMA Studio.

Scaffmax®, a SketchUp® add-in, is



yet another tool that we make available to complement our digital toolkit for scaffolding. Scaffmax® makes it possible to select the most relevant criteria for the client and within seconds assemble BRIO and DORPA scaffolding for a 3D structure previously generated in SketchUp® Pro.

With only basic technical knowledge, it is possible to quickly find the best possible and most profitable solution for your project from the outset, with detailed visualization of ULMA scaffolding in a realistic 3D model.

UI MA GROUP

Satisfaction Survey about **Remote Meetings**

At the end of October, a satisfaction survey was conducted with all members of the ULMA Group cooperatives regarding the Ordinary General Meetings that took place in September and which, because of the current health crisis, were held remotely for the first time.

The results of the survey showed that **ULMA** members prefer holding the meetings face-to-face, but at the same time they acknowledged that holding meetings online was the best option under exceptional circumstances such as the health crisis we are experiencing this year and/or in years to come. In short, the effort made by the cooperatives to ensure that the general meetings were held as usual was judged positively.



ULMA EMBEDDED SOLUTIONS

ULMA Embedded Solutions helps you monetize the digitization of your business



ULMA Embedded Solutions offers its industrial clients consulting services aimed at monetizing their digital assets by implementing the "D-gy" methodology. On the one hand, the aim of this methodology is to help companies overcome the difficulties they encounter in differentiating between their physical and digital products and, on the other hand, to take advantage of the benefits offered by the implementation of the new challenges set by Industry 4.0.

This "D-gy" methodology is based on an asset analysis process (market, competition, customers, etc.) and on a definition of the company's value

map. A new segmentation is then defined to carry out real tests on clients and concludes with the development of a tangible and real pricing model adapted to the digital product.

ULMA Embedded Solutions is providing this complete service for some of its industrial clients, offering services ranging from business model consulting to the actual technical development of the digital product and its subsequent user, thus minimizing the existing uncertainty in companies and developing the full potential for the benefits of this new Industry 4.0 era.

ULMA ARCHITECTURAL SOLUTIONS

One kilometre of ULMA's high-load channels is equivalent to recycling up to 104,000 plastic bottles

ULMA Architectural Solutions is firmly committed to sustainability in its manufacturing processes. Our polymer concrete is composed of 90% aggregates and 10% resin. This resin incorporates 25% recycled PET originating from plastic bottles and containers. Every kilometre of our heavy-duty channels helps recycle up to 104,000 plastic bottles.

These measures are implemented in conjunction with others that promote sustainability and the circular economy. Among other things, it is worth mentioning that in the aggregate suppliers selection process, their awareness in terms of environmental protection is valued together

with their distance from the manufacturing plant, which must be less than 200 kilometres, thus contributing to reducing CO2 emissions into the atmosphere. This commitment is also put into practice by responsible use of the soil, with land restoration, soil repair and repopulation of tree and plant species in the area from which the aggregates are extracted for use in the manufacturing of concrete. Furthermore, the extracted sand is washed with water that circulates in a closed circuit, thus avoiding wasteful use of this natural asset. Additionally, 60% of the molten steel in ULMA's gratings is also made from recycled material.



LL ULMA CONVEYOR COMPONENTS

ULMA strengthens its position in the Middle East with a new contract in Abu Dhabi

ULMA Conveyor Components has been awarded a contract to supply both metallic and rubberised rollers to be installed in the Al Ruwais industrial complex in Abu Dhabi. This industrial complex, which belongs to one of the largest and most influential oil companies in the world, is located 250 kilometres west of Abu Dhabi and has enabled ULMA to strengthen its position in the Middle East market and in the UAE.



ULMA ARCHITECTURAL SOLUTIONS

ULMA's paper texture is present on the façade of a library



ULMA Architectural Solutions participates in the construction of the façade of the Nokia Library in Finland. The Tilatakomo Architecture Firm, headed by architect Pekka Koli and with extensive experience in public and educational building projects, has selected ULMA for an innovative solution that resembles the texture of paper on its façade.

Thanks to its mouldability, the customisation possibilities offered by polymer concrete pannels have been essential to creating these ideas of innovative textures such as paper texture. This texture simulates crumpled paper, which gives the entire façade a uniform aesthetic appearance.

It has achieved continuity in terms of the texture, creating the most continuous and uniform skin possible. How? Thanks to the installation system that uses a joint measuring 3-millmetres, which is one of the smallest sizes on the market and thanks to the hidden anchoring system, which facilitates installation by sliding the façade panels into the profiles of the structure that is used.

The ULMA panels that are used are fully prefabricated pieces cut to size that arrive at the construction site ready to be installed, which saves time as well as lowers costs. Also, the strength of the polymer concrete panels guarantees a high durability is achieved over time. This durability translates to an efficient behaviour to sudden changes in temperature and an almost negligible water absorption..



ULMA CONSTRUCTION

Caleido, the Latest Addition to Madrid's Skyline

Caleido will join Madrid's skyline as the fifth skyscraper in the 'Cuatro Torres Business Area'.

Measuring in at 181 metres, it will not be known for its height so much as its width, which at 16 metres will be the narrowest of the group by far. In addition to housing a private hospital and shopping centre, it will also be home to one of the first vertical university campuses, with lifts and stairways connecting the various academic departments, instead of streets.

Caleido, which is a benchmark in sustainability aspiring to LEED Gold certification, ULMA provisioned scaffolding and formwork systems backed by efficient engineering solutions, as well as onsite assembly services, supervision, and training.

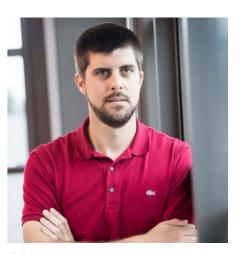
"ULMA have collaborated with us many times over the years. We trusted in their experience to help us manage the complexity of the project, especially in the sections requiring self-climbing systems. They worked closely with us to provide solutions not only in assembly and engineering, but in supervision as well". Juan Carlos Yánez Agra, Project Manager, OHL Construcción

ULMA's portfolio of products proved ideal solutions for both the foundation and tower of a building with continuous section changes in slabs and cores.

The height of the project made it impractical to use cranes due to the demands that would be required of them. The ATR Self-Climbing System and HWS Perimeter Safety Screen proved to be extremely productive replacements, providing efficient and safe working areas throughout the entire construction process.







CC ULMA HANDLING SYSTEMS

Eñaut Sarriegi, the new Director of Services at ULMA Handling Systems

Francisco Etxaniz waves goodbye to his professional life and welcomes a well-deserved retirement after serving 8 of the final years of his long professional career as Director of SAT / SPV at ULMA Handling Systems and more than 30 years as a professional within the ULMA Group.

Eñaut Sarriegi has been appointed as the new Director of Services at ULMA Handling Systems, replacing Francisco Etxaniz. After 10 years holding positions of increasing responsibility at ULMA Handling Systems, ranging from business development of the Handling Systems subsidiary in Brazil to UHS Services Management and fostering the convergence of the SAT / SPV and UHS Services units into a single business unit, Eñaut Sarriegi is facing this new era with the aim of "remaining close to our customers, caring for them and viewing their needs as our own in order to offer proactive services that will directly benefit their productivity"

With a Computer Science Engineering degree from the University of the Basque Country and an Executive MBA from the Deusto Business School, Eñaut Sarriegi has replaced Francisco Etxaniz after having served for more than 30 years as a professional within the ULMA Group. His experience at ULMA Handling Systems as well as his knowledge about the sector are the main guarantees to ensure success in the performance of his duties as the new Director of Services.

CC ULMA MAINTENANCE SERVICES

Internal commitment and digitization are the keys to the development of Ese Erre

"The digitization of Ese Erre, the spare parts business unit for professionals belonging to ULMA Maintenance Services, and the commitment of the human team have been the keys to ensure we remained aligned with the needs of our customers since the beginning of the COVID-19 crisis". This is the main conclusion reached by Eduardo Trojaola, Director of Spare Parts at ULMA Maintenance Services, given the current situation caused by this pandemic.

Investment in emerging digital technologies for your e-commerce, integrating total automation in operations, facilitating and improving user experiences to the maximum and propping up virtual payment systems in a manner that is effective and up-to-date, has been some of the main actions taken in recent months, which has enabled commercial efforts to be adapted to changes in the market, many of them belonging to key sectors and considered essential.

Eduardo Trojaola emphasized, "internally, we have identified the potential for personal collaboration that can be demonstrated when tackling complex and unexpected problems, and new opportunities for improvement this stage with the company, customers have been identified, especially in terms of innovation". Also worth mentioning

is the high degree of involvement in terms of compliance with all the safety measures that have been implemented as well as the professionalism, generosity and **commitment** demonstrated during and suppliers, which have been the driving force during these months.



ULMA GROUP

Increased use of Basque at the ULMA Group briefings and General Meetings

This year 2020 has been unprecedented in all areas; in our personal life, at work and in all the ins and outs that make life what it is. Due to this exceptional situation, the words remote and online have taken over our dictionary. Thus, unlike what happened in 2019, the ULMA Group briefings and meetings have been held online, which has determined the manner in which they have been organised.

The positive news is that in general and with few exceptions, the use of Basque in conferences has increased and its average use in **briefings has been 57.8%.** It should be remembered that in previous years, the use of the Basque language did not exceed the 50% threshold, with a usage rate of 48% in 2019 and 49% in 2018.

However, in General Meetings the usage rate has been higher. Here too there are exceptions but the commitment to using the Basque language is clear, as shown by an increased use for the third year in a row. Thus, in 2020 the Basque usage rate has been 63%, with 60% in 2019 and 57% in 2018.

Finally, we would like to thank the people at ULMA who have worked to measure language usage at these meetings.



ULMA PACKAGING

New continuous vertical packaging machine from ULMA Packaging for making re-closable containers with zipper

ULMA Packaging has developed the new VTC 800-R vertical packaging machine model that allows manufacturing re-closable containers with a zipper in a manner that is much faster than that of previous models.

Large supermarkets are increasingly demanding re-closable containers for grated cheese and therefore dairy producers have the need to acquire equipment to produce this type of container with the highest levels of production and efficiency.

The new VTC 800-R continuous vertical packaging machine with a zipper application is capable of increasing productivity up to 60 containers / minute without any loss of efficiency and with a machine that is easy to operate compared concept focused on ensuring that to previous models which barely reached **35 containers/minute.** The zipper is applied increase production.

The VTC 800-R has a rotated jaw and like the rest of the VTC 800 family, is notable for its "wash down" design



maximum hygiene conditions are observed during the processes. This concept offers longitudinally, which makes it easier to an IP66 protection rating with surfaces that facilitate water runoff and provides excellent results in the food sector; especially in grated cheese packaging applications.



UI MA GROUP

WeCare is a new visual concept design used to reinforce communications related to the ULMA Group's social and sustainability activities

From now on, the new visual concept WeCare will accompany the dissemination and communication of all the social and sustainability initiatives and activities of the ULMA Group and its Businesses.

Framed within the communication of social and sustainability activities of the ULMA Group, WeCare is intended to establish the dissemination of a unique image and to strengthen and support communications related with these activities.

The enhancement of this new graphic design, which brings together all these initiatives and serves as a visual reference element. Both for our own group and for customers, partners and society as a whole, this design will provide a homogeneous visual cohesion to the communications related with all the initiatives and activities of the ULMA Group and its Businesses.

At the same time, a User Manual has been developed and drafted to ensure we properly implement the WeCare visual image.







ULMA CONVEYOR COMPONENTS

ULMA Conveyor Components will open a warehouse in Peru for the purpose of moving closer to its customersser

ULMA Conveyor Components will soon open a new service warehouse in Lima (Peru) to offer a guicker response to any customer contingency or emergency.

With significant annual sales, ULMA's business has been increasingly growing in Peru and has become the leading supplier of rollers in the large-scale copper mining

This new warehouse makes it possible to improve the service and bring it closer to its customers in addition to becoming a new incentive for strengthening ULMA's presence in this Andean country.

ULMA CONSTRUCTION

Construction of Poland's longest road tunnel with the MK Formwork Carriage

The S7 Expressway crosses Poland currently under construction. One of these sections goes through Luboń Maly Mountain, for which a tunnel with two separate tubes is being built, with a total length of over 4 km.

approximately 2 km each, designed for traffic to flow in a single direction. In order to build it, 1922.40 m have been perforated for the left-hand tunnel, and 1919.60 m for the right.

Excavation began on the north side of the right-hand tube in March of 2017, and the entire tunnel is expected to be finished mid-2021.

ULMA's Engineering Team designed from Lubień to Rabka Zdrój, north to an MK Formwork Carriage 15.50 m south. There are three separate sections wide and 10.70 m long to pour the tunnel. With a single unit made from standard MK pieces, the carriage was able to adapt effortlessly to the tunnel's complex geometry.

For this project, ULMA provided the There are two independent tubes, support of our Engineering Teams, as well as technical and assembly support.

> The success of this project demonstrates how collaboration with the client from the outset guarantees success, even in the face of demanding



ULMA ADVANCED FORGED SOLUTIONS

ULMA Forja, S. Coop. has passed its first virtual audit

The # COVID-19 pandemic has brought forth challenges for companies, businesses, and markets that are collaborating with each other to push through. Recently, ULMA Forja, S. Coop. received a request to be virtually audited. This would be a new process that presented very complex technical challenges.

This audit was conducted in a manner that was completely transparent and in real time; the auditor could see and inspect all the processes from beginning to end at their command, making the appropriate stops in order to go into greater detail on aspects of interest and be able to ask the relevant questions. The entire audit was done in real time. This innovative audit was successfully conducted thanks to the effort and good work performed by ULMA's quality department in collaboration with Staff Eventos.



UI MA GROUP

ULMA Group came in third place in the Urban Mobility Challenge and was the winner in the Most Committed Company category

The ULMA Group came in third place in the Urban Mobility Challenge where a total of 9.772 people participated from 63 companies and 12 universities. ULMA achieved a total score of 13,574 km in this challenge.

In addition to this challenge, different categories also received awards - the ULMA Group was also the winner in the "Most Committed Company" category, as the company with the most employees exceeding the challenge of 100 cycles between 16 September and 16 October.

The Urban Mobility Challenge is a competition between companies and universities committed to sustainable mobility that is organized by Ciclogreen and aimed at changing habits to promote a more sustainable and safe means of transportation by bicycle, scooter, walking or even by public transport and car pooling.



ULMA ARCHITECTURAL SOLUTIONS

Copings, window sills and special pier caps for the Best Cambrils Hotel

participated in the refurbishment of Hotel Best Cambrils, located in the province of from the beach, this hotel belonging to balcony finishes and special pier caps of the pieces installed on the façades of the Best Hotels chain was in need of a from the standard range of architectural **technical solution using polymer concrete,** prefabricated pieces were supplied.

resistant to coastal humidity and salinity.

Tarragona. With its particular location next than 2,000 meters of copings, straight to the promenade and just a few metres and curved window sills installed as which is ideal for use in coastal areas Polymer concrete is highly resistant

ULMA Architectural Solutions has as it is waterproof and therefore more to agents such as the salinity of the sea, humidity and the strong coastal To carry out this refurbishment, more winds that cause beach front buildings to deteriorate more easily. Thus, this solution provides long-lasting durability this emblematic hotel.



ULMA Handling Systems automates the Saica Pack plant in Seville

Saica Pack, the Saica Group business division that produces corrugated cardboard, has implemented an ULMA Handling Systems automated storage and transport solution at its Seville plant to increase the stock capacity of its warehouses without needing to depend on external warehouses.

This new solution, which has storage capacity for 7,000 pallets, consists of an automatic self-supporting system that connects the warehouse area with the **dispatch area.** Once the packaging product has been produced at the production plant, the AGVs are responsible for linking the production area with the warehouse area and then transporting the material to the self-supporting silo. This warehouse is 30 metres high and has an automatic conveyor.

Saica Pack's new automated warehouse has enabled the company to improve its productivity by optimizing the space used for storing its finished product. This warehouse greatly improves the reliability of the inventory, reduces loading times and significantly improves the quality of the palletizing process . Furthermore, automation has eliminated manual processes, thus improving the operation and safety of workers at the Seville plant in addition to facilitating warehouse management thanks to the versatility of the computer tool.



ULMA GROUP

ULMA Group Social Report

The ULMA Group has recently presented its Social Report. This report contains some of the social activities, actions and projects that have been promoted in recent months. These activities are encompassed in three main groups; We are Solidarity, We are Sustainability and We are Commitment, all of which are a clear reflection of the commitment demonstrated by our Cooperative Group.



ULMA PACKAGING

Deltalab Group selects the ULMA thermoforming machine for packaging COVID19 swabs

Deltalab Group, a leader in laboratory products for the sampling, analysis and virus detection market, is a national and international benchmark with more than 40 years of accumulated experience in the manufacturing of laboratory products.

In response to a growing demand for its products, Deltalab Group focused all its production capacity on the Covid19 sampling and detecting product lines. To accomplish this, the company purchased a new TFS 300 for hermetically packaging swabs and in the short term, it plans to incorporate a new piece of production machinery with a model FM 300 flow pack challenges they are facing.

wrapper that it will add to its existing stock of machinery. This additional unit will enable the company to ramp up its

ULMA Packaging provided the Deltalab Group with a global solution consisting of integrating thermoforming and flow pack equipment as well as an aftersales team and a local technical service. The implementation of this solution has strengthened what was already a close collaboration with the customer and has enabled us to continue supporting their growth strategy in the new market



UI MA MAINTENANCE SERVICES

Atusa renews its collaboration with ULMA Maintenance Services

ULMA Maintenance Services is renewing its service contract with the ATUSA Business Group for another six vears. This new contract will address aspects such as equipment upgrades, the incorporation of the latest technologies, the replacement of energy systems with state-of-the-art electrical equipment with

Lithium Ion battery systems as well as the implementation of security systems and substantial ergonomic improvements to the equipment.

ATUSA Empresarial, one of the main manufacturers of Malleable Iron Foundry and Accessories and an international benchmark, places a high value on ULMA's

ability to provide a customised and holistic response in offering the best and most flexible solution at all times, always adapted to its needs and with a very efficient and professional process control.



ULMA CONVEYOR COMPONENTS

ULMA Conveyor Components invests in a new machining centre to improve its competitiveness in the heavy-load market

ULMA Conveyor Components, as part of the manufacturing process improvement plan it is currently involved in, has incorporated a new machining centre into its HDC line with the aim of eliminating the time lag between the manufacture of the roller shaft and the rest of its operations. This is a key action for the product line manufacturing approach they are targeting.

With the aim of finding a complete solution for the manufacture of the shaft that will eliminate the imbalances and handling required by the current process and having analysed a number of different solutions, this investment includes a 3-shaft machining centre and a double pallet exchanger with an integrated gantry system for

automatically loading and unloading of

This new solution will enable ULMA Conveyor Components to improve

its response time in the heavy load market and offer improved machined finishes that are highly valued in a very demanding market.



Dwingi Dwingi Short Comedy Film Group

Mikel Maiztegi (ULMA Construction), Ander Zelaia and Ruben Idigoras (ULMA Packaging), Jon Ander Kortabarria and Gorka Aranburu.



"We really liked the world of cinema, and especially humour, because this is our main trait. 5 years ago we thought about combining everything and trying out a new experience"

OTHER TALENTS OF THE ULMA GROUP

Many people from the group make their professional career compatible with very demanding hobbies in which they demonstrate that all obstacles can be overcome with talent and hard work.

Mikel Maiztegi, ULMA Construction, Ander Zelaia, ULMA Packaging, Ruben Idigoras, ULMA Packaging, plus Jon Ander Kortabarria and Gorka Aranburu, are the people who make up the amateur group of short comedy films Dwingi Dwingi de Oñati. They have all created short comedy films since 2015.

The group's first short film was made on 18 April 2015 at the TI-TAU rally for humorous short films in Eskoriatza. Previously, some members of the group had participated in the Oñati Short Films Rally and since 2015 they have participated 5 times in this Rally. They have also competed in other competitions in collaboration with other local groups and, in the last 5 years, they have won a first prize, a second prize and 3 Audience Awards in the Oñati Short Film Rally.

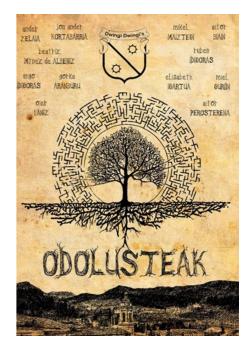
"We really liked the world of cinema, and especially humour, because this is our main trait. 5 years ago we thought about combining everything and trying out a new experience from a short films rally" they said. "The rallies focus on works that take just a few hours. In the morning, first thing in the morning, we give out some rules to be followed (places to appear, materials, minimum and maximum duration, theme, genre)

and in about 10 hours you have to think, shoot and assemble everything and have everything ready and delivered. Finally, the jury watches all the works and classifies the teams that have met all the criteria", they tell us.

They record with a reflex camera that has an attached microphone, although in longer projects they used specialized sound recording equipment, camera stabilizers, drones, etc. ... And to edit they use Adobe Première, to create songs and effects they use the Cubase application, etc.

"Actually, during the year, we did not spend much time on this hobby even though last year we were thinking of doing something bigger and we ended up making a 40-minute short film that took a lot of time and a lot of work." In total they have made 5 short films whose maximum duration is 3 minutes and a short film of 40 minutes that they don't know what name to give it - is it a semishort film or a film. Although the themes are varied, the objective is the same, to make the audience laugh.

"We have so many anecdotes or funny situations. To mention just one of them, in 2019 we created one of the moments that appears in the film "Odolusteak". We had to simulate or record a party or party situation and in the end we decided that it would be best to record a real party, with no "extras". To do this, we decided to take the recording equipment and go out on a Saturday night and record it. Seeing the result is one of the most natural moments in the film. Well, suffice to say that we ended up filming in a supermarket cart in the town square at three in the morning".



.How has the Business responded to the situation arising from Covid-19 throughout this year 2020?

•And by 2021, what affectation and incidence is expected?



18 report

THE NINE GENERAL MANAGERS TELL US HOW THE BUSINESSES ARE COPING WITH THE COVID-19 PANDEMIC AND THE SITUATION AND DEGREE OF UPHEAVAL PREDICTED

IN THE MEDIUM TERM

Jesús Urien GENERAL MANAGER OF ULMA ADVANCED FORGED SOLUTIONS

The Pandemic has burst into our lives and more specifically into our Businesses. At ULMA Forja, S.Coop, the initial impact was "cushioned" by the orders that came in at the beginning of the year. The global crisis and the crisis in our sector in particular began to be felt as we experienced a drastic drop in orders in the following months.

We had to adapt our structures, investments and expenses and implement a reduced work schedule. However, we are convinced that showing up to work every day with a positive attitude and a job well done will help us overcome this slump.



Alberto Galdos GENERAL MANAGER OF ULMA AGRÍCOLA

With an excellent start to the year in terms of orders, we had a good workload when the virus first appeared at the end of the first quarter. Given the situation, the behaviour of the staff at ULMA Agricola has been exceptional, an object lesson in responsibility and commitment to the business that I would like to highlight above all else. During the next quarter we moslty had a sense of insecurity: we received many quotes but few order confirmations by customers; finally, after the summer, projects that had been on standby were reactivated and we managed to land several of them, thus giving us some stability at least until the end of the year.

Without a clear vision of how the pandemic will evolve, the outlook for 2021 is highly uncertain. On the one hand, beyond the caution shown by investors due to Covid in terms of making new investments, in our specific case, we have encountered difficulties caused by this situation in terms of travel by the sales and technical team, which is an essential part of our strategy for attracting projects and executing them properly.

.How has the Business responded to the situation arising from Covid-19 throughout this year 2020?

.And by 2021, what affectation and incidence is expected?



Eneko Ugalde general manager of ulma architectural solutions

The virus, which we thought was only going to affect the Chinese has completely changed our lives at work and at home. In our Business we have had to adapt, implement and adjust our preventive measures, implement cost and investment containment measures, adjust goodwill, use the furlough scheme, make staff adjustments, implement flexible schedules and a host of other measures in order to protect people (Gu, Pertsonak), customers, (Bezeroa Bizi) and safeguard the economic and financial situation of our cooperative (Commitment).

ur products are associated with investment projects undertaken before the pandemic, so to a certain extent it can be said that the most difficult phase of the crisis is yet to come. This means that the years 2021 and 2022 will probably be worse than 2020, although this is a hypothesis that will depend on how the pandemic evolves over time and on the stimulus plans that get approved by the government. In the meantime, 2020 is going to be a good year, so we will "enjoy our gains thus far."



Egoitz Jimenez GENERAL MANAGER OF ULMA CONVEYOR COMPONENTS

During 2020, COVID-19 has negatively affected us at ULMA Conveyor Components in a range of areas. The first is health, as people were infected during the first wave and in self-isolation during the second wave. However, we have been able to solve this by putting resources in place and the hard work by everyone involved. Economically, the health crisis and the lockdowns in the mining countries, in addition to a fall in industrial demand, have meant that the mines we supply the rollers to have reduced their production and stopped their investments, thereby reducing their demand for rollers. The replacement market has fallen by 30%, as has the awarding of Engineering Contracts. Finally, in terms of our operational capacity, travel limitations have hindered our growth options in new markets. We have provided resources to continue maintaining contact with customers, but above all, we have reinvented our sales methods by developing online sales tools and further developing our International Sales Network by adding local sales representatives.

It appears that this trend will continue in 2021, although we hope it will not affect us as bad as it has in 2020. In terms of health, being responsible during our free time, following the rules set by the authorities and complying with the ULMA protocol can help us avoid infection. In terms of activity, we hope that the efforts we have made in new markets will begin to bear fruit, as well as the commercial tools that we began to develop during 2020. However, if the global health crisis remains unresolved, the economic crisis will continue and being able to win new orders and customers will be difficult in such an environment. Although with the help of everyone at ULMA Conveyor Components, we will continue moving forward as best we can. Thanks!



Aitor Ayastuy GENERAL MANAGER OF ULMA CONSTRUCTION

Those of us who are part of the ULMA Construction project are responding as expected of us, with responsibility and flexibility because we understand that we are facing an extraordinary situation; we are taking care of ourselves and making efforts to ensure the project is not affected, improving in key aspects and avoiding any structural damage to the project as we move forward.

All aspects of the Business are being affected, turnover has declined by activity and prices and so has our profit. We have adjusted our investment in equipment rentals and we are working to minimise the impact on our finances. Unfortunately, it seems that in 2021 the effect of the pandemic on the economy is going to be a determining factor. We need to be cautious as it is highly likely that the measures implemented in 2020 will remain in place in 2021, at least until the effects of the pandemic start to abate and the economy shows improvement as investments in real estate and/or infrastructure return to normal. It is vital for us to remain close to our customers and, as they notice things getting better, we must be ready, with the firm intention of rebounding from this crisis alongside our customers. The pandemic will pass, it may take years or months, but it will pass, and houses, corporate buildings and infrastructures will be built once again. Finally, we would like to thank the people comprising ULMA Construction for their commitment and involvement in the project. Present efforts will definitely help us to overcome this situation more quickly once the effects of the pandemic begin to subside.



Asier Olaguenaga GENERAL MANAGER OF ULMA EMBEDDED SOLUTIONS

LMA Embedded Solutions has had to adapt to the situation caused by Covid-19 from a Ubusiness and operational perspective. Our work distributed geographically as well as in terms of human resources work has enabled us to continue developing projects for customers as normal, without any notable problems in terms of our operations. However, from a business point of view the impact of Covid-19 during the second quarter of the year was considerable, which forced us to implement a more flexible schedule. As the year progressed, the market situation stabilised and we ended the year with a considerable workload.

As for 2021, we have noticed an increase in customer digitization in terms of the new products and services they demand from us as well as in the upgrades to their existing products; therefore, we hope the market will continue progressing in this current positive

.And by 2021, what affectation and incidence is expected?



Álvaro Martínez de Lagos general manager of ulma handling systems

The Business responded to the Covid situation by implementing labour flexibility measures resulting from the temporary suspension of a number of ongoing projects due to the difficulties encountered in travelling and overnight stays, mainly during March, April and May. Although some difficulties were encountered, beginning in June we resumed a more normal activity in terms of the implementation of the projects as we tried to adapt the protective measures to the different state of the pandemic in Euskadi.

n terms of sales and new orders and contracts, not being able to travel as normal is affecting the entire year 2020 and will continue to have an impact in 2021. We run large-scale engineering projects and it is not technically and contractually easy to close these types of orders as they are conditioned by difficulties relating to travel and the impossibility of holding face to face meetings. Overshadowing all of this is the economic uncertainty, which logically generates delays in terms of our customers making decisions on new investments with uneven impacts depending on the sectors.



Javier Elías GENERAL MANAGER OF ULMA MAINTENANCE SERVICES

The year 2020 began as expected, with a decline in comparison with previous years in terms of forklifts. However, the outbreak of the pandemic led to a collapse in activity during the months of March and April - and even worse at that time, we felt completely uncertain about the future. The group immediately took cognizance of the situation and implemented significant measures to mitigate the damage. The responsibility demonstrated by the group under these circumstances has been commendable. Of course, I also want to thank all the personnel, who due to the demands of their activity, continued providing their services at the customer's facilities. In June our activity started to pick up again and thanks to the fact that we had a significant portfolio generated before March, our production activities have continued practically non-stop. In the past few months we have been able to stop using the Mobile Calendar tool without having to renew it and we look forward to having a good end of the year.

In 2021 we expect to experience a slight rebound compared to 2020 (where we expect a 20% drop in activity); however, the current state of complete uncertainty prevents us from accurately assessing the situation. On a separate note, I would like to mention the Inoxtruck business line which, due to the characteristics of its target sectors (food and pharmaceuticals) and despite the existing situation, has been able to maintain its business volumes from the previous year and we expect that in 2021, it will continue to grow significantly.



Cecilio Lejarreta GENERAL MANAGER OF ULMA PACKAGING

In terms of the market, although we have experienced falls in activity in some specific areas such as turnkey projects and services, in Packaging as a whole orders have continued to come in at a good pace. In accomplishing this it helps that we have been present internationally with our own staff and in some sectors there has been an increase in demand for packaged products as consumers have valued the safety provided by packaging. The Packaging group has adapted well to the changes that the covid pandemic has forced upon us, our people have understood the difficulties and have been supportive in every possible way. We have incurred many expenses to improve safety against Covid but on the other hand, we have also tried to make adjustments in other types of expenses and overall we expect a good year-end for 2020.

ooking ahead to 2021, there is still a lot of uncertainty and as this situation continues Lover time, it may result in a reduction in investments. Moreover, we are once again having problems visiting or receiving visitors from areas that were opening up and this can be detrimental to us. In short, there is a lot of uncertainty in the outlook for 2021, although we are confident that we are well positioned in the market and we trust in our ability to overcome the difficulties ahead.



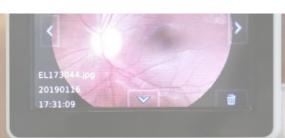
200 personnel from the ULMA Group have participated in the

Eye Health Prevention Campaign

During 2020, ULMA Medical Imaging in collaboration with ULMA Group's Occupational Health and Safety Area, launched the Eye Health Prevention Campaign, a set of voluntary tests to prevent eye diseases.

Throughout the campaign, different ophthalmological examinations were conducted on ULMA Group personnel who were at risk of developing eye disease or complications. The groups targeted by this campaign were: welders exposed to intense light when welding, hyperglycaemic people since high blood sugar levels can cause sight alterations and personnel age 45 and over who have been subjected to prolonged exposure to screens for more than 20 years. The campaign was transferred to the medical office of each Business where all the diagnostic tests were performed. The people included in the groups were provided with all the necessary information about the campaign so that they could decide whether or not to participate. The exam involved three tests: A tonometry test, which measures intraocular pressure by blowing a brief puff of air into the eye; a Visual Acuity test used to determine how well you see details in objects; and finally, a retinography test, which is a technique used for capturing a digital image of the retina. ULMA Medical Imaging technology was used for all of this testing. Once the different tests were completed, they were sent to ophthalmologists collaborating with ULMA Medical Imaging for a full and personalised diagnosis to include conclusions and recommendations for each of the participants.





JOSETXO DE FRUTOS



Director of Promotion and Innovation

As campaign sponsors and in collaboration with the ULMA Group medical service together with the team of ophthalmologists of our advisory committee, we designed the different phases of the campaign, making all our technology and team of ophthalmologists available to the campaign, with the aim of providing a comprehensive solution to the needs of the companies' health services.

IÑAKI IGARZABAL



Occupational Doctor

For occupational medicine, access to this type of campaign with this technology means that we can increase the capacity for early diagnosis of ophthalmological pathologies at our medical facilities as well as improve the prevention and control of chronic pathologies, and it is a health promotion tool. It also enables us to conduct studies on exposure to different occupational hazards that may affect vision.

IÑIGO CORCOSTEGUI



A specialist in Vitreous Retina and Posterior Segment from the Medical Surgical Institute of Ophthalmology (ICQO)

The remote medicine campaign led by ULMA joins this future trend, which will undoubtedly help to improve the quality of medical care for workers. Collaboration with ULMA has been essential in supplementing the specific knowledge of our field with the necessary technology to be used globally through the practicing of tele-health.

Personnel from ULMA who have been tested tell us about their experience:



MERTXE BUEZO - ULMA Packaging

The nurse told me about the campaign. Since I am staring at a screen all day at work, at the end of the day my eyes are tired and sore ... so I didn't hesitate, the test was similar to an eye test, ULMA's medical service explained what they were doing and told me the steps to follow and everything worked out fine.



OSKAR BERRETEAGA - ULMA Embedded Solutions

The test didn't take long - it was much quicker than I expected. It seemed like a very good opportunity to check my eyes.



DORLETA URAGA - Central Departments

I found out that they were conducting these tests at ULMA and that I met one of the testing eligibility requirements; I applied for it and they included me among the candidates. I have always been concerned about eye diseases and this opportunity to have a professional diagnosis seemed interesting to me.

We have reached issue 50 of the begira magazine



We approached several ULMA workers and they have given us their opinion about what they like most about Begira magazine and what they would improve.

- 1. What section do you like or are you most interested in?
- 2. What would you improve?



JON ELORZA. ULMA Architectural Solutions

1 I would say that the most interesting section of the magazine is "news and current affairs", since this is the ideal place to find out what the other ULMA Group Businesses are working on and what they are achieving. However, I have to admit that the section I like the most is "ULMA Talents". It is a clear sign of the quality of the people around us and I am enormously surprised by the abilities of the staff.

2 The truth is that not much. The content is very appropriate, the photos of the people are great and the layout is very attractive. Perhaps, in the "news and current affairs" section, I would put the news of each business area one after the other.



MONTSE MOROTE. ULMA Conveyor Components

I really like to read the staff section or the stories of people outside the work environment and also the section on people who are retiring. And if there is any news from ULMA Conveyor, I also like to read it. I especially like the social part, Otxandio is a little far from Oñati, so the magazine brings us closer...

2 I like to meet people outside of the work environment, so I would put more articles on people. For example, among those who are retiring, those who want to, of course, could write a farewell letter, or new recruits could give their opinion and point of view.



AITOR LAKA. ULMA Advanced Forged Solutions

My favourite section and the most interesting one is the "news and current affairs" section. It helps you to keep up with ULMA's Businesses more closely and you can learn about their most important

2 It might be a good idea to add a section for opinions and other contributions.



We have searched these 50 issues for the phrases that had most impact on us at the time and that we want to share today. If you are interested in any of the previous issues of the Begira magazine, you can search them in the Begira online magazine library:

www.begira.ulma.com



Begira 6

Let's maintain this spirit of cooperation and collaboration"

VICENTE ELGUERO Begira No. 0 (June 2002)

The good progress

of the cooperative,

IGNACIO MAIZTEGI

Begira No. 6 (July 2004)

because it belongs to

everybody, concerns us



I am proud to see how Oñati is doing in terms of employment"

JULIO SAIZ Begira No. 2 (June 2003)





We are betting on being able to rekindle the hope of everyone in the Group's project"

JOSE LUÍS MADINAGOITIA Begira No. 10 (November 2005)



Offering a service with added value, with competitive product quality and a good brand image is essential"

Preparing for the future

is the guarantee of our

present"

TXOMIN GARCÍA Begira No. 5 (April 2004)

AITOR AYASTUY Begira No. 24 (March 2012)



Our challenge is to export our values: the culture of effort, solidarity and the search for sustainable growth"

IRENE ALBERDI Begira No. 24 (March 2012)



It is fundamental that the clients see us as specialists in the field"

CECILIO LEJARRETA Begira No. 27 (March 2013)



The basic strength we should promote is that of each person. The rest of strengths arise from or are derived from that basic one"

RAUL GARCIA Begira No. 30 (April 2014)



ULMA Group has very important solidarity tools, both social and financial ones"

JOSEMARI AROZENA Begira No. 33 (April 2015)



People are the key factor of the competitiveness in companies"

IÑIGO UCÍN Begira No. 38 (December 2016)



ULMA shows us that through firm and ongoing commitmentm to innovation and competitiveness opportunities for companies can grow."

MARKEL OLANO Begira No. 39 (March 2017)



We should reinforce positive things and work more on a culture of celebration and recognition. We have trust in our history, our values and the way we do things at the ULMA Group"

IÑAKI GABILONDO Begira No. 40 (July 2017)



We must strengthen the concepts that define us as a cooperative and turn them into support of our identity"

LANDER DÍAZ DE GEREÑU Begira No. 46 (July 2019)

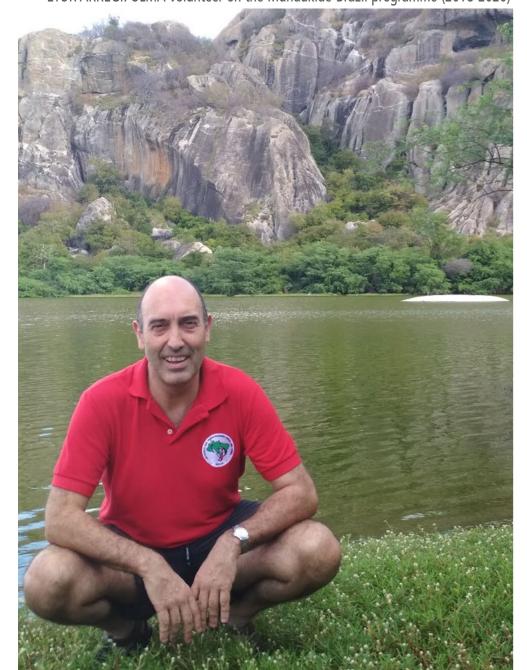


We must remain alert and take advantage of the lessons learned during these months"

IÑAKI IGARZABAL Begira No. 49 (July 2020)

"Cooperating with Mundukide is a unique and very enriching life experience"

ETOR ARREGI. ULMA volunteer on the Mundukide-Brazil programme (2018-2020)



Etor Arregi tells us about his experience as an ULMA volunteer on the Mundukide-Brazil programme in collaboration with the local partner Movimento dos Trabalhadores Rurais Sem Terra, one of the largest social movements in the world that fights to transform the world to become more fair and supportive.



Frei Humberto Fair (Fortaleza). Fairs are important vehicles for presence, communication with society and >> the sale of products from cooperatives and family farmers >>

((Tell us, what is Brazil like? How would you define the country where you have been doing charity work these years?

Brazil is a very diverse country, from

all points of view. It is a huge country and it has different cultures, races, contrasting climates and landscapes, etc. But above all, there are huge socioeconomic differences that cause some of the widest social inequalities in the world, so Brazil is among the countries where wealth is least equitably distributed. It is a country with an extraordinary natural heritage - the country with the greatest biodiversity of flora and fauna on the planet, home to the largest forest mass in the world and the two main freshwater aguifers in liquid state in the world. These facts, however, are in conflict with the uncontrolled activity that is harming the environment, the dizzying rate of deforestation, the self-interested burning of immense jungle territories and the contamination of important rivers by mining activity. Large areas of forest are being converted into monocultures with excessive use of agrochemicals, impoverishing the land, creating dependence on the large agrochemical multinationals focused on the production of commodities for external markets that generate little added value and concentration of profits.

((How was the activity you were involved in done?

The first thing to say that the local partner with whom we work from Mundukide is the Movimiento dos Trabalhadores Rurais Sem Terra (MST). The MST is one of the largest social movements in the world and undoubtedly the most powerful on the American continent.

My first experience on the Mundukide-Brazil programme was in the south of the country, between January 2018 and June 2019. That region of the country has the most developed agro-industrial activities and the cooperatives themselves.

The cooperatives are created around highly diverse agricultural activities such as rice, milk, beef, pork, horticulture, fruit growing, production of organic seeds and bakeries. Many face difficulties in making their business viable. My job was to continue work that had already been started 2 years earlier by another colleague.

I was supporting the cooperatives in improving their management, based on the management model for social enterprises. We support them in improving and systematizing processes, to create coordination dynamics, to plan the short and medium term, to design analysis and monitoring tools, etc. In this dynamic, we focus on people, on developing capacities so that the people themselves generate the improvement cycles, always from the perspective of valuing people. During this period, the "cooperative support group" was created, with qualified local people, so that they themselves could develop this work of inter-cooperation and support for cooperatives.

Another of my roles was to help in the management of the Porto Alegre Agrarian Reform shop for the sale of products produced by cooperatives and other ecological products from family farming.

(Jan 2018- Jun 2019) Support for the management of existing cooperatives in Rio Grande do Sul

No. of cooperatives supported:

6

No. of workers in agro-industries:

205

No. of families that are members of producing cooperatives:

3.650



<< On the left, Agroindustries Managers participating in training courses. Below, management meeting of the Cootan cooperative

((You were also in the northwestern part of the country. What kind of activity took place there?

Yes, after a short but intense period in Rio Grande do Sul, in June 2019, I moved to the state of Ceará, basically with the same approach (assisting cooperatives and training people) but facing a very different situation. In the entire Northeast of Brazil and in particular in the state of Ceará, there were practically no developed industries that process the raw material produced by the settlers. What did exist was an important project for the creation of 5 agro-industries financed by the World Bank and the Government of Ceará, for the processing of dairy products, fruit juice, cashew nuts, sheep-goats, honey and cassava. Mundukide was asked to help on this project, specifically by providing support and training. In this case we had to do a little of everything; helping to find legal solutions to make businesses viable,

establishing cooperatives, creating or modifying statutes, etc. Once the legal form was resolved, the work teams had to be created; who we were going to work with to start the new ventures. Starting from having the people and teams for each cooperative, we worked in the same way as in the South, but starting from scratch. We created the work dynamics and we built the processes in the different management areas: production-agroecology, industry (processing of raw materials), marketing and administrative-accounting. Some of the industries are already close to the start of activity. The challenge was great. They will need more support in the management in the first months (years) of operation. We face the challenge of continuing to train the people of the cooperatives and strengthening intercooperation, with a powerful support group for cooperatives.

40



(jun 2019 – mar 2020) New ventures and cooperatives of family farmers in the State of Ceará

No. of cooperatives supported:

No. of families that are members of producing cooperatives: 1,290

No. of people assisted directly:

Personal vision



"This is a life experience, an intense and rewarding experience that I recommend to my colleagues from the ULMA Group cooperatives"

FTOR ARREGI.

"It is always said that the experiences of living and working abroad are enriching experiences, right? The typical thing to say is that you learn to communicate in a different language, get to know different cultures, meet people who leave a mark on you; it is true that a country can't be known on a holiday but by living and working with local people ... All of that is true. But the life experience of an aid worker on an international development program with Mundukide brings you much more. You feel that you are contributing your grain of sand directly to a more just and caring world. You feel that - a grain of sand in the vastness for everything there is to do. You feel that you have to do it, that it is worth it. You meet people who do not give up and you admire them and they help you keep going when you're there. "This is a life experience, an intense and rewarding experience that I recommend to my colleagues from the ULMA Group in our cooperatives have gained a lot of experience in management in recent years. The transmission of that knowledge adapted to their situation is of great value. They give us that fighting spirit, which also existed here at the beginning of the cooperatives, where people fought

side by side for decent conditions and a fair and supportive project. Things have changed a lot since those beginnings of the cooperative movement, we take many things for granted and do not value our achievements. You realize what it takes to achieve the successes that we have been able to achieve here. Experiencing those unique moments of transformation, that is living a unique experience. It has helped me to strengthen my convictions about cooperativism. This is the way. It helped me to question the competitive and less supportive attitude that we often adopt here in our cooperatives. You learn to live more simply and to become a better person."

Mundukide Ambassadors tell about their experience in this video and encourage you to participate





3 necessary steps to protect ourselves



Social distancing

2

Hand cleaning

3



Mask use

Follow the ventilation and hygiene recommendations that the prevention area has established for each plant in each Business.

RETIREMENTS: From September 1st to December 31st 2020

