



espyral.cl

**Sustainable  
Transformation**



**espyral**

TRANSFORMACIÓN SOSTENIBLE

Achieve the sustainable transformation of the industry by delivering a service that adds value to our clients through a comprehensive approach to processes and the provision of solutions based on the circular economy.

- **Cristián Morales** | General Manager Espyral



## I Cornerstones of Our Service



### Environmental Care

Sustainability is not only an ethical duty for the industry, but also an investment in the future of our planet and in the reputation and longevity of its own businesses.



### Normative Compliance

Complying with environmental regulations is the foundation for companies to operate in a responsible and sustainable manner, generating value along with the protection of our natural resources.



### Efficiency

Optimizing business operations promotes agile adaptation to environmental regulations and simplifies sustainability management.



Our team comprises Chemical, Metallurgical, and Environmental Engineers, each with over 15 years of experience leading various aspects such as product development, planning, production, engineering, project control, logistics, and after-sales operations.

Since 2017, our team has specialized in facilitating the path towards a Circular Economy based on compliance with law 20.920, better known as the EPR law. Since 2020 Espyral has been part of the INN mirror committee

for ISO TC 323 Circular Economy, which is developing standards for the implementation of the Circular Economy and also participates in the working group for the Circular Economy at Fundación Eurochile.

Our approach is based in a blend of extensive experience in industrial process and project management, a keen analytical perspective centered on circular transformation efficiency, and a commitment to delivering environmentally and socially sustainable solutions.



**Daniela Aravena,**  
*Partner*

Chemical Engineer with more than 15 years of experience, standing out in leadership in process and start-up areas in project development. Its primary focus is on

achieving successful commissioning and reliable future operations. She has advised large companies on high-investment projects, participating in all phases, from engineering definitions to operations. Her experience covers construction, equipment assembly, pre-commissioning, commissioning, transfer of projects to operations and technical support in operational phases. Additionally, she has contributed to the development of procedures, operation manuals and maintenance definitions in various project areas and disciplines.



**Nicolás Monsalve,**  
*Partner*

Metallurgical Engineer with a Diploma in Corporate Sustainability and Innovation with more than 15 years of experience. He is an expert in the design and development of comprehensive plans

for the incorporation of ERP Law management in large and medium-sized companies. His career covers areas of management consulting in the Circular Economy, ERP strategy, process and environmental engineering, mining operations and consultative sales of chemical reagents for the industry. He has worked on the design and evaluation of industrial processes and plants, integrating environmental aspects into engineering design, safety management and operational control. In addition, he has provided metallurgical advice, executed account plans and led innovation projects.



**Cristián Morales,** *Partner*

Chemical Engineer and MBA with more than 15 years of experience. Specialized in consulting in the Circular Economy and the implementation of the ERP Law in large and medium-sized companies. He has held executive positions in manufacturing and durable goods companies, leading the comprehensive management of the operational chain and technical product development. Part of his work has focused on generating strategies for the recycling of materials and recovery projects for electrical and electronic devices, always seeking to maximize value. He has extensive experience in the implementation of operational strategies and projects, using methodologies such as Strategic Management Control and Lean Six Sigma, achieving continuous improvements in processes and reducing operating and capital costs.

## Business Consulting

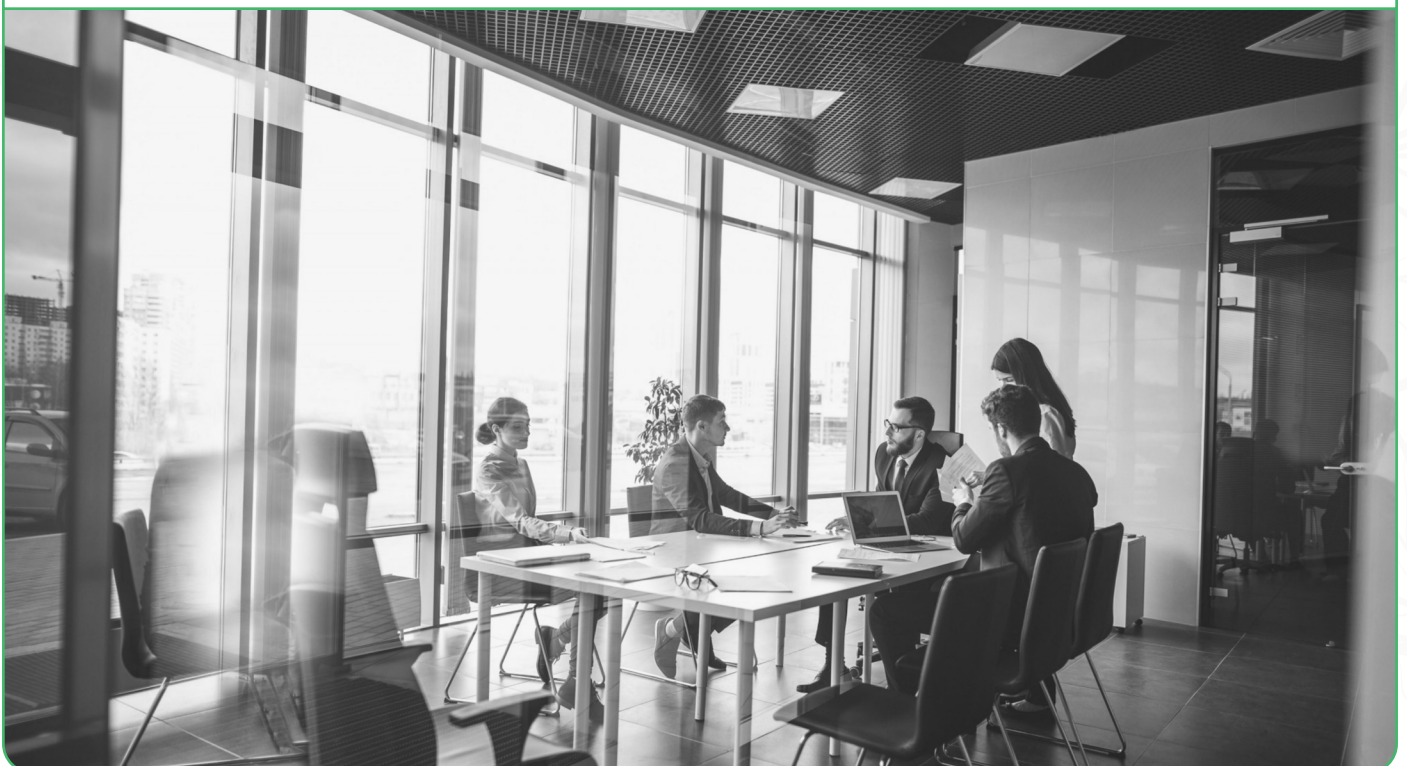
We are a team of professionals specializing in process management and tailor-made sustainable transformations to meet the unique needs of each company or organization. Our approach is founded on methodologies like DMAIC (Define-Measure-Analyze-Improve-Control), customized to the specific circumstances and requirements of each client. Our primary areas of expertise encompass Circular Transformation Strategies, EPR Law Compliance, Sustainability Information Management, Waste Management, Zero Waste to Landfill Strategies, Ecodesign, and more.

### Comprehensive Management of Law 20.920 (EPR)

- » Baseline Construction for the EPR Law
- » Study/Analysis of Materiality for Containers and Packaging
- » EPR Information Management
- » Preparation of management plans for presentation to the Ministry of the Environment
- » Monitoring compliance with EPR management plans
- » Preparation and presentation of progress and final reports for Management Systems
- » Waste Traceability
- » Monitoring for Regulatory Compliance

### Implementation and Monitoring of Sustainability Strategies

- » Implementation of Zero Waste to Landfill strategies
- » Monitoring of the company's environmental compliance and reporting in authority systems
- » Evaluation of circularity strategies
- » Implementation of comprehensive circular strategies, from prevention to waste management



## Generation of management plans for compliance with the EPR Law

In close collaboration with our customers, Espyral has developed two management plans to comply with Extended Producer Responsibility (EPR) in tire management systems and two other plans for packaging management systems. Our services support our clients at every stage, from the initial diagnosis to obtaining authorization from the Ministry of the Environment.

## Survey and mapping of priority products in large operations

The implementation of the Extended Producer Responsibility Law (EPR) in large companies requires a deep knowledge of the Priority Products (PP) present in their operations. This is essential to determine the responsibilities and opportunities derived from the regulations, identify the role of Producer in relation to PP, establish a baseline, design action plans as an Industrial Consumer and adjust waste management effectively.

With a process-focused approach, Espyral has carried out the characterization and quantification of PP in accordance with the different roles established by the Law, with the purpose of helping companies comply with their obligations efficiently and effectively.

## Comprehensive traceability for WEEE management

In collaboration with QAnalytics, Espyral has created a comprehensive traceability management platform for Waste Electrical and Electronic Goods (WEEE). This innovative solution has been implemented within the framework of the TRAEE Clean Production Agreement, promoted by the Santiago Chamber of Commerce. The platform has been successfully used to manage all the information related to the scheduling of large-scale WEEE withdrawals, door-to-door collection, collection at clean points and delivery to authorized managers, providing exhaustive and efficient control of this process.

## Support for implementation of the Zero Waste to Landfill strategy

We work closely with our client to establish a solid waste management baseline, leveraging various sources of information and accurate measurements.

In line with the deadlines defined by the company, we identify the best strategies to achieve the objectives, applying the hierarchy in waste management and prioritizing criteria established after an exhaustive analysis of the factors involved in the entire process.



Our company is actively seeking opportunities to collaborate, partner, or represent European companies operating within the realms of circular economy and sustainability. We believe in fostering global connections and mutually beneficial relationships that can drive innovation and promote sustainable practices.

With a rich array of expertise encompassing product development, planning, production, engineering, project control, logistics, technical sales, and after-sales operations, we have honed our skills within leading global enterprises. Complementing this experience is our robust client portfolio, with a predominant focus on Chile's primary sector, particularly in the mining industry. This unique blend of know-how and strategic positioning affords foreign companies an exceptional opportunity to venture into the Chilean market without the need for establishing a physical presence. Leveraging our well-established network, deep industry insights, and a track record of success, we offer a swift and smooth entry into the Chilean marketplace.

**We are actively seeking collaboration, representation, and service sales opportunities in the following areas related to the circular economy:**

- » Extended Producer Responsibility Consultancy
- » Applied Circular Economy Consultancy
- » Ecodesign and New Materials Consultancy
- » Equipment and Machinery for Circular Economy
- » Waste Management Services Focused on Circular Solutions
- » Information Technology Applied to Circular Economy
- » Decarbonization & Climate Strategies

By fostering collaborations or representation agreements in these key areas, we aim to expand our offerings, provide comprehensive solutions to our clients, and contribute to a more sustainable and circular future.





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