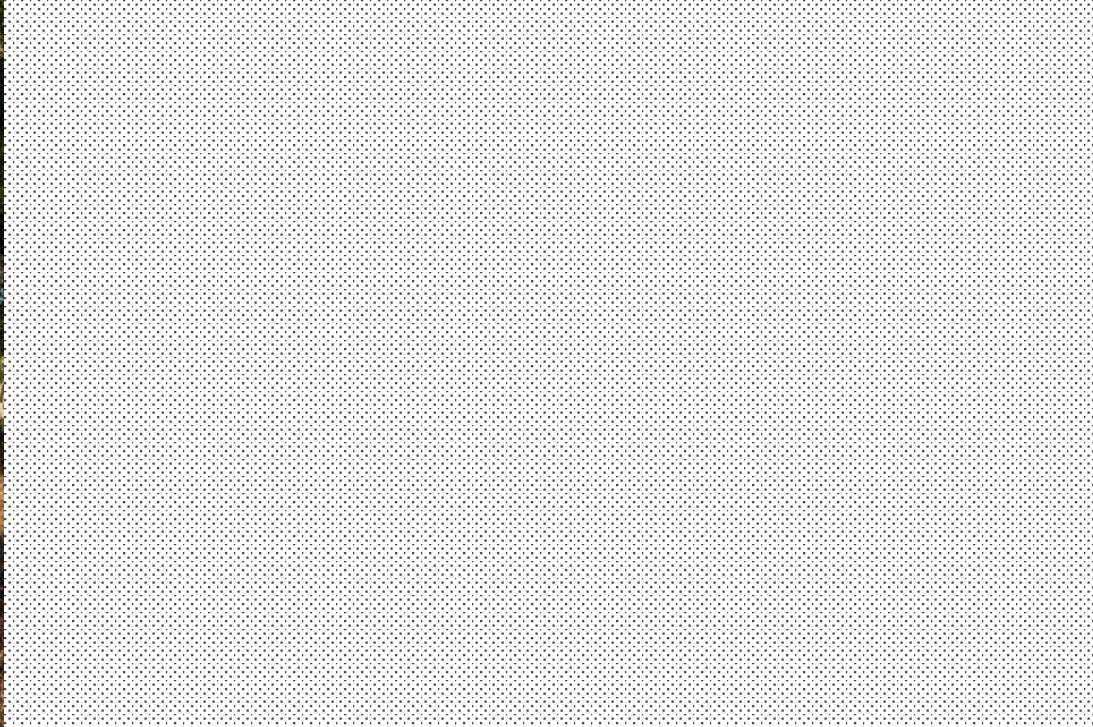


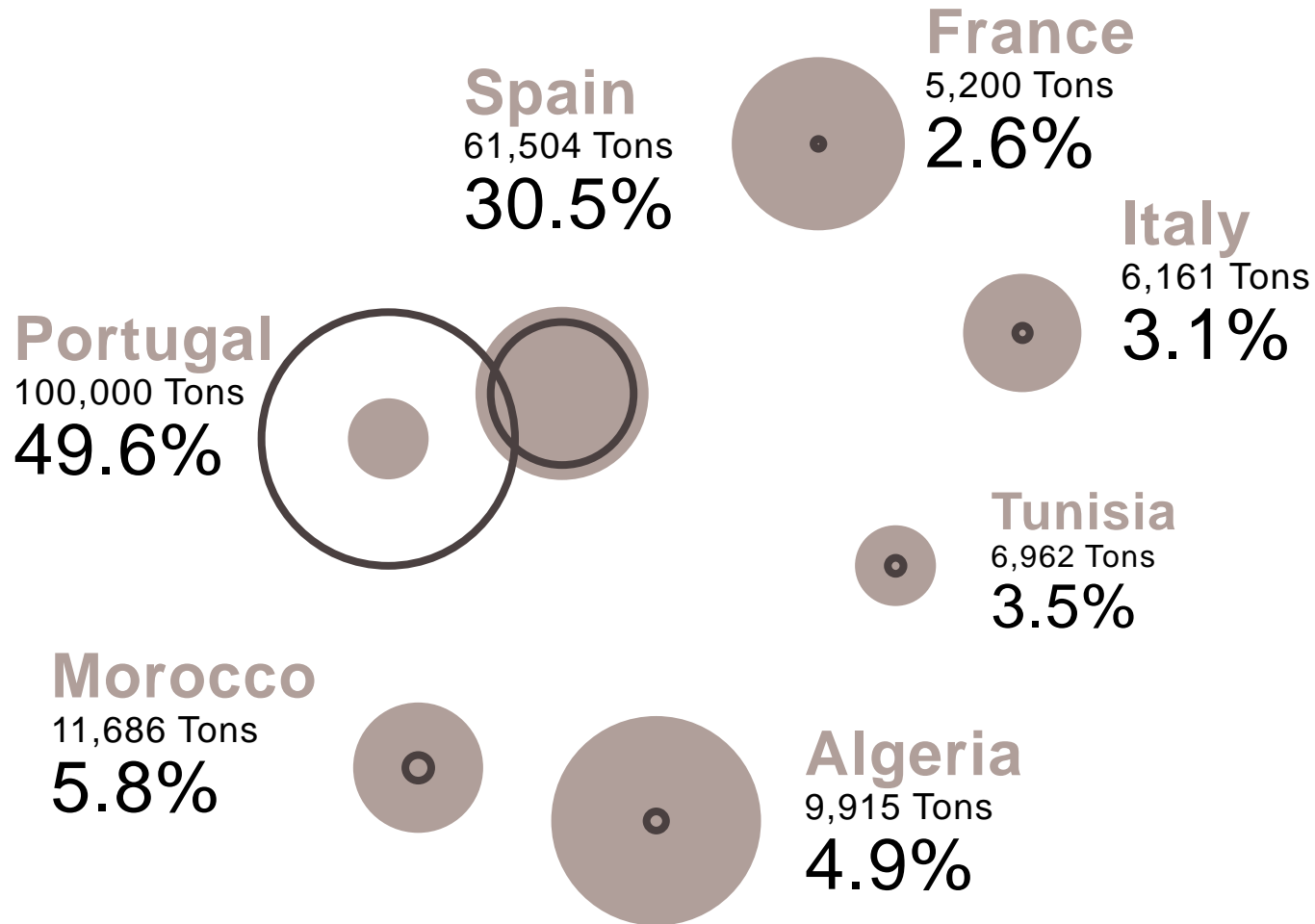
Amorim,
Our world
is Cork





Cork Oak Forests

Annual cork production and cork oak forest area



- Country area
 - Production
- Source: FAO (2005)

Cork oak forest area

Portugal	736,775 ha	34%
Spain	574,248 ha	27%
Morocco	383,120 ha	18%
Algeria	230,000 ha	11%
Tunisia	85,771 ha	4%
France	65,228 ha	3%
Italy	64,800 ha	3%

Source: Algeria: EFI (2009), France: IM Liège (2005), Italy: FAO (2005), Morocco: HCEF Maroc (2011), Portugal: IFN (2013), Spain: MARM (2007), Tunisia: Ben Jamaa (2011)

2.2 million hectares in the West Mediterranean Basin

with ideal growing conditions for this species: soil composition, temperature, water and altitude.

Sustainability at its best

Montados* play a crucial role in the world's ecological balance, particularly in the Mediterranean basin:

generate high rates of biodiversity

provide retention and storage of carbon for very long periods of time

prevent soil degradation

increase soil productivity

regulate the water cycle

fight desertification

create employment and wealth in the Western Mediterranean Basin

* Portuguese word for the cork oak forests



Cork



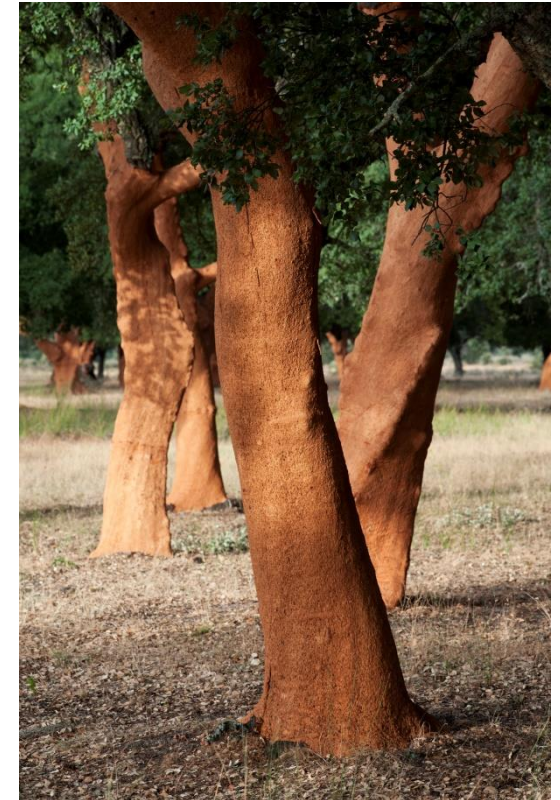
AMORIM

Cork is the outer bark of the *Quercus Suber L.* (cork oak tree)

Cork oak tree can live up to 200 years, during which time it may be harvested 15 to 18 times.

The process of natural cork extraction is called harvesting, a highly specialized process that does not harm the tree.

The cork tree is the only oak species whose bark regenerates itself after each harvest.



Cork's own Nature

Cork is an ecological and sustainable material
100%

natural, renewable, recyclable and reusable

Acoustic insulator

Thermal effective

Impermeable to liquids
and gases

Elastic and
compressible

Resilient

Very light

High temperature
resistant

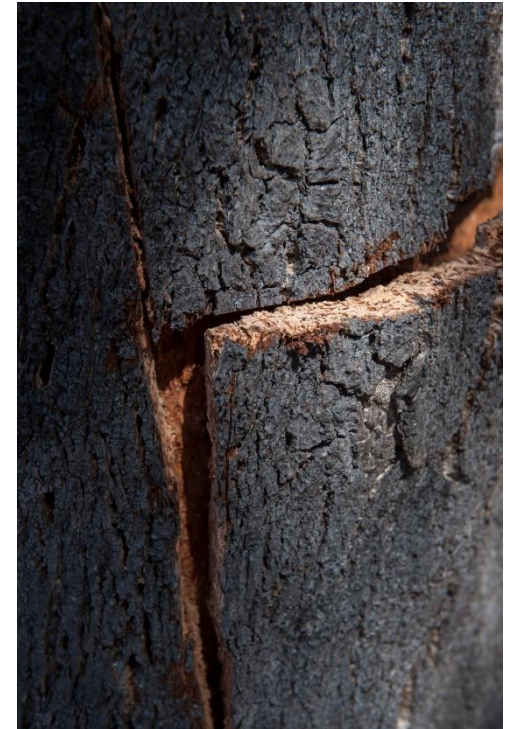
Fire retardant

Hypoallergenic

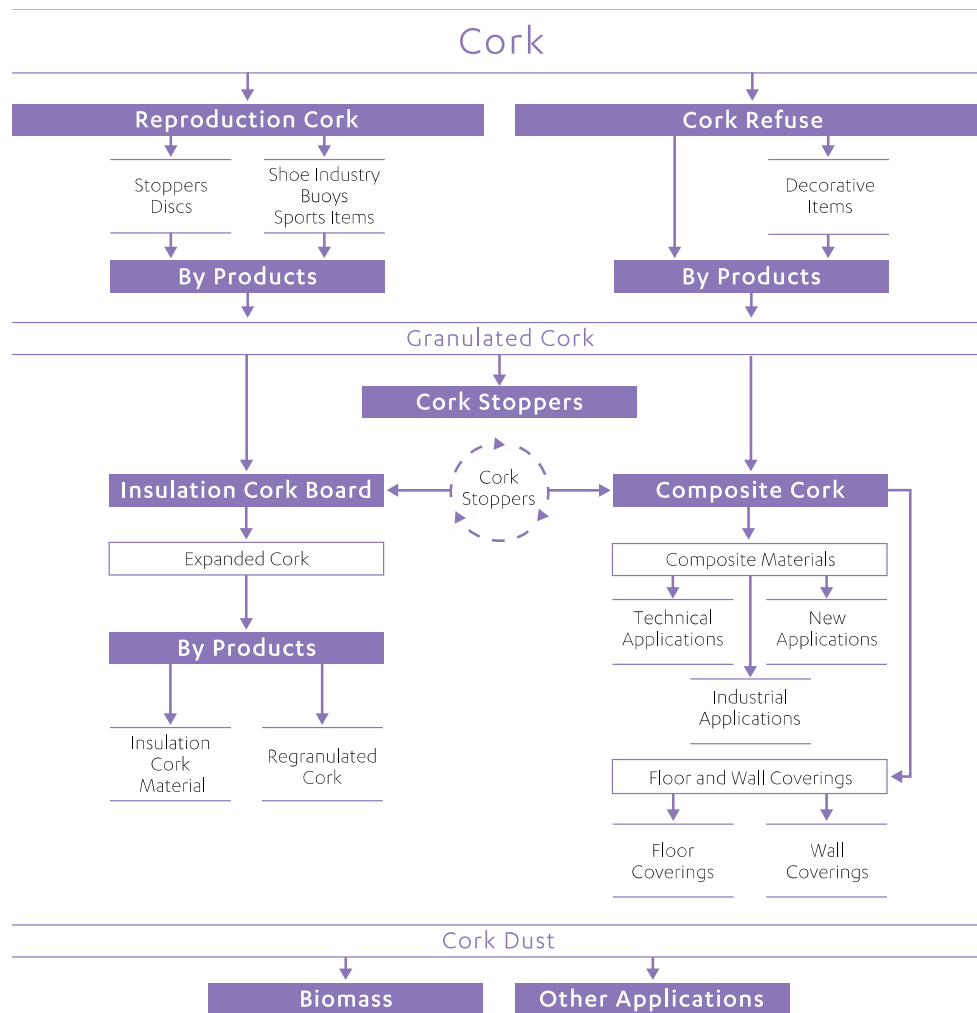
Shock absorbent

Soft touch

Warm feeling



A Circular Economy



In the cork industry, the maxim of Lavoisier is fully accomplished: Nothing is wasted and everything is transformed.

Even the smallest cork granules are used as an important energy source.

Over 60% of Amorim's energy needs are met by using biomass (cork dust) which is a CO₂ neutral source of energy.

Amorim, the World Leader in Cork



Facts & Figures

The larger global exporter of cork

The oldest cork company in the world in continuous operation (1870)

The largest world's cork processing company

The world's biggest distribution network
(25k customers)

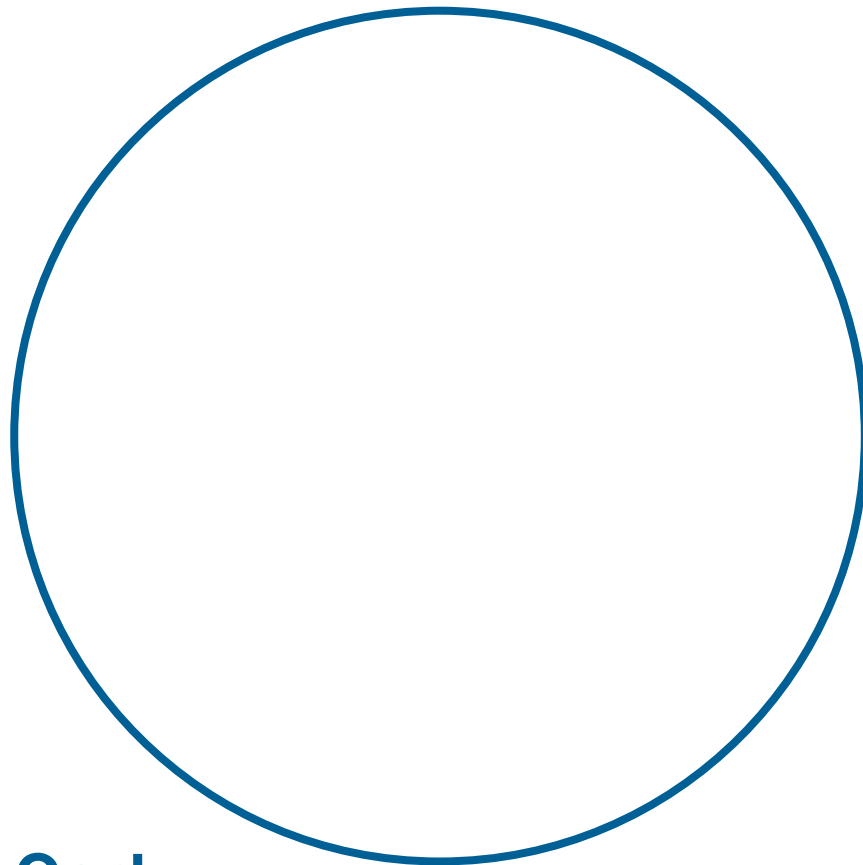
94% of sales are made outside Portugal to more than 100 countries

All the Business Units with internal structures of Research & Development
(7,5 M€ in annual R&D investment)

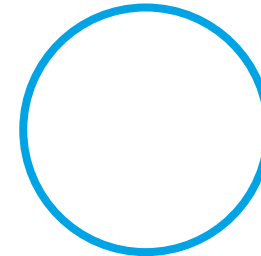
4200 Employees
(1200 outside Portugal)



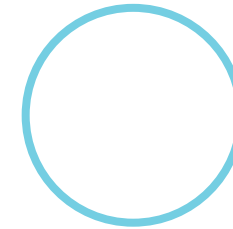
Sales by Business Unit, 2017



Cork Stoppers
67.3%



Floor and Wall Coverings
16.8%

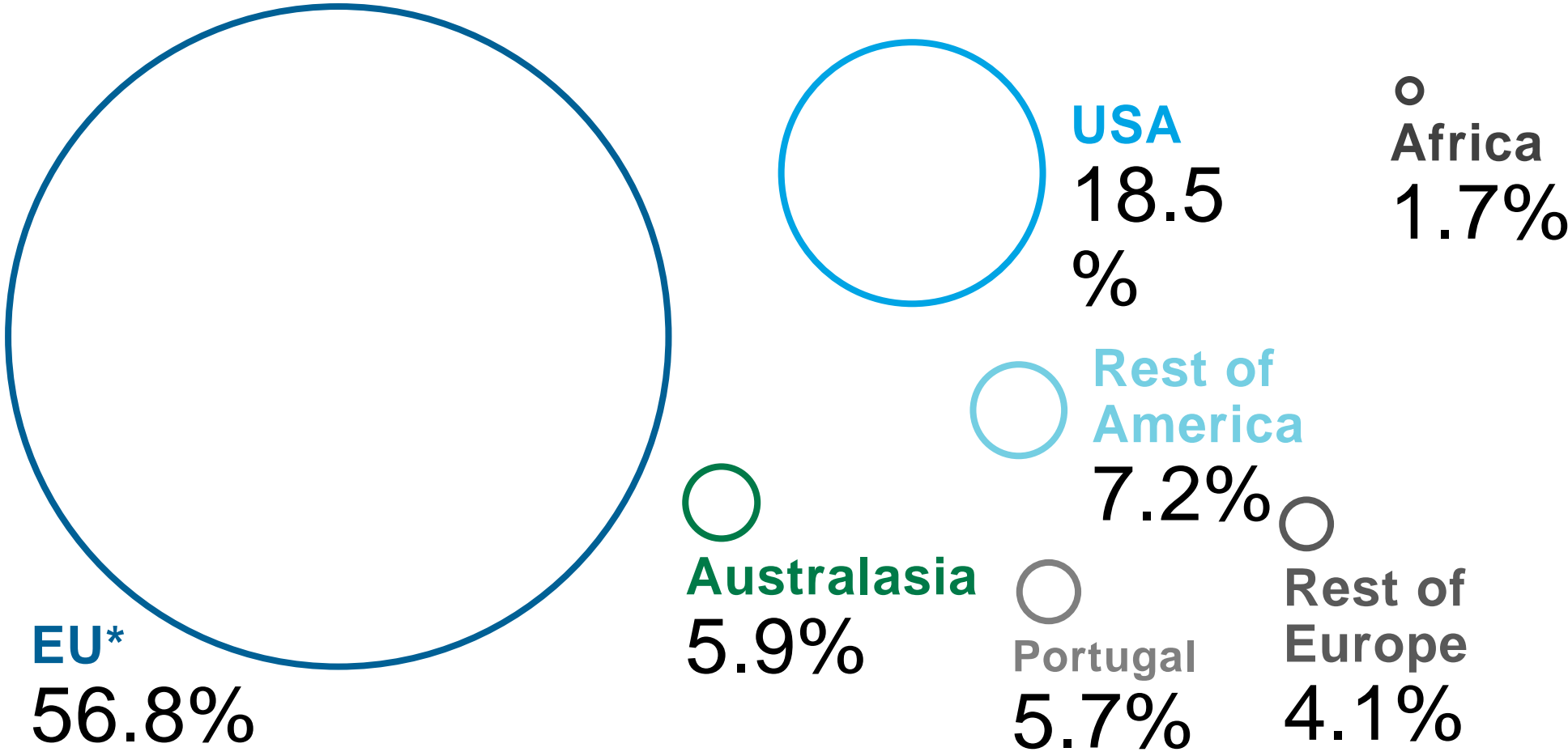


Cork Composites
12.9%

◦ **Insulation Cork**
1.4%

◦ **Raw Materials**
1.6%

Sales by Geographical Area, 2017



* It includes Switzerland and Norway and excludes Portugal. Sales to non-Group Clients

Worldwide Presence



● Geographic Location

 Industrial Plants Raw material  Industrial Plants Cork Solutions

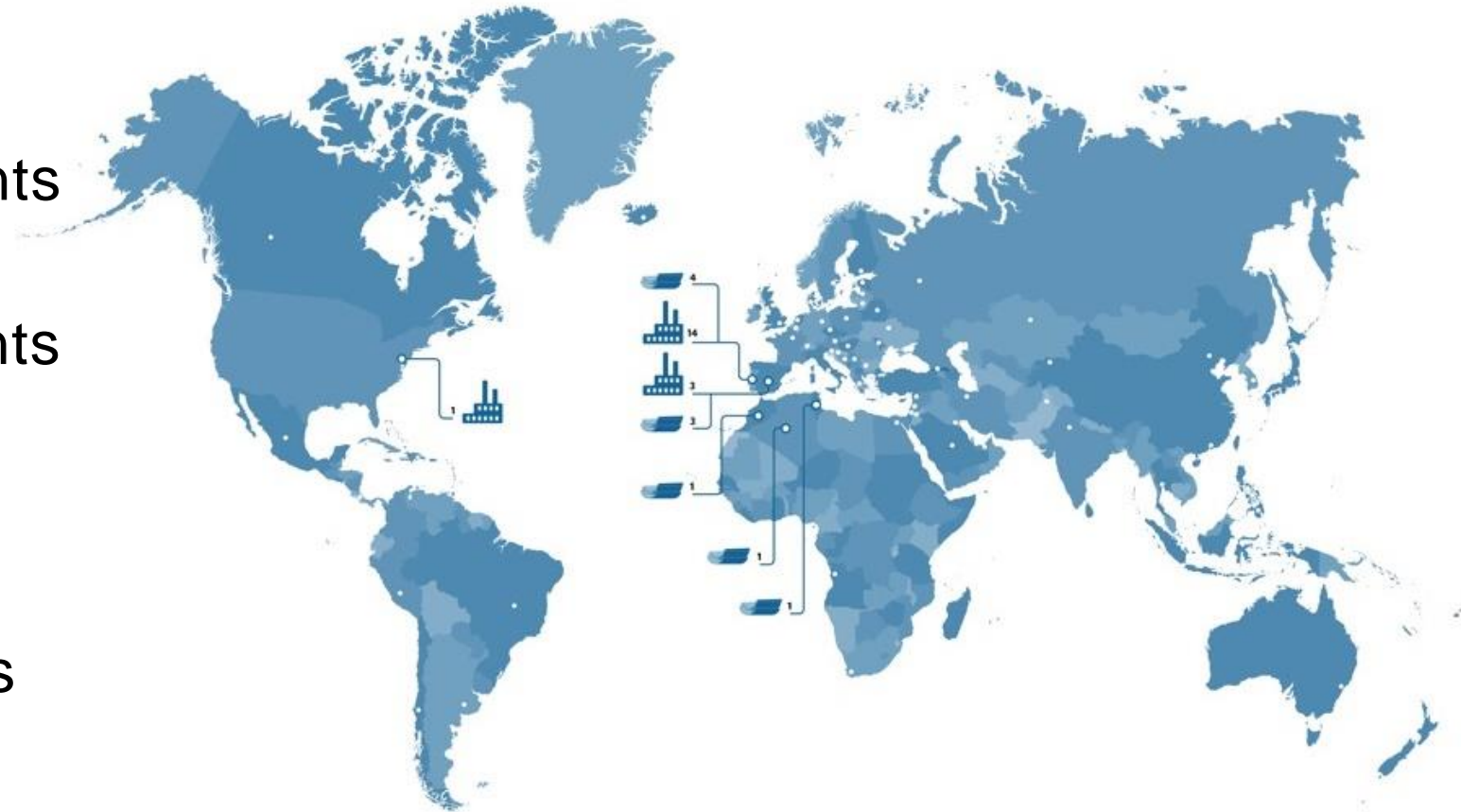
10 Industrial plants
Raw-Materials

21 Industrial plants
Cork Solutions

47 Distribution
Companies

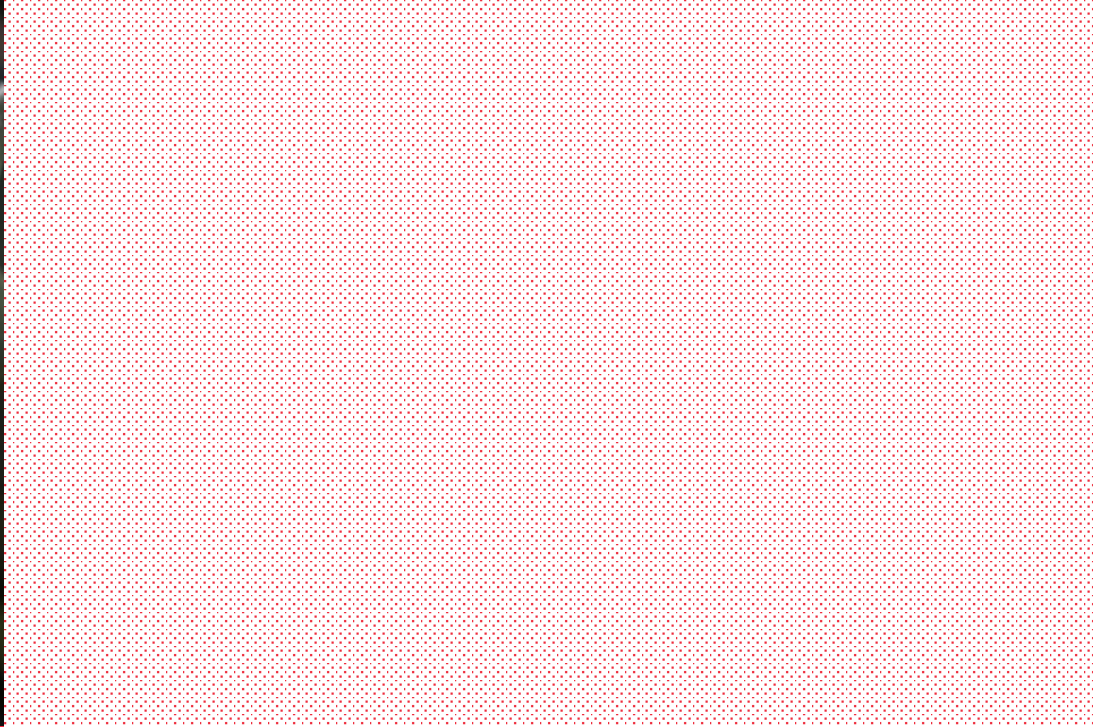
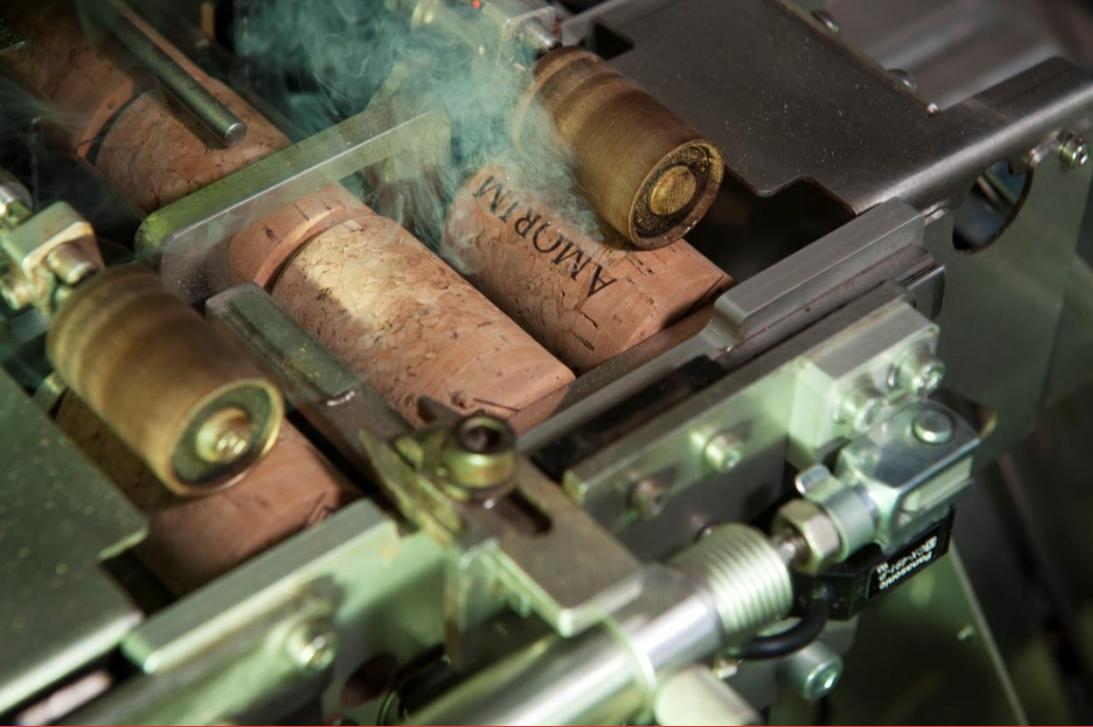
10 Joint Ventures

254 Main Agents



Client Portfolio





Cork Stoppers

The world's premium wine closure



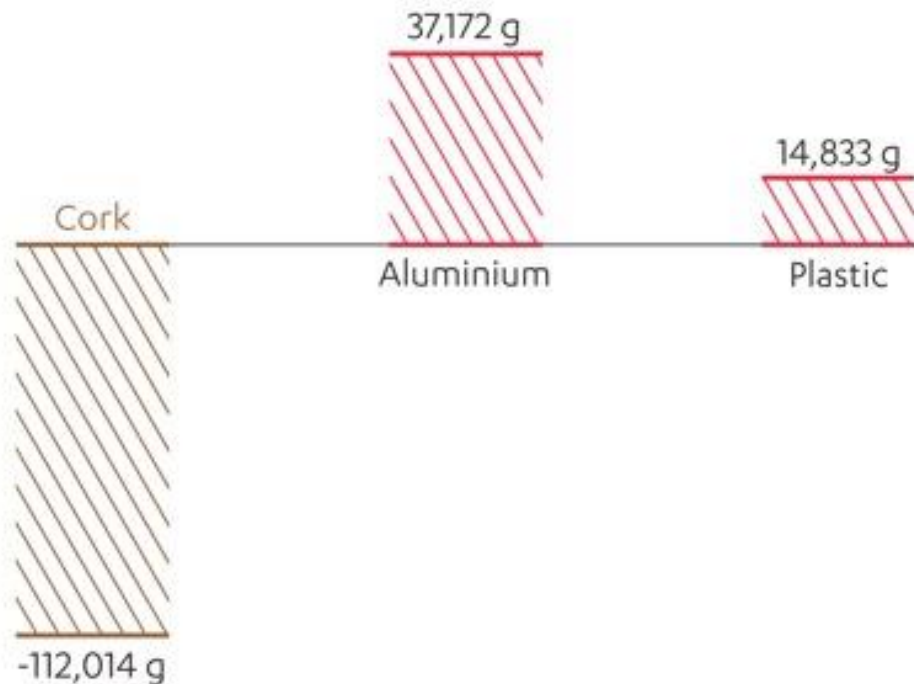
The industry's most iconic product is critical to the sustainability of the whole cork supply chain, generating over 65% of Amorim's revenues.

Cork's natural characteristics make it an incomparable closure, contributing in a unique way to the development of wine.



Sustainable Credentials

CO₂ emissions (g CO₂ eq.)/ 1000 stoppers



The cork stoppers present huge environmental advantages.

The production of a plastic closure or an aluminium screwcap causes 10 or 24 times more CO₂ emissions, respectively, than a cork stopper.

Each cork stopper is responsible for the retention of up to 112 grams of CO₂, in stark contrast with the carbon emissions caused by the production of artificial closures.

Helix

The cork & glass solution with an “unexpected twist”



a partnership between Amorim and O-I

combines an ergonomically-designed cork stopper and a glass bottle with an internal thread finish in the neck

delivers all the benefits of cork and glass
– quality, sustainability and premium image
– with user-friendly, re-sealable convenience

Target: popular premium, fast turnaround still wine segment



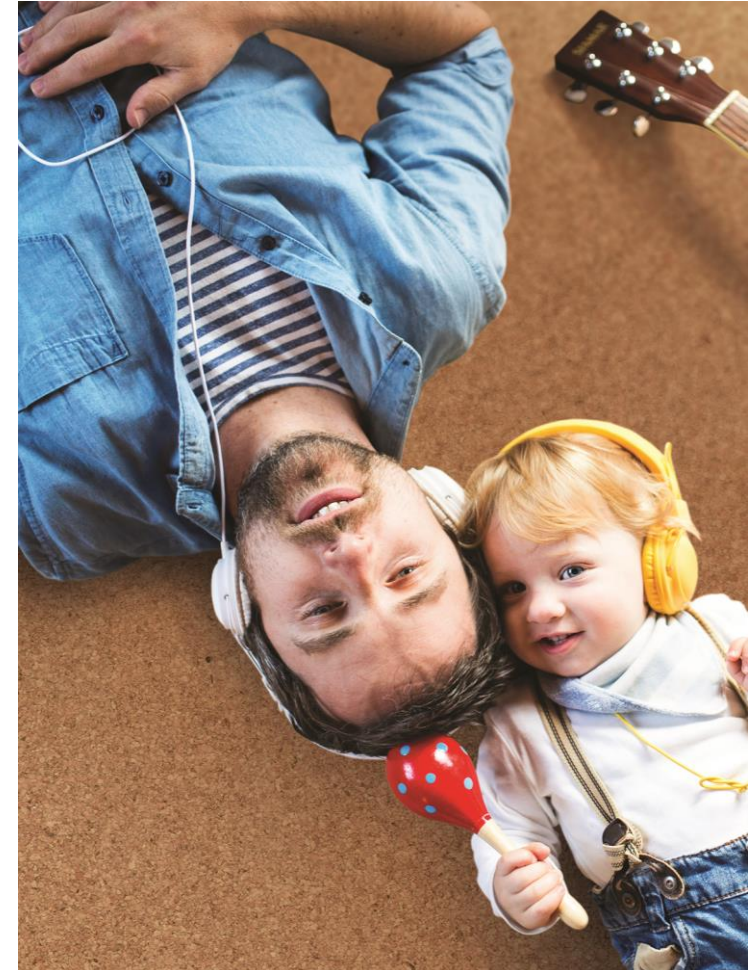


Floor & Wall Coverings

Wicanders Portfolio

Cork

Fully explores the versatility of cork, offering a complete portfolio of cork floorings, with different technical requirements, to be used in home and business spaces



Wicanders Portfolio



Wood

Floorings with wood visuals, with different technical requirements, to be used in home and business spaces



Wicanders Portfolio



Wood and Stone Hydrocork

Low thickness floating product (only 6mm thickness)

Waterproof

Optimal choice for renovation projects

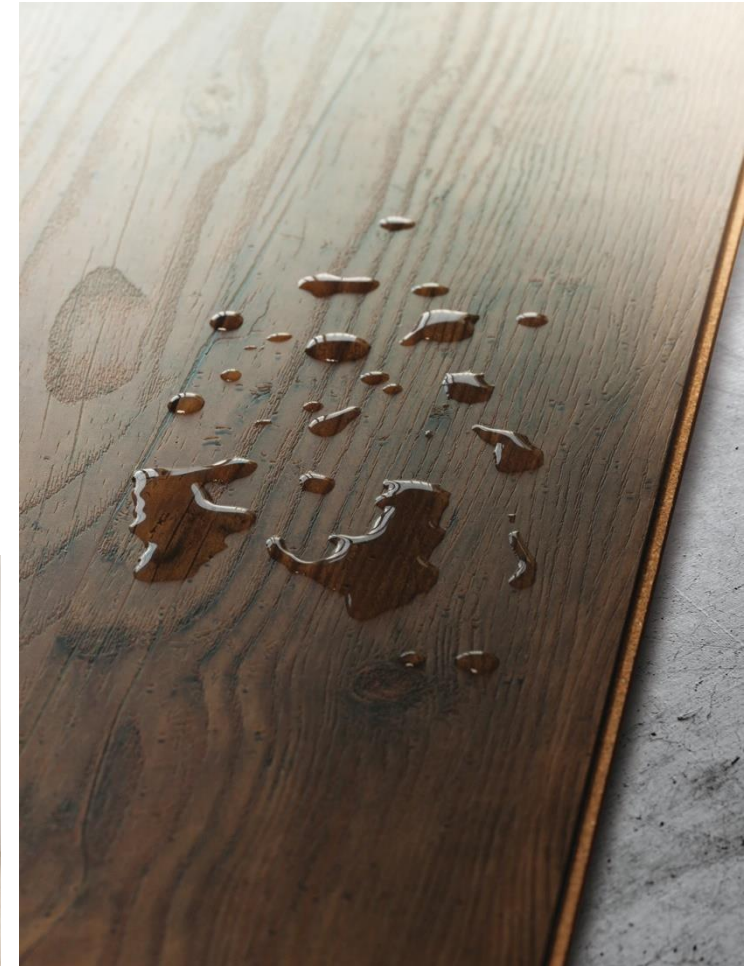
Very easy to cut and install: revolutionary compression system – PressFit



hydr**cork**

1 Hold two planks side by side.

Press down along the joint with the help of a white rubber hammer.



Reference Projects

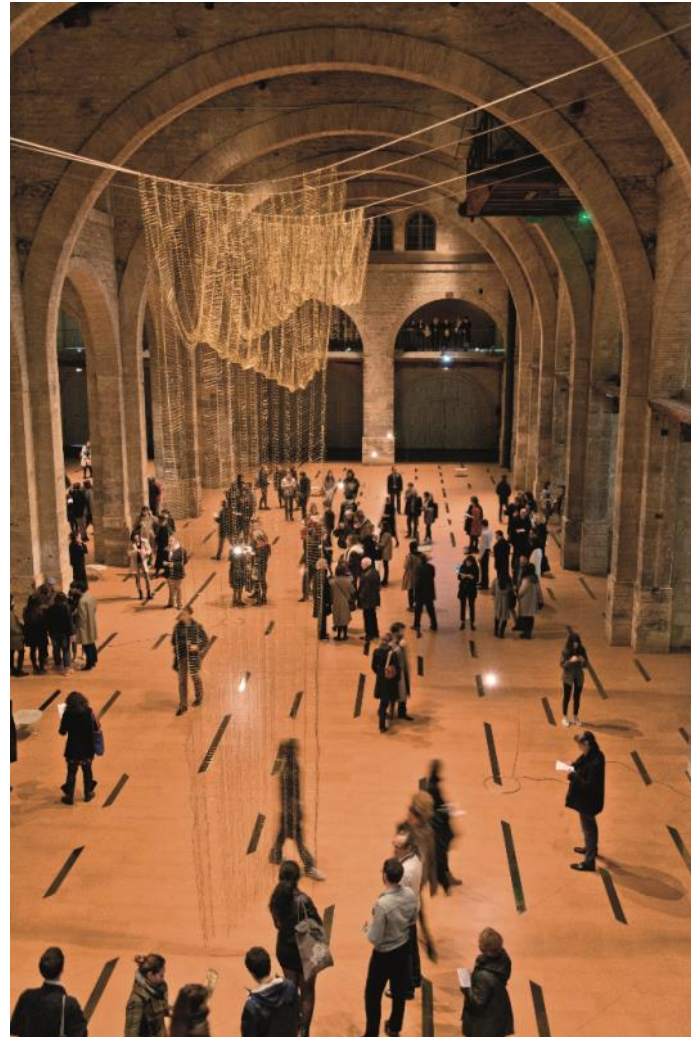
Sagrada Familia, Gaudi



“I have always regarded cork as an excellent material, and have used it in a number of projects designed by myself. Whenever I have used cork the results have been good, and it is also an interesting option from an economic perspective.”

Jordi Bonet i Armengol, architect in charge of Sagrada Familia's construction

CAPC, Musée d'Art Contemporain de Bordeaux



“Cork is a raw material that is essentially produced in Portugal, and thus endows the project with another differentiating and sustainable element.”

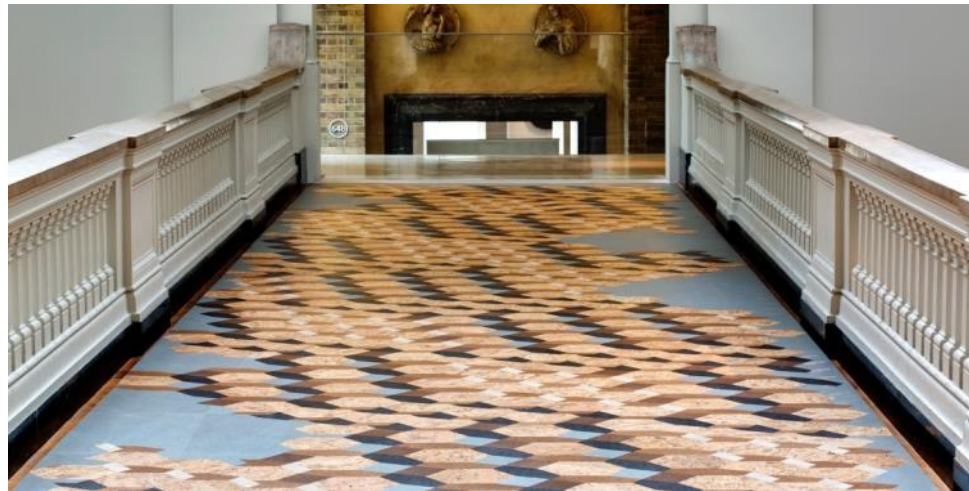
Leonor Antunes

London Design Festival, Victoria and Albert Museum



“Working with the V&A and architects, FAT has given us the best cork floor have ever seen.”

Ben Evans, Director at London Design Festival

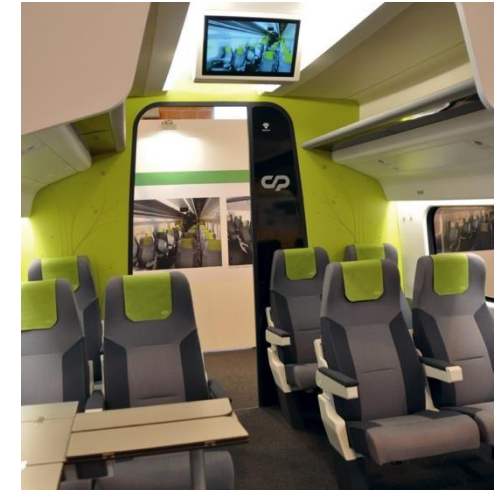




Cork Composites

Panels and Composites

Cork is applied as a core in a diverse range of business areas: transportation (buses, metros and trains), construction, footwear, aerospace, transmission and distribution of energy, flooring components, among others.



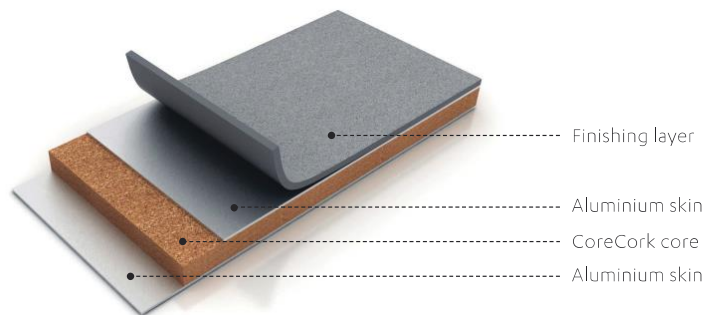
Noise and thermal insulation;
Reduced environmental impact;
Light weight and durability;

are some of the key advantages that cork adds to processing industries targeting mobility and modularity.



Inspiro metro by Siemens, Warsaw and Riyadh

The installation of the innovative AluCork flooring system has resulted in weight savings of around 30% when compared to traditional models.



Panels and Composites

Marine industry



State-of-the-art cork composites specially designed to meet the needs of shipping industry, delivering key advantages, while still being easy to maintain and clean.

Non-slip surface

Durability and flexibility

Acoustic and thermal insulation

Efficient energy consumption

Lightweight

Great comfort



Garrett McNamara Surfboard



Impermeability
Damping capacity
Resistance
Flexibility

“As Portugal is the world’s largest producer of cork, it makes perfect sense to use this material to produce a high-performance board to ride the legendary waves off the coast of Nazaré. When you are surfing giant waves you need a flexible and impact resistant board that won’t break. I believe that these surfboards will be the benchmark in terms of technology for those surfing giant waves.”

Garrett McNamara



Aerospace

A supplier of cork-based materials for the Aerospace Industry since the beginning of the space age (Apollo 11 mission).

Cork was used in different aerospace programmes as an excellent thermal insulator, supporting temperatures up to 2,000°C.

Impact protection

Lightweight

Thermal insulation

Controlled ablation

Dimensional stability

“Cork.

Don't leave Earth without it.”

Donald Thomas, NASA Astronaut



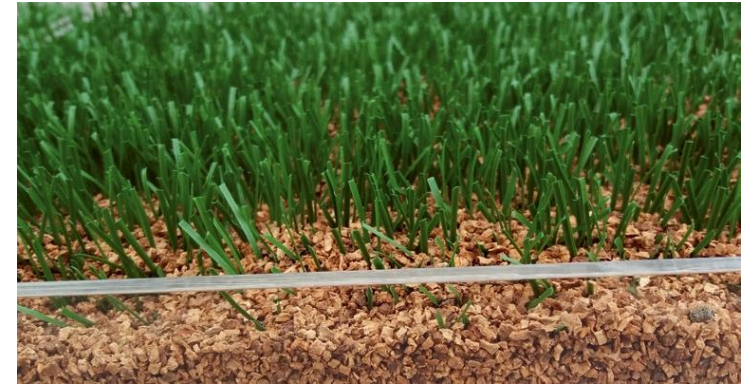
Sport Surfaces

Cork granules for artificial turf



Cork is a natural infill that is 100% environment friendly

An organic, recyclable and sustainable product, and non-toxic.

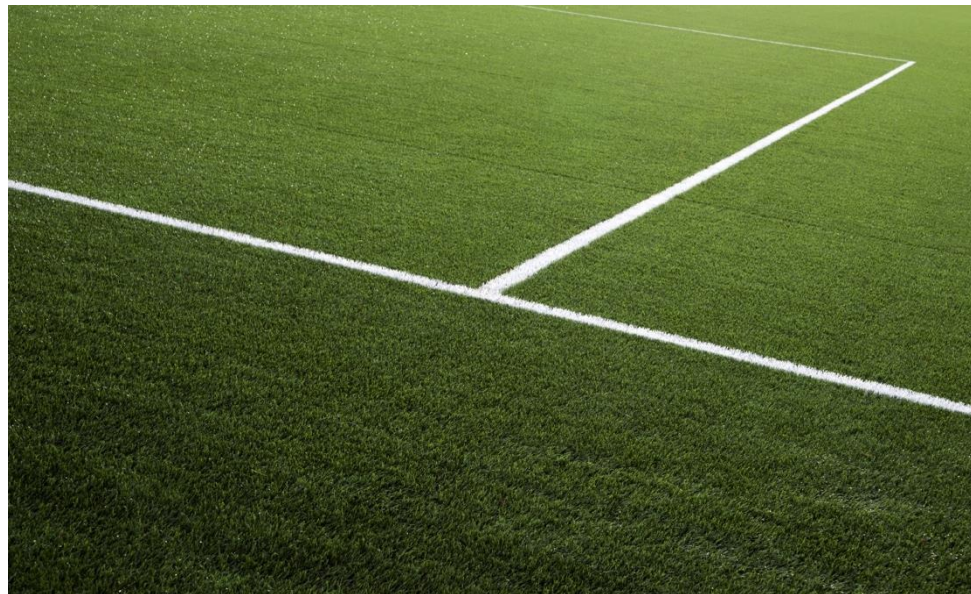


Thermal efficiency

Shock absorption

Durability

Water savings



Expanded Cork Granules for Natural Turf

A performance that mainly results from cork's elastic memory.

Other key advantages:

preservation of the grass and high durability, even during periods of heavy rainfall

it requires much less irrigation water

Four Euro Cup 2016 stadiums' already use the solution:

Lyon

Toulouse

Saint-Etienne

Bordeaux

Cork reduces the impact of players' falls by about 40%



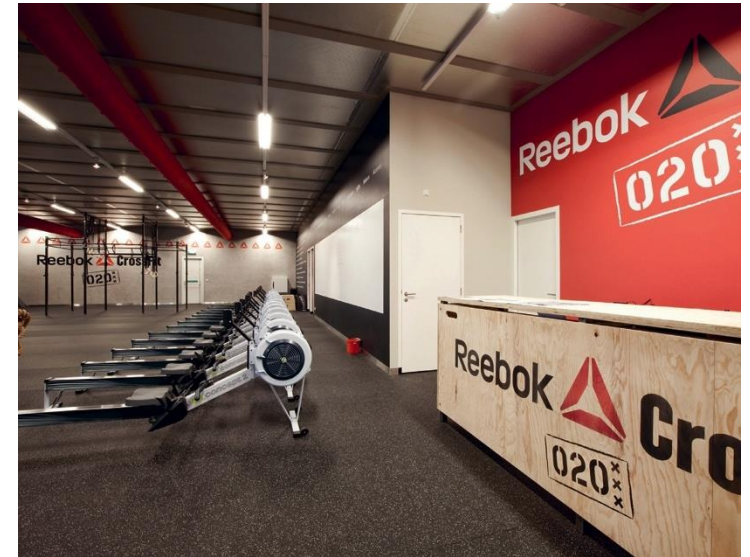
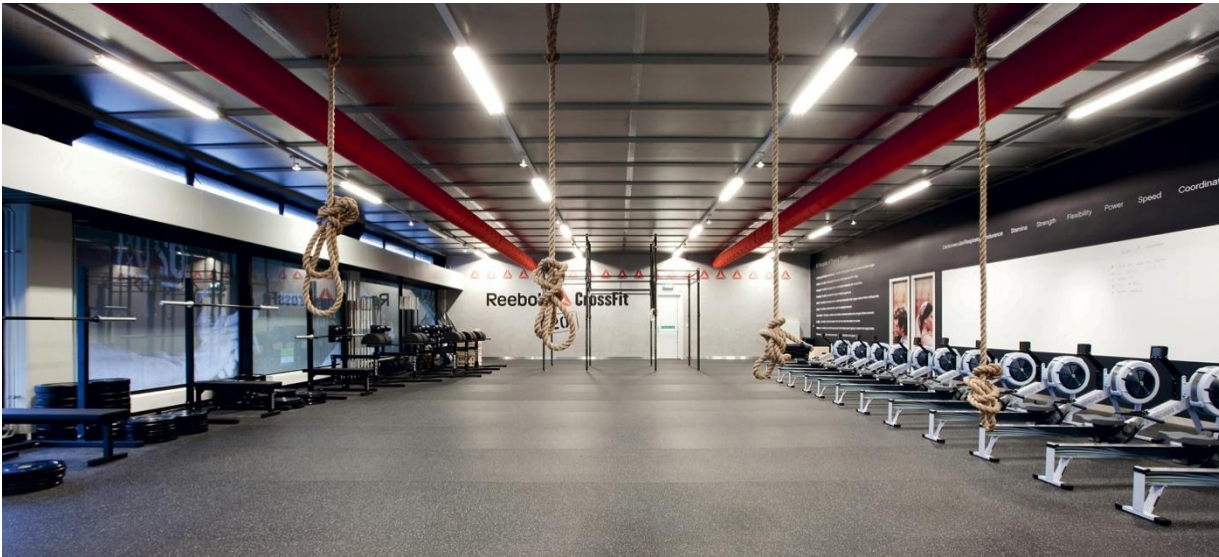
The worldwide official flooring for the Reebok CrossFit chains



Highly resilient solutions, and stand out as a result of the comfort and safety they offer.

Applied as final flooring, floors with cork cushion the physical impact of the activity.

An ideal solution for running tracks, fitness and aerobic floors.



Footwear

A supplier of material solutions for the shoe manufacturing industry, reinventing comfort, orthotics and fashion.

Cork is recognized for its innovative nature and continuous reinvention.



Light weight;

Warmth;

Breathability;

Good compression/recovery properties;

Comfort: enhances pressure distribution and temperature control;

In the manufacturing process: easy management and great

amenability. As a result, in terms of comfort and orthotics/podiatry for the shoe industry have been consistently proven for decades.

Consumer Goods

Home Improvement - DIY

Natural, durable, decorative and sustainable products, which can be used as insulating materials, sound and thermal barriers on floors, walls and ceilings.



Home and Office Products

Products for everyday use at home or in the office, based on the company's own designs or supporting the development of ideas by other designers.



Furniture and Interior Design

Cork is used by some of the world's furniture leading brands.

It is a natural material with wonderful haptic and sound-buffering properties.

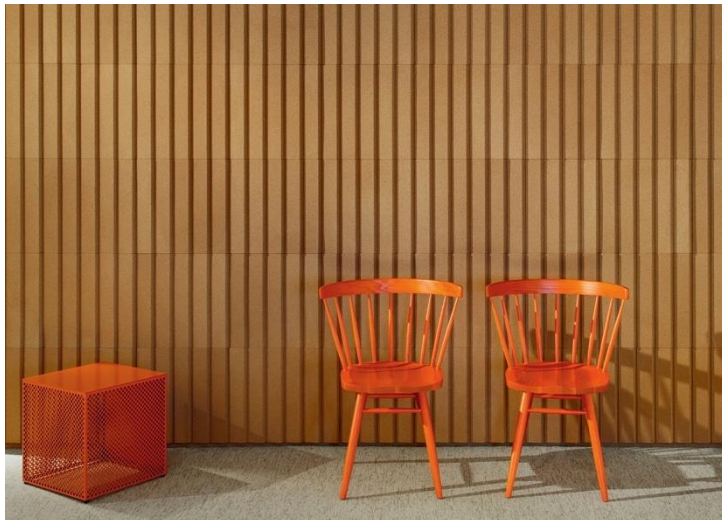
It delivers a cosy atmosphere in home, offices and even leisure spaces.



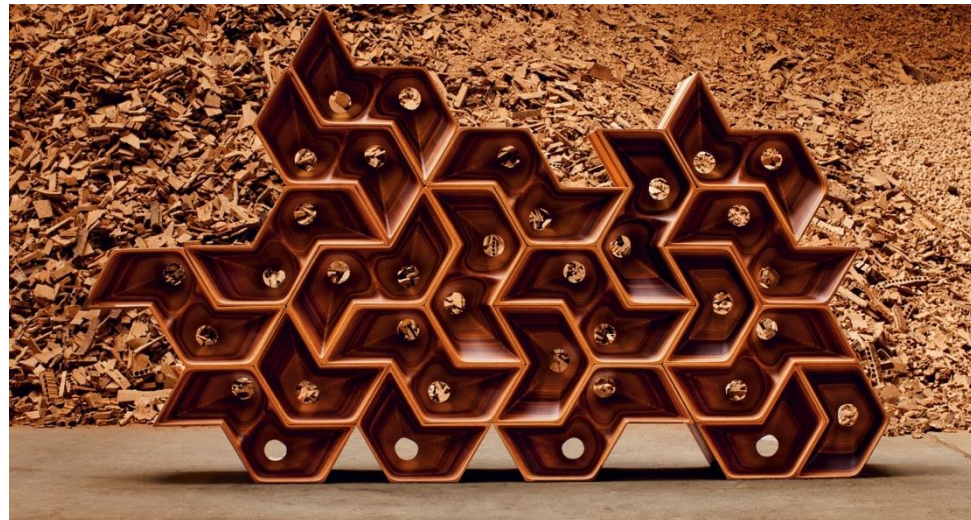
Vitra Cork Table



Vitra Haus Loft



Knoll Beller Collection



Cork Kit, Amanda Levete



Forestry Intervention Program

Forestry Intervention Program

The project aims to ensure the maintenance, preservation and enhancement of cork oak forests and guarantee continuous production of high-quality cork.

A partnership between Amorim, forestry producers, research institutions and local authorities.

Main guidelines:

reduction of the first cycle of the extraction of cork

genetic improvement and vegetative reproduction of the cork oak tree

setting up a maximum number of trees per hectare

sequencing the genome of the cork oak tree

fighting pests and diseases

fertilization and compatibility of grazing activities



Amorim,
Our world
is Cork



AMORIM

THANK YOU