



AMORIM

Corticeira Amorim, S.G.P.S., S.A.

Consolidated results

2010 Fiscal Year

Summary

Consolidated results

- Highlights
- Consolidated key indicators

Raw Materials

- Key indicators
- Highlights

Cork Stoppers

- Key indicators
- Highlights

Floor & Wall Coverings

- Key indicators
- Highlights

Composite Cork

- Key indicators
- Highlights

Insulation Cork

- Key indicators
- Highlights

Appendices

- Consolidated indicators

Consolidated results

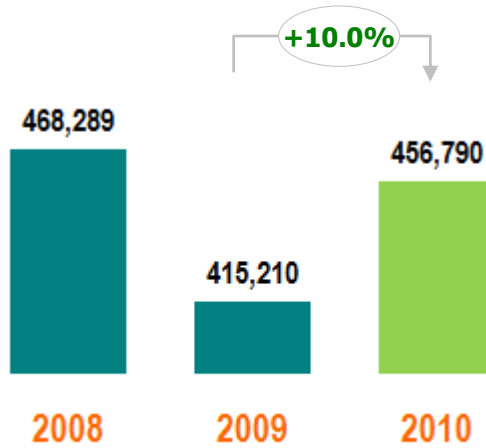
- Highlights
- Consolidated key indicators

Unit: thousands of euros

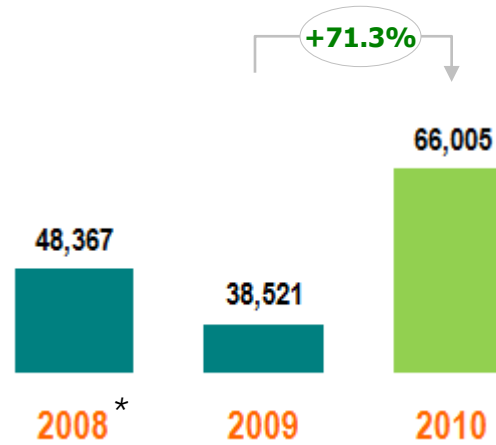
- ❑ **Sales: 457 M€ (+10%);**
- ❑ **EBITDA: 66 M€ (+71%), meaning 14.4% of consolidated sales (2009: 9.3%);**
- ❑ **Net profit: 20,535 M€ (2009: 5,111 M€);**
- ❑ **Year-end Net debt decreases to 102 M€, comparing to 139 M€ at year-end 2009 and 223 M€ at year-end 2008;**
- ❑ **Equity/Assets ratio reaches 47.8% (if treasury stock variation and cash excess not included: 50.8%).**

Consolidated key indicators

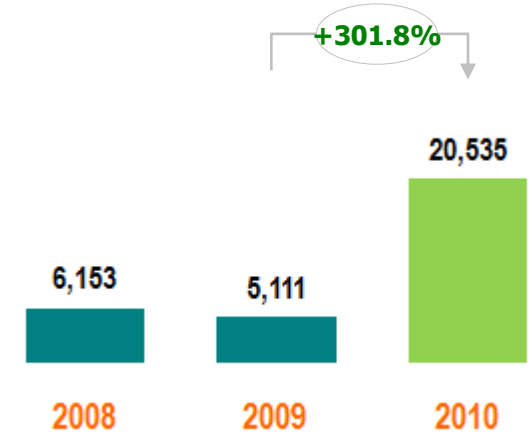
Sales



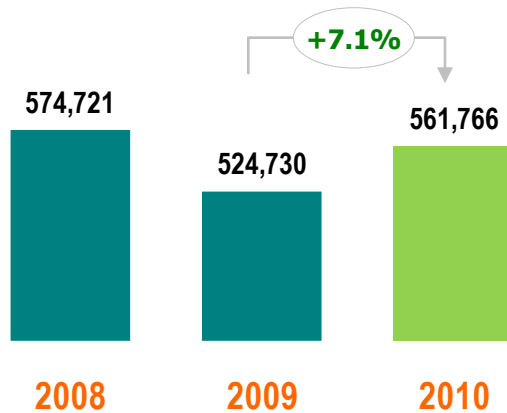
EBITDA



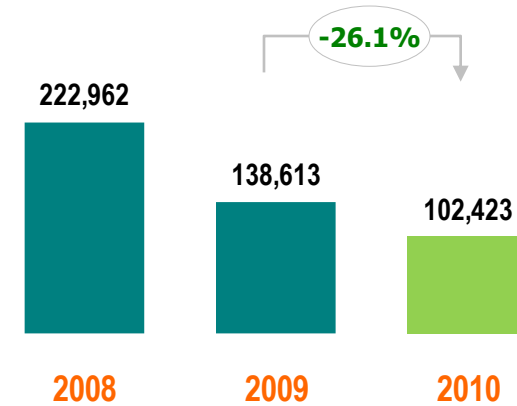
Net Profit



Total Assets



Net debt



* Current EBITDA. Excludes restructuring costs.

Business Unit:

Raw Materials

- Key indicators
- Highlights

Unit: thousands of euros

☐ Supplies

- 2010 harvest campaign ensured the necessary cork, both in quantity and quality, for the whole 2011 production:
 - Higher quantities of raw materials purchased;
 - Higher average acquisition price, both in Portugal and Spain.

☐ Industrial activity

- Sales growth accompanied increase in consolidated activity, namely cork stoppers BU activity (+12.7% to the Group value added chain and a drop to external clients);
- As of the second quarter no more cork from the 2008 campaign was transformed: price/quality relation more favourable -> higher gross margin.

Highlights and key indicators

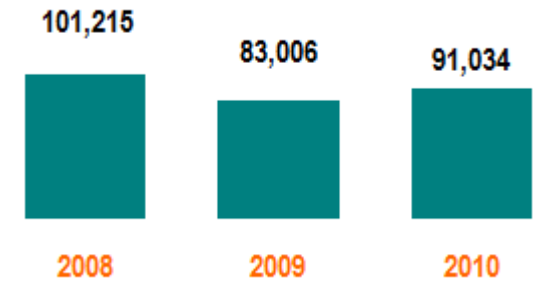
Industrial activity (cont.)

- A higher gross margin, higher activity and controlled operating costs resulted in a EBITDA increase.

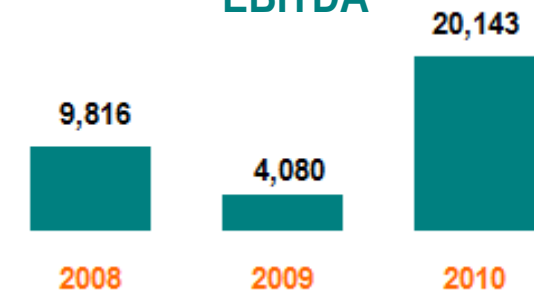
Outlook

- A less favourable profitability is estimated (higher 2010 campaign prices);
- Higher capex in order to increase production and warehousing capacity (higher quantities purchasing in 2010).

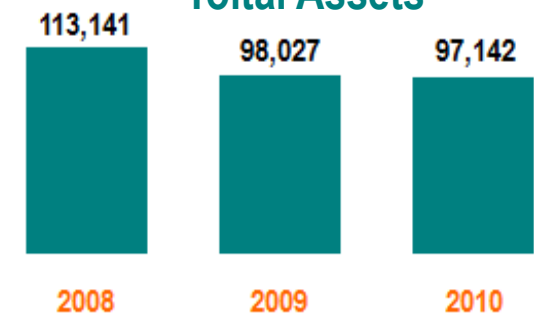
Sales



EBITDA



Total Assets*



* Excludes Deferred Taxes and non-trade balances with Group Companies.



AMORIM

Business Unit:

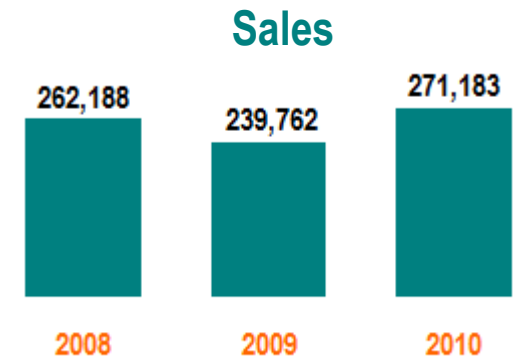
Cork Stoppers

- Key indicators
- Highlights

Unit: thousands of euros

☐ Sales: +13.1%

- Sales growth in all markets (except South Africa):
 - Growth is almost entirely justified by volume;
- Higher volume and value in all cork stoppers families:
 - For the first time sales surpassed 3 billion corks (units);
- Natural and Twintop® corks toppers reversed decrease trend, registering a 13% and 3% sales increase;
- High growth in Champagne (23%) and Neutrocork® (27%) cork stoppers.



Highlights and key indicators (2)

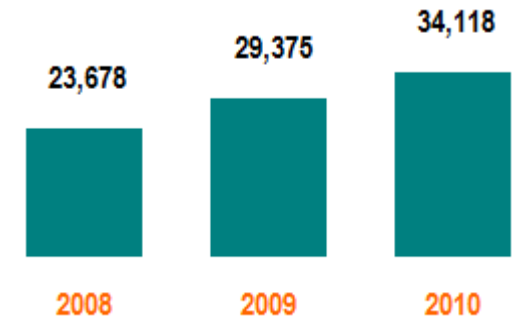
☐ Sales (cont.)

- BU Sales growth higher than market growth;
- Higher sales and operating costs under control were the main reasons behind the EBITDA growth.

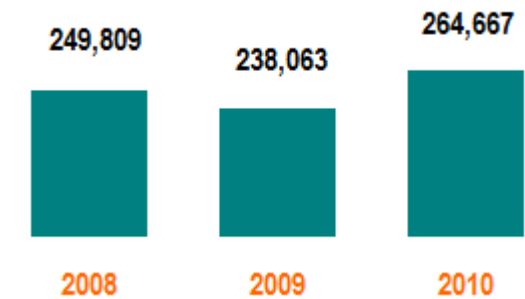
☐ Outlook

- Stiff demands from final customers regarding quality and product price;
- Production capacity reinforcement;
- Rationalization and technological evolution of the industrial process;
- Higher market share.

EBITDA



Total Assets*



* Excludes Deferred Taxes and non-trade balances with Group Companies.



AMORIM

Business Unit:

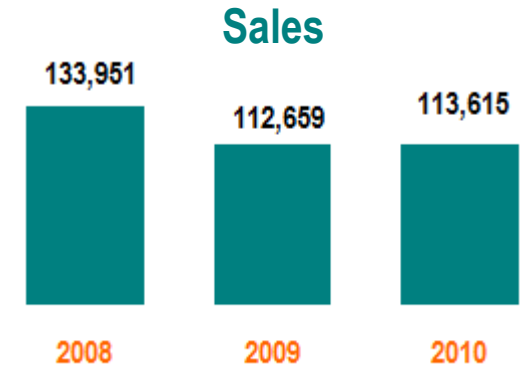
Floor & Wall Coverings

- Key indicators
- Highlights

Unit: thousands of euros

☐ Sales: +7.0% (own products)

- Sales growth due to finished products (own products) (+7%);
- Positive register for Corkstyle and LVT families;
- Goods sales (wood / laminates): -20%;
- Consolidate sales flat at 0,8%;
- Eastern Europe and North America showed a positive evolution.



Highlights and key indicators (2)

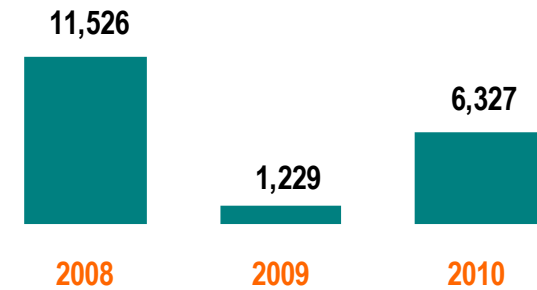
□ Sales (cont.)

- Nordic markets, namely Denmark, with negative register;
- Finished products sales and operating costs reduction justified EBITDA increase.

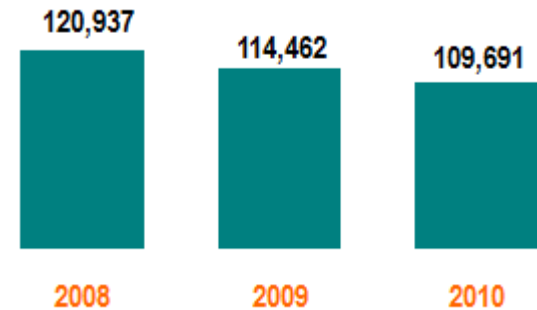
□ Outlook

- Industrial optimization projects to continue;
- New markets (profiting from the cork advertisement campaign).

EBITDA



Total Assets*



* Excludes Deferred Taxes and non-trade balances with Group Companies.



AMORIM

Business Unit:

Composite Cork

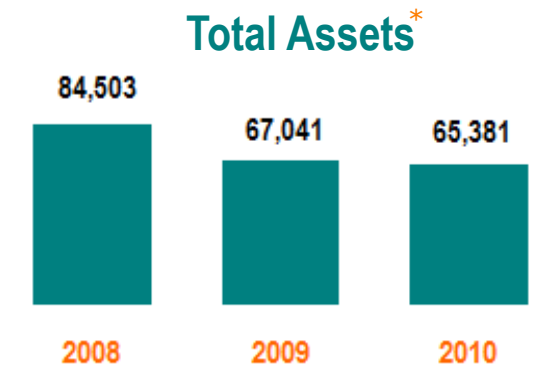
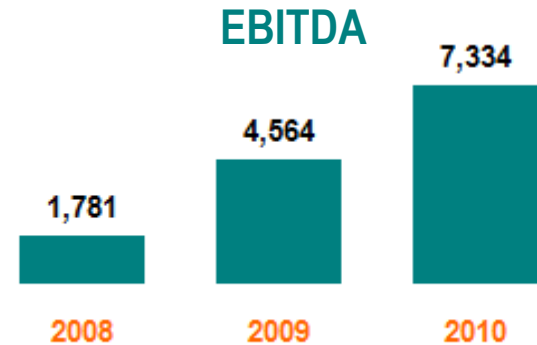
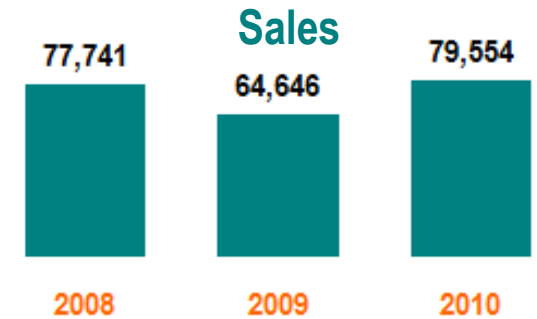
- Key indicators
- Highlights

Unit: thousands of euros

Highlights and key indicators

☐ Sales: +23.1%

- Sales boost allowed to surpass pre-crisis sales levels;
- Increase in sales due to volume (90%) and exchange gains (10%);
- Except for Home & Office, all product families registered an increase;
- Full production capacity utilized.

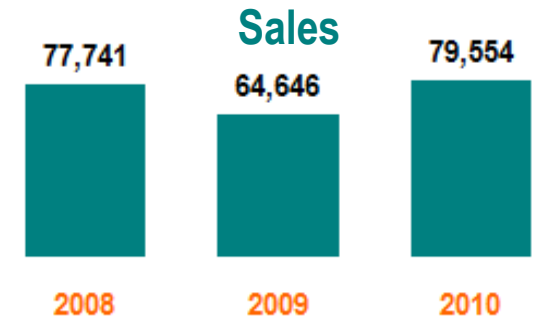


* Excludes Deferred Taxes and non-trade balances with Group Companies.

Highlights and key indicators

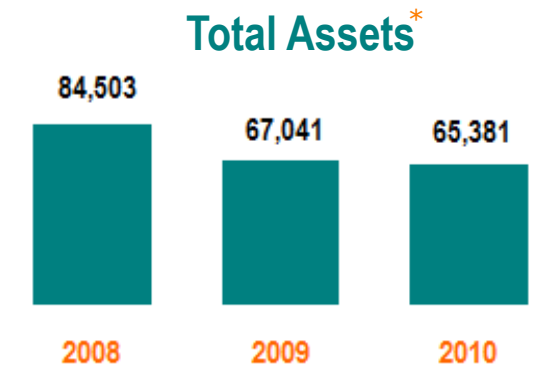
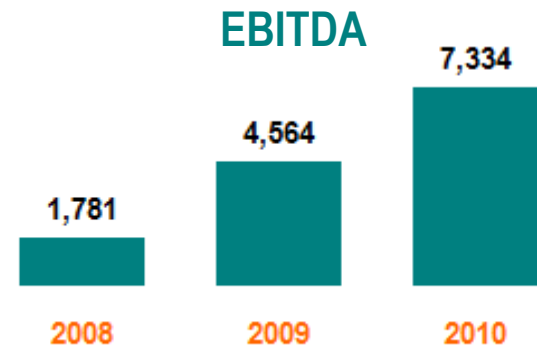
□ Sales (cont.)

- EBITDA increase justified by sales growth and by operating costs (+5%) well below sales increase.



□ Outlook

- Strong capex plan (production capacity increase);
- Industrial process improvements;
- Cost increase in several raw materials.



Business Unit:

Insulation Cork

- Key indicators
- Highlights

Unit: thousands of euros

Highlights and key indicators

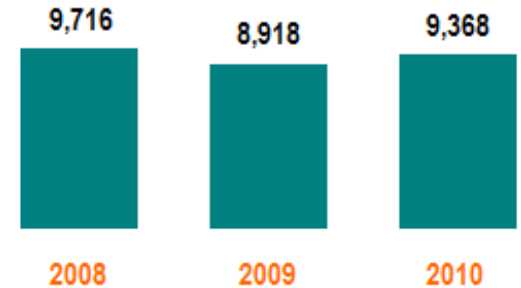
☐ Sales: +5.0%

- Sales increased by 5% (final customers: 7%);
- Increase in sales due, namely, to the most important BU product;
- Growth justified equally by volume and price;
- French market (+13%) out placed Italy as number one;
- Sales and Margin increase behind EBITDA growth.

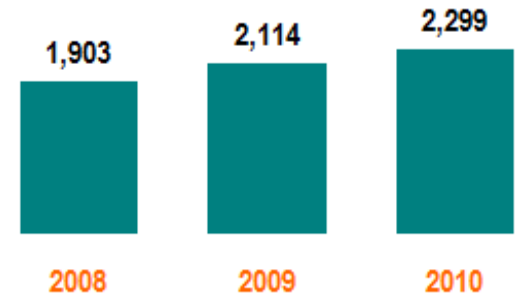
☐ Outlook

- New markets and products (sustainable construction):
 - MDF façades;
 - Ecological houses;
- Greater visibility and use of BU products.

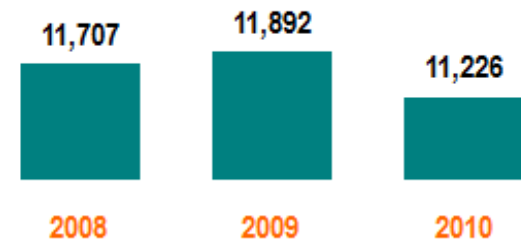
Sales



EBITDA



Total Assets*



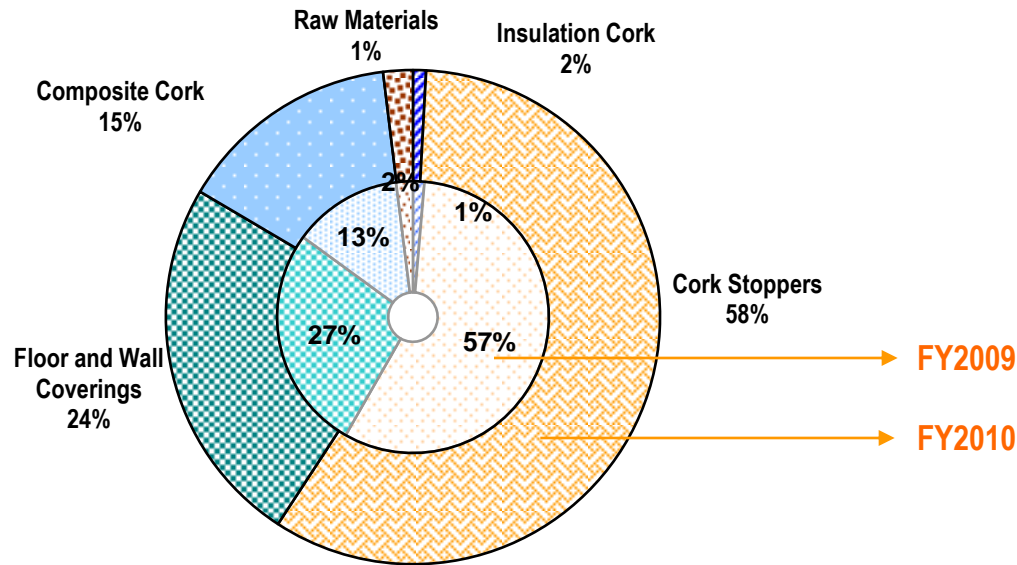
* Excludes Deferred Taxes and non-trade balances with Group Companies.

Appendices

- Consolidated indicators
- Financial statements

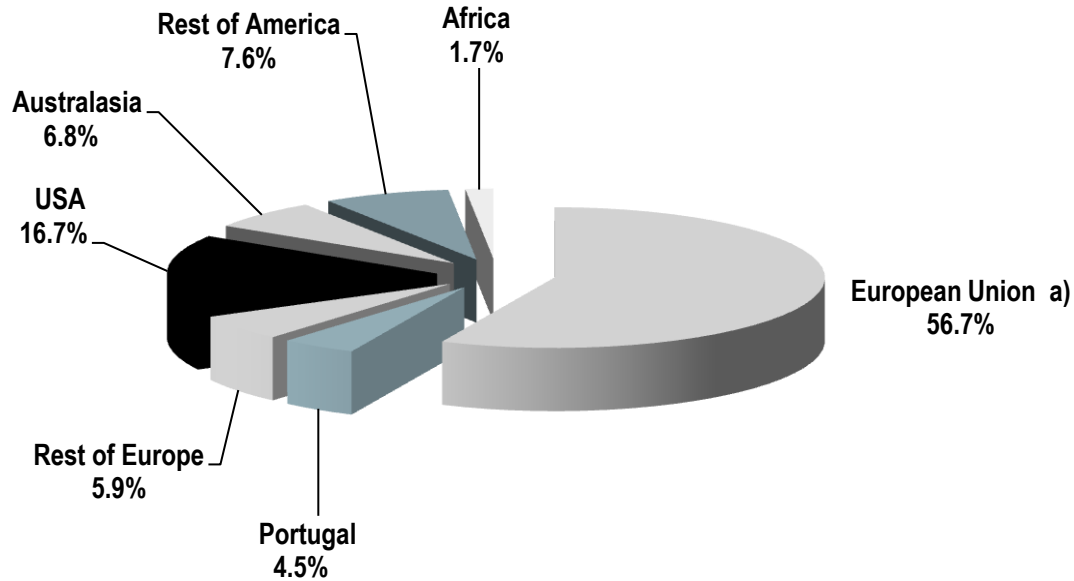
Unit: thousands of euros

Breakdown Sales by Business Unit



| | 2008 | 2009 | 2010 |
|--------------------------|------|------|------|
| Raw Materials | 1% | 1% | 1% |
| Cork Stoppers | 55% | 57% | 58% |
| Floor and Wall Coverings | 28% | 27% | 24% |
| Composite Cork | 14% | 13% | 15% |
| Insulation Cork | 2% | 2% | 2% |

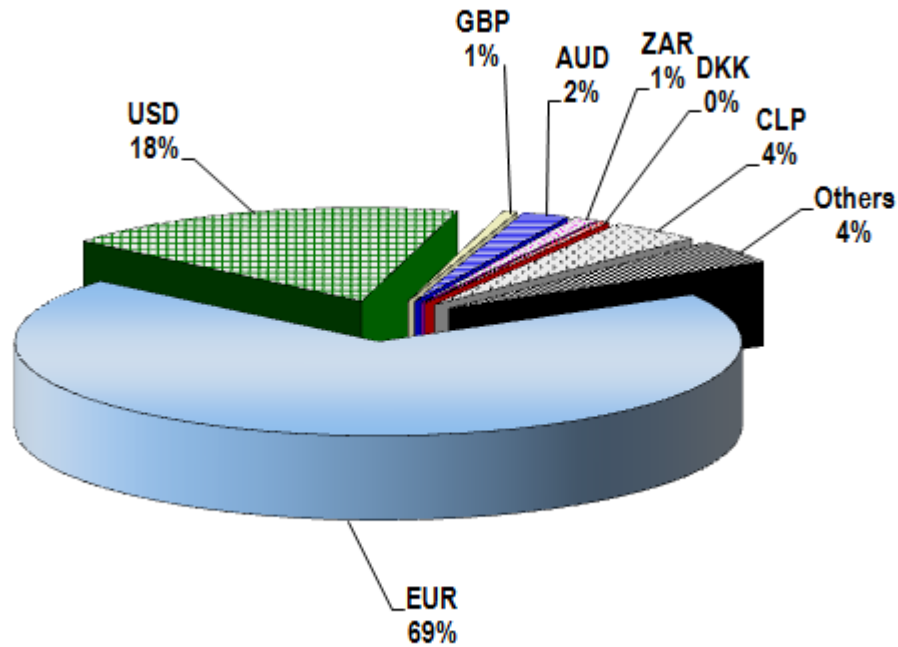
Breakdown Sales by Geographic Areas



| | 2008 | 2009 | 2010 |
|-------------------|-------|-------|-------|
| European Union a) | 59.5% | 59.0% | 56.7% |
| Portugal | 5.2% | 5.1% | 4.5% |
| Rest of Europe | 6.4% | 5.1% | 5.9% |
| USA | 14.4% | 15.8% | 16.7% |
| Australasia | 5.6% | 6.0% | 6.8% |
| Rest of America | 6.9% | 7.1% | 7.6% |
| Africa | 1.8% | 1.6% | 1.7% |

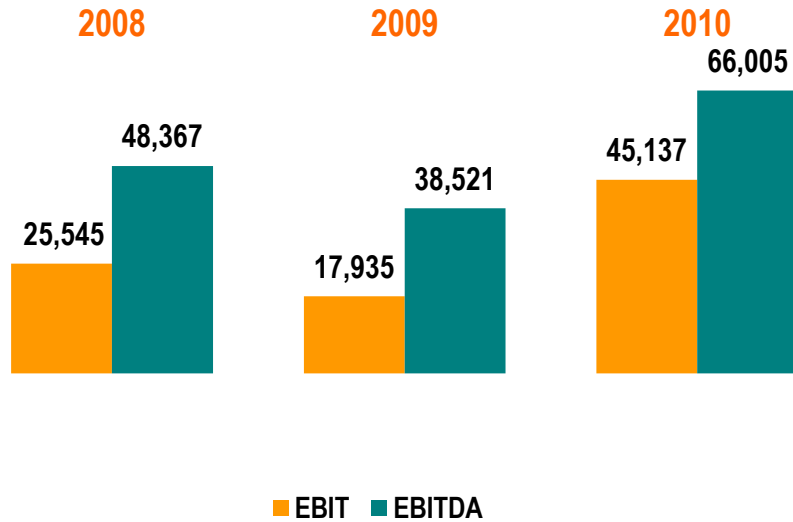
a) Includes Switzerland and Norway and excludes Portugal.

Breakdown Sales by Currency



| | 2008 | 2009 | 2010 |
|--------|-------|-------|-------|
| EUR | 68.9% | 70.3% | 69.5% |
| USD | 16.2% | 16.7% | 18.1% |
| GBP | 1.5% | 0.7% | 0.6% |
| AUD | 1.8% | 1.8% | 2.1% |
| ZAR | 1.2% | 1.1% | 1.1% |
| DKK | 3.5% | 1.1% | 0.4% |
| CLP | 4.0% | 3.9% | 4.1% |
| Others | 3.0% | 4.3% | 4.1% |

EBIT & EBITDA evolution



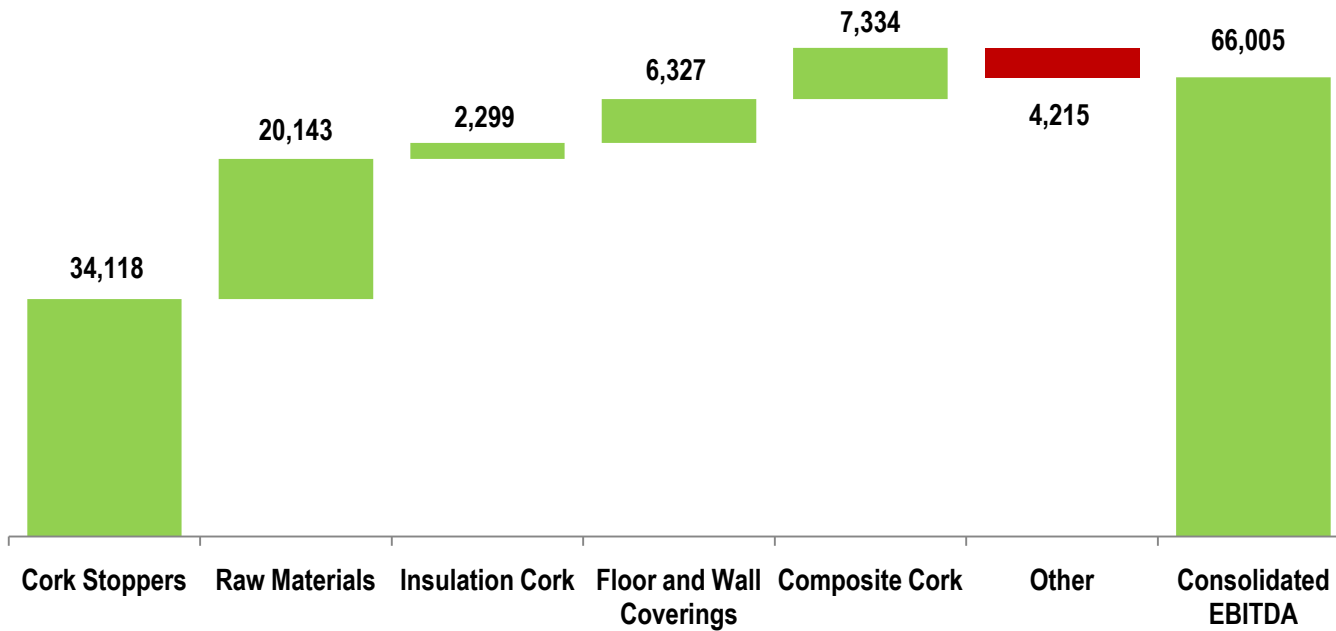
| | 2008 | 2009 | 2010 |
|--|---------------|---------------|---------------|
| Gross Margin | 221,512 | 196,907 | 236,830 |
| Other operating costs (current) ¹ | 192,324 | 174,966 | 187,893 |
| EBIT | 25,545 | 17,935 | 45,137 |
| EBITDA ² | 48,367 | 38,521 | 66,005 |

¹ Excludes non current costs

² No impact resulting from a 1,713 goodwill impairment (2008)



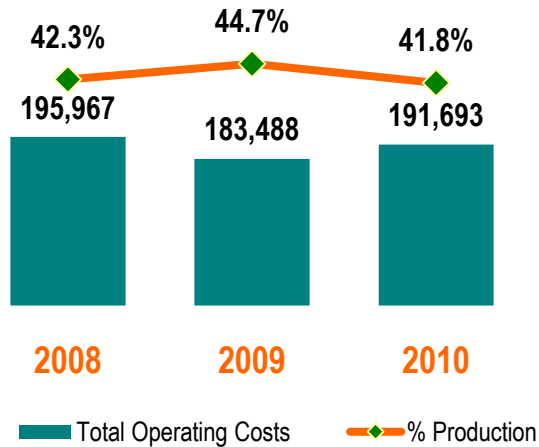
Breakdown EBITDA by Business Unit



| | 2008 | 2009 | 2010 |
|--------------------------|------|------|------|
| Raw Materials | 20% | 10% | 29% |
| Cork Stoppers | 49% | 71% | 49% |
| Floor and Wall Coverings | 24% | 3% | 9% |
| Composite Cork | 4% | 11% | 10% |
| Insulation Cork | 4% | 5% | 3% |

Operating Costs Breakdown

Value and % (production):



| | 2008 | 2009 | 2010 |
|--|---------|---------|---------|
| External supplies | 78,804 | 71,078 | 78,320 |
| Staff costs | 93,296 | 93,506 | 90,712 |
| <i>Of which staff costs (reorganization)</i> | 3,643 | 8,522 * | 3,800 |
| Depreciation | 22,821 | 20,587 | 20,867 |
| Provisions | 2,051 | 613 | 2,140 |
| Other operating expenses and profits | 1,006 | 2,297 | 347 |
| Total Operating Costs | 195,967 | 183,488 | 191,693 |
| % Production | 42.3% | 44.7% | 41.8% |

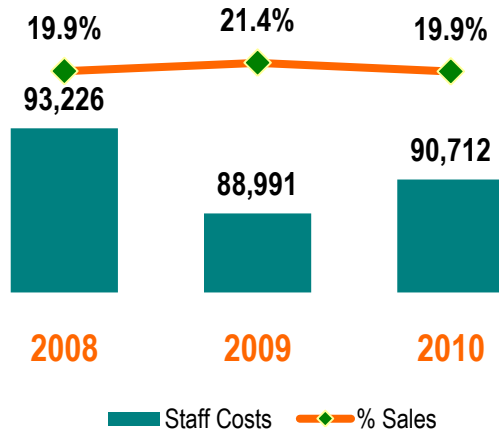
* of which 4,515 are considered to be non current



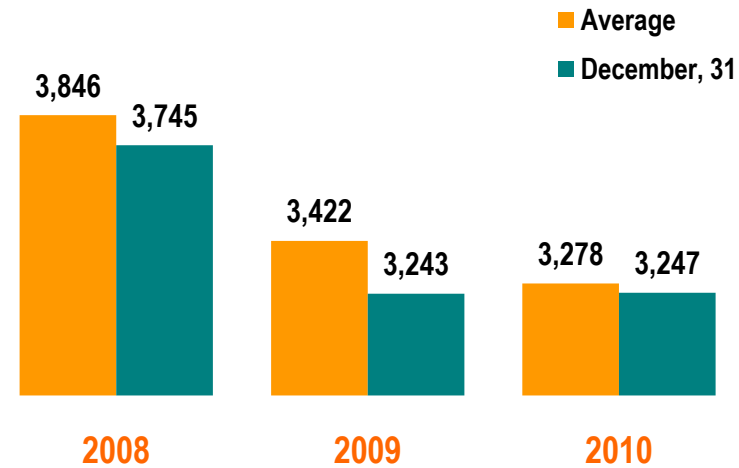
Staff Costs *

* Excluding charges with reorganization

Value and % (sales):



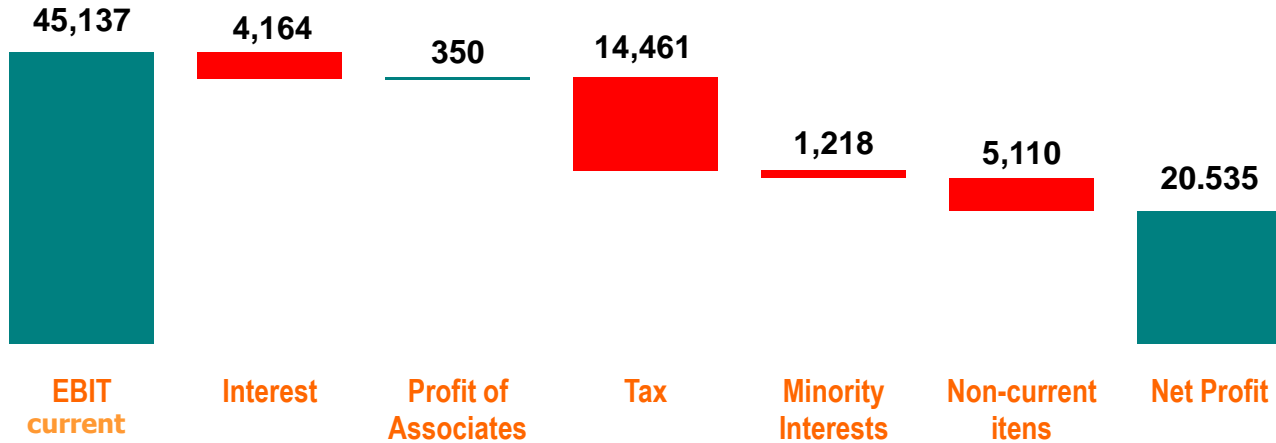
Number of employees:



| Comparison *: | | % |
|---------------|-----------------------------------|-------|
| + | Accounting Variance | 1,9% |
| - | Exchange Rate Impact | -0,8% |
| - | Impact due to consolidation range | 0,0% |
| = | Adjusted Variance | 2,7% |

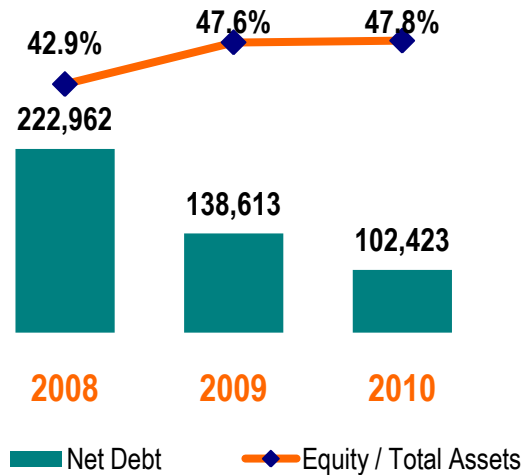
* Staff Costs variance: FY10 vs FY09

Net Profit



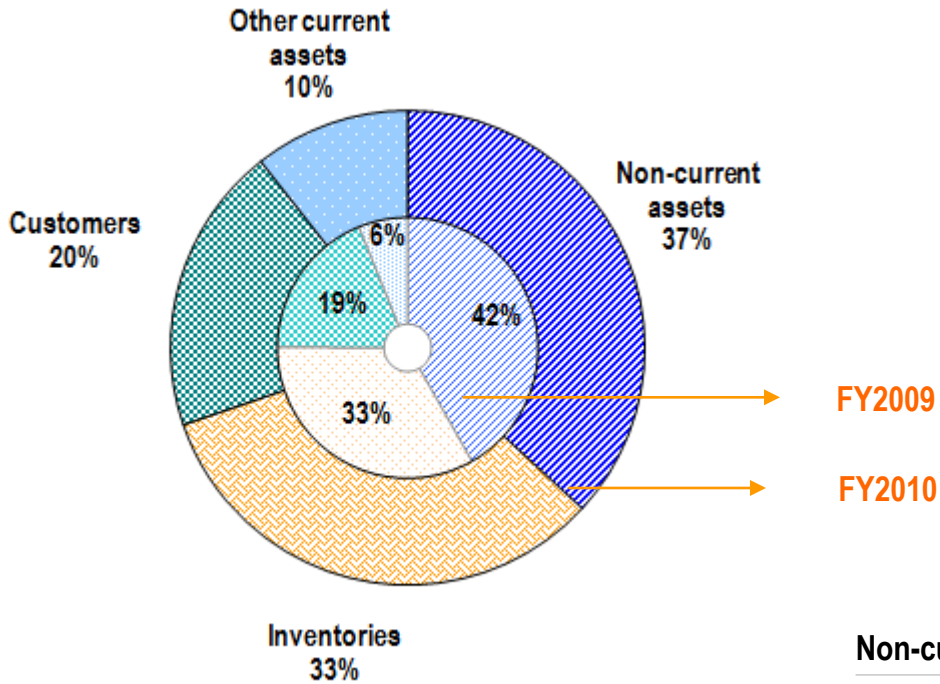
| | 2008 | 2009 | 2010 |
|-----------------------------|--------------|--------------|---------------|
| EBIT current | 25,545 | 13,420 | 45,137 |
| Net financial costs | 13,376 | 5,694 | 4,164 |
| Non-current itens | 0 | 4,515 | 5,110 |
| (loss)/profit of associates | 454 | 381 | 350 |
| EBT | 12,623 | 8,106 | 36,214 |
| Income Tax | 5,502 | 2,204 | 14,461 |
| Minority interests | 968 | 791 | 1,218 |
| Net Profit | 6,153 | 5,111 | 20,535 |

Net debt and Equity/ Total Assets:



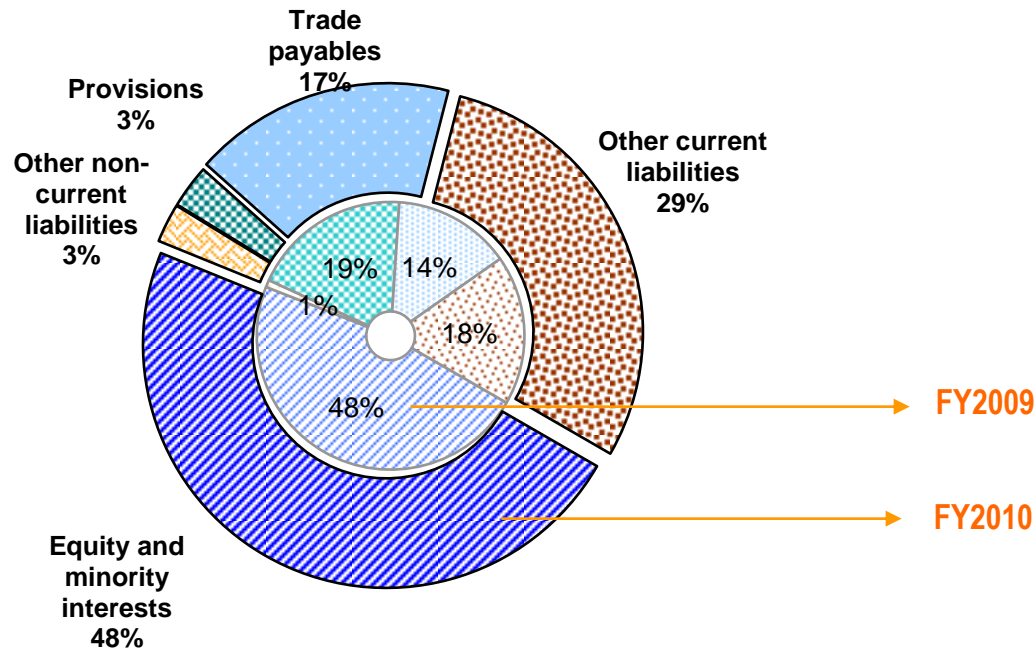
| | 2008 | 2009 | 2010 |
|-------------------------------|---------|---------|---------|
| Net Debt | 222,962 | 138,613 | 102,423 |
| Equity and Minority interests | 246,724 | 249,845 | 268,545 |
| EBITDA / Interest | 3.9 | 7.4 | 28.4 |
| Equity / Total Assets | 42.9% | 47.6% | 47.8% |
| Gearing | 90.4% | 55.5% | 38.1% |

Total Assets



| | 2008 | 2009 | 2010 |
|----------------------|----------------|----------------|----------------|
| Non-current assets | 224,573 | 219,353 | 206,973 |
| Inventories | 205,659 | 174,789 | 184,798 |
| Customers | 103,423 | 98,584 | 110,311 |
| Other current assets | 41,066 | 32,004 | 59,684 |
| Total Assets | 574,721 | 524,730 | 561,766 |
| | | | |
| Capex | 27,046 | 16,043 | 16,684 |

Equity and Liabilities



| | 2008 | 2009 | 2010 |
|-------------------------------|----------------|----------------|----------------|
| Equity and minority interests | 246,724 | 249,845 | 268,545 |
| Provisions | 4,732 | 4,581 | 14,557 |
| Other non-current liabilities | 130,996 | 100,858 | 16,133 |
| Trade payables | 33,267 | 74,601 | 97,778 |
| Other current liabilities | 159,003 | 94,845 | 164,753 |
| Total Liabilities | 327,998 | 274,885 | 293,221 |

CORTICEIRA AMORIM, S.G.P.S., S.A.

Rua de Meladas, nº 380
P.O. Box 20
4536-902 MOZELOS VFR
PORTUGAL

Tel.: +351 22 747 54 00
Fax: +351 22 747 54 07

Email: corticeira.amorim@amorim.com
www.corticeiraamorim.com/en