



AMORIM

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

Consolidated results

First Half 2013

Summary

Consolidated results

- Highlights
- Consolidated key indicators

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- Key indicators
- Highlights

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Insulation Cork

- Key indicators
- Highlights

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- Consolidated indicators

Consolidated results

- Highlights
- Consolidated key indicators

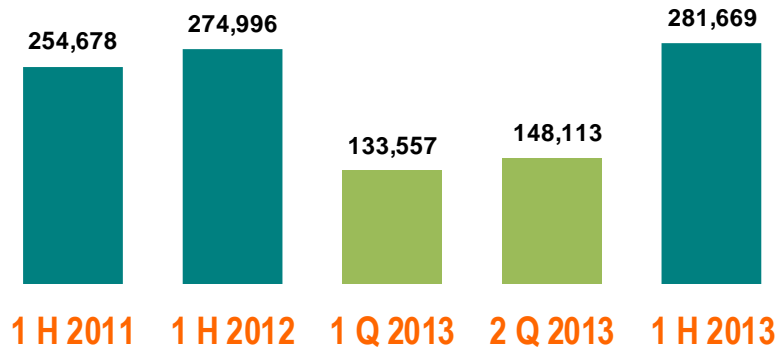
Unit: thousands of euros

Highlights

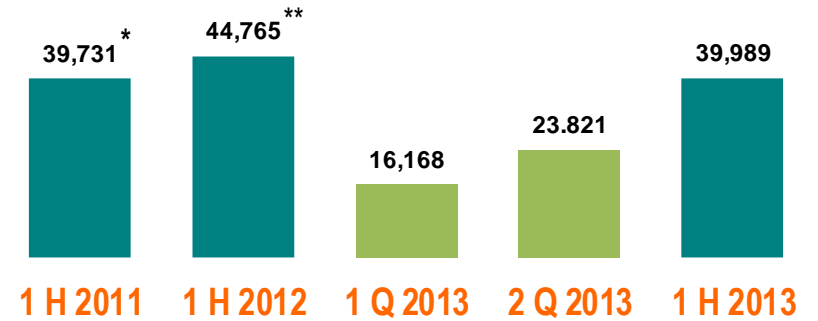
- ❑ Consolidated 1H13 sales totalled 281.7 million euros (M€), up 2.4% from same semester 2012 (275M€). Without Trefinos effect (13.7M€) sales decreased 2.6% (like-for-like);
- ❑ Like-for-like sales decrease due largely to trade sales in Cork floor coverings BU and to exchange rate;
- ❑ Sluggish manufactured product sales to final customers in all BU;
- ❑ Current EBITDA (40M€) and current EBIT (28.3M€) decreased 10.7% and 16.6%; Exchange rate effect (-2.8M€) explains more than half up the said decrease;
- ❑ EBITDA / Sales reached 14.2% (1H12 = 16.3%); 2Q13 = 16.1% (2Q12 = 18.1%), impacted by Trefinos entry (EBITDA Trefinos = 6.2%);
- ❑ Net profit reached 16.5 M€, down 6.6% from 1H12 (17.7M€) with net profit for 2Q13 = 11.3M€ (-5.9%);
- ❑ Dividends distributed in 2Q totaled 12M€;
- ❑ Net debt (115.6M€) 6M€ lower than December 2012 and 9.2M€ lower than June 2012;

Consolidated key indicators

Sales



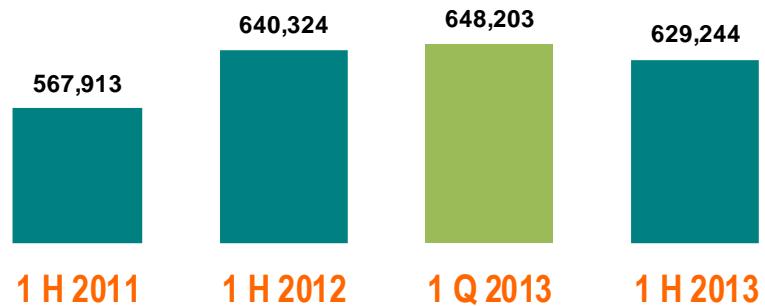
EBITDA



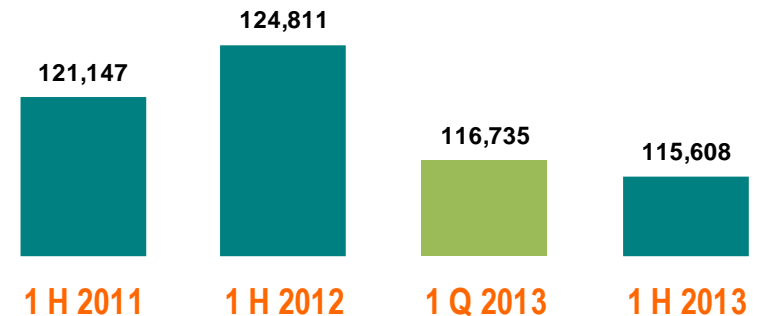
* Excludes 3,563 K€ (1Q11: 1,827 and 2Q11: 1,736) due to impairment

** Excludes 4,619 K€ (1Q12: 1,843 and 2Q12: 2,776) due to impairment

Total Assets



Net debt



Business Unit:

Raw Materials

- Key indicators
- Highlights

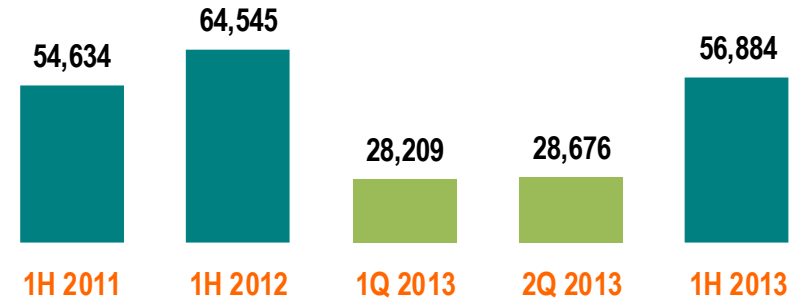
Unit: thousands of euros

Highlights and key indicators

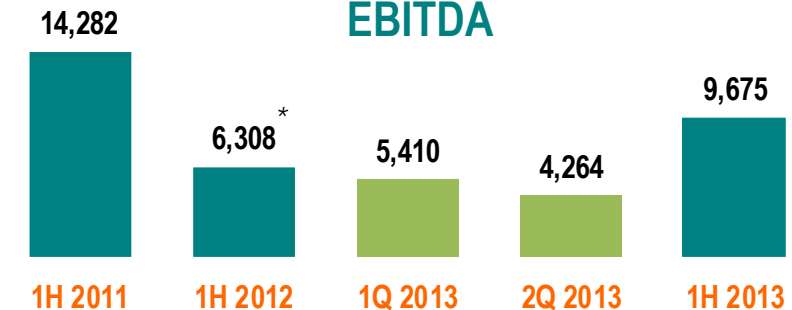
❑ Sales drop by 11.9%

- Sales to the value chain of the group decreased by 10.3% (2012 cork harvesting campaign lower than average);
- For the third quarter in a row, margins and yields increased;
- EBITDA reached 9.7M€ (+50%);
- Involvement in the cork purchasing market (before the harvest) ran as planned;
- Better weather conditions will accomplish a good 2013 cork harvesting;
- On the date of this report, raw material needs for 2014 are almost entirely secured.

Sales

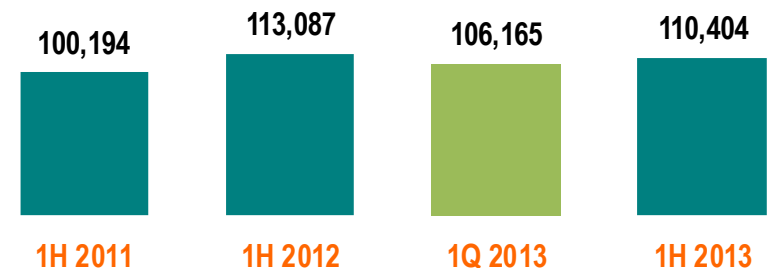


EBITDA



* Excludes 1,995 K€ (2Q12) due to goodwill impairment

Total Assets*



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



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Business Unit:

Cork Stoppers

- Key indicators
- Highlights

Unit: thousands of euros

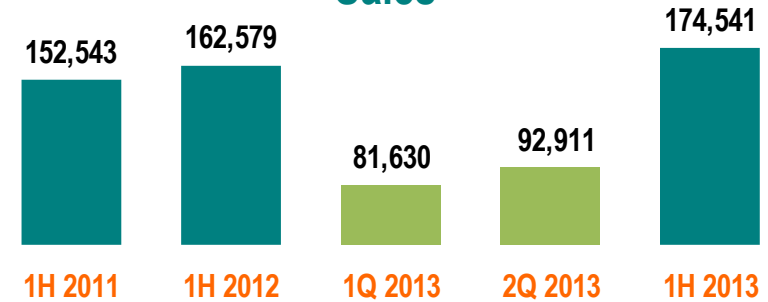
Highlights and key indicators

☐ Sales: 7.4% increase (without Trefinos: -1%)

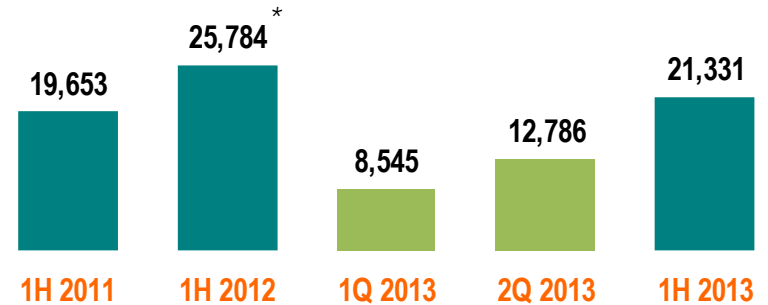
- Drop in natural cork stoppers and TwinTop® (USA and France);
- Special note to capsulate, champagne and Netrocork® stoppers;
- Drop in sales due to a lower volume and exchange rate.

- EBITDA reached 21.3€ (-17%), hit by exchange variation (half of the drop) less like-for-like sales and raw material quality.
- Helix cork stopper launched at Vinexpo.

Sales

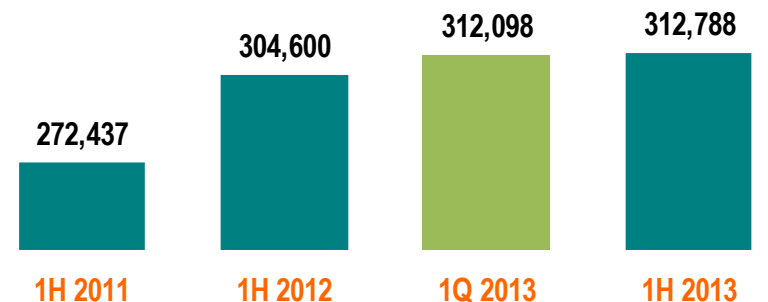


EBITDA



* Excludes 2,624 K€ (1Q12: 1,843 and 2Q12: 781) due to impairment

Total Assets*



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Business Unit:

Cork Floor Coverings

- Key indicators
- Highlights

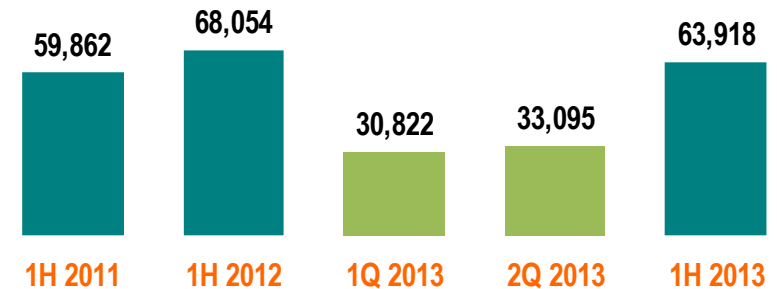
Unit: thousands of euros

Highlights and key indicators

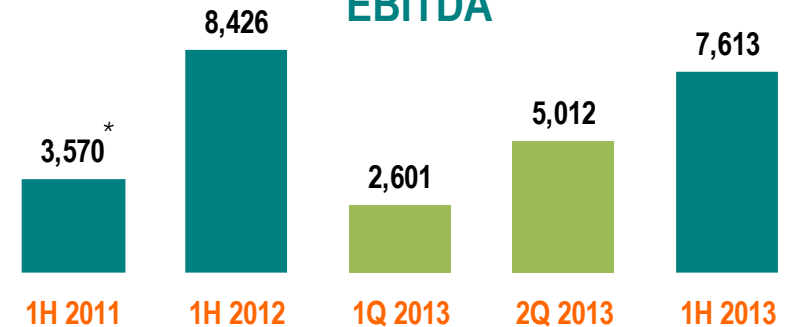
☐ Sales: 6% decrease (cork products: -1.2%)

- Sales of cork products (1H13 = -1.2% vs 1Q13 = -3.5%) hit by late orders from eastern Europe (CorkStyle) and China. Q2 sales (+1%) recovering from Q1 sales (-3.5%);
- Special note to continuous LVT sales growth;
- High decrease in trade sales (-25%);
- Higher proportion of LVT sales impacting transportation costs;
- EBITDA decreased 10% (0.8M€), driven by drop in trade sales.

Sales

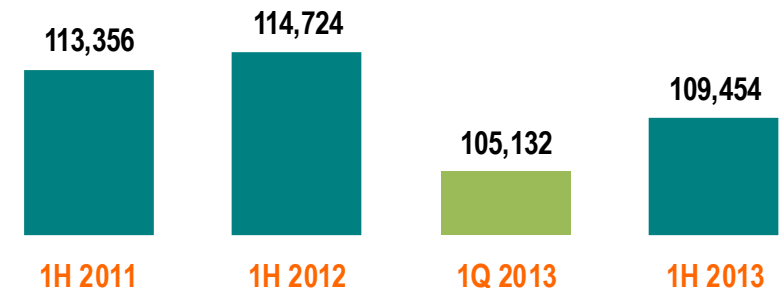


EBITDA



* Excludes 3,563 K€ due to goodwill impairment

Total Assets



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

Business Unit:

Cork Composites

- Key indicators
- Highlights

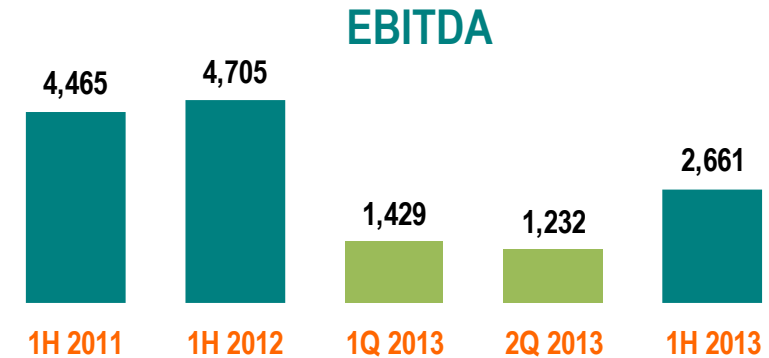
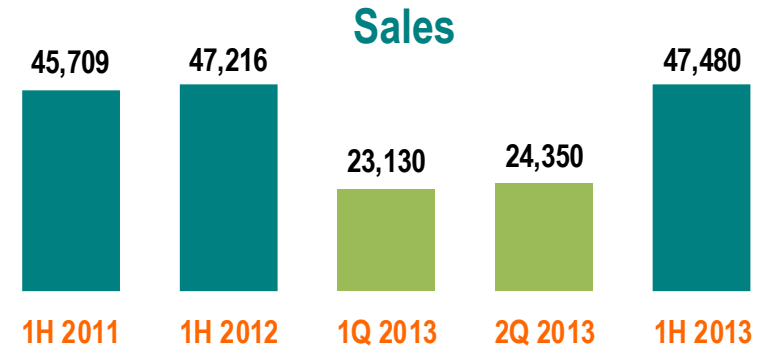
Unit: thousands of euros

Highlights and key indicators

☐ Sales: Stable (but with high differences)

- Sales to final costumers of manufactured products dropped by 3%
- Sales of goods (cork waste) compensated for sales of manufactured products;
- Sales to Industry (the most important sector) and Sealing decrease;
- Sales to construction: highlight for American markets;
- Drop in most of the markets.

- EBITDA decreased by 2M€ (1H12: 4.7M€) hit by exchange rate and cork waste price and also by the launching in production of new press. And costs associated with the new of the BU (50 years commemorations)



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

Business Unit:

Insulation Cork

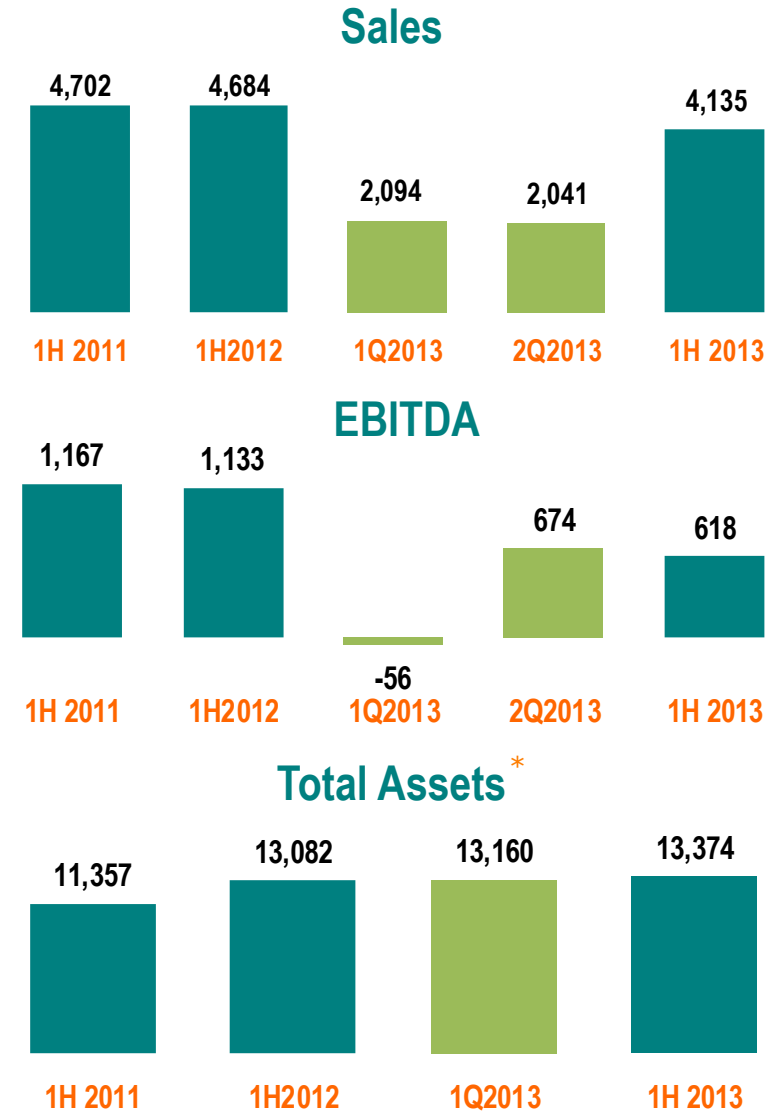
- Key indicators
- Highlights

Unit: thousands of euros

☐ Sales: 12% decrease

- postponement of construction projects;
- Sales decrease justified by volume;
- Sales increase to Asian markets not enough to offset drop in sales to France (most important market).

- EBITDA decreased 0.6M€ (1H12: 1.1M€)



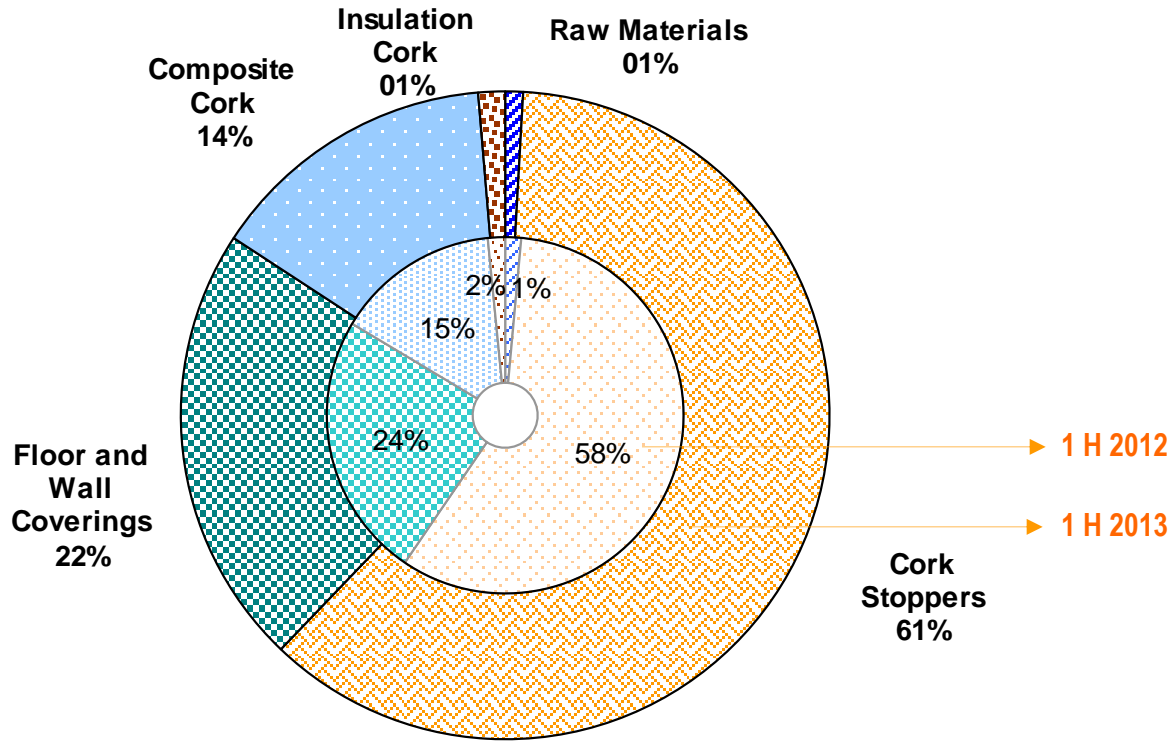
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Appendices

- Consolidated indicators

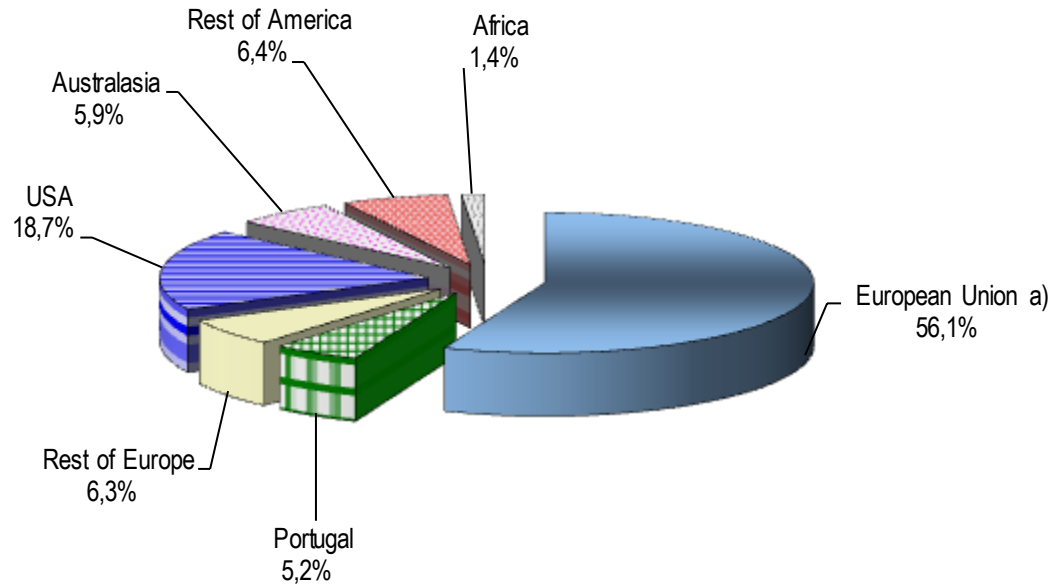
Unit: thousands of euros

Breakdown Sales by Business Unit



	1 H 2011	1 H 2012	1 H 2013
Raw Materials	0.6%	1.4%	0.9%
Cork Stoppers	59.3%	58.1%	61.3%
Floor and Wall Coverings	23.0%	24.1%	22.1%
Composite Cork	15.2%	14.8%	14.5%
Insulation Cork	1.7%	1.6%	1.3%

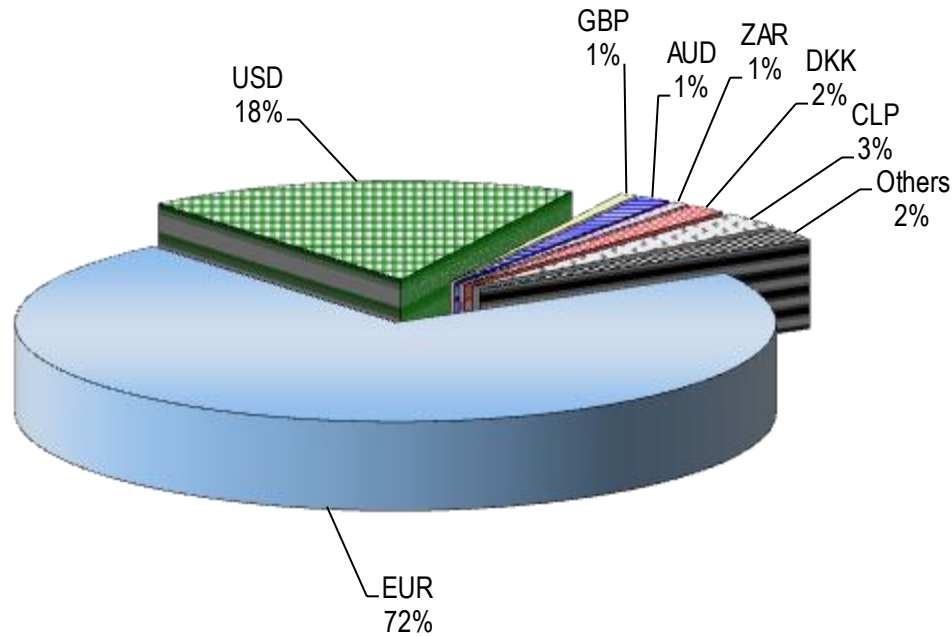
Breakdown Sales by Geographic Areas



	1 H 2011	1 H 2012	1 H 2013
European Union a)	57.2%	54.5%	56.1%
Portugal	4.8%	4.9%	5.2%
Rest of Europe	5.5%	7.1%	6.3%
USA	17.8%	19.0%	18.7%
Australasia	6.2%	6.5%	5.9%
Rest of America	6.8%	6.2%	6.4%
Africa	1.5%	1.3%	1.4%

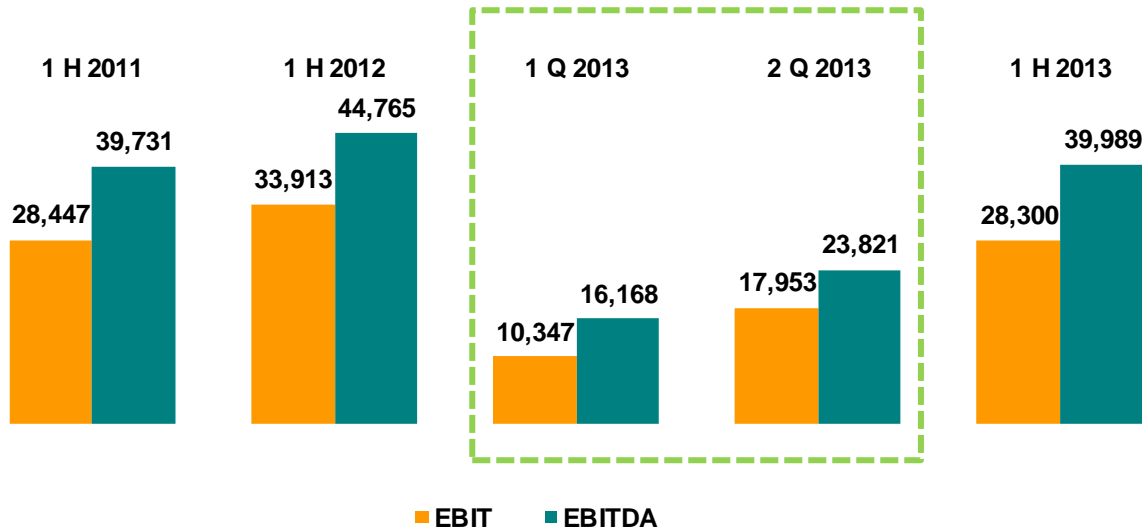
a) Includes Switzerland and Norway and excludes Portugal.

Breakdown Sales by Currency



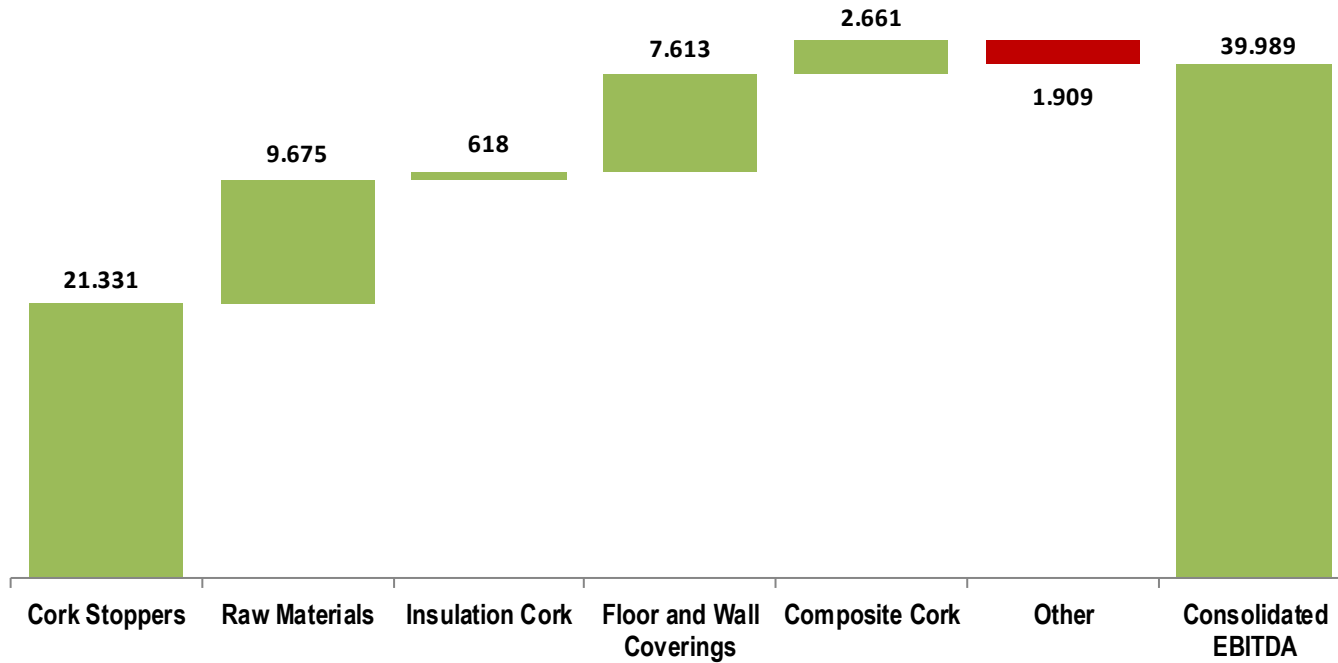
	1 H 2011	1 H 2012	1 H 2013
EUR	71.5%	69.7%	72.3%
USD	18.0%	20.1%	18.4%
GBP	0.6%	0.5%	0.7%
AUD	1.5%	1.7%	1.4%
ZAR	0.7%	0.9%	0.7%
DKK	0.3%	1.5%	1.6%
CLP	3.2%	2.9%	2.7%
Others	4.2%	2.7%	2.1%

EBIT & EBITDA evolution



	1 H 2011	1 H 2012	1 Q 2013	2 Q 2013	1 H 2013
Gross Margin	133,965	140,309	66,410	76,446	142,856
Other operating costs (current)	102,912	106,395	56,062	58,493	114,555
EBIT	28,447	33,913	10,347	17,953	28,300
EBITDA	39,731	44,765	16,168	23,821	39,989

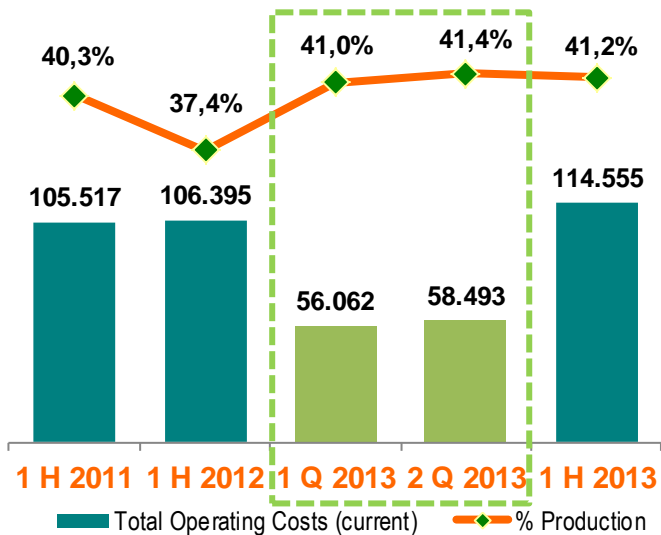
Breakdown EBITDA by Business Unit



	1 H 2011	1 H 2012	1 Q 2013	2 Q 2013	1 H 2013
Raw Materials	33%	14%	30%	18%	23%
Cork Stoppers	45%	56%	48%	53%	51%
Floor and Wall Coverings	8%	18%	15%	21%	18%
Composite Cork	10%	10%	8%	5%	6%
Insulation Cork	3%	2%	0%	3%	1%

Operating Costs Breakdown

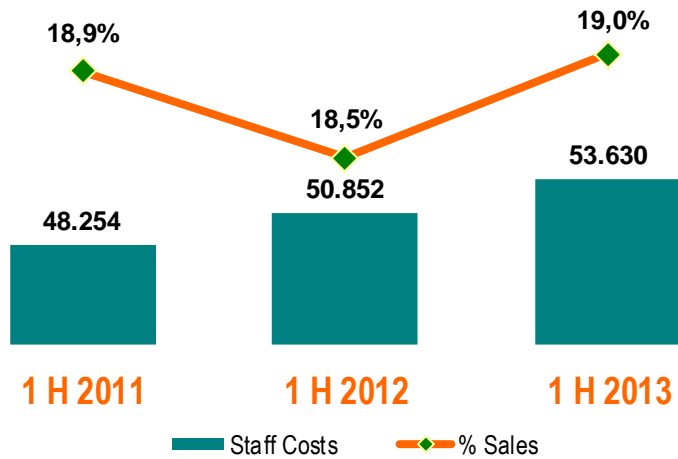
Value and % (Production):



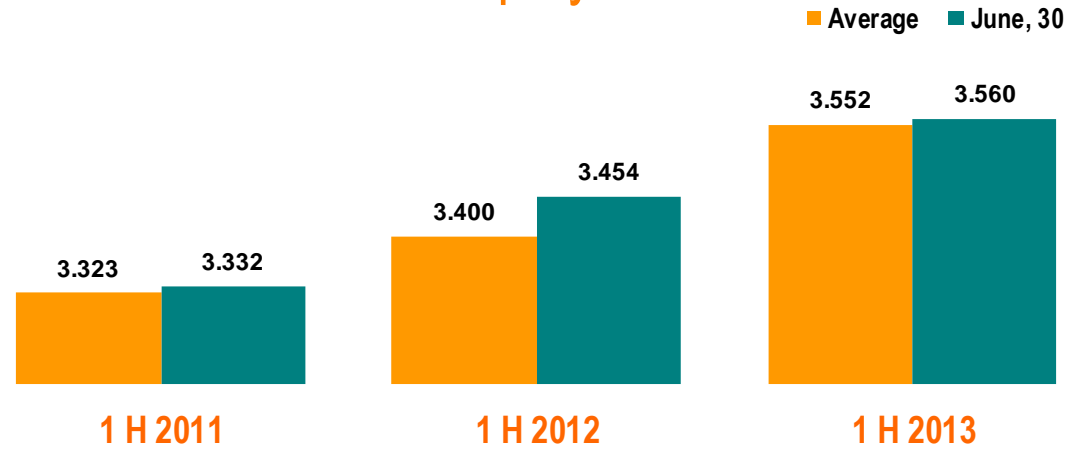
	1 H 2011	1 H 2012	1 Q 2013	2 Q 2013	1 H 2013
External supplies	44,446	46,346	23,836	26,383	50,218
Staff costs	48,254	50,852	26,683	26,947	53,630
Depreciation	11,284	10,851	5,821	5,868	11,688
Provisions	1,087	691	236	416	652
Other operating expenses and profits	-446	2,345	513	1,121	1,633
Total Operating Costs (current)	105,517	106,395	56,062	58,493	114,555
% Production	40.3%	37.4%	41.0%	41.4%	41.2%

* Excluding charges with reorganization

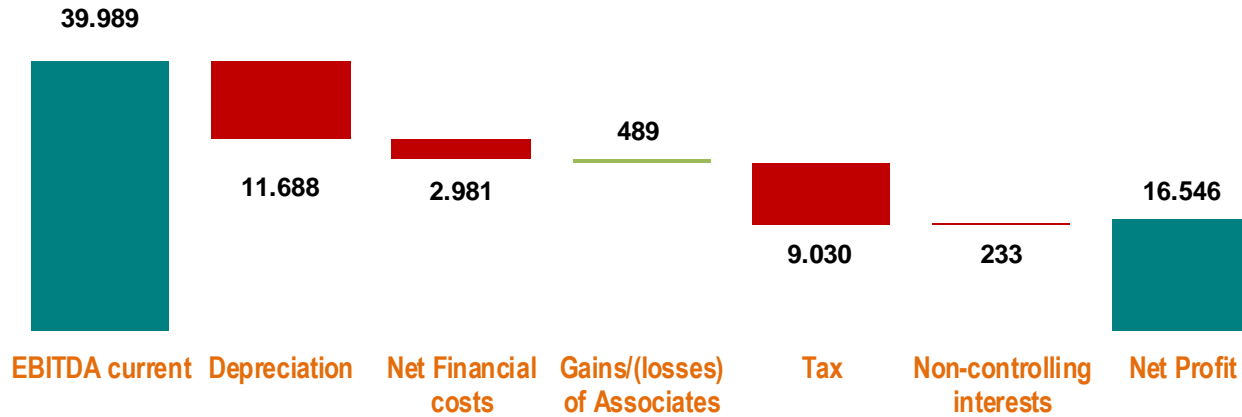
Value and % (sales):



Number of employees:

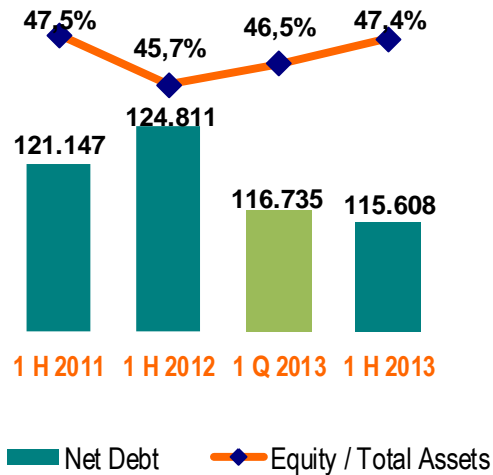


Net Profit



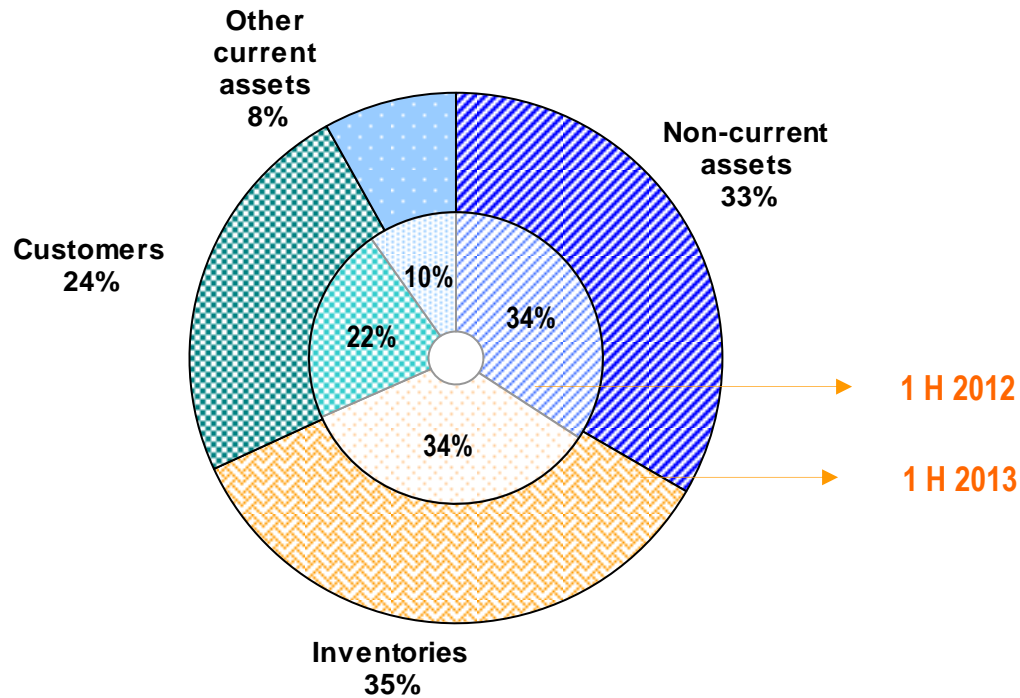
	1 H 2011	1 H 2012	1 Q 2013	2 Q 2013	1 H 2013
EBIT current	28,447	33,913	10,347	17,953	28,300
Interest	1,372	3,422	1,309	1,672	2,981
Restructuring costs	1,827	-4,594	0	0	0
(loss)/profit of associates	547	381	-108	597	489
EBT	24,059	26,254	8,930	16,878	25,808
Tax	9,890	8,084	3,571	5,459	9,030
Minority interests	356	453	65	168	233
Net Profit	13,814	17,716	5,294	11,251	16,546

Net debt and Equity/ Total Assets:



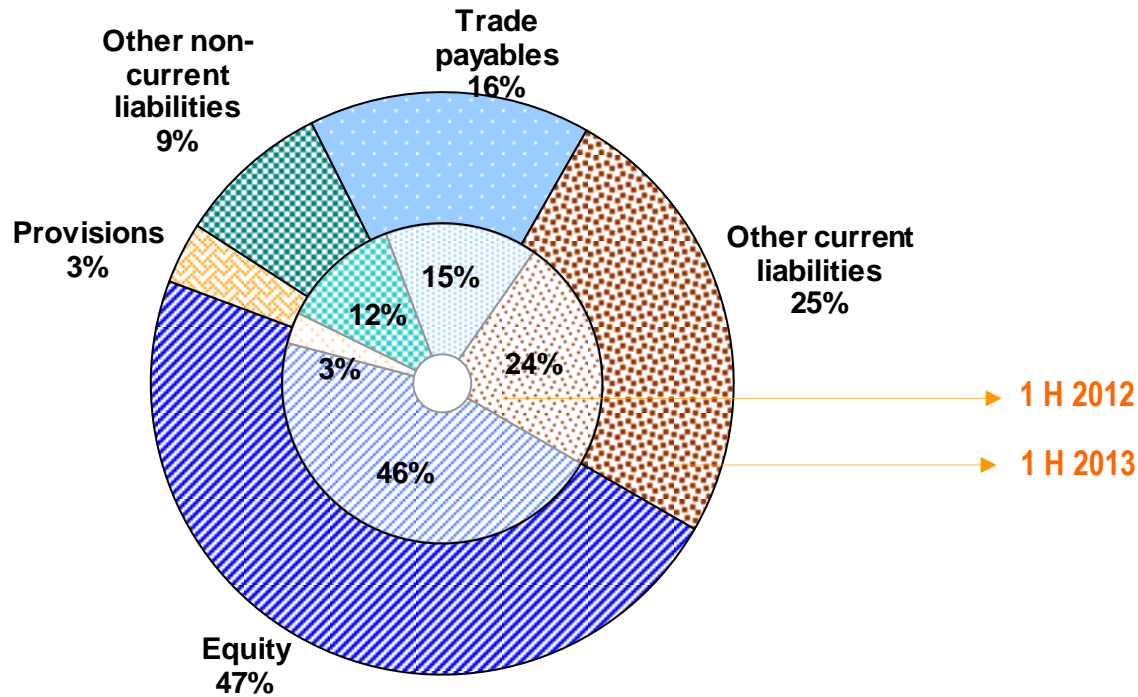
	1 H 2011	1 H 2012	1 Q 2013	1 H 2013
Net Debt	121,147	124,811	116,735	115,608
Equity and Minority interests	269,792	292,883	301,239	298,083
EBITDA / Interest	26.6	17.7	16.5	20.0
Equity / Total Assets	47.5%	45.7%	46.5%	47.4%
Gearing	44.9%	42.6%	38.8%	38.8%

Total Assets



	1 H 2011	1 H 2012	1 H 2013
Non-current assets	205,650	218,759	209,908
Inventories	183,726	219,295	218,966
Customers	133,318	139,477	149,408
Other current assets	45,219	62,795	50,963
Total Assets	567,913	640,324	629,244
Capex	13,494	8,686	7,505

Equity and Liabilities



	1 H 2011	1 H 2012	1 H 2013
Equity	269,792	292,883	298,083
Provisions	14,659	20,256	21,428
Other non-current liabilities	55,350	77,173	53,420
Trade payables	92,843	98,611	98,460
Other current liabilities	135,268	151,402	157,853
Total Liabilities	298,120	347,442	331,161

Consolidated Statement of Financial Position

	June 30, 2013	December 31, 2012	June 30, 2012
Non-current assets	209,908	213,168	218,759
Current assets			
Inventories	218,966	231,211	219,295
Other current assets	200,370	199,388	202,271
Total current assets	419,336	430,600	421,566
Total Assets	629,244	643,767	640,324
Equity (M. I. included)	298,083	295,247	292,883
Non-current liabilities			
Bank borrowings	34,559	52,363	58,323
Other non-current liabilities	40,289	40,755	39,106
Total non-current liabilities	74,848	93,118	97,429
Current liabilities			
Bank borrowings	90,699	108,231	90,195
Other current liabilities	165,614	147,171	159,818
Total current liabilities	256,313	255,402	250,013
Total Liabilities and Equity	629,244	643,767	640,324

Key Figures

	1H13	1H12	Variation	2Q13	2Q12	Variation
Sales	281,669	274,996	2.4%	148,112	143,721	3.1%
Gross Margin – Value	142,856	140,309	1.8%	76,446	72,453	5.5%
	1) 51.4%	49.3%	+2.1 p.p.	54.1%	49.1%	+5.1 p.p.
Operating Costs - current	114,555	106,395	7.67%	58,492	51,748	13.03%
EBITDA - current	39,989	44,765	-10.7%	23,821	26,037	-8.5%
EBITDA/Sales	14.2%	16.3%	-2.08 p.p.	16.1%	18.1%	-2.03 p.p.
EBIT - current	28,300	33,914	-16.6%	17,953	20,705	-13.3%
Non-current costs	2) 0	4,619	N/A	0	2,776	N/A
Net Income	16,546	17,716	-6.60%	11,251	11,955	-5.89%
Earnings per share	0.131	0.140	-6.32%	0.089	0.095	-5.60%
Net Bank Debt	115,608	124,811	- 9,203	-	-	-
Net Bank Debt/EBITDA (x)	4) 1.49	1.61	-0.12 x	-	-	-
EBITDA/Net Interest (x)	3) 19.98	17.75	2.22 x	23.30	18.98	4.32 x
Equity/Net Assets	47.4%	45.7%	+1.6 p.p.	-	-	-

1) Related to Production

2) 1H12 refers to Goodwill impairment (1995), land impairment (1000) and receivable TVA impairment (1624)

3) Net interest includes interest from loans deducted of interest from deposits (excludes stamp tax and commissions)

4) Current EBITDA of the last four quarters



AMORIM

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
<http://www.corticeiraamorim.com>
www.corkfacts.com