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Corticeira Amorim's activity has a positive impact on the environment



* Study conducted by Pwc in 2018; results considering the cork forest's carbon sequestration capacity

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editorial

In the 21st century, cork is increasingly the conscious choice of winemakers around the world, and we now know that this decision has a huge positive impact on the evolution of bottled wine. But this wasn't always the case over the last 15 years.

At a time of growing research and analysis of situations in which external disruptions have caused serious competitive constraints for companies, there are few situations in which such difficulties have been overcome and even fewer cases where the disruption of established models has actually led to an increase in competitive capacity and consolidation of a company as a global leader of its industry.

With around 70% of its sales volume dependent on cork stoppers, Corticeira Amorim's track record over the last 15 years corresponds to one of these rare cases. In the space of a few years starting in the late 1990s, the market share of the cork stopper industry fell by over 33%.

In light of such a negative scenario, we are obliged to ask why, in the 21st century, cork stoppers are now the preferred choice of winemakers for 7 in every 10 bottles of wine opened in the world? How, can we explain market results such as those published in Amorim News?

The answer is threefold: a solid R&D + I strategy, impeccable quality and sustainability credentials and a robust capacity to generate added value for our customers. In terms of R&D, we now have a unique capability in the world to control quality parameters, at levels of less than one part per trillion in a matter of seconds. As far as innovation is concerned, we have launched the world's first twist-to-open stopper. In terms of sustainability, we have helped reduce our clients' environmental footprint, with products such as the Neutrocork stopper that generate CO₂ retention of 392 grams per unit. In terms of added value, our clients' cork-sealed wines can command a price premium of up to seven dollars in key markets, - such as the UK, USA or China.

Considered individually each of these three factors would already be a significant market advantage. As a whole, they represent an unbeatable value proposition. Corticeira Amorim's growth and Portugal's consequent consolidation as a world leader of the cork sector is due to our customers' growing understanding of the technological, environmental and market value of natural cork.

We are committed to reinforcing these three fundamental factors to ensure the future growth of our company, industry and country.

Very best regards, António Rios de Amorim, Chairman & CEO

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Art and Sustainability of Cork in ARCO Madrid

ARCO Madrid's VIP Room, an artistic space occupying 1,200 square metres, was lined and decorated with cork, in a creative concept by Lázaro Rosa-Violán. Internationally renowned for his projects, the Spanish designer is very familiar with cork as a raw material, as well as its unique and distinctive characteristics.

Corticeira Amorim continues to participate in leading international events in the contemporary art scene, and is reinforcing its close relationship with designers, architects and creatives who are exploring the infinite potential of cork.

At ARCO Madrid, Corticeira Amorim provided various technical solutions and decorative materials for cork, in particular Wicanders wall and flooring solutions, with multiple cork visuals, Cork Fabrics and Cork Wall, and technical advice.

The VIP Room was a privileged relaxation area, featuring cork-based furniture, that was used by gallery owners, collectors and special guests to mingle, establish contacts and set up meetings. The space also included a restaurant operated by Vilaplana, overseen by Peruvian chef, Rafael Osterling.



Lázaro Rosa Violán previously visited Corticeira Amorim to learn about the entire cork production cycle and the company's vast portfolio of products and solutions, and explained that: "Until now I have only used [cork] in a timid, one-off manner. In some projects (...) I include small details, but now I decided to use it in a very invasive way: the floors, walls, lamps, tables, benches ... even the bar counter (...). A play of light and materiality, based on transparencies, with cork on very thin sheets that are more solid or more transparent, but have micro perforations, and vary the intensity of the lighting. "

Cristina Amorim, of Corticeira Amorim, added that "Lázaro Rosa Violán was able to highlight cork in an extraordinary manner, exhibiting its aesthetic characteristics, while also valuing cork as an excellent natural material, while focusing on our products and technical solutions, that have a modern and bold design. The result was a clear balance between cork's natural visuals and acoustic comfort and its impact resistance".



The partnership aimed to value the aesthetic uniqueness of cork and to explore some of the unique characteristics of this material, such as its durability and lightness, in an exclusive space within Spain's most attractive and relevant contemporary art fair.

"Thanks to my personal connection and friendship with the Amorim family, I started to discover the capacity and versatility of cork. Arco '19 was a challenge because it was an immense space that had to be endowed with warmth and intimacy. I thought that cork would allow me to create a space offering acoustic comfort, chromatic balance, quality, textures, and that I could use cork in all its forms, almost in an exaggerated manner. For me, cork is a material that can be used for sculpting, flooring, covering, texturing. It is a circular material, complete and with a wide array of possible uses. What I really liked was the idea of rediscovering it, particularly because I have lived in many spaces where its use was very widespread, where it had specific aromas and textures " Lázaro Rosa-Violán



The interior designer has also been responsible for the architectural project for renovation of a threestorey 19th century palace, which housed a concept store, and was also the author of the JNcQUOI space, a restaurant concept store, also located in Lisbon. He recently applied cork in the flagship store of a well-known Spanish international clothing brand in Lisbon.





Corticeira Amorim awarded the Best Innovation & Research prize in Revista de Vinhos´ "Best of 2018"

Revista de Vinhos, Portugal's leading publication for the wine sector, awarded prizes to the leading players in the sector in 2018, spanning a total of 24 categories.

The BEST OF 2018 awards "reflect the work of total dedication, incessant pursuit of perfection, originality, leadership ability, expertise and industry recognition", according to the magazine's director, Nuno Pires, speaking at the end of the ceremony, held in the Alfândega building in Porto, attended by over 900 guests from the areas of wine, gastronomy and tourism.

The "Innovation | Research of the Year" prize was awarded to Corticeira Amorim. Other awards included a Career Tribute to Paul Symington (Symington Family Estates); Personality of the Year in Wine to João Roquette (Esporão), and the Wine Tourism award to the 17-56 Museum & Enoteca of the Real Companhia Velha. Corticeira Amorim makes an unparalleled contribution to Research & Development and Innovation (R & D + I) across all its business units. It goes far beyond any other player in the cork industry, and is the leader in this crucial area of its business activity thereby enabling it to offer the most advanced solutions to the world's most demanding industries, based on a 100% sustainable raw material.

The company annually invests €7.5 million in R & D + I, and also makes high investments in autonomous projects, using state-of-the-art technology and proprietary production processes.

In the Cork Stoppers BU, the R&D+I department has focused on the areas of product innovation, and has improved the quality of cork stoppers and increased knowledge of the interaction between cork and wine, in numerous projects developed in-house or in partnerships with leading national and international partners.

Recent ground-breaking projects include the twist-to-open, Helix® system, and the revolutionary screening technology, NDtech, which offers the world's first natural cork with a non-detectable TCA guarantee*. Amorim's research over recent years has improved our understanding of why wine ages better when sealed with cork stoppers – due to the oxygen and phenolic compounds impregnated within the stopper – and has thereby enabled the company to progressively consolidate the performance of its stoppers.

All these factors underpinned the Revista de Vinhos' decision to award Corticeira Amorim the Best Innovation & Research prize for 2018.

* releasable TCA content below the 0.5 ng/L quantification limit; analysis performed in accordance to ISO 20752.





Lisbon Cruise Terminal wins Valmor Prize for Architecture

The 2017 Valmor Prize for Architecture distinguished the Lisbon Cruise Terminal, designed by the architect João Luís Carrilho da Graça.

Carrilho da Graça initially imagined a denser building, that would appear to be sculpted. With this goal in mind, he envisaged erecting concrete façades, but engineers told him that the pre-existing foundation system would be unable to bear this extra weight. This led to a new concrete-and-cork solution, developed with support from Corticeira Amorim, Secil and the engineering laboratory of Coimbra ITECons. This structural concrete solution has high resistance capacity and 40% lower density.

The Valmor Prize, awarded by Lisbon City Council and the Trienal de Arquitetura distinguishes new buildings, as well as recovery and rehabilitation works and green spaces that value and safeguard the city's heritage. The 2017 edition also awarded a prize to the EDP Headquarters building, designed by the architect Aires Mateus.

In the book. TERMINAL DE CRUZEIROS DE LISBOA | João Luís Carrilho da Graça, edited by Nuno Miguel Borges, the architect explains: "(...) since much of the cork is introduced in powder form, this enables the concrete to maintain its chemical reactions among other elements. In other words, the cork does not crumble or lose consistency. and therefore the concrete keeps its resistance qualities even though it's much lighter. For example, lifts are made from such concrete. It's a very interesting solution and I'm sure it will be used widely in the future in other situations."





From Portugal to Antarctica, with Portuguese cork

Known for its durability, insulation, aesthetics and sustainability credentials, cork has now found a new application – in the heart of Antarctica. Cork from Amorim is one of the structural materials used in the innovative "shell" – Skulpod – that guarantees comfort even in extreme climatic conditions.

Conceived by the South Africans, Nouschka Očenášek and Ryan Ashworth, this igloo is a modular system, composed of smaller parts that create a robust and composite structure, capable of functioning as a dwelling. Using composite materials mixed with cork, the designers have created a comfortable shelter and a safe environment for its users, resistant to extreme climates.

Confirming the benefits of incorporating cork, Skulpod has a flexible design, is easy to transport and assemble, and its manufacturing process and implementation has a minimal environmental impact.

All cork supplied by Amorim for the construction of this structure was used 100%. Any leftovers and shavings were recycled, to ensure zero waste.

New cork applications

Developed at the University of Aveiro from cork waste resulting from the manufacture of cork stoppers, a new biodegradable material aims to offer an ecological alternative for any <u>3D printer</u> and provide printed objects with cork's unique touch, fragrance and colour.

With ecological ambitions, an ecological cork router has also been created, in a partnership between Altice Portugal and Corticeira Amorim's business unit, Amorim Cork Composites. This is the first prototype of a router whose structure will include about 50% of cork, thereby making it possible to halve the plastic component.

The Viana do Castelo Polytechnic Institute, with support from Amorim Isolamentos, has created the world's first electric guitar with an expanded cork body. This pioneering project, coordinated by João Rodrigues, falls within the framework of his master's thesis on product design. Ecological and unique, this new guitar has special characteristics, such as lightness, due to the fact that 75% of its body is made of expanded cork. In addition to weighing only 2.9kg, use of cork reduces the amount of solid wood in the body, thereby ensuring that the guitar is more environmentally sustainable. The guitar body is solid and has a clear finish, which highlights cork's unique pattern. The finishing on the sides is completely natural, and enables the musician to feel the texture and aroma of the material each time the guitar is removed from its case.





Cork's sustainability credentials highlighted during the 2019 Porto Summit

Hundreds of wine industry experts attended the 2019 Climate Change Leadership in Porto, with former US Vice President and Nobel Laureate, Al Gore, as keynote speaker. The event, organised by the Fladgate Partnership, was sponsored by Corticeira Amorim.

Climate change is both one of the biggest challenges facing wine producers and one of the key concerns for wine consumers. Al Gore underlined the need to respond to the "global emergency" of climate change and its devastating consequences – such as the massive wildfires in major wine-producing territories such as Portugal and California.

During the 3-day event, held on March 5 in Porto, experts discussed how the wine industry can play a key role in conserving the planet's resources – including water, topsoil, forests, and the oceans. António Amorim, Chairman of Corticeira Amorim, participated in the panel dedicated to the marketing, sustainability and perception of these themes by the consumer.

"I have no doubt that the consumer will continue to give increasing importance to this issue. Millennials are much more sensitive to these themes of sustainability and the environment than the previous generation, " he explained. For them, "it's not enough to want to do a little better, we must see sustainability as a strategic priority." And in the case of Corticeira Amorim, he guarantees: "We are making sustainability a priority in a business that is already sustainable. Our carbon footprint is negative: our activity results in an annual carbon sequestration that is 15 times higher than the emissions of greenhouse gases of the entire value chain. In other words, the total emissions of Corticeira Amorim's value chain are less than 6.6% of the amount of carbon sequestration that it makes viable. And these 6.6% essentially refer to transport ". The various sessions held at the conferences identified several strategies implemented by wine companies to increase sustainability and combat climate change. The importance of environmentallyfriendly wine packaging was highlighted during the event – focusing in particular on the advantages of glass bottles versus plastic containers, and cork stoppers versus artificial closures.

In his presentation, António Amorim explained how, in his presentation, explained how the cork stopper business plays a key role in boosting the overall sustainability of the world's wine industry and highlighted the cork industry's unbeatable sustainability credentials and its crucial environmental contribution and symbiotic link to the wine industry. Over the coming years Corticeira Amorim will spearhead the planting of around 50,000 hectares of new cork forests, a strong contribution to increasing CO₂ sequestration and achieving a carbon neutral economy.

Corticeira Amorim, in anticipation of the needs of the wine industry, pioneered the FSC – Forest Stewardship Council certification, offering its clients the possibility to opt for cork originating from forestry estates managed according to this demanding international standard, satisfying the environmental needs and social and economic impacts of present and future generations. Corticeira Amorim was the first packaging company in the world to obtain this certification.





Wise by Amorim wins award in BAU

Cork Wise – a sustainable, PVC-free solution with a negative carbon footprint – was awarded the Innovation Award for Architecture + Construction at BAU, the international building materials fair, held in Germany.

The award was attributed during the event by the renowned German architectural magazines, AIT and Xia Intelligent Architecktur, in cooperation with Messe München GmbH. The architecture and design award aims to highlight leading products and solutions suited to architects' needs. Key criteria used in the evaluation include functional and design quality, as well as technically intelligent solutions and diversity of potential uses.

The Wise collection was launched with 62 Cork and Wood visuals, encompassing three technical solutions, all of which can be used in high traffic commercial environments (class 33), measuring 1225x190mm, with 7mm thickness. This solution from Amorim Revestimentos, marks the entry into the market of the first generation of flooring under the Amorim brand.

Fernando Melo, Amorim Revestimentos' CEO, commented: "We thank the AIT magazines and Xia Intelligente Architecktur for the Innovation Award attributed to Cork Wise. We were delighted by the excellent reception for our presentation in BAU of the new generation of flooring with a negative carbon footprint, which is the result of a major R&D investment. The new flooring, launched worldwide, is already being commercialised. "

The new solution consists of cork and recycled materials, totally PVC-free and is the result of a €12 million investment in Innovation and Design (I & D). Launched under the slogan "Smart choice. Amazing sensations", Wise stands out as a sustainable product, without neglecting its excellent technical characteristics, such as being waterproof and the possibility of application in large areas, up to 300m2, without the need for transition joints. The flooring can be applied in any kind of area residential or commercial – since it is a class 33 product.

Leonor Antunes and Nacho Carbonell take Portuguese cork to the 58th Venice Biennale

The 58th International Art Exhibition of La Biennale di Venezia is titled "May You Live In Interesting Times" and is curated by Ralph Rugoff, director of the Hayward Gallery in London. In the curator's opinion the exhibition "will aim to welcome its public to an expansive experience of the deep involvement, absorption and creative learning that art makes possible", because "perhaps art can help us to live and think about these "interesting times"».

Cristina Amorim. Director of Corticeira Amorim. adds "Cork as a raw material has been used by artists in very interesting ways, in various aspects. Captivated by cork's characteristics as a natural, renewable and sustainable material, designers and architects express their creativity with it, ranging from visual concepts that refer to nature - such as "Inside a Forest Cloud" by Nacho Carbonell. or those that sustain the result of artistic reflections – such as the case of Leonor Antunes's "a seam, a surface, a hinge, or a knot". It is an honour to be able to collaborate in initiatives of this relevance and notoriety. "

Leonor Antunes presents "A seam, a surface, a hinge, or a knot"



Leonor Antunes created a cork flooring with drawings by Carlo Scarpa for the Palazzo Giustinian Lolin, that will house the Official Portuguese Delegation | Pavilion of Portugal during the 58th Venice Biennial until November 24, 2019. The raw material, which is an iconic reference of Portuguese identity, was included within the project developed specifically for the lower floor and main floor of this 17th century historical palace. Cork's versatility and lightness made it possible to discover aesthetic results based on its natural features and welcome all those who enter the palace, where contemporary Portuguese creation presents itself to the world.

Until November 24, the Palazzo Giustinian Lolin will serve as the headquarters of the Official Portuguese Delegation.

Nacho Carbonell presents the "Inside a Forest Cloud" chandelier

Also in this Biennial, included in the Dysfunctional showcase, Nacho Carbonell will present the "Inside a Forest Cloud" chandelier, in a creative and eloquent dialogue with the impressive Ca' d'Oro, one of the Grand Canal's most outstanding and crowded palaces.

The Spanish artist, renowned for his tactile approach to sculpture, uses projected cork granules to create textures on top of the various trees of this forest of light, using three different shades of cork to form a gradient that is harmonised with the work's steel branches and structure.

Nacho Carbonell states: "In order to achieve this result, we have developed multiple experiences with cork, and believe that we now have a better understanding of the raw material, as well as its potentialities, which will help us develop and design more works in the future."



The typology of the cork stopper and the bottle

Corticeira Amorim supported an initiative organised by Typologie, through the publications of two issues dedicated to cork stoppers and wine bottles, launched during the Salone del Mobile in Milan.

"Typologie intends to share with the readers its fascination with everyday objects. Each issue is dedicated to one of these objects and explores its secrets, documenting its construction and highlighting its importance. "

These two issues of Typologie detail the stories of the cork stopper and the wine bottle, two objects that are inseparable by nature. Thinking about the cork stopper with a new look, they explore this "discrete, but sophisticated object", visiting its origin from the cork forest, to get a closer look of a sustainable industry and investigate its production process.

"Since time immemorial, this small, sincere and welcome cylinder, entices its guests with a "unique and festive" sound. Its natural origin, ancient history and well-known efficiency in wine preservation have made cork an important part of our culture. Typologie has examined this universal object and dedicated this new perspective to it. "

Understanding the reason for the strong relationship between the cork and the wine bottle and its importance in the wine tasting ritual are the main challenges of these two issues, with support from Corticeira Amorim.



Helix chosen by Bronco

The ground-breaking Helix[™] wine bottle and closure system – developed by Corticeira Amorim and O-I – has been adopted by Bronco Wine Company's Great American Wine Company (GAWC)

Market data consistently confirms consumers' marked preference for natural cork stoppers, due to their superior sealing qualities and unbeatable sustainability credentials. Helix offers all the advantages of cork – including the hallmark "popping" sound when the cork is removed – but dispenses with the need for a corkscrew.

"Knowing and understanding the importance of tradition, it just makes sense for the Great American Wine Company and Helix to be paired together", explained Fred Franzia, CEO founder of Bronco Wine Company. "Made of natural and sustainable cork, Helix is the most innovative 21st century closure. It addresses our customer's need for convenience with the resealable, easy to twist-off cork, while preserving the elements synonymous with opening a wine bottle, like the premium feel and 'pop' the cork makes.

The Bronco Wine Company is the fifth largest winery in the United States. It adopted HelixTM in 2016 for its Red Truck® brand and has now extended its use of the solution with The Great American Wine Company.

Pedro Fernandes, GM of Napa-based Amorim Cork America, commented: "We are thrilled to be able to partner with Bronco and O-I to supply the US market with the innovative Helix, the only premium wine packaging solution delivering both convenience and sustainability".

TOP SERIES unveils innovative collection

Amorim Top Series – a world-leading supplier of capsulated cork stoppers for the global spirits market – has recently unveiled an innovative new collection and launched a new site www.amorimtopseries.com that offers enticing sensorial experiences. The new site includes a ground-breaking Inspiration Box section – which in a few simple steps enables clients to browse through the universe of solutions and get an instant price quotation.

The bold innovative designs of the recently launched stoppers are tailored to current market trends. Spice Box incorporates an elegant transparent top with a swivel lid that can be used to store dried botanicals and spices, ideal for producing mouthwatering aromatic gins – a popular new trend, especially amongst Millennial drinkers





Multi-Assembled Caps is a customizable system of multicomponents for Premium and Prestige stoppers, that enables clients to personalize their stoppers. This customizable solution enables customers to become an integral part of the stopper design process.

Talisman is a capsulated stopper that incorporates a medallion on the top, which can be customised to include the client's brand, various colours and different materials, including metal medallions with gold and silver finishes. It is also possible to produce wooden medallions, and use laser printing. Fluid is a capsulated stopper whose overall appearance / texture / colour is based on a speciallydesigned resin, which can have different colours and visuals, for example natural visuals resembling stone and / or wood.

100% Natural Origin stoppers respond to the need to cater to increasingly eco-aware end consumers. They not only include natural cork but also a top covering made from new bio-based polymers that are exclusively derived from renewable and/or biodegradable sources.

These latest innovations complement previous innovations from Amorim Top Series – such as Whitetop® stoppers for white spirits, the Freedecor service – a revolutionary printing technology for capsulated stoppers, and a new range of Pink stoppers launched in 2018.

Cork-sealed wines have 65% market share of premium wines in the USA

Latest data from Nielsen Scanning Statistics confirms faster sales growth and rising dominance for cork-sealed brands.



The market research company, Nielsen, which has been compiling data for the Top 100 Premium Brands in the US since 2010, revealed that cork-sealed wines in the premium category have recorded 65% growth in case sales. Wines sealed with artificial closures, such as plastic and screwcaps, recorded a 20% drop in their market share.

The data also shows a significant increase in the sale of wines sealed with cork stoppers (37%), Cork-sealed wines already represent 65.9% of all case sales and 64.7% of sales turnover for the Top 100 Premium Brands. This proportion is forecast to continue to rise in the near future. The results of wines with artificial stoppers reveal a very different scenario, a 33% drop in market share.

Cork-sealed wines command a \$4 price premium over wines sealed with artificial closures, strongly influenced by consumers' perception of cork as a mark of quality wine, superior sealing qualities and higher sustainability credentials.

According to data from Wine Opinions (July2017), in the United States 97% of consumers associate cork with quality wines.





Quinta Nova's winemaker considered to be the "Best of the Year"

The long awaited "Best of the Year" gala of the Vinho Grandes Escolhas magazine, one of the Portuguese wine sector's leading publications, distinguished the Quinta Nova's winemaker, Jorge Alves, with the title "Best Winemaker" of 2018.

Jorge Alves was born in 1973 in Mirandela and has a B.A. Hons. degree in Agronomy from the Bragança Polytechnic Institute and a Postgraduate Degree in Enology from the School of Biotechnology in Porto. He attended the Master of Wine course in London, where he learnt important concepts. He has been working with Quinta Nova de Nossa Senhora do Carmo since 2012, and reinforced this partnership in 2017 with the launch of a new challenge: revitalisation of the Quinta da Taboadella estate, in the Dão wine region.

In addition to the distinction attributed to the estate's winemaker, the Mirabilis wines – two important red and white reserve wines, were voted amongst the best wines of the year. In the opinion of Luísa Amorim, director of Quinta Nova, "we were extremely proud to receive this dual distinction, which not only reflects the career and dedication of Jorge Alves, but also recognises the tremendous work of a great winemaker from the Douro region and Portugal, and of a great team. "



AMORIN

The Mirabilis Tinto 2015 (red) was awarded a place in the publication's TOP 30, a ranking that suggests it is the best among the best, after a unanimous vote of the Vinho Grandes Escolhas magazine's panel of wine tasters.

Mirabilis Tinto (red) is inspired by the world's greatest wines, in terms of their textures, aromas, gravity and transparency. This 2015 vintage, that has a total of 5800 bottles, moved beyond the concept of terroir and results in an unrepeatable wine with a heterogeneous composition of a few litres of each of the best barrels stored in Quinta Nova.

Mirabilis Branco 2017 (white) was recognized in the category of "Best Wines of the Douro in 2018".



Architects@Amorim receives over 150 international architects



"Together Towards Sustainability" was the motto of the 2nd edition of the Architects @ Amorim initiative, held in Amorim Revestimentos, which invited 150 architects from 27 countries, such as Japan, Thailand, New Zealand, USA, Russia and several European countries.



From May 5-7, at the invitation of Amorim Revestimentos, this group of architects came together to learn more about the cork industry and the new generation flooring solution, Wise by Amorim, an ecologically friendly, PVC-free pavement, offering all the benefits of cork.

Participants also had the opportunity to discover the various collections of flooring solutions from Amorim Revestimentos, and were impressed by the quantity, quality and performance of the company's products and solutions with a negative carbon footprint. Fernando Melo, CEO of Amorim Revestimentos, says "Architects @ Amorim was an excellent opportunity to bring architects from all over the world to Portugal, present future trends and foster an exchange of views. The initiative has enabled them to network and listen to experts from various markets, since their needs vary across the globe."

The programme included an Archi Tour, a guided tour of several key architectural works in the city of Porto, namely the Casa da Arquitetura, the Tidal Pools of Leça da Palmeira, the Serralves Foundation, the Edifício Burgo and the Casa da Música.

The event enabled important networking between these professionals from different countries, who share an interest in cork, its visual and comfort and the concern for sustainability issues.

The architects who participated in this edition were impressed by the performance, quality and diversity of Amorim Revestimentos' sustainable products with a negative carbon footprint.