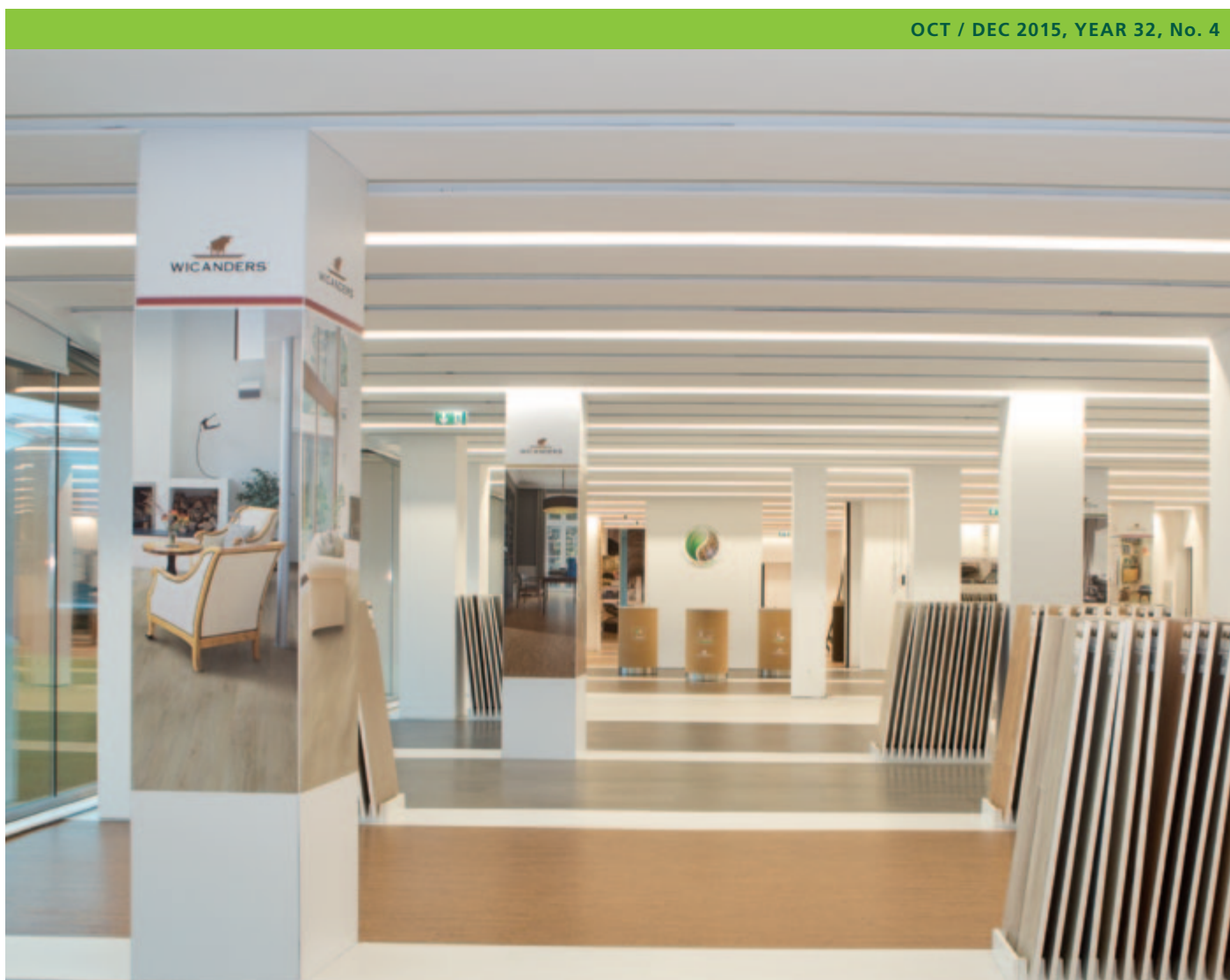




NEWS

OCT / DEC 2015, YEAR 32, No. 4



AMORIM REVESTIMENTOS
PRESENTS THE COLLABORATIVE
INNOVATION AND APPLIED
RESEARCH CENTRE



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INDEX

4

Helix presented in South Africa

Amorim Cap Classique Awards

Corticeira Amorim sponsors The Court of Master Sommeliers Europe...

5

... and delivers The Amorim Taster of the Year Award

US wine producers promote cork stoppers

6

New Collection WAVE FACADE

Amorim Isolamentos supports the creation of Sala A+ which simulates the view from the Torre dos Clérigos

7

Jasper Morrison's House for Muji is lined with cork

8

Amorim Revestimentos presents the Collaborative Innovation and Applied Research Centre

10

Timberman promotes Artcomfort in Denmark

Key Works

Corklife in Leroy-Merlin Massy Paris

Antonio Bullo designs Novel Symmetries

11

Cork Floor highlighted in the Bordeaux Museum of Contemporary Art (CAPC)



12

Gierlings Velpor equips high-speed trains in South Korea

Converge/Diverge space presents modular cork installations

Materia, Koriko Selection and Alma Gémea In Budapest Design Week

13

NASA Astronaut highlights the importance of Cork in aerospace missions



14

Quinta Nova voted Unique Luxury Hotel of the Year

Mirabilis Tinto 2013 voted as amongst "The Best of the Year"

15

Collection 2012 reinforces its range of Quinta Nova Wines

Quinta Nova launches a reserve Douro wine, *En Primeur*

EDITORIAL

2015 was one of the best years in Corticeira Amorim's 146-year history dedicated to the transformation and valorisation of cork.

We proudly dedicate ourselves on a daily basis to furthering our understanding of this natural material – through a robust and consistent commitment to R&D and Innovation – and demonstrating to our different stakeholders the advantages of cork and the manner in which it can add value to various areas of activity.

In 2015 Corticeira Amorim received one of the highest-ever number of visitors to its units in Portugal. Over the course of the year, we welcomed around 5,000 visitors, eager to learn more about cork and its distinctive production processes and unique attributes.

In order to enhance our visitors' experiences, this edition unveils our latest facility – developed in the framework of the Coverings Business Unit – that innovatively showcases cork's potential as an excellent material for floor and wall coverings.

With the new Collaborative Innovation and Applied Research Centre we have created a new standard for interacting with our different stakeholders, fostering a connection between visitors and the presented solutions, in order to promote an exchange of experiences that values the product portfolio of Amorim Revestimentos.

This Centre offers many novelties, including an immersive room that uses state-of-the-art virtual projection technology and invites visitors to create different environments, viewing the results first hand.

We believe that this is a truly innovative space in the global flooring market that will play a decisive role in showcasing this business area, that has focused on diversification of the company's portfolio of cork-based covering solutions which combine, like no other solution, aesthetic versatility, technical performance and respect for nature. In short, cork has the essential requirements for a product of excellence for the twenty-first century.

On behalf of the Board of Directors, I would like to thank our staff for their daily dedication to our Organisation and our partners who year after year reiterate their trust in Corticeira Amorim.

I would like to send everyone my best wishes for a great year!

Cordial greetings,

Nuno Barroca
Deputy Chairman of Corticeira Amorim



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HELIX PRESENTED IN SOUTH AFRICA

Helix, the innovative wine packaging solution developed by Corticeira Amorim and Owens-Illinois, has been officially launched in South Africa. The presentation took place at Cape Wine 2015 – a highly regarded symposium attended by representatives of leading wine, business and lifestyle publications as well as leading personalities from the sector. The participants were eager to learn more about this new easy-to-open system, that upholds the binomial of cork and glass, combining quality, sustainability and a premium image.

António Rios de Amorim, Chairman and CEO of Corticeira Amorim, was the keynote speaker at the ceremony and pointed out that “The South African wine industry is internationally recognized for its receptivity to new ideas – an approach that Corticeira Amorim strongly identifies with. This positioning will undoubtedly be strengthened with the introduction of the innovative Helix packaging solution”.

Helix had its world launch in 2013 and is already considered to be the greatest wine packaging innovation of the twenty-first century. To date it has received seven major international awards, including Best Green Launch, in the 2015 Green Awards of the London magazine, Drinks Business, since it combines cork’s natural credentials with design and ease-of-use.

AMORIM CAP CLASSIQUE AWARDS

The 14th edition of the Amorim Cap Classique Awards was held alongside Cape Wine 2015. The iconic South African wines, Altydgedach MCC 2013, Louisvale Chardonnay / Pinot Noir n/v, KWV 2010, and Desiderius 2013, won awards in the competition’s four categories, respectively: Blanc de Blancs, Rosé, Brut Blended and Museum Class.

António Rios de Amorim attended the event for the first time. He stressed that “natural cork adds value to the wine industry, since it valorises the packaging and constitutes a mark of premium positioning and quality”. During the award ceremony he stressed the excellence of the wines presented that have “major potential for international expansion”, adding that: “Corticeira Amorim is proud to play a part in this future growth”.



CORTICEIRA AMORIM SPONSORS THE COURT OF MASTER SOMMELIERS EUROPE...

Corticeira Amorim and the Court of Master Sommeliers Europe have signed an exclusive partnership agreement with the aim of strengthening the relationship between cork and wine, through access to specialized training for wine-making and creation of the Amorim trophy for the Sommelier of the Year, in the organisation’s annual awards ceremony in London.

“This is a partnership that makes perfect sense, as these Master Sommeliers are key ambassadors for maximising quality in the wine world. With fine wines, such as the ones on top restaurant lists, the overwhelming majority of bottles are naturally cork-closed”, says Carlos de Jesus, Corticeira Amorim’s Director of Marketing and Communication.

Originally founded in 1977, the Court of Master Sommeliers oversees a set of standards and examinations for the sale of wine in hotels and restaurants that are internationally recognized. This prestigious institution has 220 Sommeliers recognized worldwide. The Masters Sommeliers are a key point of contact with customers, since they supervise the moment of selection, opening the bottle and serving the wine.

... AND DELIVERS THE AMORIM TASTER OF THE YEAR AWARD

Tobias Brauweiler BUT, the chief sommelier of the prestigious London restaurant, Hakkasan Hanway Place, was awarded Amorim Taster of the Year, in the first edition of this initiative, held at The Dorchester hotel.

In the face of intense competition, Brauweiler stood out due to his knowledge and the broad sensory range of his wine tasting, and was awarded a cork and wine training grant, which includes a visit to Corticeira Amorim’s production units and Portuguese cork oak forests (*montados*). “It’s a great honour to be the first person to receive the trophy Amorim Taster of the Year! I made a major effort to be up to the challenge. This competition has a very limited percentage of approval, which makes this recognition even more special”, reveals the Master Sommelier who joined the restaurant’s team in August 2014.



US WINE PRODUCERS PROMOTE CORK STOPPERS

Five leading US wineries - Bogle Vineyards, Francis Ford Coppola Winery, Grgich Hills Estate, Jordan Vineyard & Winery and Rutherford Ranch Winery – joined forces for an advertising campaign in California called “100% Cork Coalition”. Under the motto, “Any wine worth its grapes deserves natural cork”, the campaign highlights the fact that consumers associate natural cork stoppers with quality wine.

In the case of St. Francis Winery – a winery that after two decades of using screwcaps has returned to using cork to seal its wines – Christopher Silva, President and CEO, is convinced that “natural cork is a higher end, more effective, better-looking product. As natural cork has continued to evolve in terms of efficacy, quality, ease of extraction and appearance, it’s very clear that natural cork is part of the solution as opposed to being part of the problem”. This opinion is corroborated by Corey Beck, President and Director of Winemaking at Coppola Winery: “Natural cork is consistent with our values. Natural cork is better for wine and it’s better for the planet. And that means it’s better for our customers”.

In turn, Maggie Cruze, one of the executives in charge of production at Jordan Vineyard & Winery, points out that: “Jordan has been using natural cork since our first vintage in 1976. We believe this stopper is the most suited to our products, as well as having a 100% sustainable nature, as I have had the privilege of witnessing in Portugal”. The results from this extremely successful campaign suggest major engagement with consumers, as these wineries have recorded estimated sales growth of around 6%.



NEW COLLECTION WAVE FACADE

The new collection for wall coverings from Amorim Isolamentos, WAVE FACADE, was presented in Concreta – the construction, rehabilitation, architecture and design trade fair – a privileged stage for presentation of the world’s most sustainable insulation solution: expanded cork agglomerate.

The WAVE FACADE 2015/2016 collection, which encompasses a multitude of visuals, is designed by the architect José Pedro Sousa (FAUP / DFL), who was involved in designing the stand, which was made possible with support from CEAAD – the Course of Advanced Studies in Architecture.

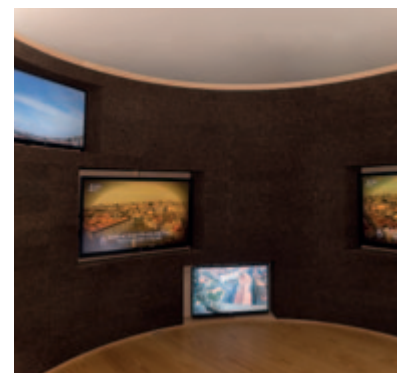
Taking advantage of the characteristics of expanded cork agglomerate – excellent thermal and acoustic insulation, durability and extreme versatility – WAVE FACADE is a wall covering solution that combines design and technical performance and is suitable for both building interiors and exteriors.

AMORIM ISOLAMENTOS SUPPORTS THE CREATION OF SALA A+ WHICH SIMULATES THE VIEW FROM THE TORRE DOS CLÉRIGOS

Amorim Isolamentos has associated itself to the ACCESS initiative, launched by Porto Municipal Council, which aims to improve the experience of persons with disabilities in the city of Porto, in urban, social, cultural and economic contexts. In the framework of this partnership, the company has supported the creation of a semi-circular cork capsule, installed at the Museum of the Torre dos Clérigos, which acts as a multisensory perception point for persons with reduced mobility.

This area simulates a visit to the top of Porto’s historic and emblematic building. The capsule thus makes it possible to observe panoramic views in real time, which until now have only been available to those who climb the Tower. In this manner, the capsule enables anyone to experience one of Porto’s most popular sights.

João Pestana, of the Municipal Division of Territorial Planning, selected expanded cork agglomerate because it is a versatile material, suitable for the idealised concept, that satisfies the insulation requirements and ensures a good experience for visitors.





This model, presented at the Tokyo Midtown Garden, foresees a versatile space which, in the designer's own words, will make it possible to "cook, eat, wash and sleep". The expanded cork agglomerate covering was applied to the building's main space: a Japanese-style living room.

Jasper Morrison has produced numerous projects that use cork as the main raw material, including items of furniture created for brands such as Mooi and Vitra or the wall covering solutions designed for Corticeira Amorim's Metamorphosis project. The designer says that, "cork is a distinctive material because it combines an appeal to tradition with the technical capabilities of the new world", stressing that he values this raw material due to its "warmth, naturalness and incredible history".

Jasper Morrison was joined by the designers Naoto Fukasawa (JP) and Konstantin Grcic (AL). Under the theme, "A Rich Life through Minimalism", they presented models of temporary homes where the main requirements included mobility and the combination of elements of traditional Japanese architecture with a more contemporary style. The different models are priced between \$25,000 and \$40,000 and will be available for purchase in 2017.



JASPER MORRISON'S HOUSE FOR MUJI IS LINED WITH CORK

The prestigious British designer Jasper Morrison has once again chosen cork for one of his projects. His latest application takes us to Tokyo, where Jasper Morrison recently unveiled his proposal for the ideal weekend home, responding to the challenge posed by the iconic Japanese brand, Muji. To cover the building's façade, he chose Amorim Isolamentos' expanded cork agglomerate MD Facade, which in addition to its sustainability characteristics, offers excellent thermal and acoustic insulation.

Jasper Morrison explains the concept of the house, stressing that "whenever I plan to go to the country for the weekend, I start to imagine a small house, and only require what's necessary for a short stay. But the dream usually collides with the complexity of building a new house".



The new centre aims to optimise and unify the expertise of all players in the world's flooring industry, associated to Amorim Revestimentos' products and Corktech technology

AMORIM REVESTIMENTOS PRESENTS THE COLLABORATIVE INNOVATION AND APPLIED RESEARCH CENTRE

Amorim Revestimentos has just opened a new Collaborative Innovation and Applied Research Centre, designed by the architecture firm Barbosa & Guimarães, that readapts a pre-existing industrial building on the company premises. This new platform strengthens the company's commitment to its core business – cork – and is aligned with Amorim Revestimentos' mission of "Being a global player in the market of floor and wall coverings, using Corktech as a differentiating element".

With a covered area of 1000m² and a total area of 1200m², the space will be an important vehicle for showcasing Corktech technology – which enhances the characteristics of cork through the use of cutting edge technology – a distinctive element that distinguishes Amorim Revestimentos' floor coverings from other solutions available in the market, a differentiation that results from the incorporation of cork.



CONCEPT OF THE PROJECT:

“The storage area of a pre-existing industrial building has received a new space. A new entity has been superimposed over the geometric rigour of the existing building. Organic, flexible, adaptable, the new entity defines the spaces of the auditorium, training centre and the rest of the centre of Amorim Revestimentos. The new forms, carved in cork, create an artificial reality that takes advantage of, and highlights, the main characteristics of the material. In an intrusive manner, the new volumes cut across the existing elevations, enabling the entry of natural sunlight that abundantly bathes the showroom and training spaces. The auditorium amplifies the monotone rhythm of the existing structure, generating an orthogonal grid, which systematises the large variety of products on display. The auditorium, a more intimate space, nestles in the comfort of the wood and cork.”

Pedro Guimarães,
architect/project leader

According to Nuno Barroca, Deputy Chairman of Corticeira Amorim, “At a time when there is an increasing need to integrate sustainable and technically efficient raw materials in our day-to-day lives, opting for a cork floor covering must be a top priority for consumers”. He added: “With this new centre, Corticeira Amorim has demonstrated that innovation is an integral part of our company culture, which every day questions processes, products and services and also communication formats with our different stakeholders.”

The Collaborative Innovation and Applied Research Centre will act as an important welcome centre for stakeholders and will foster direct interaction with Amorim Revestimentos’ products. As a result of a collaborative process, new visual ideas and applications are expected to be engendered that will make it possible to appreciate cork and different products.

Designed in order to highlight the variety and potential of the solutions of Amorim Revestimentos, products will be presented both physically and virtually. One of the innovations of the space is a virtual screening room, where visitors will be invited to simulate different environments from a selection of pre-existing wall and floor coverings.

The centre will also be an important support for the AR Academy, a department created in 2014 which, as its name implies, is a training academy for internal and external stakeholders (clients, architects, the media) associated to the company’s products and their specific features and benefits, including information about Corktech technology.

In addition to the presentation of Amorim Revestimentos’ Wicanders ranges, other cork solutions have been selected for this centre, including the covering of part of the building’s exterior facade, where expanded agglomerated cork has been applied, and use of the Lambourde system in the centre’s auditorium, that combines agglomerated cork with wooden slats.





TIMBERMAN PROMOTES ARTCOMFORT IN DENMARK

Wicanders has launched a campaign to promote its Artcomfort line in Denmark, in conjunction with Timberman, its local business partner.

Especially suited to female customers, this initiative focuses on the visual use of familiar elements, in a strategy aimed to appeal to women, who play an active role in decisions related to interior decoration.

Associated to the question "Why choose wood?", the campaign focuses on the role of this type of flooring in ensuring the day-to-day comfort of any family.

The campaign includes 88 exhibitors in selected retail points in the Danish market, located in exclusive promotional areas, advertising inserts in the press and online media, promotional newsletters and mailings.

In addition, a landing page has been activated, enabling users to order directly a product sample, delivered with a new, more appealing and innovative packaging.

KEY WORKS

Charming Slovenia Herbal Glamping Resort (Alpod – Floor experts)

Location:
Ljubno ob Savinji, Slovenia
Product:
Wicanders Hydrocork B5P4001



ANTONIO BULLO DESIGNS NOVEL SYMMETRIES

Amorim Revestimentos recently presented the Wicanders' collection, Novel Symmetries, developed by the renowned Italian designer Antonio Bullo, which transports the main contemporary trends of interior design to cork flooring.

Invited to create this collection – a product line from Wicanders that is part of the Corkcomfort range and is distinguished by a cork visual – Antonio Bullo immediately accepted the challenge. He explained that the concept refers to the combination of "Nature and Geometry", adding that "Cork is a unique material, with clearly distinctive features. Thanks to an innovative production process, it was possible to explore the natural irregularities of the material with the geometry of contemporary architecture".

Wicanders' Novel Symmetries collection has been designed for contemporary environments, providing – in addition to an aesthetic framework aligned with interior design trends - warmth and comfort offered by a natural material such as cork, which provides an advantage over other "colder" materials, such as concrete, ceramics, aluminium, among others.

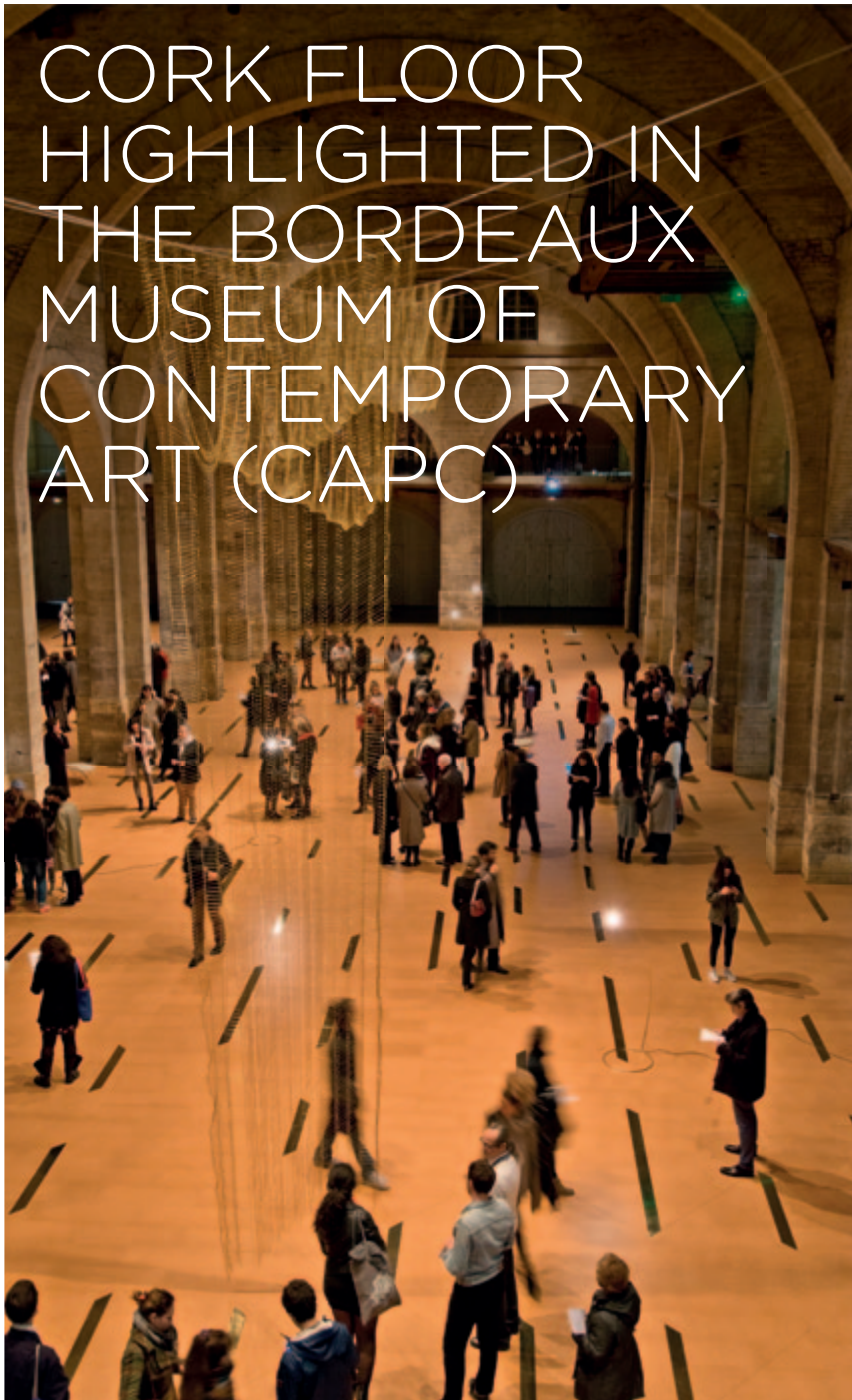
CORKLIFE IN LEROY-MERLIN MASSY PARIS

In the framework of the development project of the distribution channel, Do It Yourself, Amorim Revestimentos has started to present its products to French customers in the Leroy Merlin store in Massy-Paris.

Via this partnership, the collections, Studiostyle and Freestyle from Corklife, will be presented, developed specifically for this type of store.

This range of flooring has a strong ecological dimension, including the benefits of Corktech and offers different aesthetic options.





Occupying an area of 1500 m², the cork mosaic occupies the entire floor of the CAPC's Central Nave and has been developed using Wicanders' Corkcomfort range, from Amorim Revestimentos, a product line that combines the typical appearance of cork with extra comfort. The innovation introduced into this space by Leonor Antunes, is based on the combination of cork with metal elements, thus creating a direct connection with the suspended sculptures that populate the exhibition, developed using the same material.

According to Carlos de Jesus, Corticeira Amorim's Director of Marketing and Communication, "After we designed a cork floor for one of the most important galleries of London's prestigious Victoria and Albert Museum we're delighted to see it being used in the Bordeaux Museum of Contemporary Art, in a work overseen by the Portuguese artist Leonor Antunes, whose work has enjoyed considerable acclaim abroad".

In this exhibition, Leonor Antunes once again emphasises the elegance of craftsmanship, highlighting the traditions of her home country, Portugal. Her preferred materials include cork, leather, brass wire and nylon. At present, it's possible to find Wicanders' cork floorings in various museums, as far away as Tokyo, where Kengo Kuma has renovated the Nezu Museum, or more close at hand, in Italy, in the Leonardo Da Vinci Museum.

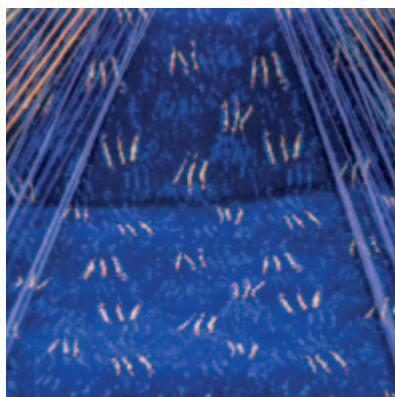
A cork floor by Wicanders, a Corticeira Amorim company, is the basis of the mosaic with brass inlay, created by the prestigious Portuguese artist, Leonor Antunes, for her solo exhibition at the Bordeaux Museum of Contemporary Art (CAPC), which will be open until April 17, 2016. The installation perfectly blends with the iconic space of the Museum's Central Nave and the sculptures developed by the artist for this space, in order to endow it with a new luminosity.

GIERLINGS VELPOR EQUIPS HIGH-SPEED TRAINS IN SOUTH KOREA

Renowned for its expertise in the public transport sector, Velpor Gierlings has once again been chosen to supply velvet covers for high-speed trains in South Korea.

In addition to its robust credentials in this area, through the development of velvet covers for the trains of the South Korean railway company Korail and the Seoul Metropolitan, the choice was justified by the company's close relationship with local partners and the fact that it develops tailor-made solutions, adjusted to customers' needs.

The jacquard velvet covers applied on the seats of the railway carriages are high-quality finishes, which include features such as anti-smudge, water repellence, and others.



CONVERGE/ DIVERGE SPACE PRESENTS MODULAR CORK INSTALLATIONS

In a partnership with Ideia.M and FEUP, Amorim Isolamentos provided expanded cork agglomerate for the development of two modular structures for BIN @ PORTO, an annual business and innovation event, held from 2- 4 November, in the Faculty of Engineering, University of Porto.

ARCHIPELAGO is a facility which, as its name implies, refers to an island with seated places, that essentially offers two types of function: an individual rest and work area or, alternatively, a comfortable spot for debate and socialising, at the Faculty of Engineering, University of Porto (FEUP).

In turn, the Science and Technology Park, of the University of Porto, is hosting the structure, THE RING, which has a circular shape for the implementation of various group dynamics, fully configurable for the needs of students and visitors.



MATERIA, KORKO SELECTION AND ALMA GÉMEA IN BUDAPEST DESIGN WEEK

The vast and eclectic programme of Budapest Design Week included an exhibition of Portuguese contemporary design using cork, showcasing works from the collections of Amorim Cork Composites: Materia, Korko Selection and Alma Gémea. Organized by the Portuguese Embassy in Hungary, in partnership with the local representations of AICEP and the Camões Institute, the exhibition was on show for a month in the Design Hotel Lánchíd 19.

This was an opportunity for Hungarians to see the work of young Portuguese designers and above all discover the vast and varied potential of cork as a raw material.

The inauguration of the exhibition was attended by the Portuguese Ambassador in Budapest, Maria José Morais Pires.

NASA ASTRONAUT HIGHLIGHTS THE IMPORTANCE OF CORK IN AEROSPACE MISSIONS



In a visit to Amorim Cork Composites in Trevor, Dan Thomas thanked the company for its support in developing a material that is extremely important for successful space missions.

Dan Thomas, a retired US astronaut – who spent 43 days, 8 hours and 13 minutes in space on a mission for NASA – visited Amorim Cork Composites, in Trevor (USA), in order to pay tribute to the company’s employees for developing a cork composite that is used to insulate space vehicles, and which played a decisive role in ensuring the safety of the four missions in which he participated.

“I would not be here, safe and sound, if it weren’t for your work guaranteeing that everything is done accordingly and that nothing fails”, Dan Thomas revealed to the employees of Amorim Cork Composites, which is responsible for the production of P50 - a cork insulating solution for spacecraft thrusters. Speaking to one of the main local media outlets, Dan Thomas said that on his first space mission he received a sample of the type of cork used to insulate aerospace vehicles, which still hangs on the wall of his home. According to Bill Famiglietti, Director of Amorim Cork Composites in the USA, “this visit gave us a huge sense of pride and simultaneously strengthened our commitment to ensure the quality and excellence of the materials we develop on a daily basis and thereby continue to contribute to the advancement of science and knowledge”.

Corticeira Amorim has been developing solutions for the aerospace industry for several decades, as a result of years of continuous testing of the density, flexibility, strength and other properties of cork and the need to ensure consistency in all the materials supplied.



At present, in terms of the aerospace industry, Amorim Cork Composites is involved in the projects, ABLAMOD (which aims to improve the characterization and mathematical modelling of cork composite ablative materials in high temperature environments – heat shields) and *Cork Characterization for Space Applications*, with the European Space Agency (ESA), which analyses the properties of various types of cork composites when subjected to the extreme conditions of space, in order to discover further applications for cork in spacecraft.





QUINTA NOVA VOTED UNIQUE LUXURY HOTEL OF THE YEAR

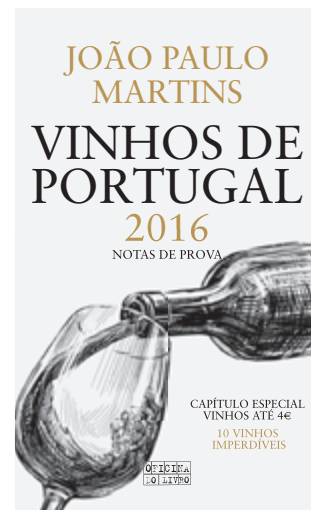
The UK's *Luxury Travel Guide* has highlighted the Quinta Nova *Luxury Winery House* as the "Unique Luxury Hotel of the Year", a distinct classification that raises the awareness of wine tourism and the Douro. The 2016 edition of the guide will be distributed to over half a million people worldwide.

This is a very significant distinction, in that it is based on weighted ratings between the votes of in-house experts, subscribers, partners and readers. The *Luxury Travel Guide* annually assigns awards to the global hotel industry, seeking to highlight the units that stand out in the sector. The 2016 edition features an unprecedented number of selected companies, with strong competition in each category.

For Luísa Amorim, manager of Quinta Nova "It's a great pleasure to receive this extraordinary award, which places us on an international level of excellence. It values, rewards and motivates our daily effort to go further and surprise our guests".

Quinta Nova's wine tourism project has thus conquered another important recognition in the luxury segment which, alongside the other awards and accolades that it has already received, highlights the estate as one of Portugal's leading award-winning projects.

LuxuryTravelGuide
GLOBAL AWARDS 2016
- WINNER -



MIRABILIS TINTO 2013 VOTED AS AMONGST "THE BEST OF THE YEAR"

Even prior to reaching the market, Mirabilis Grande Reserva Tinto 2013 was rated as one of the best wines of the year by the renowned wine critic and journalist João Paulo Martins, for the guide "Vinhos de Portugal".

In this edition, Quinta Nova Reserva 2013, Grainha Reserva Tinto 2011, Pomares Branco 2014 and Mirabilis Grande Reserva Branco were also highlighted.

Vinhos de Portugal is a guide that features more than 4000 wine tasting records. This year it distinguished, in the category of red wines, a total of 7 Douro wines as the "Best of the Year", including the fine red wine from Quinta Nova. An "opulent and sophisticated" wine in the opinion of enologist Jorge Alves.

COLLECTION 2012 REINFORCES ITS RANGE OF QUINTA NOVA WINES

Launched in the market in November, the second edition of the red wine, Collection 2012 has a new label, reflecting the delicate process of selection of the grapes that has engendered this well-structured wine, with a silky and firm texture.

The new Quinta Nova Collection 2012 combines the grape varieties, Touriga Franca, Tinta Roriz, Tinto Cão, Tinta Amarela and Tinta Nacional. The wine is stored in wooden barrels, which results in a good body that is suitable for stronger flavours and more seasoned food, rich in spices, making it likely to be well accepted in the market, in particular for domestic consumption.

This mid-range wine is available in the main Portuguese supermarket chains and also in the foreign market, where the presence of this Quinta Nova wine in traditional distribution channels is expected to expand, in order to increase the brand's visibility and strengthen its positioning, among the range of Quinta Nova Unoaked and Reserva.



QUINTA NOVA LAUNCHES A RESERVE DOURO WINE, *EN PRIMEUR*

Quinta Nova de Nossa Senhora do Carmo, in partnership with the Enoteca Wine Club, has announced, for the first time in Portugal, the sale of one of its wines on an "en primeur" (wine futures) basis. This includes presentation of the launch of the Barrica Project – about two years prior to its commercialisation date, scheduled for July 2017.

The challenge is to obtain a Reserve wine classification for the 2015 vintage, "en primeur", in which each participant and partner of the Enoteca may acquire part of a barrel, up to a limit of 16 barrels. The practice of selling wines "en primeur" is characteristic of a small number of wine producers in Bordeaux. Wines are sold in limited editions, the "grands crus" – enabling wines to be sold after they enter barrels to age for between 12 and 24 months, and prior to being bottled.

The starting price takes into account the producer's track record, the conditions of the vintage and the opinions of market experts, around 300 "negociants". In a good year the resulting prices may offer the buyer an important discount on end market prices. The proposal focuses on the 2015 vintage of Quinta Nova Reserva Tinto, a wine that meets the highest expectations, after the awards obtained by the previous vintages (90 points from Robert Parker and 91 points from the Wine Enthusiast).

The sale of this Reserve wine will be divided into three stages: from October 2015 until 31 January 2016, with acquisitions at 50% below the market price; from 1 February, 2016 to December 2016, with acquisitions at 25% below the market price; and from 1 January 2017 until the wine is launched in the market, at the market price.

QUINTA NOVA RESERVA TINTO *EN PRIMEUR*

www.quintanova.com



Quinta Nova de Nossa Senhora do Carmo, in partnership with the Enoteca Wine Club, for the first time in Portugal, is selling one of its wines on an “en primeur” basis: the 2015 vintage of Quinta Nova Reserva Tinto. Until 31 January, 2016, Enoteca members may purchase this wine for €12.00 per bottle. From February to December 2016, each bottle may be purchased for €18.00. From January 1, 2017 the market price of € 24.00 per bottle will apply. An enticing and clear-cut project for connoisseurs!