



NEWS

Amorim Group news



**CORKwall® wins
Innovation
Award at Tektónica**

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presents MATERIA®**

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**Project Cork2cork by
NH Hoteles gives natural
cork a new lease of life**

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Innovative aircraft interior with cork, by **Amorim Cork Composites**

A prototype for the interior of an executive aeroplane designed using innovative and eco-efficient materials, the result of work by a consortium of Portuguese companies and institutions, which included Amorim Cork Composites, was presented on 1 June in Portugal.

The consortium formed by Amorim Cork Composites, Couro Azul of the Carvalhos Group, the Institute of Mechanical Engineering and Industrial Management (INEGI) and SET of the Iberomoldes Group, together with Embraer and Almadesign, developed an innovative aircraft interior as part of the Lighter, Integrated, Friendly and Eco-efficient (LIFE) project.

With an investment of 1.85 million euros, co-financed by the Portuguese National Strategic Reference Framework (QREN) through the COMPETE programme, the LIFE project took shape by strengthening multidisciplinary cooperation between companies and promoting future joint aeronautical projects, demonstrating more eco-efficient, lighter and more comfortable solutions, which are expected to provide the basis for future spin-offs in this area.

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DIRECTOR: Eduardo Correia

CO-ORDINATION: Joana Martins

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NEWS



With origins dating back to 1870, CORTICEIRA AMORIM soon became the largest manufacturer of cork products in the world. This success is testament to the efforts of successive generations to develop new cork products and solutions, to constantly seek out new geographical markets and to grow the customer base.

The way we know and use cork today owes much to the enthusiasm with which CORTICEIRA AMORIM develops, researches and innovates, which has ensured that **cork applications are now the solutions of choice for the twenty-first century** and are capable of meeting the heavy demands of various sectors of activity as diverse as the wine, aeronautical and construction industries.

When it comes to the construction market, cork's unique characteristics are undisputed. Natural and versatile, totally renewable and recyclable, it is emerging as one of the future hopes of the construction industry, where it is already gaining prominence.

It is plain to see that the sustainable construction market has unique characteristics that distinguish it from conventional construction. Many criteria are taken into account when planning sustainable projects. Cork, due to its ecological characteristics and unique technical properties, meets the demands of this sector in an unparalleled way.

CORTICEIRA AMORIM, aware of the potential for the use of cork in the construction industry, has worked tirelessly towards developing and improving solutions for this market. The various rigorous certifications achieved constitute a prime example of these efforts, which attest to the superior technical and environmental credentials of the products and ensure that best practices are continually adopted.

In this respect, the three business units that operate in the construction sector (coverings, agglomerate composites and insulation) have launched a great deal of new products onto the market. These range from new collections of coverings to products that incorporate cutting-edge technology such as Wallinblock, a cork agglomerate-based solution that allows walls to be built without concrete pillars.

Launched in 2011, CORKwall®, a natural cork wall cladding solution, was awarded the Tektónica Innovation Prize – a further recognition of cork's potential for the construction sector.

Prefer cork. Build a present with future.

Warmest regards,
António Rios de Amorim



Amorim Isolamentos and Amorim Revestimentos join forces at Construmat, Barcelona

Amorim Isolamentos was present at Construmat, the biennial international construction exhibition held in Barcelona, with a stand built on an base of expanded cork agglomerate and wooden slats, designed by architect Nuno Graça Moura.

The stand was designed to highlight the sensory characteristics of cork in an enclosed and somewhat noisy environment. The aesthetic of the project, as well as the thermal and acoustic comfort, which were immediately apparent to visitors, set the tone for the presentation of the new Lambourde solution, a black agglomerate board with wooden slats, which uniquely facilitates the installation of nailed down flooring.

Received as yet another innovation of great potential for the construction sector, this new product from Amorim Isolamentos generated much interest in visitors, with around 800 product brochures distributed and 350 information requests recorded, in particular from opinion leaders (architects and builders).

Amorim Revestimentos was represented at this exhibition through a number of products from its portfolio, including the Premium Plank collection, which is perfect for use with the Lambourde system as it can be nailed to the floor.

As with Tektónica, where the two companies were also present with a joint stand showcasing complementary products, at Construmat, innovation and design reaffirmed the potential applications of cork and the way it can contribute towards the development of new approaches in different areas of application.

(Continuation)

Innovative aircraft interior with cork, by Amorim Cork Composites

Developed using solutions that emphasised the use of natural, lightweight and comfortable materials, the LIFE project has produced an aircraft interior, which promotes symbiosis between natural and artificial elements, creating a harmonious environment, where technology is present, but not imposing.

The interior environment of the aircraft appeals to the five senses, making use of textures, chromatic details, aromas, lighting and temperature. The novel design of the windows, which allow a greater view of the outside and an abundance of light to enter, is an example of the project's innovative nature. Another innovation is the use of a system of SEED movement sensors, which allow intensities of light and colour to be adapted according to the needs of each passenger, allowing them to switch between nocturnal "moonlight" or a more focused light for reading.

Thermal and acoustic comfort is provided through the use of CORECORK sandwich panels, which are covered in natural leather and corkleather and constitute another noteworthy innovative aspect of the aircraft's interior design. Cork was used on the ceiling, side panels and seats of the aircraft, together with advanced composite materials, including carbon fibre, resulting in a significant reduction in weight and providing benefits in terms of thermal and acoustic insulation as well as vibration proofing.

Developed by Amorim Cork Composites, CORECORK is a material used in the core of sandwich structures. The design of these composite structures combines the high mechanical resistance of the outer layers with the low weight of the cork core. Connecting thin outer layers with a thick cork core gives rise to resistant, rigid, lightweight and highly durable structures, which otherwise could not be produced.

Following its presentation in Portugal, the LIFE project was launched internationally at the Le Bourget Airshow, one of the most important international events in the aeronautical sector.





AcoustiCORK tested in Brazil

AcoustiCORK brand underlays have undergone various acoustic tests in Brazil. These tests, conducted by the Institute for Technical Research (IPT) not only provide proof of the products' conformity to the new Brazilian acoustic standard, but also attest to the substantial investment made by Amorim Cork Composites in obtaining certification for not one, but all of its range of acoustic insulation products for the construction industry.

The site for these tests was an impressive 27-storey luxury condominium, located in one of São Paulo's up-market districts. The L'espace building, by the Paulo Mauro construction firm, has a wide range of leisure facilities to meet the comfort needs of its residents. Due to their use of cork, AcoustiCORK solutions were able to ensure this comfort was provided in an area with a large concentration of buildings and sources of noise.

Timberman and Amorim Revestimentos join forces in the Danish flooring market

Timberman and Amorim Revestimentos have entered into a joint venture, which is hoped will put them at the top of the wood and cork flooring markets in Denmark.

Recognised for the quality of its wood flooring, Timberman's range of wooden floors comprises traditional parquet and plank flooring as well as more specialised products such as Marineplank, Wideplank and Slotsplank. Amorim Revestimentos, in turn, is known for the unique qualities of its premium Wicanders® cork flooring brand.

Wicanders® cork-based floors offer a wide range of attractive floating-loc and glue-down solutions for both domestic and commercial market segments. Due to the acoustic and thermal insulating layer of cork, they are much more comfortable and noiseless to walk on than other floors, providing a sound attenuating effect throughout the room.

As part of the joint venture, Amorim Revestimentos has acquired all of Timberman's "Industrial Development (private equity)" shares and now has a 50% holding in the company.

According to Keld Jensen, CEO of Timberman: "Our aim is to further enhance our position as market leader in the Danish flooring market by consolidating the brand recognition of Timberman's wooden flooring and Wicanders® cork flooring. In the future, all products will



therefore be sold and marketed under their existing brand names and their distribution will also be kept almost unchanged."

CORTICEIRA AMORIM awards best forest practices

CORTICEIRA AMORIM is promoting a second series of the award, worth 5000 euros, aimed at distinguishing forest owners using best practices in sustainable cork forest management and associated biodiversity.

This award has been launched with a view to distinguishing farmers and forest owners using best practices in the management and enhancement of cork oak forests and associated biodiversity, and is the result of an agreement entered into by CORTICEIRA AMORIM, the Institute for Nature Conservation and Biodiversity (ICBN), the National Forest Authority (AFN), Quercus and the World Wildlife Fund (WWF) within the "Business & Biodiversity" initiative framework.

Another aim of this award created in 2009 is to share and disseminate successful examples of sustainable management. Machoqueira do Grou Estate was the first award winner to be distinguished; this estate stands as an excellent paradigm for intelligent and dynamic planning, promoting the sustainability of the cork oak forest - one

of the few ecosystems that combines a sustainable economic activity with the promotion and preservation of biodiversity.

The conservation of biological diversity contributes significantly to the enhancement of cork forests and their economic sustainability. From an economic point of view, just as cork is essential for the preservation of the cork oak, the cork oak is important for the conservation of the biodiversity associated with the cork forest; biodiversity also plays a critical role in maintaining thriving cork oaks and cork forests. The provision of a free technical advisory service to cork forest owners and farmers is another important measure being implemented within the "Business & Biodiversity" initiative framework. Forest producers interested in applying online for this service for 2011 (deadline: 15th July) should access our website www.corticeiraamorim.com. This advisory service got strong support between 2008 and 2010: several applications in respect of approx. 16,500 ha of cork forest were received and 25 scoping visits were conducted. A subsequent FSC certification was awarded in most cases.

CORTICEIRA AMORIM provides technical advice to forest producers

16,500 hectares of cork oak forest included in previous technical advisory programmes

CORTICEIRA AMORIM is launching for the third consecutive year a technical advisory service for forest producers with a view to identifying and adopting best practices in the management of cork oak forests and associated biodiversity.

This service is being implemented within the "Business & Biodiversity" initiative framework and is the result of an agreement entered into in 2007 by CORTICEIRA AMORIM, the National Forest Authority, the Institute for Conservation of Nature and Biodiversity, Quercus and the WWF and is directed at owners of cork forests located in Portugal.

This free technical advisory service translates not only into field visits conducted by technicians of the WWF and the Baeta Neves Applied Ecology Centre, but also into the subsequent delivery of a Technical Report which might allow to support the producer - if he/she so

wishes - in preparing the process of sustainable forest management certification of his/her estate.

This advisory service is funded entirely by CORTICEIRA AMORIM. In previous series, this service got strong support from cork producers and those responsible for Portugal's cork oak forest management. Between 2008 and 2010, several applications in respect of approx. 16,500 ha of cork forest were received and 25 scoping visits were conducted. A subsequent FSC certification was awarded in most cases. All these facts allow to conclude that this very positive measure is being conducive to the adoption of best practices for managing forests and enhancing biodiversity and will be the basis for a new series (recently announced) of this advisory service which is part of the celebrations of the 2011 International Year of Forests.

Owners of cork forests covering an area of not less than 50 ha or that are included in a Forest Intervention Area (ZIF) and whose forest management system is not yet certified, may apply for this advisory service.

CORKwall® wins Innovation Award at Tektónica

Natural product-based sustainable solution for thermal insulation

CORKWALL®, A PRODUCT FROM AMORIM CORK COMPOSITES, WON THE 2011 INNOVATION AWARD AT TEKTONICA, AN INITIATIVE LAUNCHED WITH THE AIM OF PROMOTING INNOVATIVE PRODUCTS, SERVICES AND EQUIPMENT, AS WELL AS COMPANIES WHO, IN A FAST-CHANGING MARKETPLACE, COMMIT TO DEVELOPING NEW PRODUCTS.

As the name suggests, CORKwall® is a natural cork wall covering developed by Amorim Cork Composites to be sprayed onto walls. Besides its decorative function, this product is used as a finishing coat and for rehabilitation of exterior facades and interior walls. When used to cover up a ceiling, especially a metal ceiling, this product contributes significantly to reducing heat transfer into the living space in addition to providing noise attenuation. CORKwall® behaves as an elastic membrane whose main function is to provide acoustic and thermal insulation to new constructions or

building rehabilitation. This product acts as an effective thermal barrier preventing heat loss and visible cracks at the surface. This new product consists of a mixture of cork grains and polymer resins, and is applied by spraying it onto walls. Easy and quick to apply, CORKwall® can be used to cover any type of surface - even if somewhat porous - from metal to existing concrete surfaces. Available in 16 colours. This new solution is further evidence of the potential use of cork in the construction industry, particularly in projects with a focus on sustainability. Besides being a natural eco-material, cork has a number of advantages that catapult it into an enviable position in sustainable construction: in fact, cork is a 100% natural, organic, renewable, biodegradable, reusable raw material and is recyclable, both pre-consumer and post-consumer. As regards products for the construction industry manufactured by CORTICEIRA AMORIM, we could not help mentioning several product certifications as well as management systems certifications geared toward enhancing efficiency and improving the technical and environmental characteristics of these products while ensuring the successful adoption of best practices.





CORTICEIRA AMORIM's green credentials highlighted in 5th Sustainability Report

The environmental record and initiatives of the world's leading manufacturer of natural cork products, CORTICEIRA AMORIM, have been highlighted in the company's fifth Sustainability Report.

The report focuses on the 2010 calendar year, during which CORTICEIRA AMORIM achieved a record annual sales result in its core business, selling more than 3 billion cork wine stoppers worldwide.

CORTICEIRA AMORIM continues to set the pace in the cork industry on sustainability issues and is the only company in the sector that provides comprehensive details of its environmental credentials through an annual report.

The highlights in CORTICEIRA AMORIM's 2010 Sustainability Report include an increase in cork stopper recycling, broadening the reach of a forestry technical advisory service, building on the number of business units with Forest Stewardship Council (FSC) accreditation, drawing heavily on renewable energy for cork production and promoting environmental awareness through education.

"Humanity has never been more aware of the environmental problems that can result from consumer choices and this has led to wide recognition of the importance of natural and renewable products and the value of protecting ecosystems," said CORTICEIRA AMORIM chairman and CEO António Amorim.

"In 2010 CORTICEIRA AMORIM's cork products achieved an unprecedented level of recognition and the company strengthened its global position as a leading provider of high quality solutions that meet the technical and environmental challenges of a wide range of industry sectors.

CORTICEIRA AMORIM's business activities have been driven by our customers' appreciation of the economic, social and environmental advantages of using cork. We believe strongly in this natural and renewable raw material and in our goal of making business practices that contribute to sustainable development a positive factor of differentiation."

As with its previous sustainability reports, the latest edition explains the company's best practice in sustainable cork manufacturing, highlights the major results achieved during 2010 and outlines initiatives implemented by CORTICEIRA AMORIM during the year.

Some of these initiatives were:

- **FSC forest management certification** — CORTICEIRA AMORIM is one of the major promoters of the Forest Stewardship Council (FSC) forest management certification system. In 2010 CORTICEIRA AMORIM continued its program of implementing FSC certification at its business units and now has 14 units holding FSC chain of custody certification.
- **Business & Biodiversity Initiative** — As part of the European Business & Biodiversity Initiative, CORTICEIRA AMORIM is funding a forestry technical advisory service to support best practice in the management of cork oak forests and associated biodiversity. The reach of this program doubled in 2010 with the service covering an additional 8,500 hectares. Additionally, two researchers were presented with an CORTICEIRA AMORIM sponsored award for the "Enhancement of the Value and Sustainability of Cork Oaks and Associated Biodiversity".
- **Cork stopper recycling** — CORTICEIRA AMORIM recycled 172 tonnes of cork stoppers (more than 38 million stoppers) in 2010. This was an 87 per cent increase on the 92 tonnes recycled in 2009. Through recycling programs implemented and supported by CORTICEIRA AMORIM, cork stoppers are being used in the manufacture of other value-added cork products and income from cork recycling is supporting cork oak reforestation programs.
- **Combating global warming** — Cork oak forests play an important role in carbon sequestration and, as such, in the fight against global warming. As the world leader in the cork sector,

DID YOU KNOW?

SIZA VIERA WON THE DOURO ARCHITECTURE PRIZE FOR THE QUINTA DO PORTAL WINE WAREHOUSE, WHOSE FACADE WAS COVERED WITH EXPANDED CORK AGGLOMERATE FROM AMORIM ISOLAMENTOS

CORTICEIRA AMORIM is aware of the role it plays in making cork oak ecosystems viable. CORTICEIRA AMORIM's contribution includes affirming cork solutions, developing cork oak forests and striving to improve its performance in terms of energy efficiency and greenhouse gas emissions. CORTICEIRA AMORIM continues to draw heavily on renewable energy with 63 per cent of its energy needs derived from biomass.

- **Innovation** — CORTICEIRA AMORIM's commitment to innovation is highlighted by its annual investment of 5 million euros in innovation, research and development. In 2010 CORTICEIRA AMORIM filed another new patent application taking to 18 the number of patents filed in the past four years.
- **Cork forest ecosystem assessment** — As part of a partnership between CORTICEIRA AMORIM and the European Cork Federation, an innovative study was commissioned to assess the full benefits of cork oak plantations at a local level. The results demonstrate the fundamental importance of these plantations, especially when compared with other ways of using the land, and provide invaluable information to forest owners on the effects of managing ecosystems.
- **Natural Choice program** — To raise the environmental awareness of employees and society, CORTICEIRA AMORIM conducts the Natural Choice program. In 2010 this program appointed 100 sustainability ambassadors, engaged 2000 students in environmental education activities and promoted sustainable living practices to 2300 employees. Through this program CORTICEIRA AMORIM employees also collected 1600 kg of cork stoppers for recycling and actively participated in the Clean Portugal Project.

During 2010 CORTICEIRA AMORIM's environmental practices were acknowledged by The Drinks Business — the UK's most prestigious wine and beverage sector publication — with an 'Outstanding Contribution to Sustainability Award' at the Drinks Business Green Awards. Additionally, the Corksorb range of absorbent products won Portugal's 2010 National Environmental Innovation Award.

A full copy of the 2010 CORTICEIRA AMORIM Sustainability Report is available at www.corticeiraamorim.com/relatorios2010.

Amorim Revestimentos and Vertex Group establish strategic alliance

Amorim Revestimentos, the largest manufacturer of cork flooring in the world, and the Vertex Group, a leading specialist manufacturer of LVT (Luxury Vinyl Tile) flooring solutions for domestic and commercial applications, have established a strategic alliance for the joint design, production and marketing of various innovative flooring solutions.

Konecto®: an installation system with "adhesive strips"

Amorim Revestimentos has signed an exclusive licensing agreement to use the Konecto® ("adhesive strip") system. This innovative technology is patented by Vertex and will be used by Amorim Revestimentos in several new cork flooring solutions. Thanks to the advanced Konecto® glueless installation system, a new generation of easy to install flooring solutions will be developed using cork, cork with LVT and cork with wood, bringing countless benefits, such as comfort, unmatched acoustic properties and the ecological advantages of this 100% natural product.

Innovative cork flooring and luxury LVT planks solutions

In recent years, luxury vinyl flooring has been increasing its market share at the expense of other solutions, such as vinyl sheet, laminates, hard wood and stone in domestic and commercial market segments. In the 90s, laminates were the faux wood of choice. However, recently, the business focus has shifted to wood, cork and luxury vinyl flooring, due to the greater competitiveness, excellent design capabilities, high acoustic performance and durability these offer. This trend, which also leans towards solutions that use more sustainable products, is still in its infancy and is expected to increase considerably and lead to significant changes in the flooring sector. Taking advantage of the current environmental boom, Amorim Revestimentos and Vertex will soon be launching various new flooring solutions for domestic and commercial applications. These LVT and cork-based solutions will include the Konecto® glueless installation system and are already being patented.

"We are very excited about the new cooperation with Amorim Revestimentos, a company that we have considered for a number of decades to be the true industry leader in innovative flooring solutions", explains Harlan Stone, President of the Vertex Group. He adds: "important synergies have been established between the two companies, both in terms of production capacity and market penetration. With a growing portfolio of new products, we hope to contribute towards further expanding the market."

**BOTE**
Big-Game

CORTICEIRA AMORIM presents MATERIA®

Fuori Salone, in Italy, and Quintela Palace, in Portugal, were the venues selected for the launch of a bold new collection of cork objects

In 2009, CORTICEIRA AMORIM challenged Experimentadesign to think strategically about cork as a raw material of choice and, at the same time, provide the creative community and general public with a new way of looking at this ancient material.

This was the starting point for MATERIA®, a collection of unique cork objects, designed by six Portuguese and four international guest designers and studios and curated by Experimentadesign, with artistic co-director Filipe Alarcão.

MATERIA® is a new brand and a new concept joining CORTICEIRA AMORIM's diverse portfolio, launched with the aim of showing cork, with its great potential and vast field of application, in a new light that encompasses new contemporary contexts and lifestyles.

Integrating cork into everyday items that satisfy basic yet enduring needs highlights both the versatility of this raw material and its technical, aesthetic and sensory properties and benefits.

Using design as a way to add value to the unique characteristics of cork, MATERIA® was conceived for urban users, who appreciate the comfort and functionality of objects with a strong identity.

MATERIA® is composed of 12 projects, totalling 22 objects. This brand will be chiefly distributed through museum, design, decor,

**FURO**
Fernando Brizio

furniture and household equipment shops and is targeted at both domestic and foreign markets.

Positioned in a sophisticated yet accessible market segment, the MATERIA® objects will be priced for medium to high-end consumers. They are aimed at people who value overtly functional objects with individual characters.

The launch of MATERIA® in Portugal was preceded by its international launch at the prestigious Fuori Salone event in Milan, the world design showcase, which took place from 13 to 17 April. The MATERIA® exhibition was held at the Spazio San Marco, a gallery lying in the privileged district of Brera, the design and fashion heart of the Italian city.

The exhibition began with a press preview, a dinner and an inaugural session, attended by the designers and around 800 guests, including opinion makers and members of the international creative community.

**PARTE**
Nendo



ARO
Miguel Vieira Baptista



PINHA
Raw-Edges



GELO
Filipe Alarcão



PAR
Nendo



SENTA
Fernando Brizio



RUFO
Pedrita



"We believe that design brings a fresh perspective to cork, which has some uniquely 21st-century characteristics."

Guta Moura Guedes,
President of Experimentadesign



LASCA
Marco Sousa Santos



PINO
Daniel Caramelo

"The presentation of MATERIA® at the prestigious Fuori Salone show and the feedback we received from different stakeholder groups are early positive signs that show this collection brings together the factors needed for success, which we believe will sustain its growth."

António Rios de Amorim,
President of CORTICEIRA AMORIM



TORNO
Inga Sempé

Project Cork2cork by NH Hoteles gives natural cork a new lease of life

The hotel chain is the first one in Europe to collect and reuse corks from the bottles opened at its hotels for building its new hotels.

NH Hoteles is the only tourist firm that brings its suppliers together in an environmental R&D club, the NH Sustainable Club.

In the slogan "Wake up to a better world", the company is condensing all its sustainable efforts and initiatives for 2010 on transmitting to all its external and internal audiences its concern for the environment.

NH Hoteles has taken yet another step forward in its environmentally friendly strategy and its gradual implementation of the very latest environmental solutions, by launching the project "Cork2Cork by NH Hoteles". Working with Amorim, the world leader in cork coverings and production, the hotel chain plans to collect and reuse the corks from the bottles opened at the company, around two million corks a year.

The idea, the first of its kind among European hotel chains, uses this material which, when it is recovered and reprocessed, can be used

again for making coverings and excellent insulation that help to cut down the need for artificial heating and cooling in buildings. It calculates that the number of corks it expects to recover every year will be enough to produce two floors of new or renovated hotels. This recycled cork can also be used to produce many products, such as applications in the aircraft, fashion or ecological furniture industries. Luis Ortega, Head of Engineering and the Environment at NH Hoteles says, "NH Hoteles' commitment towards natural cork products makes for a major contribution towards protecting one of the 35 key points of biodiversity on the planet". In just one hectare of cork trees in Portugal or Spain, one can find more than 100 different animal and plant species.

Marcel Kies, the Sales Manager at Amorim Revestimientos says, "Cork can be the best ally for developing a global environmental strategy. Be it because it can be reused in a large number of different ways or because planting cork trees has proved to be a strong shield against desertification of the environment and a major method for retaining CO₂." The cork trees in the western part of the Mediterranean region retain nearly 12 million tonnes a year and, according to the WWF, provide nearly 100,000 jobs in the area.

NH SUSTAINABLE CLUB

NH Hoteles is the only firm in the tourist industry that when setting up its environmental strategy, has created an association, that is the first of its kind, called NH Sustainable Club. This platform brings together the company's main suppliers so that together they can study the development of R&D solutions that are more environmentally friendly in the tourist industry. The Club now has 40 members in Europe and America, representing a wide range of sectors in the industry, such as food, energy and cellulose production. These suppliers are actively engaged, together with NH, in innovation workshops for jointly designing solutions that are more sustainable for the hotel business and act as a reference point in the industry.

Ground-breaking proposals, such as setting up an online calculator of carbon emissions (hosted on the corporate web site. www.nh-hoteles.es) and the development of a network of free, smart recharging points for electric vehicles in the car parks at NH Hoteles in as many as 21 cities in Spain, Italy, Germany, Italy, Austria and the Netherlands join genuine discoveries in environmental technology, such as the new environmentally friendly lifts made by Otis, the oxo-biodegradable amenities 'Agua de la Tierra' (which use polyofeline and may be thrown away with organic waste) or more sustainable lighting in the 'Relamping' project.

NH Hoteles is thus moving forward in its commitment towards environmental sustainability and for community development.

NH Hoteles' sustainability strategy has already been acknowledged by the European Commission which has awarded it the GreenBuilding stamp and the GreenLight platform. Furthermore, the hotel chain has recently received the Eurosolar Award for promoting renewable energies.



Amorim Isolamentos present at the Mutenka Agents Meeting

Only foreign company invited to speak at this important event held annually in Japan

Dedicated to the production of 100% natural high-performing agglomerate insulation products, Amorim Isolamentos was invited to participate in the annual Mutenka Agents Meeting, which took place on 17 May in Japan.

Carlos Manuel Oliveira, Managing Director of Amorim Isolamentos, represented the Company at the event and presented its sustainable cork insulation solutions to an audience of about 250 people from all around Japan with particular interest in natural additive-free products with such enormous potential for the construction sector. Japan is an extremely receptive country when it comes to environmentally friendly materials, and cork, a natural, renewable and recy-

clable raw material, uniquely meets the requirements of sustainable development.

At present, Amorim Isolamentos has a strong position in the market, which is the result of its rigorous commitment to producing products that meet the quality standards and demands of a booming sector where ecology is the watchword. In addition to standing out due to its use of a natural raw material, the Company is constantly developing new products, applications and improvements, and has greatly reduced its energy consumption (about 90% of the Company's energy needs are met through the use of biomass).

Intervitis 2011 in Vienna

Korken Schiesser present once again at this prestigious event

Between 10 and 12 April, the city of Vienna provided the venue for yet another edition of Intervitis and played host to wine industry professionals from Austria and Eastern Europe.

Korken Schiesser was at the event, exhibiting the various types of corks that make up its product portfolio. The presentation was complemented by training and informational media on cork, its life cycle and its unparalleled potential for the wine sector, with emphasis on its sustainability.

At the stand, which occupied an area of 48m², there was also space to promote and taste various Quinta Nova products, which included wines with the internationally recognised Douro seal of quality.

Talking about the event, Günther H. Schiesser, Managing Director of Korken Schiesser explained: "In a market such as the Austrian one, where more than 90% of wines use screw caps, it is crucial that wineries are made aware of the positive image of cork as a seal of excellence and that we highlight the fact that cork stoppers are still the most widely used seal for wines in the world. With the new 'Natürlich Kork verwenden' (naturally, use cork to preserve nature) campaign, we can seize new business opportunities in a market



where alternative seals constitute strong competition."

Intervitis provided an excellent opportunity for this, borne out by the significant number of visitors to the Korken Schiesser stand, comprising customers and potential customers alike from countries such as Croatia, Slovenia, the Czech Republic and Slovakia, who all learned about the Company's latest developments.



Quinta Nova joins prestigious Spanish Hotel network

Hotel Quinta Nova de N. S. do Carmo has joined Rusticae as the only representative hotel in the Douro region and the only hotel specialising in wine tourism.

Established in 1996 as a small club of hotels of character, Rusticae is now a prestigious Spanish hotel network, with more than 200 member hotels spread out around Spain, Argentina, Morocco and Portugal.

With its dynamic image, excellent selection of hotels and strong reputation, this network has allowed Quinta Nova to enter the Spanish market, attracting holidaymakers to the Douro region.

In addition to accommodation services, Rusticae has opened new business areas, including selling dining or experience gift cards. This format has been extremely successful in Spain and as a result of this is expected to be extended to participating hotels in Portugal.

www.rusticae.es

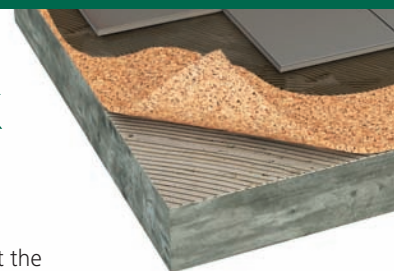
AcoustiCORK® T61 obtains CE mark

Amorim Cork Composites is the first company in the world to offer a cork-based underlay with a CE mark: AcoustiCORK® T61 impact noise insulating underlay for ceramic and stone tiles in domestic and commercial applications.

Proudly displaying the CE mark (ETA 11/0004) on the AcoustiCORK® T61 underlay guarantees customers that the product meets applicable Community directives, enabling its free circulation in the Euro-

pean market as well as attesting to its suitability for its intended application.

This is the Community's guarantee that the AcoustiCORK® T61 underlay complies with all EC provisions and that all the appropriate product and application conformity assessment procedures have been carried out.





DID YOU KNOW?

THE BOTE TOY BOAT DESIGNED BY BIG-GAME FOR MATERIA® WAS INCLUDED IN THE MILAN DESIGN WEEK E-BOOK, A SELECTION OF THE HUNDRED BEST PRODUCTS OF THE EVENT.

El Niño is a sailboat that uses Corecork agglomerated cork composites in lieu of other synthetic materials, resulting in greater shock resistance and better resin absorption.

CORTICEIRA AMORIM

at the *Ordem de Compra* exhibition

PORTUGUESE DESIGN AND INDUSTRY IN THE CURRENT ECONOMY – MODELS OF SUCCESS

"I am pleased to see that Portuguese industry recognises the importance of design in improving the competitiveness of its products."

Anibal Cavaco Silva, President of Portugal.

What do Wicanders® CorkPlank flooring, Acquamark® and Top Series® stoppers, the Alma Gémea collection and the hull of the boat El Niño have in common?

Besides incorporating cork and having been developed by CORTICEIRA AMORIM, all these products were on display at *Ordem de Compra* (Purchase Order), an exhibition by Experimentadesign, which showcases examples of success in design and Portuguese industry, held from 26 March to 3 July at Quintela Palace in Lisbon. *Ordem de Compra* was conceived with the aim of encouraging the consumption of products designed and made in Portugal. Various examples of products and solutions from Portuguese industry were on display, totalling around 200 cases of success by 75 Portuguese com-

panies, in sectors as diverse as cork, porcelain, glass and footwear. The exhibition also included products making use of cutting-edge technologies that are aimed at niche markets or intended for export.

Devised in order to provide a broad perspective of design in Portuguese industry, from functionality to aesthetics, the very arrangement of space at the exhibition called for an industrial approach. The 290 m² of Quintela Palace were transformed into 470 through the use of scaffolding, which recreated a dynamic and interactive environment.

According to Guta Moura Guedes, President of Experimentadesign: "By visiting this exhibition, one can see that design is an increasingly central element in the development of strategies for diversifying supply, thereby boosting the capacity to respond and adapt to new market realities."

CORTICEIRA AMORIM was represented by various products that met all the requirements of *Ordem de Compra*, namely an innovative nature (in terms of design, marketing approach or through having been developed using new production technology) and availability for purchase in domestic and international markets. This is further evidence that innovation is a key facet of the work by CORTICEIRA AMORIM, which is continually developing new high-added-value products for the market.



CORTICEIRA AMORIM

receives award at ExpoVin Moldova

With 20 years in the Moldovan market, CORTICEIRA AMORIM was present once again at the wine industry equipment exhibition, ExpoVin Moldova.

Amorim & Irmãos has never missed this event, which has been held since 1991, and this year Company director João Paulo Amorim collected an award to mark the Company's uninterrupted participation.

Moldova is an important market for CORTICEIRA AMORIM's stoppers business unit, which over the years has reaffirmed its importance, turning over approximately 40 million euros, with sales of cork stoppers totalling around 1.5 billion units.

Amorim Deutschland promotes CorkPlank and Ipocork® in Germany

The new CorkPlank collection, from the **Corkcomfort** product line, is being widely promoted by Amorim Deutschland in Germany.

With their three different designs, palette of seven hues and set apart by their innovative dimensions (1220 mm by 140 mm) and four bevelled edges, this new Wicanders® brand product is a different and elegant option, which combines all of cork's inherent advantages.

The CorkPlank line was initially launched in Hamburg in April at Mega Messe 2011, a restoration, renovation and modernisation exhibition, where it captured the attention and aroused the curiosity of professionals from the various areas encompassed by the event. In mid June, Amorim Deutschland released a catalogue of practical and functional samples for the German market in order to publicise and promote the new collection.

Ipocork® expands the Corkstyle range

With three new wooden flooring options, Amorim Revestimentos has expanded its portfolio of Ipocork® brand products in the Corkstyle range, by introducing new natural brown colours in lighter shades to complement the extravagant design. This new collection has been available since mid June, strengthening the Ipocork® brand's reputation in the wood product segment.



Quinta Nova and REN begin pioneering partnership in the portuguese hotel industry

Quinta Nova will be offering guests toiletries made by REN, a British cosmetics brand known worldwide for not using any synthetic ingredients in its products. The toiletries are based on mixtures of natural products (calendula, sage, seaweed, rose, grape seed, jojoba, sea salt etc.), which gives them unique aromas and properties.

Thus, this partnership with REN not only respects and adds value to the experience of guests, but also unites two projects with a common concern for the preservation of nature. By joining REN's various alliances with some of the most prestigious hotels in the world (Italy, London and New York), Hotel Quinta Nova has now gained prominence as a pioneer in Portugal.

Amorim & Irmãos organises environmental education activities

As part of the sustainability programme planned for 2011, Amorim & Irmãos organised various environmental and recycling educational activities in collaboration with the Paços de Brandão Schools Group in Portugal.

These activities took place during term time this year and covered eight primary schools belonging to the Group.

Besides the normal talks about cork and how using cork products helps the environment, a drawing competition open to all pupils at the schools was also held with the theme "Cork and the Environment".

The result was encouraging: more than 300 drawing/collages were submitted, proof of the younger sections of society's interest in the environment.



Amorim Revestimentos and Amorim Isolamentos take new developments to Tektónica 2011

Amorim Revestimentos and Amorim Isolamentos joined forces strategically on the same stand at the last edition of Tektónica, the largest trade fair in Portugal for the construction and public works sector, which took place last May at the FIL exhibition centre in Lisbon. Amorim Revestimentos showcased new products in the **Vinylcomfort** and **CorkPlank** ranges and the Premium Plank and Victoria collections (part of the hardwood parquet floor product line), as well as the 5G C locking system. Alongside the presentation of these products, the **Corkcomfort** and **Woodcomfort**, Dekwall, Parquet and Decolife ranges, and Floor Care by Wicanders® maintenance products were also on display.

Among the various products from the Amorim Isolamentos portfolio on display at Tektónica, prominence was given to the Lambourde solution, which provided the channel for the cooperation with Amorim Revestimentos. Lambourde is a black agglomerate board with wooden slats, which is intended for use with flooring that needs to be nailed to the ground, such as the Premium Plank collection from Amorim Revestimentos.

Wicanders® in Australia at Floorings & Finishes/ Sydney and DesignEX/ Melbourne

Furthering the strategic goal of growing in the Australian market, Amorim Revestimentos, together with its local distributors, were present at the Floorings & Finishes trade fair in Sydney and the DesignEx exhibition in Melbourne, in February and April this year.

With an exhibition space of almost 100 m², the new patterns and colours of the Wicanders® **Corkcomfort** and Dekwall – cork floor and wall covering – lines were two of the attractions at both events, sparking the curiosity and delight of numerous professional visitors, with many architects and designers among them.



Three Woodcomfort projects highlighted in Austria

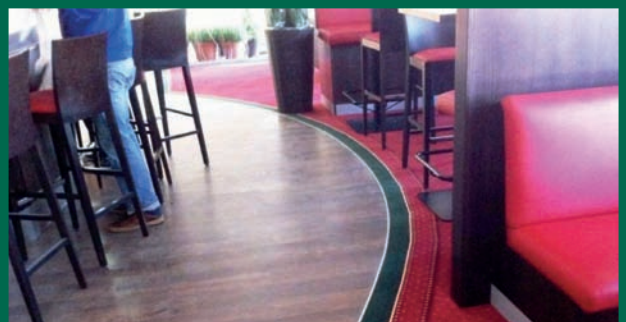
Wood on a cork base is the concept of the **Woodcomfort** product line from Wicanders®, whose functional capabilities continue to produce excellent results in numerous architectural and decoration projects both nationally and internationally. These capabilities, especially the thermal and acoustic comfort unmatched in the wood flooring segment, are combined with a deep environmental awareness and a range of charming, sophisticated and versatile looks, with truly inspiring textures and shades.

These were some of the reasons behind the choice of this premium Wicanders® brand for three projects recently undertaken in Austria:

Health Ressort Königsberg (an exercise and rehabilitation centre), in Bad Schönnau: 130 m² of **Woodcomfort** American Walnut, combined with 450 m² of **Woodcomfort** Maple and finished off with **Woodcomfort** Oak Coal American Walnut – a total area of around 750 m².



Hotel Karl Wirt, in Vienna: around 210 m² of **Woodcomfort** Oak Toffee, used in the hotel reception and restaurant.



Modegeschäft Lord Carnaby (fashion store), in Wiener Neustadt: 140 m² of **Woodcomfort** American Walnut.



Amorim Revestimentos strengthens its presence in China

Amorim Revestimentos, worldwide leader in cork flooring and wall coverings, and Hi-Step, China's largest specialist retailer in premium cork flooring and wall coverings, have signed a deal for the exclusive distribution of Wicanders® products in China. The agreement was signed at an official ceremony in Beijing on 21 March, which was attended by Hi-Step's current network of 150 distributors and several Chinese officials.

This agreement is expected to strengthen Amorim Revestimentos' position as leader in cork flooring and wall coverings in the Chinese market, where the Company has been operating since 2003: "Hi-Step is China's largest specialist retailer of premium cork flooring and wall coverings. It is a company that focuses on quality imported products, working exclusively with international brands and catering for the medium to high end of the market. With this agreement we expect to see a growth in sales of Wicanders® cork coverings in this strategically important market for CORTICEIRA AMORIM", emphasises António Rios de Amorim, President of CORTICEIRA AMORIM. China is one of CORTICEIRA AMORIM's strategic growth markets and this collaboration with the Hi-Step Group – a fast-growing retail sales network at the medium/high end of the market and promoter of the premium Wicanders® brand – will provide continuous growth.

Hi-Step opens China's largest cork product showroom in Beijing

Alongside the signing of the Wicanders® exclusive distribution deal, the Hi-Step Group opened a new 1000-m² showroom at one of the most important flooring outlet centres in Beijing. The latest Wicanders® flooring and wall covering collections are on display at this



CEOs of Amorim Revestimentos and Hi-Step signing the agreement for the distribution of Wicanders® coverings

modern showroom, situated in the heart of the city. Since it opened its doors, the store has been visited by a great deal of Chinese consumers and the feedback received regarding the new Wicanders® collections has been very positive.

ACC construction solutions showcased in Moscow

In April, Amorim Cork Composites (ACC) was present at the Mosbuild – Construction and Interiors Fair, in Moscow, where it showcased its latest developments in the construction area.

The results of acoustic tests conducted on the AcoustiCORK range of acoustic and thermal insulation materials were also announced at this event. These tests were performed by laboratories in Moscow and are yet more evidence of the Company's efforts towards certifying its products in accordance with market standards.

ACC's presence at the event was also marked by the presentation of the CORKwall® brand, a new natural cork cladding solution, which has been developed to be sprayed onto walls. After its success at BAU 2011 (in Munich), CORKwall® was also well received by the Russian market.



Amorim receives ministerial delegation from China

A delegation from the Chinese State Administration for Industry & Commerce visited Amorim & Irmãos to find out more about cork, a raw material that has been present in the Chinese market for centuries.

There is increasing interest in this material in the Chinese wine industry, one of the fastest growing national wine industries in the world. CORTICEIRA AMORIM has supplied cork stoppers to the Chinese market for over 40 years. In 2001, it established an office in Beijing in order to better serve its customers and meet the demands of the burgeoning Chinese wine sector.

Nowadays one of the most important world economies, China is seen as a prime market in which CORTICEIRA AMORIM's product sales are expected to grow. It is a market with a strong appetite for quality, technically effective and sustainable products, boxes that cork ticks like no other material.



Amorim T&D showcased in Brazil

Amorim Cork Composites (ACC) was present at the 2011 International Electrical, Energy and Automation Industry Trade Fair (FIEE) in São Paulo, where it showcased its range of products for sealing and noise control in power transformers and distributors, in a more targeted approach to the Brazilian market.

ACC, represented by ISOLETRI, the Company's business partner in Brazil, publicised the Amorim T&D brand from the standpoint of a supplier of sustainable products.

The brand was the source of great interest, largely due to the incorporation of sustainable materials such as cork, which, once again, caught the attention and aroused the curiosity of the visitors, who even made sure to touch the material in order to get a better idea of its characteristics.



Amorim Deutschland presents new display for Corklife® and Decolife brands

A new acrylic waterfall display is being used to promote Corklife® and Decolife brands in the German market.

This innovative and functional marketing aid allows the different layers that make up the flooring to be seen in detail. Each layer is properly identified and samples are accompanied by essential information for end consumers, such as the characteristics of the material and indications for use.



Amorim Flooring North America launches new Wicanders® displays in the U.S.

The new Wicanders® displays launched in the North American market continue to be subject to great demand by customers, following their American début at the most recent Surfaces trade fair.

The result of investment in a strong marketing campaign in the U.S., the new displays are an extremely effective merchandising tool with a refined look, which encapsulates the characteristics and versatility of the Wicanders® range of solutions.



Quinta Nova wines garner international awards and reputation

Recognised for its production of superb table wines and port and its commitment to quality, over the years Quinta Nova has amassed countless prizes and excellent scores for its wines, awarded by recognised experts. Below are just some of these:

- **Quinta Nova Grande Reserva Referência 2008**
For the Love of Port – **92/94 points**

- **Quinta Nova Reserva Tinto 2008**
International Wine and Spirits Competition – **Best in Class Silver Medal**
International Wine Challenge – **Silver Medal**

- **Grainha Tinto 2009**
International Wine and Spirits Competition – **Silver Medal**

- **Quinta Nova Colheita 2009**
Ultimate Wine Challenge – **91 points**
International Wine and Spirits Competition – **Silver Medal**
International Wine Challenge – **Silver Medal**



Amorim Isolamentos develops Lounge Chair designed by Pedro Campos Costa

Made entirely from expanded cork agglomerate, the piece caused a stir at the Fuori Salone show

In the wake of Jasper Morrison's famous cork poufs, Amorim Isolamentos was invited by architect Pedro Campos Costa to produce a cork chaise longue, composed of several units of differing sizes and designed to encourage public interaction.

The piece is made up of a series of chairs, made from cork and joined by a steel structure, which allows the modules to rock individually at each user's own rhythm.

Due to its remarkable properties, cork is being increasingly used for interior decoration and its benefits are widely recognised, namely its versatility, functionality, sensory characteristics and the fact that it is a sustainable raw material.

The feedback from the Fuori Salone show has been extremely positive, with offers already received from a number of institutions to acquire the cork Lounge Chair.



Anthropologie celebrates Earth Day with cork stoppers

A creative call for sustainability and the protection of the planet



A container inviting customers to drop off their used cork stoppers at the door of a fashion and decor store is not something you see every day, especially when it comes to a well-known and prestigious brand like Anthropologie, with 153 stores spread throughout the UK, United States and Canada.

This was, in fact, part of the initiatives undertaken by Anthropologie to celebrate Earth Day. The stores, whose dynamic nature and decorative originality have always aroused great interest and curiosity in the public, have surprised once again: in addition to encouraging the collection of used cork stoppers for recycling, windows and interiors were decorated with floral and lacework patterns, spheres alluding to the planet and other elements, in which cork stoppers played a prominent role.

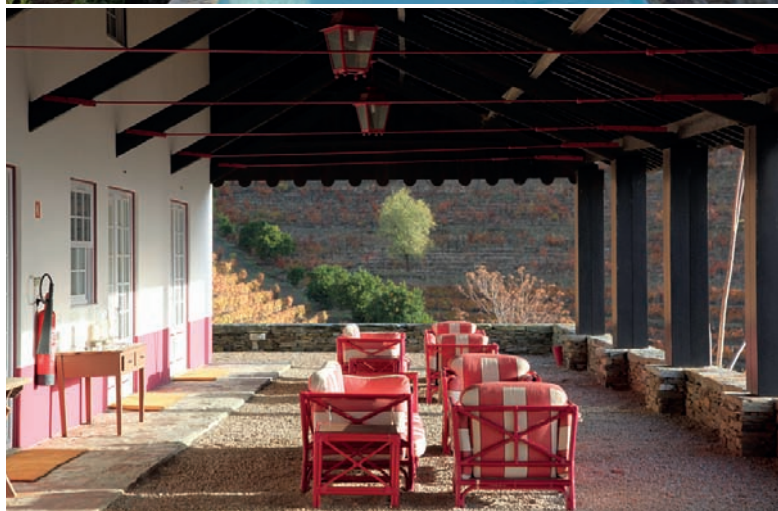
The intention of this initiative was to go far beyond aesthetic creativity. The mission focused on getting the message across of the urgency of sustainability and on raising consumers' awareness of the multiple advantages of an elegant, natural and unique material such as cork. For this, Anthropologie joined forces with the Cork Forest Conservation Alliance (CFCA) and its Cork ReHarvest programme, which will take care of the collection and subsequent recycling of the corks.

Whole Foods Market®, the largest organic supermarket chain in the world and a recognised champion of intelligent environmental practices – already a member of CORTICEIRA AMORIM's recycling programme – also contributed by donating used corks for the project.

To complement the initiative, Anthropologie also organised various free workshops in more than 60 locations over the week of its Earth Day celebrations. These workshops gave adults and children the chance to learn to make their own artistic creations using cork stoppers.

The initiative had a huge impact, not only due to the fact a well-known store like Anthropologie was behind it, but also because it appealed, in a very imaginative and engaging way, to people's environmental common sense, showing how we can contribute as individuals towards protecting the Earth.

A few days of summer in Douro, a suggestion from Quinta Nova



Quinta Nova de N. S. do Carmo invites you to spend a few days of your summer in the peace and quiet of the Douro region.

A stay of two or more days will give you the chance to discover one of the most beautiful estates in the Douro and enjoy everything the region has to offer. With boat tours, museum visits, scenic viewpoints, visits to estates and regional cuisine... there are countless reasons to get you packing.

Prices from € 121/person for two nights.

Contact us: hotelquintanova@amorim.com

AMORIM INVESTIMENTOS E PARTICIPAÇÕES, S.G.P.S., S.A.

Edifício Amorim - Rua de Meladas, n. 380 - P.O.Box 20
4536-902 MOZELOS VFR - PORTUGAL

Tel: 00351. 22. 7475400 - Fax: 00351. 22. 7475409

Email: comunicacao.meios@amorim.com - Site: www.amorim.com

