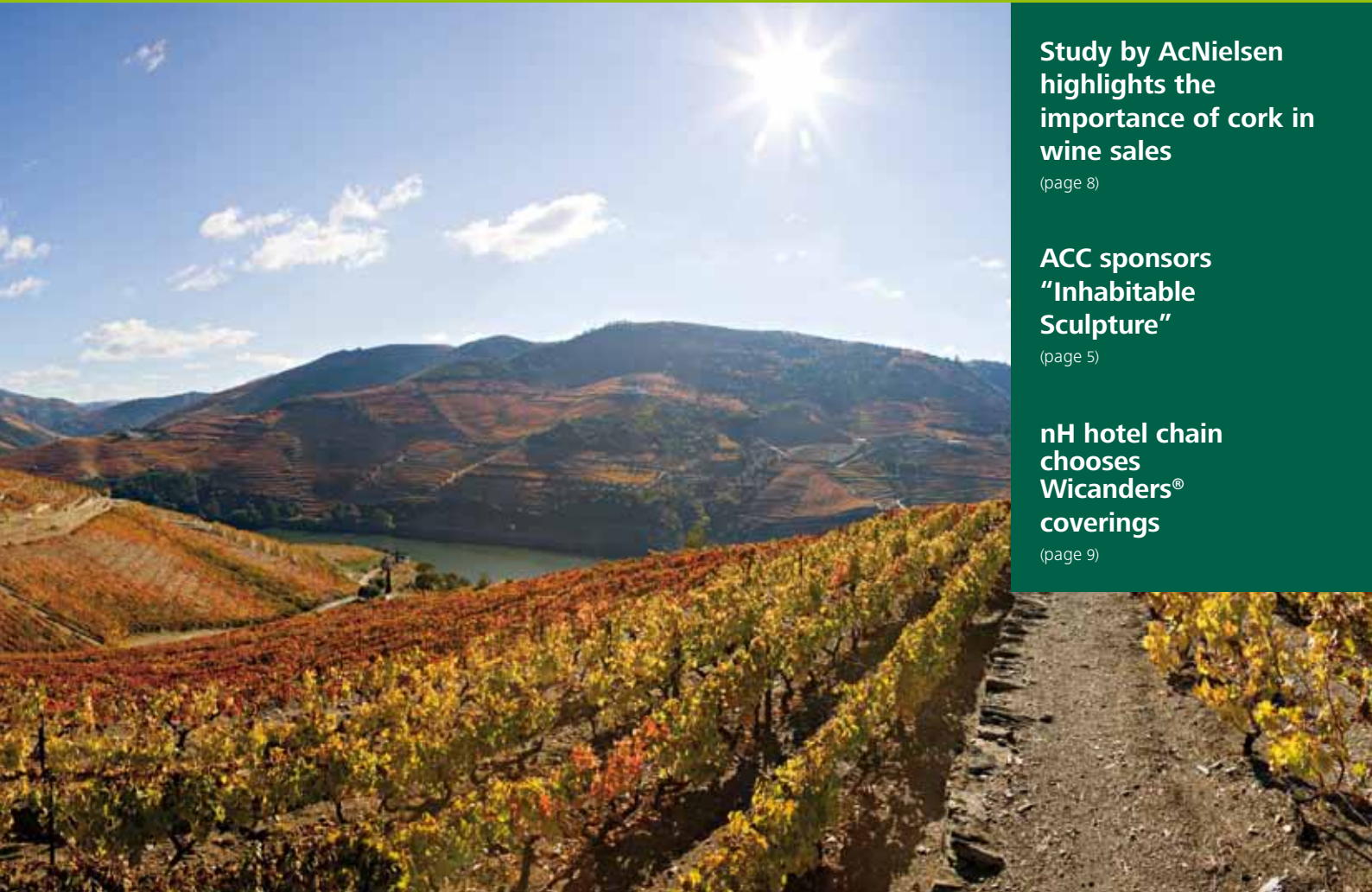




NEWS

Amorim Group news



Study by AcNielsen highlights the importance of cork in wine sales

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nH hotel chain chooses Wicanders® coverings

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QUINTA NOVA DE NOSSA SENHORA DO CARMO FIVE YEARS OF GROWTH IN THE DOURO

Quinta Nova de Nossa Senhora do Carmo has come to be regarded as a paragon of sustainability, quality and authenticity. In 2011, Quinta Nova will plant a further 25 hectares of vineyards on a 180 hectare property in the Upper Douro, in the area into which winegrowing in the Douro is currently expanding.

For the last five years, Quinta Nova de Nossa Senhora do Carmo has been the Amorim Group's winegrowing enterprise. It promotes sustainable, high-quality winegrowing for the production of Douro and Port wines, pursuing a brand growth strategy based on an integrated project which includes wine tourism and *gourmet* produce.

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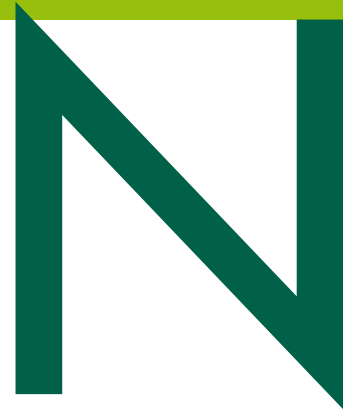
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NEWS



Wine and cork have a centuries-old connection. The Amorim family, with a long and highly regarded history in the cork industry, entered the winemaking sector in 1999 with the purchase of Quinta Nova de Nossa Senhora do Carmo, a historic *quinta*.

Quinta Nova de Nossa Senhora do Carmo is an 18th century property which stretches along 1.5 km of the north bank of the Douro, next to the town of Pinhão, with a total of 85 ha of class A vineyards at the heart of the Douro Demarcated Region, home to some of the world's most famous wines.

As one of the youngest members of the fourth generation of the Amorim family, I embraced this challenge heart and soul, with a strong sense of responsibility and complete dedication.

From the outset, our commitment is to develop, promote and innovate in the highly demanding activity which is winegrowing, an activity with the rich tradition of Douro wines and which is so representative of Portuguese identity in the world. Our path has been full of work, work supported by our immense affection for the earth and by the respect, creativity and quality which we put into every product. And so we carry forward the essence of the Douro, this piece of world heritage, immersed in an integrated project completed by wine tourism and the *quinta's* gourmet range.

Our wines express our terroir, and we believe they are among the best in the great winegrowing region of the Douro. Our secret? Keep

them simple, respecting the character of the grape. We strive to achieve a balanced must, in order to create higher concentration and maintain the purity of the fruit with precision, elegant personality and potential for longevity. In short, each of our wines offers a great experience of the Douro Valley.

We still have our initial commitment and enthusiasm. And we thank the lovers and consumers of Quinta Nova de Nossa Senhora do Carmo wines in the best way we know: by renewing our commitment to always give them excellent wine.

I conclude, of course, with a toast: Cheers!

Luísa Amorim
Executive Director of Quinta Nova

QUINTA NOVA DE NOSSA SENHORA DO CARMO



FIVE YEARS OF GROWTH IN THE DOURO

The first phase of the project resulted in marked growth for the brand, having achieved all of the goals set out, with sales of around 200,000 bottles in 2009, growth of 27% with regard to 2008, a business volume of 1.6 M€ and a cash flow of 0.3 M€. Currently, with a portfolio comprising three segments - Quinta Nova, Grainha and Pomares - the export market accounts for 35% of turnover, in particular the United Kingdom, Scandinavia, Switzerland, China and North America as well as, of course, Portuguese-speaking countries such as Angola and Brazil. The expected business volume for this year is 2.2 M€.

Lúisa Amorim is the family face behind this business area, safeguarding the distinctiveness and above all the consistent quality of its wines, which express the *quinta's* character with full conviction. After travelling to various wineries throughout the world, her chosen path has been to respect the authenticity and diversity of the region to the greatest possible extent. After an investment of 8 M€ in the property, including the plantation of 50 hectares of new vineyards - QN has 120 hectares of land, of which 80 are vineyards -, renovation of the winery and wine tourism establishments (the Rural Hotel and Wine House, in Pinhão Railway Station), the Amorim family is excited about the beginning of a new stage.

A new and daring investment of 2.7 M€ in different production areas is now underway with the plantation of 25 hectares in Quinta de São Cibrão, purchased in 2001 in the Upper Douro, in addition to the implementation of new winemaking technologies. Located in the area into which winegrowing in the Douro is presently expanding, the 180 ha property extending along 2.6 km of the northern bank of the Douro will provide a base for the growth of the business, adding to the 85 ha of native varieties in Quinta Nova (letter A).

In the original winery, which dates back to 1764, the aim is to explore the potential of the *quintas* and create an exemplary project in the Douro on a worldwide scale.

Cork at the Surfski World Cup



Amorim Cork Composites, by intermediary of its Corecork® by Amorim brand, sponsored one of the competitions of the Surfski World Cup, held on 27 and 28 August in Póvoa de Varzim Marina and Azurara Beach, in Vila do Conde, Portugal.

Amorim Cork Composites' involvement in the event, organised by Mar Kayaks, which owns the renowned kayak brand "Nelo", follows naturally from the Company's involvement in the composites industry and in particular the use of cork in the production of kayaks and other watercraft.

Cork, in addition to enhancing the kayak's technical performance (good shock absorption, low resin absorption and good resistance to both fresh and salt water), is a sustainable material providing an ideal replacement for technical textiles and synthetic foams.

As a result, all of the kayaks taking part in the competition on 28 August were produced with a cork core, of the Corecork® by Amorim brand. This connection between cork and the nautical industry dates back to 2008, the year in which Nelo kayaks were the big winners at the Beijing Olympics. At that time they already used Amorim cork.



ACC sponsors “Inhabitable Sculpture”

“Inhabitable Sculpture” is a work of art made of natural cork designed by architect Miguel Arruda and supported by Amorim Cork Composites. The piece can be visited at Centro Cultural de Belém (CCB) in Lisbon until the end of October.

The “Inhabitable Sculpture” exhibition was created as part of the “CCB Fora de Si” (CCB Inside Out) initiative within the 2010 Art Biennial, a project associated with Lisbon’s Architecture Triennial. Visitors to the CCB found in the Olive Tree Garden an attractive structure around 5 metres tall, the implementation of an artistic concept connected to nature and sustainability, perfectly blended with the surrounding environment.

The structure is arousing intense curiosity in visitors to the CCB, and both adults and children are unable to resist the temptation to touch the material covering it - natural cork. In addition to its appeal in terms of form and appearance, visitors can actually go into the structure, which offers unique sensory experiences.

Architect Miguel Arruda concentrated on creating a work of art with a certain degree of habitability, and cork presented itself as the natural raw material with which to achieve the desired effect. As well as the outer covering of cork, the flooring chosen for the structure is Fibr cork, a 100% green product from Amorim Cork Composites which was the finishing touch completing the concept created by the artist behind this project.

“Considering the aspect of opacity, cork is the most suitable material for the “Inhabitable Sculpture” given the temperature brought about by its inner and outer coverings. Indeed, the physical properties of the outer bark and smooth inner surface provide a unique interpretation of what we can regard as exterior and interior space in architecture” highlights Miguel Arruda.

This project once again embodies the strategic position of cork as a covering solution, associated with innovation and in harmony with nature.



Cork in Fashion

A unique, eco-friendly and trendy cork catwalk provided the stage for the creations of final-year students at Porto Fashion School, an event held at the Communication Museum housed in Porto’s old customs building which began with a show of items by Anabela Baldaque, a renowned fashion designer and former student at the school.

Amorim Cork Composites supported the show with an innovative cork catwalk, as well as providing cork as a raw material for advertising materials for the event. Cork was the common theme connecting the visual advertising materials for the event, a tasteful material which defined the look of invitations, posters, outdoor areas, signage and presentation folders for the student’s end-of-course projects.

The versatility of natural cork, the high standards of performance which it offers and the sustainability of the industry have brought about a renaissance for the material with increasing use of this natural resource and its features in a wide range of design products.



Amorim & Irmãos organises "Amorim Day" in the Portugal Pavilion

On 23 May, Amorim & Irmãos welcomed its major Chinese clients and partners to the Portugal Pavilion at Expo 2010 Shanghai. On a day devoted entirely to the world of Amorim, guests were given a custom tour of the Portugal Pavilion, during which the reasons behind the decision to use cork, a natural, recyclable and sustainable product providing amazing benefits in terms of performance, as a covering for the pavilion were discussed. The tour was followed by a delightful experience of dialogue between Portuguese wine and Chinese gastronomy. The moment was planned in its entirety by specialist and oenologist Jia Peng, director of World Wine Education in Shanghai, who presented the wines in loco and gave a detailed explanation of her gastronomical choices in a quest to combine the Portuguese wine palate with the richness and diversity of Chinese gastronomy.

The initiative was very well-received by all participants, who in addition to the unique opportunity to visit the Portugal Pavilion in the company of Amorim & Irmãos representatives, were also able to take part in this rich and unique experience.

In keeping with the theme of Expo 2010 Shanghai: Better City, Better Life, cork was the raw material chosen as a covering for the Portugal Pavilion.

Corticeira Amorim provided a total of 5500 m² of cork; expanded agglomerate was used for the façade and inner coverings, and a range of technical solutions - cork with rubber - in the projection room.

Expo Shanghai takes place from 1 May to 31 October. In the first week of the fair, the Portugal Pavilion was visited by over one hundred thousand people.



Christmas is coming...

and Quinta Nova, in anticipation of market demand, has prepared a brand new packaging concept.

The contents range from Douro and Port wines to *gourmet* products, combined in innovative customised boxes made of wood or cardboard.

Get a head start on your Christmas shopping and request our catalogue (lidia.moreira@amorim.com).



AMORIM REVESTIMENTOS attends international retailers event

Summit, by Schnier, hosted 250 representatives of coverings companies.

The new look of the **Vinylcomfort** Nordic and Scandia ranges were on display at the tenth edition of Summit, held by the company Schnier in the Canadian town of Whistler from 16 to 18 June.

The trade fair, which brought together 250 top retailers from all over Canada, was also attended by António Rios Amorim. CORTICEIRA AMORIM's chairman was one of the main speakers of the Floor Covering Executive Forum, an event in which other chairmen of international flooring companies also took part.

Held in a different city each year, Schnier's choice for the tenth Summit was Whistler, a mountain resort in British Columbia which hosted the 2010 Winter Olympics.



ACC at Interior Lifestyle Tokyo 2010

SML / Check-in-out / Magic Forest

Amorim Cork Composites' CorkNature brand was once again represented in the Japanese market, as a result of its participation in the Interior Lifestyle Tokyo 2010 trade fair, held from 2 to 4 June. Lifestyle Tokyo 2010 is unlike other interior decoration fairs in that it is situated within a market with a strong desire to follow trends, which is appreciative of natural and sustainable products which make use of design. The presence of Amorim Cork Composites,

and more specifically the CorkNature brand, with its household and office product lines, follows an exhibition of the Alma Gémea products at MoMa (The Museum of Modern Art) and subsequent selection.

At the event, Organisers awarded CorkNature's SML and Magic forest products, and the Check-in-out line of the Soul Mate collection, selecting them for the European Trends Pavilion.

The Agro de Bazán group, a well-known client of CORTICEIRA AMORIM launches innovative drip stopper

New model celebrates cork stoppers

Agro de Bazán, S.A., a well-regarded Spanish client of CORTICEIRA AMORIM, has recently launched an innovative drip stopper for its wine bottles, registered as a utility model, in 1999, by Manuel Otero Candeira.

Similar to a common neck label, this new drip stopper provides a very unusual functionality thanks to its main component, absorbent paper, which is highly effective in retaining drips. In addition, it is always accessible, as it forms a part of the bottle. It is hygienic, because drips do not return into the bottle from the top end, as happens with some drip stoppers which must be rolled up and introduced into the bottle neck.

The innovative nature of this drip stopper also resides in the fact that it leaves the top part of the bottle visible - it takes the form of a ribbon around the bottle neck - which makes it possible to see the type of closure used, i.e. a natural cork stopper.

At a time when the cork sector is seeking to leverage the importance of the CorkMark® logo on bottle labels to identify the type of closure used, the Agro de Bazán group's launch of a drip stopper which celebrates cork stoppers is in perfect alignment with the requirements of the industry.

The choice of cork and celebration of this material is motivated, according to the group's leaders, by its technical performance, which guarantees the preservation and ageing of wine in its full splendour, arguments which are further enhanced by the added value of a natural product.



Founded in 1988, the **Agro de Bazán** Group is located in Vilanova de Arousa, Pontevedra.

The Group currently comprises two wineries: Agro de Bazán - D.O.Rias Baixas (located in Vilagarcía de Arousa, Pontevedra) and Mas de Bazán - D.O. Valencia (located in Requena, Valencia).

Since its foundation, the Group has pursued the very highest standards of quality.

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Cork stoppers contribute to the value of wine

A STUDY PUBLISHED BY ACNIELSEN HAS SHOWN THAT WINE BRANDS USING CORK STOPPERS ENJOY HIGHER SALES THAN THOSE RESORTING TO ALTERNATIVE CLOSURES, WHILE ALSO OFFERING SIGNIFICANT ADVANTAGES IN TERMS OF PRICE. CONSUMER PERCEPTIONS CONTINUE TO FAVOUR CORK STOPPERS, WHICH REMAIN ASSOCIATED WITH QUALITY WINE.



Study by AcNielsen highlights the importance of cork in wine sales

During the period examined, the study shows that 72 of the 100 best wine brands use cork stoppers, which means that over the last five months an additional five brands have adopted cork. In wine brands sealed using cork, a 10.2% increase in sales volumes with regard to the same period in 2009 was observed. With regard to price, brands using cork stoppers enjoy an average advantage of US\$1.14 per bottle over brands using synthetic closures.

Sales by price band

Examining brands in terms of price, it becomes clear that the lion's share of the growth sustained by top-end wines was observed in bottles priced above US\$9.00. It was furthermore observed that this segment underwent an average yearly volume growth of 16.9%

in brands sealed with cork stoppers. By comparison, bottles in the same price band using alternative closures recorded growth of just 8.7%.

The advantages of using cork stoppers also have an effect on price. As a result of the perceived quality associated with cork stoppers, wine brands which use natural closures enjoyed a significant advantage in terms of price, as high as US\$ 1.68 per bottle, over those using alternative closures. The study also revealed that cork stoppers are employed uniformly throughout all price bands, while the use of synthetic closures remains concentrated mainly in the lower price bands.

The results show that the number of top-end wine brands using cork stoppers is on the increase, and brands which use cork have benefited from more vigorous sales growth than those using alternative closures.

ACC joins Aeronautics Project



LIFE - Lighter, Integrated, Friendly and Eco-Efficient Aircraft Cabin - is a research project aimed at developing new concepts for aircraft interiors ranging from design to the development of components and use of innovative materials and processes.

The main goal of the LIFE project is to design and develop solutions for use in aircraft interiors boasting innovative design which are oriented towards sustainability, more eco-efficient, lighter and more comfortable.

Advanced composite materials including carbon fibre and cork, and natural coverings such as aircraft leather and cork, based on state-of-the-art tools and production methods are among the main products and technologies which form a part of the LIFE project.

The initiative is made possible by the involvement of suppliers to the aeronautics, transport and design industries, the SCTN (National Scientific and Technological System) and associates of PEMAS (Portuguese Association of Companies for the Aerospace Industry). Amorim Cork Composites, Couro Azul (a member of the Carvalhos Group), INEGI (an interface institution belonging to Porto University) and SET (a member of the IBEROMOLDES Group) make up the consortium in charge of the project, which also has partners such as Almadesign (a design company devoted to the transport sector) and Embraer, a Brazilian aeronautics company, which is involved in the project on a consultancy basis.

Embraer's collaboration in the project is of utmost importance, as it gives the consortium direct contact with an end producer, facilitating access to information regarding market trends in the aircraft cabin interiors sector.

The LIFE project combines expertise from a number of technological fields, promotes work synergies among the participating companies and offers great spin-off potential for projects stemming from the concepts developed. The LIFE project will also serve to demonstrate the know-how and technical capabilities of the participating companies, both individually and collectively, in a sector which is currently marked by growth, innovation and high added value.

LIFE is supported by an investment of around 1.75 million euros, financed by QREN (National Strategic Reference Framework). It is a cost-integrating, controlled risk project with the ability to generate return which can in turn boost other projects and investments.

nH hotel chain chooses Wicanders® coverings

Amorim Revestimentos is the latest approved supplier of coverings to the nH hotel chain.

The **Wood**comfort product line by Wicanders®, more specifically White Oak Plank, was chosen by the chain as the flooring for its bedrooms. The nH chain's preference for this outstanding Wicanders® product line is linked to its perception of the benefits associated with the use of cork, from the thermal and acoustic comfort it offers to its anti-vibrational capacity and the modern, distinguished look conferred by its wood appearance. The nH hotel chain is of Spanish origin, possessing 339 hotels in 29 countries. In Portugal, it has two hotels in Lisbon, although the agreement entered into between the two companies is of international scope.



USFloors promotes cork coverings in the USA

With the aim of publicising cork coverings and the benefits associated with their use, USFloors organised the USFloors Cork Road Show in four US cities.

The main content of the sessions revolved around the Amorim Group, sustainability, education in the field of cork, new applications of this 100% natural, renewable and recyclable raw material and the latest innovations in floor and wall coverings, with a particular focus on the **Cork**comfort product line.

USFloors is a US coverings distributor 25% owned by Amorim Revestimentos.



Students of Aberdeen University with Paulo Bessa, Head of Sustainable Development at CORTICEIRA AMORIM, in one of the Company's factories

Study reaffirms sustainability of the cork industry

The study "Evaluating the Sustainability of Cork Production in Portugal: A Case Study of the Coruche Region", conducted by researchers at Aberdeen University in the United Kingdom, has concluded that cork production in Portugal is a sustainable activity at an environmental, social and economic level, and is closely linked to the development of the geographic regions in which it takes place.

With regard to the environmental aspect, the study highlights the important services rendered by the cork oak forest, including its capacity to reduce the risk of wildfires and soil erosion, as well as the biodiversity associated with it and the fact that it provides a safe haven for several species at risk of extinction. The activity's considerable contribution to the country's economy and particular importance to rural areas, where it is one of the major sources of employment, are the main factors mentioned on the social and economic plane.

Also mentioned is the fact that the entire equilibrium of cork production as an activity and the resulting benefits are dependent on the demand for products using cork, as a result of which raising public awareness of the sector, promoting and diversifying cork products and certification of cork oak forests are, according to the study, factors worthy of consideration.

The study was conducted with the participation of CORTICEIRA AMORIM, WWF, the Coruche Association of Forestry Producers, and researchers and a PhD student from the Higher Institute of Agronomy, and is based on three fundamental lines of analysis: environmental factors (biodiversity, pollution, fighting climate change, good practice), social factors (employment, participation in decision-making processes, social justice, displacement) and economic factors (demand for cork products, purchasing power, industrial development).

Quinta Nova presents 2008 vintages

Quinta Nova de Nossa Senhora do Carmo is launching the latest editions of its top-end wines: Quinta Nova Vintage 2008, Quinta Nova Reserva 2008, Quinta Nova Touriga Nacional 2008 and Quinta Nova Grande Reserva 2008.

This year, in addition to the renewal of existing ranges, there is a new wine which deserves a spot in your wine cellar. It is a new top-end wine completing the quartet, the result of a new blend created to express the *Quinta's* character.

Originating from the region's most traditional varieties, Quinta Nova's wines boast unique personality and elegance. Keep an eye on the market, and waste no time in snapping up your favourites.



Woodcomfort chosen for shop in Istanbul

Combining thermal and acoustic performance with a modern and distinctive wood design, the **Woodcomfort** product line by Wicanders® remains a standard choice for countless architects and decorators, used in a wide range of projects all over the world.

In Istanbul, Turkey, Wicanders® premium product line was chosen for the flooring of the Kenneth Cole brand, a US clothing and footwear store, for a total area of 200 m² paved with **Woodcomfort**, product reference Oak Coal.



TCA at all-time low

The latest edition of the Concours Mondial de Bruxelles, regarded as one of the world's main wine events, held this year in Palermo, Sicily, has added further weight to evidence of a dramatic decline in cork-related wine faults, in line with the findings of the major international wine events held over the last year.

Of almost 7000 bottles opened at the prestigious event only one per cent were identified as being affected by 2,4,6-trichloroanisole (TCA). 270 judges tasted and analysed the wines from over 50 countries, in all rejecting 120 samples, of which 68 were associated with problems involving sensory contamination, once again highlighting the dramatic decline in TCA.

"While the TCA-taint controversy is progressively dying out, the cork stopper is more than ever quality wines' natural companion," said Thomas Costenoble, oenologist and director of the Concours Mondial de Bruxelles.

Late last year at WineFuture in Spain, internationally renowned wine critic Robert Parker conducted a *grenache* tasting for almost 600 guests at which the incidence of TCA was less than one per cent. During the event Parker stated that cork quality had clearly improved.

In January, The Great Claret Tasting — a review of over 200 Bordeaux wines from the 2006 vintage — had "hardly any cork-

tainted bottles" according to a report in Britain's Financial Times. And last October the Washington-based French Wine Society emphasised that cork-related taint was not an issue at its annual conference. Over 500 bottles of wine were opened and only four were affected by TCA.

The French Wine Society announcement followed a report in *Vineyard & Winery Management* by Dr. Christian Butzke — a leading American professor of oenology and wine judge — that stated TCA was no longer a major problem for the US wine industry. Dr Butzke drew this conclusion after reviewing thousands of wines at the Indy International Wine Competition.

Oenologist Michel Rolland — widely regarded as the world's foremost wine consultant — echoed Butzke's views when he told Argentina's Clarin newspaper that today winemakers can use corks "without any problem".

CORTICEIRA AMORIM's chairman and CEO António Amorim said the 2010 Concours Mondial de Bruxelles had confirmed cork's improved performance. "In recent years several major wine competitions have demonstrated the fact that cork quality has improved significantly". "The industry has made great progress on TCA and some of cork's loudest critics are now recognising that and quietly acknowledging cork's improved performance.", he added.



Santo Isidro de Pegões Agricultural Cooperative visits **AMORIM & IRMÃOS** factories

On 29 June, Amorim & Irmãos, specifically the Coruche and Equipar factories hosted a visit by the employees of Santo Isidro de Pegões Agricultural Cooperative.

With the goal of promoting the client's contact with the product, the group was given an opportunity to observe the production cycle in two factories and become familiar with the different stages of production of Twin-Top® stoppers, which the cooperative regularly uses.

The visit ended with lunch at the Equipar factory.

The spirit of partnership between the Amorim Group and Santo Isidro de Pegões Agricultural Cooperative was greatly enhanced by the event.

Santo Isidro de Pegões Agricultural Cooperative is a modern winery with 967 hectares of vineyard, offering a range of brands, including Adega de Pegões Syrah Red 2004 and Adega de Pegões – Cabernet Sauvignon.

The Agricultural Cooperative sells eighty five percent of its produce on the Portuguese market, exporting the remaining fifteen percent.

Amorim Revestimentos at Yapi Fair 2010

In keeping with what is becoming something of a custom, Amorim Revestimentos attended another edition of the yearly Yapi Fair, held in Istanbul, Turkey, to present the products of its premium brand Wicanders®.

The Wicanders® stand, where a number of product lines and covering solutions by the company were displayed, received a high number of visitors over the fair's five day duration, in similarity with previous editions.

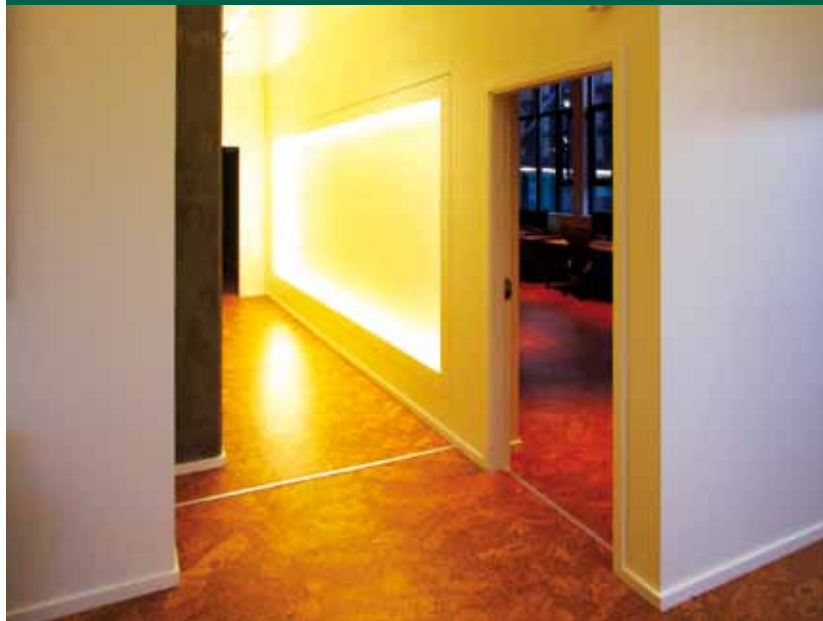
This was the 33rd edition of the International Yapi/Turkeybuild Istanbul Fair. The fair, devoted to the construction industry, was held in a 60 thousand m² area and was attended by 790 companies from 15 different countries and over one hundred thousand visitors.

Government offices in Canada use **Corkcomfort** flooring

The **Corkcomfort** product line by Wicanders®, characterised by its versatility and aesthetic autonomy in combination with other materials and in the creation of the most varied décors, has once again been chosen as the flooring solution for an international project.

This time, Wicanders'® cork coverings were selected for the new government offices in the city of Vancouver, in Canada. Approximately 800 m² of **Corkcomfort**, with the HPS finish, were used in various parts of the buildings: administration, reception area, corridors and work stations.

The environmentally friendly and technically faultless solution was very well-received by the clients, who praised the appearance and performance of Wicanders® cork flooring, which is warm and silent, comfortable underfoot and hypoallergenic.





Gerhard Schiesser awarded Order of Henry the Navigator

ON 9 SEPTEMBER, GERHARD SCHIESSER, A FORMER EMPLOYEE OF AMORIM & IRMÃOS, WAS AWARDED THE TITLE OF COMENDADOR DA ORDEM DO INFANTE D. HENRIQUE (COMMANDER OF THE ORDER OF HENRY THE NAVIGATOR) FOR SERVICES RENDERED TO PORTUGAL. THE AUSTRIAN CITIZEN WAS HONOURED BY INSTRUCTION OF THE PRESIDENT OF THE REPUBLIC, ANÍBAL CAVACO SILVA, AND RECEIVED THE DISTINCTION FROM THE PORTUGUESE AMBASSADOR TO VIENNA, MANUEL MARCELO CURTO.

In a small reception at the embassy, Manuel Curto highlighted the economic importance of Gerhard Schiesser to Portugal, recalling his role in establishing connections between East and West during the Cold War, a time when economic relations were impossible between the majority of the communist countries and Portugal.

Gerhard Schiesser arrived in Portugal with Caritas in the mid 1950s. The Austrian citizen was taken in by the Amorim family, joining Amorim & Irmãos as head of exports to Eastern European and German-speaking countries.

In 1967, when Gerhard Schiesser GmbH was established, the Austrian took charge of the project, heading to Vienna to oversee the opening of a trade outpost there.

In the book "Américo Amorim, 50 Anos de Trabalhos" (Américo Amorim, 50 Years of Work), Américo Amorim highlights Gerhard Schiesser's contribution to the growth of the business: "Contact from 1955 onwards with Gerhard Schiesser was extremely useful in a difficult time during which Portugal's political choices hindered contact with the vast COMECON economic area".

Innovative ideas overcome wastage

How can we reduce the wastage caused by Energy (electricity, gas, petrol, diesel or biomass), Water and Waste? This was the challenge posed for the second year running to employees of the Amorim Group.

The proposal to use information technologies to replace paper, increase operational efficiency, optimise costs and reduce environmental impact was the winner of the "Ideas for the Reduction of Wastage Contest" held by CORTICEIRA AMORIM, open to all employees of its Companies. The winning idea came from the administrative team of the Raw Materials Business Unit.

In second place was Manuel Vieira, of Amorim Revestimentos, who suggested the creation of green coverings for car parks.

In the Energy field, proposals were submitted for installation of presence sensors, fitting rooms with switches connected to four bulbs, thermal solar panels to heat water and installation of more efficient windows and window frames. Employees also highlighted the need for awareness-raising campaigns regarding proper usage

of office lighting and energy-saving settings on laptop computers. With regard to saving water, ideas were just as varied: taps with sensors or timers, installation of irrigation sensors to detect rainy days and reuse of rainwater for washing of equipment, irrigation and firefighting.

Finally, in the field of Waste, ideas for separate bins in work rooms for plastic, paper, batteries and glass, awareness-raising campaigns for proper separation of used oil for biodiesel, incentives to employees to recycle cooking oil and provision of information about collection points in the group's companies.

The contest was judged by a jury made up of Paulo Bessa, Paulo Silva, Joaquim Carvalho, Fernando Sampaio, Natália Santos and Olinda Silva.

The winner of the "Ideas for the Reduction of Wastage Contest" was rewarded with a weekend at Quinta Nova Rural Hotel for two people on half-board. The runner-up will have an opportunity to visit the Iberian Lynx Breeding Centre in Silves.



CORTICEIRA AMORIM teaches children about the importance of the Cork Forest

Joining the initiatives held in the school over the last year by teaching staff and pupils to commemorate "2010 International Year of Biodiversity", such as collection of cork stoppers for recycling, CORTICEIRA AMORIM gave a presentation in the Murado School Centre library about the importance of the Cork Oak Forest to the sustainability of the planet at the invitation of the Parents' Association of Sobral EB1 School.

Representing CORTICEIRA AMORIM, Joana Mesquita interacted with the pupils, explaining the importance of the forest and the cork oak to the ecosystem, spoke about cork and its applications, and raised the awareness of the eight primary school classes of the importance of sorting cork stoppers at home for recycling, allowing

them to be transformed into new products and enabling new cork oaks to be planted.

Previously, on World Children's Day, sponsored by the Amorim Group, the Parent's Association gave each pupil a t-shirt and challenged them to discover "Save Miguel".

In the presentation given at the end of the school year, the pupils watched the Save Miguel video and became better acquainted with "Miguel" (the Cork Oak) and cork, the basis of an industry of huge importance to our economy, and the Cork Oak's contribution to biodiversity.

At the end of the presentation CORTICEIRA AMORIM gave each pupil and the School Centre library a copy of the book "Cortiça - Um fantástico presente" ("Cork - A fantastic gift").



"Hagebau – Holzprofi" visits Amorim Revestimentos

Last June, a group of clients from the German organisation "Hagebau – Holzprofi" paid a visit to Amorim Revestimentos. During their stay in Portugal, in addition to observing the process of cork stripping, the group visited Amorim Revestimentos' various factories and companies belonging to the other Business Units of CORTICEIRA AMORIM.

This was the first trip to Portugal by clients from "Hagebau – Holzprofi". Hagebau is an association of SMEs trading in construction materials, timber and bricks. The members which visited Portugal are timber retailers and belong to a subsidiary organisation of Hagebau called Holzprofi.



Première Vision visits Gierlings Velpor

In May, **Gierlings Velpor** hosted, for the first time, representatives of *Première Vision*, in the person of the company's general manager, Jacques Brunel, and a fashion director, Ariane Bigot.

The visit took place within the context of the new strategy being implemented by **Gierlings Velpor** aimed at bringing the company even closer to the market and its international partners. *Première Vision* is the largest and best-known organiser of trade fairs in the field of clothing textiles in Europe and the world. This closer dialogue opens the way to a growing presence of **Gierlings Velpor** in the field of European textiles, and it has already been invited to take part in focus and trend harmonisation meetings in the field of fashion which bring together the "cream of European textile production" at the start of each season in Paris.

As a result of the strategic investment in internationalisation currently under way, **Gierlings Velpor**, as a major European producer of three-dimensional textiles, will be represented at the main world events in the clothing sector during the next quarter - *Première Vision Paris*, *Milano Unica*, *Munich Fabric Start* and *JITAC Tokyo*. **Gierlings Velpor's** "new businesses" will also unveil their new collections at the most highly-regarded European fairs in the field of decoration - *Mood in Brussels* - and Public Transport - *Innotrans* in Berlin, *EuroBus* in Birmingham and *FIAA* in Madrid.

DID YOU KNOW?
A CORK STAND PROVIDED BY AMORIM ISOLAMENTOS WAS CONSIDERED THE BEST AT GREEN FESTIVAL 2010.

ACC at Mosbuild 2010

As usual, Amorim Cork Composites took part in the 2010 edition of the Mosbuild fair in Russia to present its AcoustiCORK product range.

Regarded as one of the major international construction fairs, with a strong focus on Eastern Europe and companies with an interest in this region, Mosbuild 2010 enjoyed high attendance levels, with visitors showing great interest in cork as a raw material, and in particular in the outstanding performance it offers in terms of thermal and acoustic comfort.

Amorim Cork Composites' stand was larger than in the previous edition, in preparation for the expected increase in visitor numbers motivated by the introduction of two new AcoustiCORK lines to the Russian market: AcoustiCORK Underscreed and AcoustiCORK Heated Floors. These two new lines, alongside the existing underlay product line (AcoustiCORK Underlay) aroused considerable interest in visitors to Mosbuild 2010, who showed great receptivity to these natural and sustainable solutions for the thermal and acoustic insulation of homes.

CORTICEIRA AMORIM is a market leader in cork solutions in Russia, a market which is thoroughly familiar with this raw material and the potential it offers. The company's attendance at Mosbuild 2010 was a success, in that it has already resulted in increased sales and attracted new clients in the Russian market, counterbalancing the less rosy outlooks of many economic analysts who projected a sharp contraction in the Russian construction market.



Quinta Nova launches Wine Atelier

During this year's harvest, Quinta Nova de Nossa Senhora do Carmo will be launching an innovative project: a Wine Atelier. A venue for creation, experimentation, study and research, the new Atelier will enable Quinta Nova to work with wines in an almost manual fashion, treating them as works of art, with the aim of continuing to present unique, authentic wines of exceptional quality.

Located in the old granite cellars of the modern winery, the Wine Atelier will permit Quinta Nova to treat wines as works of study (*studere*). More than mere rarities, one of the company's goals is to create a wine which is unique. But in addition to creating elegant and highly distinctive wine, the concept aims to improve the current three Grande Reserva wines and extend this collection to include 4 Atelier wines to represent the character of the quinta, with their own style and personality, blending the different varieties as if they were a colour palette.

The Atelier will be used to study the current top-end wines (Quinta Nova Grande Reserva and Quinta Nova Touriga Nacional), the new wine just launched (Reference), and another currently being designed, to be created this harvest.

In view of its strong commitment to sustainability, maximum use will be made of the unique terroir of the property, which possesses 85 ha of vineyard producing in an integrated fashion, made up of native red varieties - old vines (15%), vines 30/40 years old (25%) and vines eight years old. In all, 25 percent of the vineyard is made up of Touriga Nacional vines.

"We know which points are targeted by wine tasting, and we understand that a crop of grapes can make an excellent and beautiful collection, but we want to discover more and build a practical research programme and work on the details, developing in each of these wines a unique personality. Quinta Nova has already achieved a very high level of quality, now we have to surpass ourselves!" claims Luísa Amorim, general manager of the Quinta Nova project.

The Wine Atelier is housed in the old granite cellars of the original 1764 winery, in which a number of large wooden barrels and stainless steel vats have been placed, with a total capacity of 17,800 litres, in order to create small batches from sections and subsections of the *quinta* and test different maceration and maturation systems. Everything is done under strict control, from the selection of grapes to their intake.

"By innovating with tradition" - in the words of Luísa Amorim - "we are able not just to create fine wine, with unique characteristics, but also to do research and enhance the quality of each vintage" resulting in extensive experience of the Douro Valley.

First ever cork shot glass unveiled at Manta Beach



Amorim Cork Composites and Pelcor have joined forces to create the first ever cork shot glass, unveiled at the "Cork your Style" event at Manta Beach Club in August.

Following the success of the exhibition of cork products at MoMa - Museum of Modern Art, in the cosmopolitan cities of New York and Tokyo, in which products by the two companies were on display, the Algarve is now the chosen stage on which to promote the finest creations using this natural raw material. Maya, the well-known PR representative for Manta Beach, wore an original dress with a cork pattern designed by Pelcor to the event, another example of how innovation in cork knows no bounds.



Chef Marco Gomes & Quinta Nova gourmet range

Taking Quinta Nova's *gourmet* product range as inspiration, renowned chef Marco Gomes, of Foz Velha Restaurant in Porto, was invited to devise a series of original recipes.

The recipes, based on the Quinta Nova de Nossa Senhora do Carmo infusions and jams, have been published every month by Dicionário dos Sabores (Dictionary of Flavours), a *gourmet* newsletter by Quinta Nova.

Consumer reaction has been very positive, and the project will continue until the end of the year.

For those interested, the recipes are available at www.quintanova.com.

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