



AMORIM

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

Consolidated results

First Half 2011

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Consolidated results

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- Consolidated key indicators

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Consolidated results

- Highlights
- Consolidated key indicators

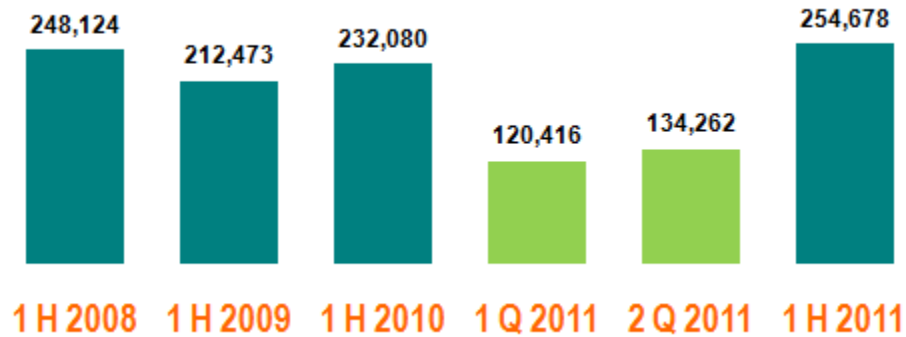
Unit: thousands of euros

Highlights

- ❑ **First half 2011 (1H11) consolidated sales reached 255 million euros (M€), up 23M€ (9.7%), surpassing for the first time 2008 comparable;**
- ❑ **All Business Units (BU) recorded higher activity and better results than 2010 comparable;** (except for Corkflooring BU which showed a slightly lower EBIT)
- ❑ **Current EBITDA (39.7M€ = 15.6% of sales) and current EBIT (28.5M€) up 19% and 28% from same period 2010;**
- ❑ **Net profit totaled 13.8M€, increasing 19% from last year comparable of 11.6M€;**
- ❑ **Dividends paid during second quarter reached 12.6M€;**
- ❑ **Net debt (121.1M€) increases 19M€ since December 2010.**

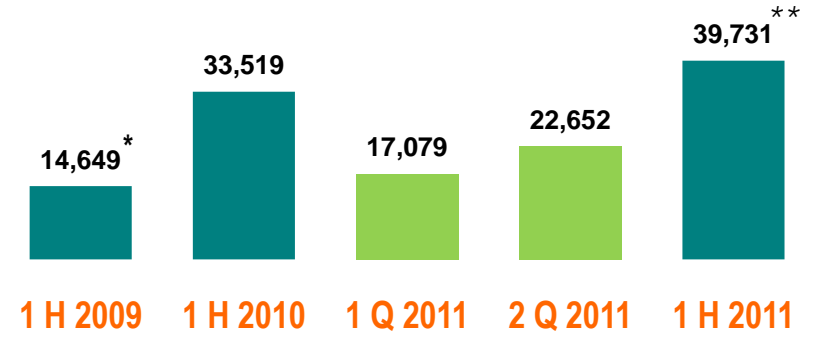
Consolidated key indicators

Sales



Non-cork coverings sales: 1H11 vs. 1H08 = -7,871K€

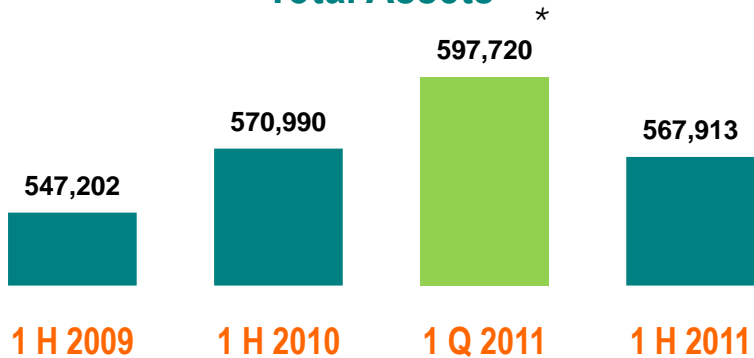
EBITDA



* Excludes restructuring costs (4,515)

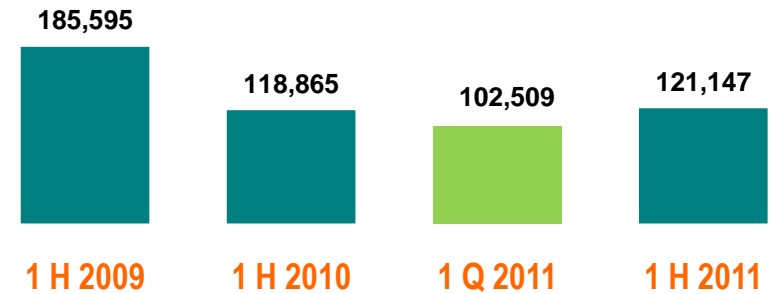
** Excludes 3,563 K€ (1Q11: 1,827 and 2Q11: 1,781) due to goodwill impairment

Total Assets



* Includes 48,000 of bank deposits

Net debt



Business Unit:

Raw Materials

- Key indicators
- Highlights

Unit: thousands of euros

Highlights and key indicators

Procurement

- At the end of July 2011, all raw-materials requirements for 2012 were fulfilled. Average acquisition price has increased when compared to last year acquisition campaign.

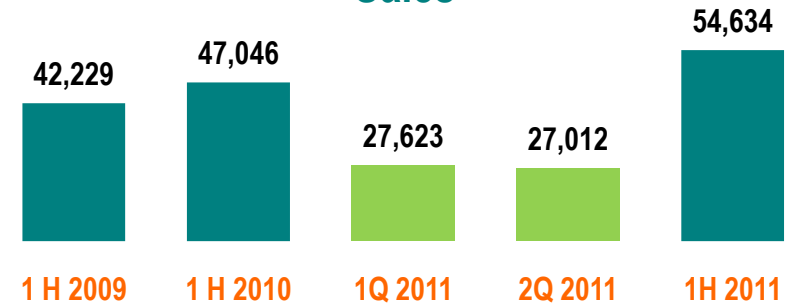
Operating activity

- Sales jumped 16,1% from 1H10 values:
 - As a part of the value added chain to the Group, this BU accompanied the growth of activity of the BU's downstream, registering a 18% increase in sales to the chain;
- EBITDA increased 4,8M€:
 - Higher margins and activity with stable operating costs;
 - All industrial sites (Portugal, Spain and Tunisia) showed positive results.

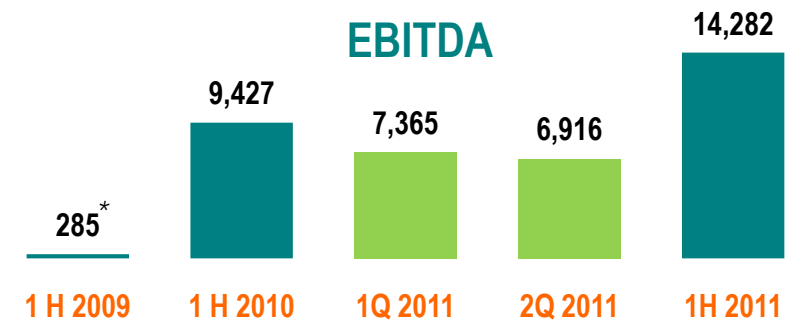
Outlook

- For the second half it is expected the maintenance of a good performance, with a slower rate for the activity and results.

Sales

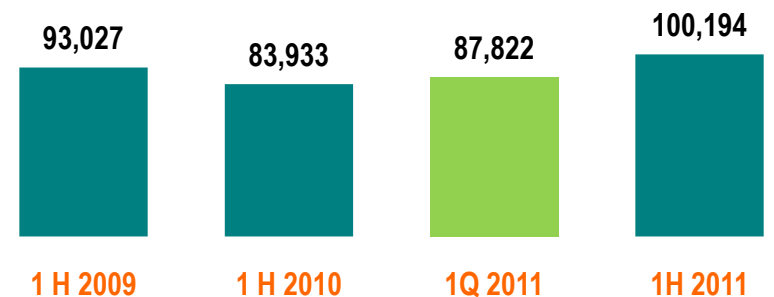


EBITDA



* Excludes restructuring costs (160)

Total Assets*



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

Business Unit:

Cork Stoppers

- Key indicators
- Highlights

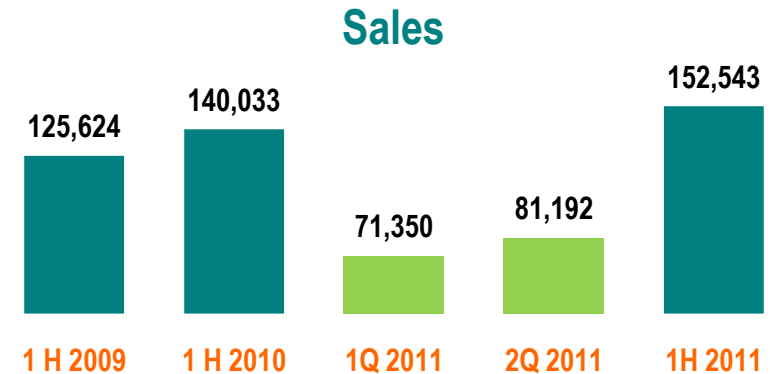
Unit: thousands of euros

□ Sales – 8.9% increase in 1H11

- A good growth rate was maintained during 2Q11 (9,4%):
 - A growing world market (1% to 2% in volume)
 - Market share gains due, partially, to the good situation (operating and financial) of CORTICEIRA AMORIM versus its competitors in a crisis situation;
 - Plastic stoppers fall-off.

- Performance by product family:
 - Natural Cork Stoppers:
 - Increase of 9,4% justified by volume;
 - Except for the South Africa, Australia and Chile, all markets recorded increases.
 - Champagne Cork Stoppers:
 - Increase of 19% justified by volume (16%);
 - Strong growth in all major markets;
 - Neutrocork®:
 - Increase of 12% justified by volume (14%);
 - All markets registers increases. Chile impacted average price.
 - Twin Top®:
 - Flat sales with higher volume (4%);
 - US and Australian market saw important growth.

- Markets:
 - Strong growth in the traditional markets (France, USA ant Italy from 9% to 18%)
 - Drops in the Chilean and south African markets.

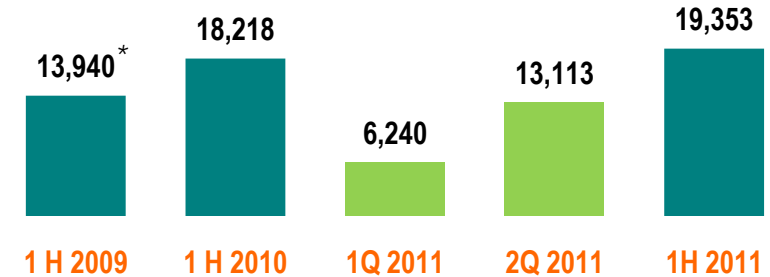


Highlights and key indicators (2)

Operating activity

- Percentual gross margin decrease of 2.2% due to the USD devaluation (average 1H10: 1.326 vs. 1H11: 1.403) and to a hike in non-cork raw-materials price;
- Operating costs up 10% in 1H11. Production (+16%) and price increases in transportation, energy and exchange differences are the reasons behind this increase.

EBITDA

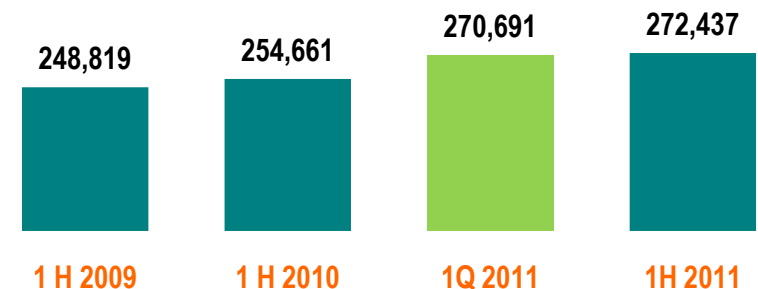


* Excludes restructuring costs (1,550)

Outlook

- After a strong increase in activity during the first half, a slowdown is expected for the second half. USD devaluation can hit margins.

Total Assets*



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

Business Unit:

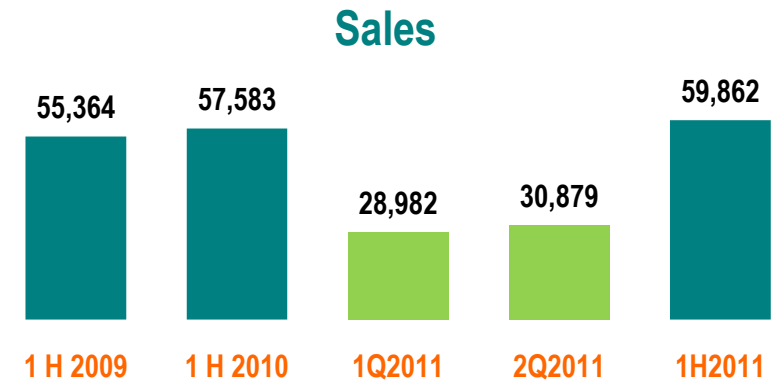
Floor & Wall Coverings

- Key indicators
- Highlights

Unit: thousands of euros

□ Sales increase of 4% (comparable: 10%)

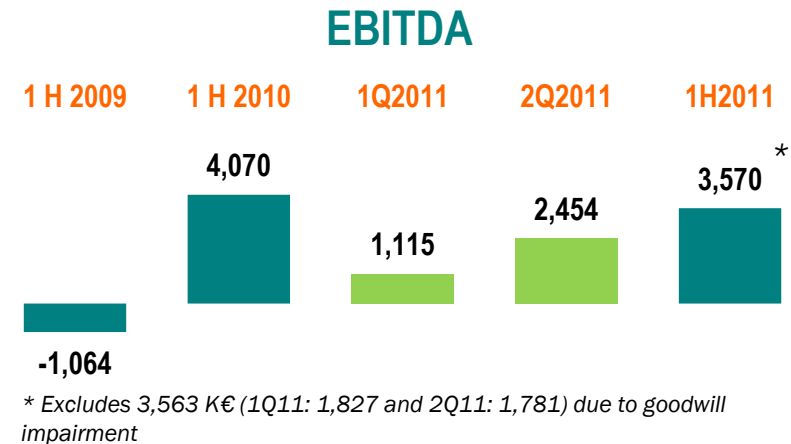
- Reversal of 1Q11 trend (-1,7%);
 - Own finished products (+10%);
 - Trade products (-20%).
- Good performance in North America and Eastern Europe markets;
 - Main market sales stable (Germany);
 - Drop in sales in Benelux and Nordic (wood);
 - Highlights for the LVT family.



Highlights and key indicators (2)

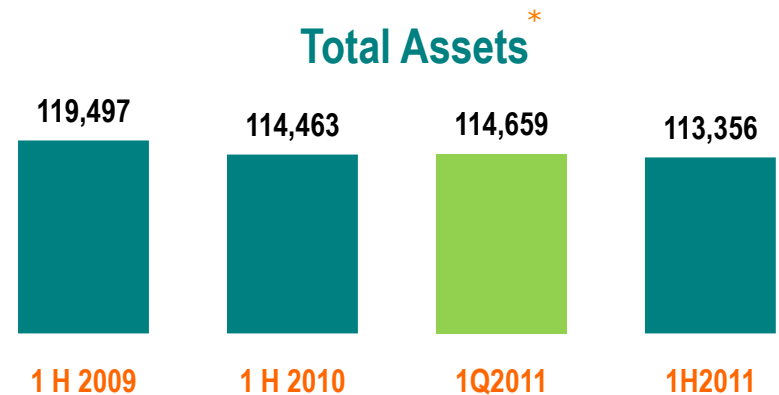
□ Operating activity

- Percentual gross margin remained stable:
 - Favourable product mix (higher weight of own finished products);
 - Negative impact of the USD exchange rate in trade products (non-cork);
- Operating costs increase (6%):
 - Production increase (10%);
 - Inventory and customers impairments (+0,8M€);
 - Higher energy and transportation costs.
- Stable EBITDA and EBIT values.



□ Outlook

- Own finished products growth stable;
- Trade sales recovery (Timberman);
- USD impact unfavourable in own products;
- USD impact favourable in trade products.



Business Unit:

Cork Composites

- Key indicators
- Highlights

Unit: thousands of euros

Highlights and key indicators

□ Sales increase (19.3%)

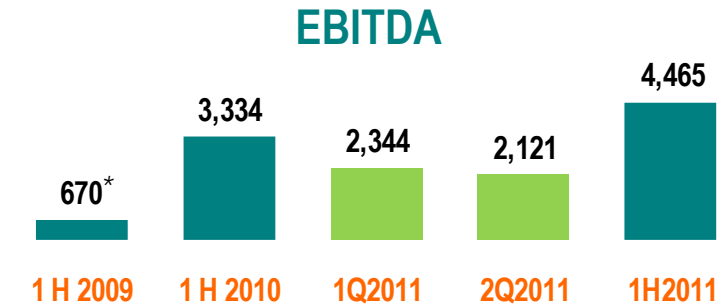
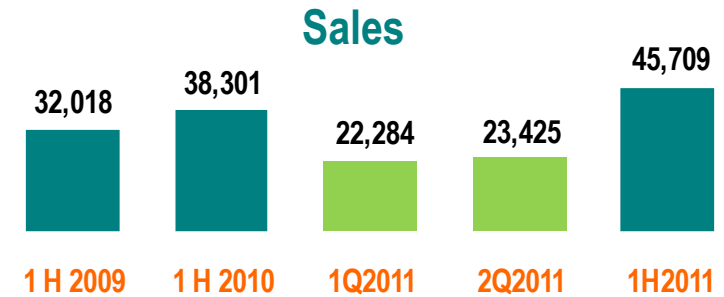
- Market recovery;
- Growth justified by volume;
- The three main segments (construction, industry and sealing) recorded sales increases ranging from 7% to 12%;
- Germany export bonanza benefited industry and sealing activity.
- In construction the highlight was for the Russian market;
- Unfavourable USD devaluation impact.

□ Operating activity

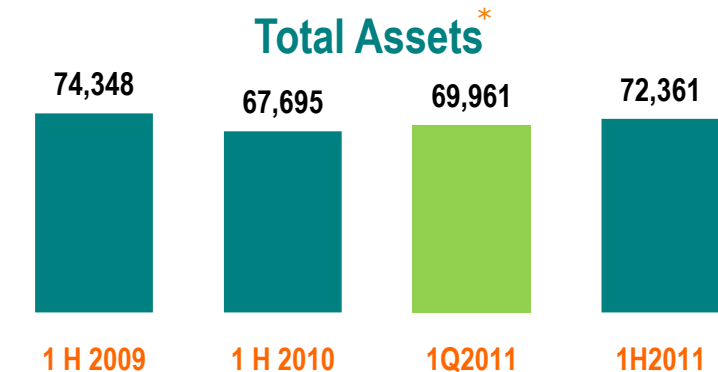
- Plants operating at full capacity;
- Higher non-cork raw materials and energy prices responsible for the drop in the percentual gross margin (1Q: 43% vs. 2Q: 38%);
- Higher activity allows for a better EBITDA and EBIT values (around 1M€).

□ Outlook

- Maintenance of good performances, though the USD recent trend will hurt growth rates;
- Non-cork raw materials price to be stabilized.



* Excludes restructuring costs (2,805)



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



Business Unit:

Insulation Cork

- Key indicators
- Highlights

Unit: thousands of euros

Highlights and key indicators

□ Marginal sales growth

- Postponing of a few projects hit 2Q activity, levelling 1Q increase;
- A 3% volume increase in expanded agglomerated cork was offset by a price effect (sales : +1%);
- Of the three main markets, Middle East was the only to show a good register; Drop in France, while Italy remained stable.

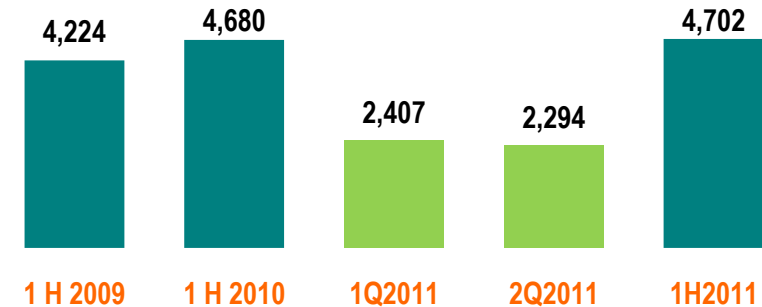
□ Operating activity

- Stable percentual gross margin;
- Operating costs reduction;
- EBITDA and EBIT increase (7% and 12%).

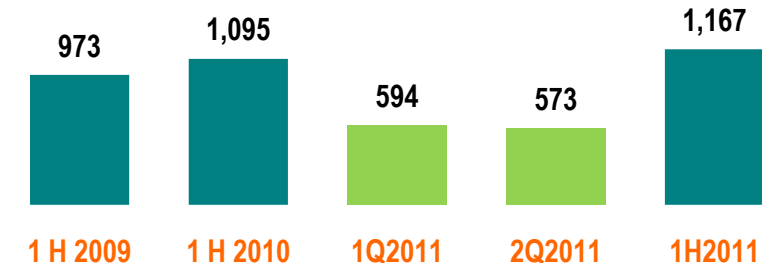
□ Outlook

- Recovery, reaching 1Q levels.

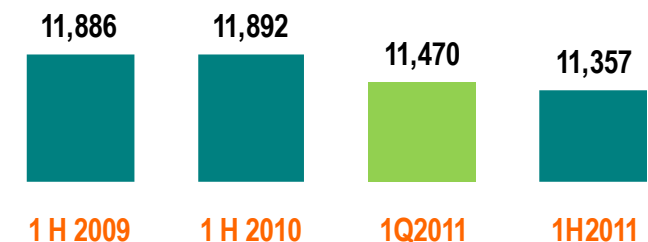
Sales



EBITDA



Total Assets*



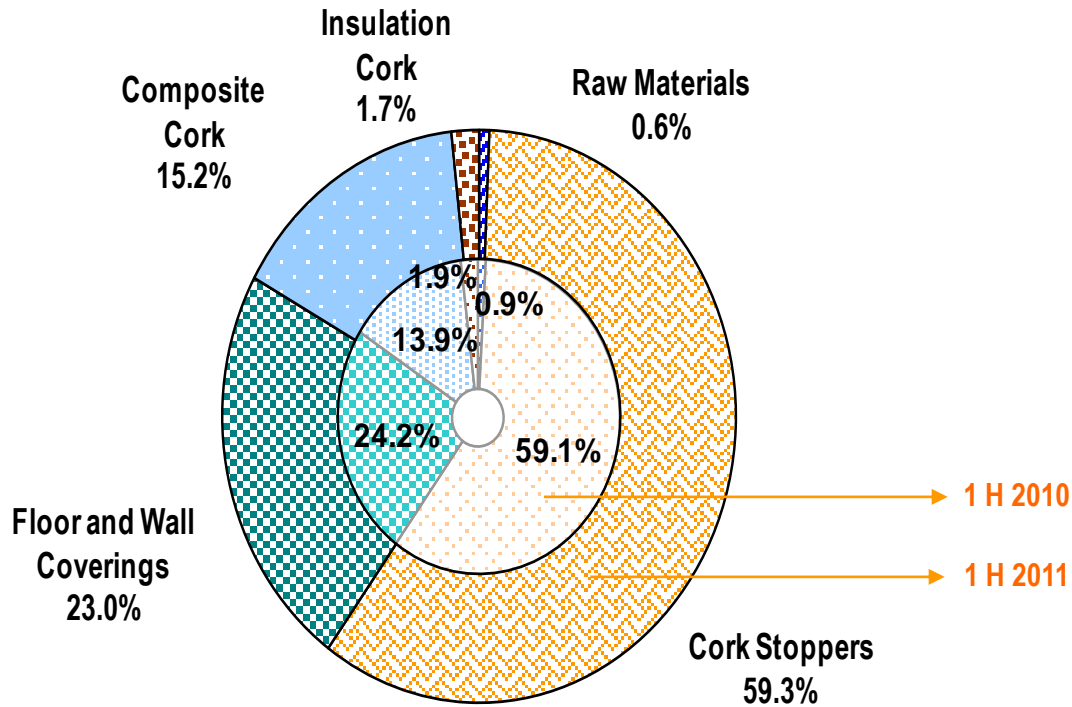
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Appendices

- Consolidated indicators

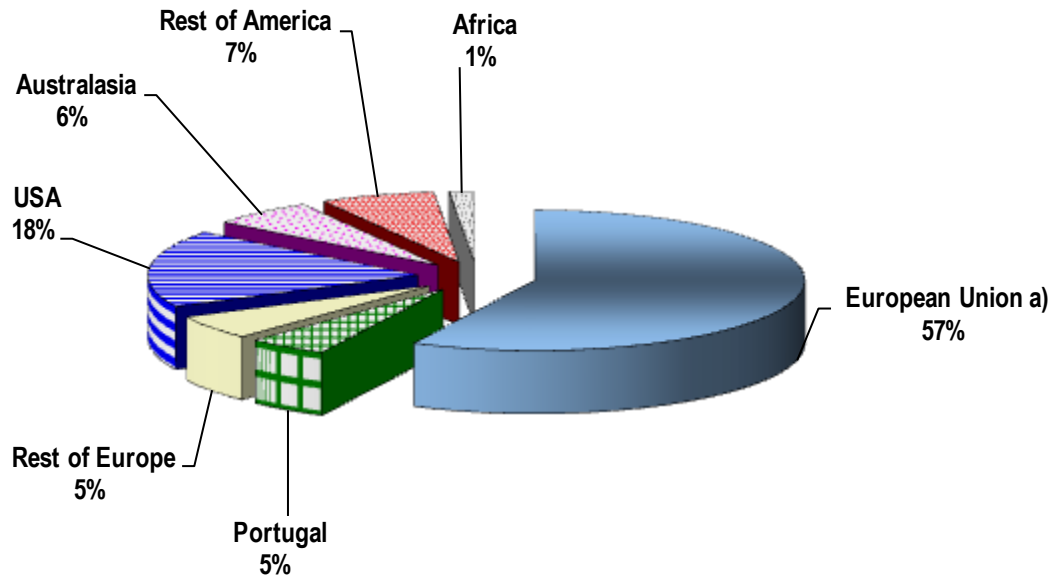
Unit: thousands of euros

Breakdown Sales by Business Unit



	1 H 2009	1 H 2010	1 H 2011
Raw Materials	1.6%	0.9%	0.6%
Cork Stoppers	58.2%	59.1%	59.3%
Floor and Wall Coverings	25.6%	24.2%	23.0%
Composite Cork	12.8%	13.9%	15.2%
Insulation Cork	1.8%	1.9%	1.7%

Breakdown Sales by Geographic Areas

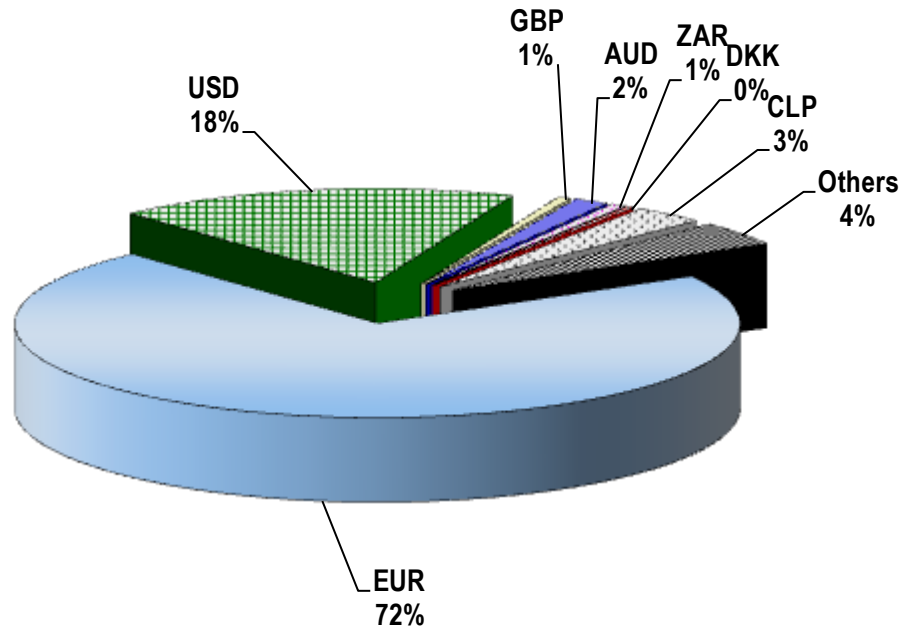


	1 H 2009	1 H 2010	1 H 2011
European Union a)	61.3%	58.4%	57.2%
Portugal	5.0%	4.7%	4.8%
Rest of Europe	4.2%	5.1%	5.5%
USA	16.5%	16.8%	17.8%
Australasia	4.7%	6.4%	6.2%
Rest of America	6.6%	7.0%	6.8%
Africa	1.5%	1.6%	1.5%

a) Includes Switzerland and Norway and excludes Portugal.

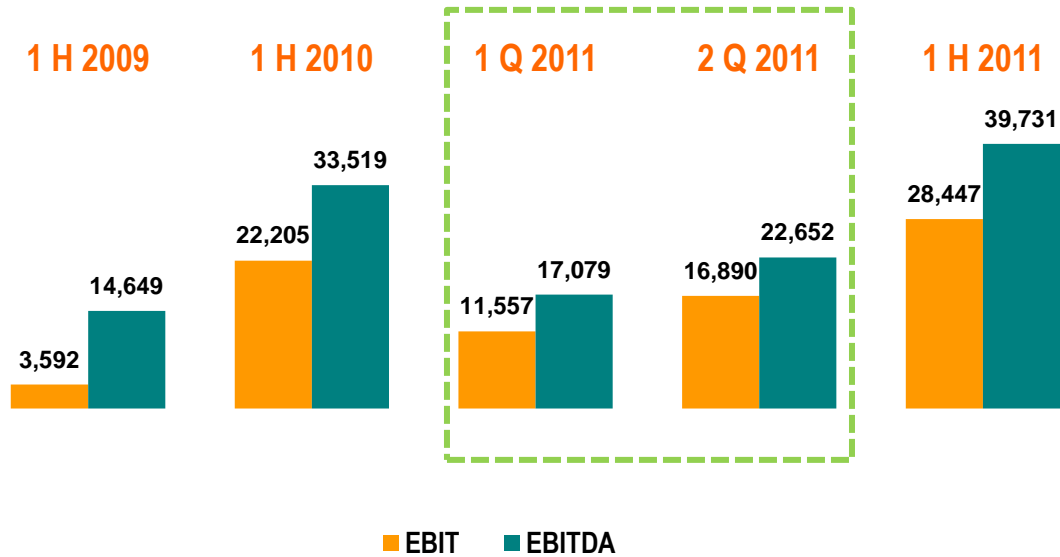


Breakdown Sales by Currency



	1 H 2009	1 H 2010	1 H 2011
EUR	70.9%	70.7%	71.5%
USD	17.3%	17.9%	18.0%
GBP	0.7%	0.6%	0.6%
AUD	1.3%	1.8%	1.5%
ZAR	1.0%	0.9%	0.7%
DKK	1.5%	0.4%	0.3%
CLP	3.6%	3.8%	3.2%
Others	3.8%	3.9%	4.2%

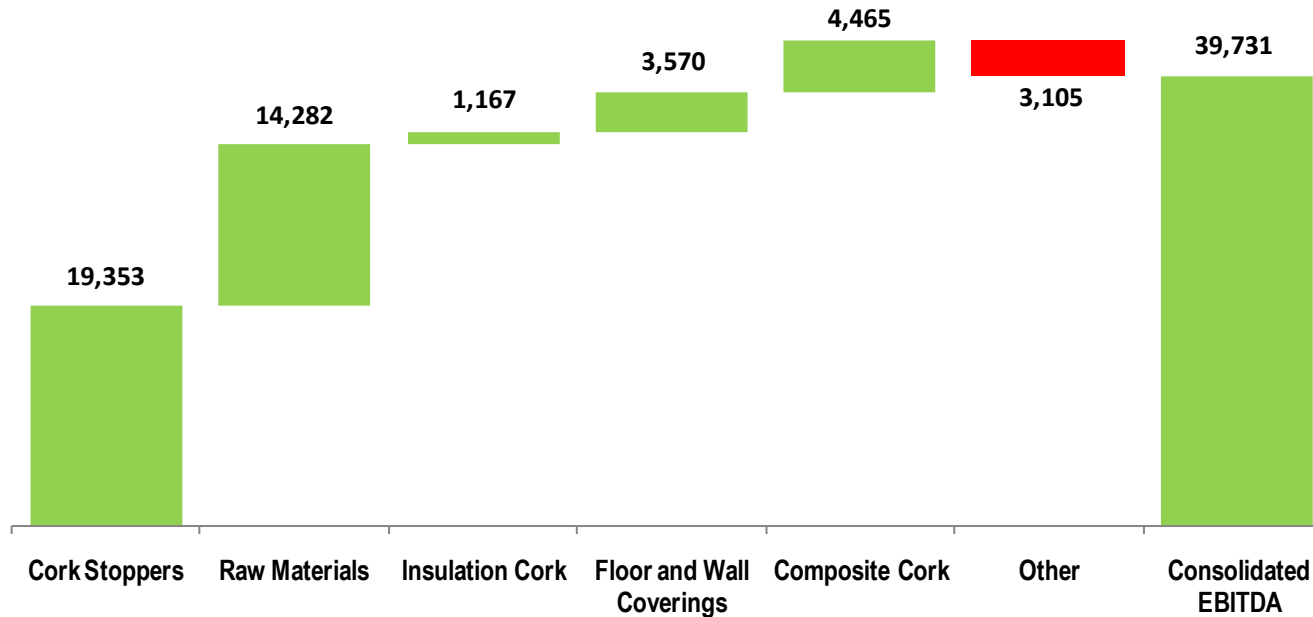
EBIT & EBITDA evolution



	1 H 2009*	1 H 2010	1 Q 2011*	2 Q 2011*	1 H 2011*
Gross Margin	99,058	121,571	66,369	67,596	133,965
Other operating costs (current)	94,514	96,761	54,812	48,100	102,912
EBIT	3,592	22,205	11,557	16,890	28,447
EBITDA	14,649	33,519	17,079	22,652	39,731

* Excludes restructuring costs

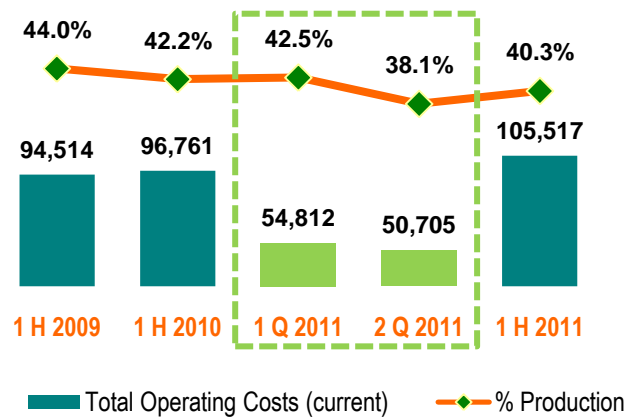
Breakdown EBITDA by Business Unit



	1 H 2009	1 H 2010	1 Q 2011	2 Q 2011	1 H 2011
Raw Materials	2%	26%	42%	27%	33%
Cork Stoppers	94%	50%	35%	52%	45%
Floor and Wall Coverings	-7%	11%	6%	10%	8%
Composite Cork	5%	9%	13%	8%	10%
Insulation Cork	7%	3%	3%	2%	3%

Operating Costs Breakdown

Value and % (Production):



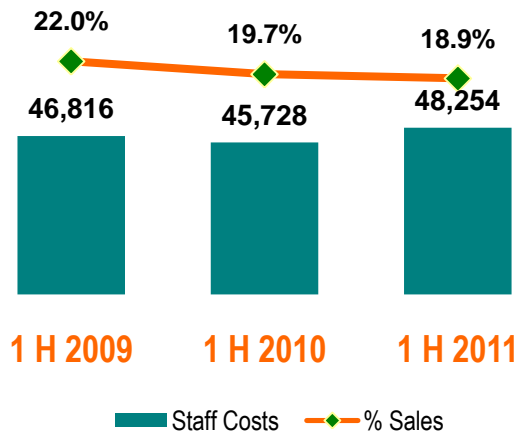
	1 H 2009	1 H 2010	1 Q 2011	2 Q 2011	1 H 2011
External supplies	36,977	38,803	22,800	21,646	44,446
Staff costs	46,816	45,728	24,188	24,066	48,254
Depreciation	11,057	11,314	5,522	5,762	11,284
Provisions	1,415	2,334	474	613	1,087
Other operating expenses and profits	1,751	1,419	-1,828	1,382	-446
Total Operating Costs (current)	94,514	96,761	54,812	50,705	105,517
% Production	44.0%	42.2%	42.5%	38.1%	40.3%



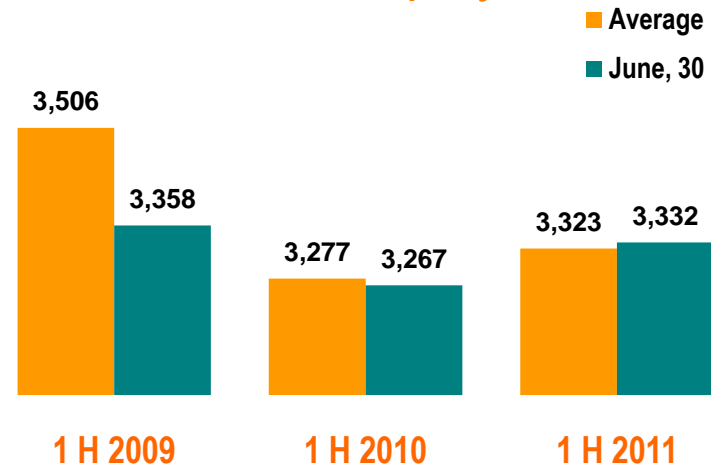
Staff Costs *

* Excluding charges with reorganization

Value and % (sales):



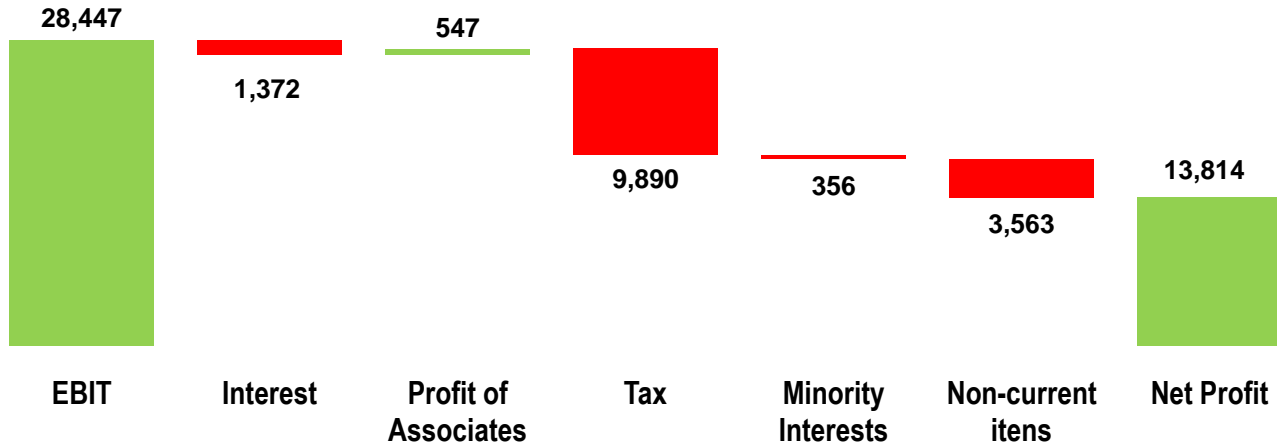
Number of employees:



Comparison *:		%
+	Accounting Variance	5.5%
-	Exchange Rate Impact	-0.2%
-	Impact due to consolidation range	0.1%
-	Headcount impact	1.1%
=	Adjusted Variance	4.6%

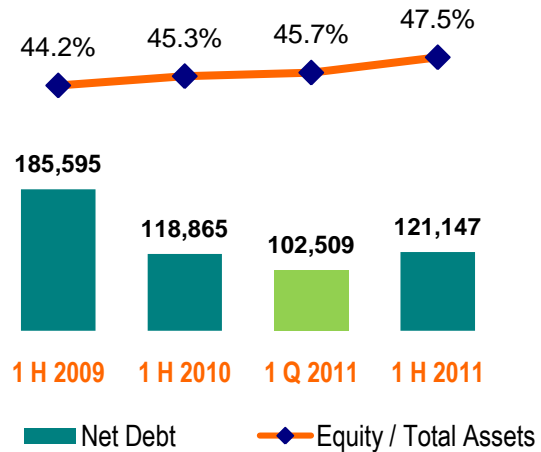
* Staff Costs variance: 1H11 vs 1H10

Net Profit



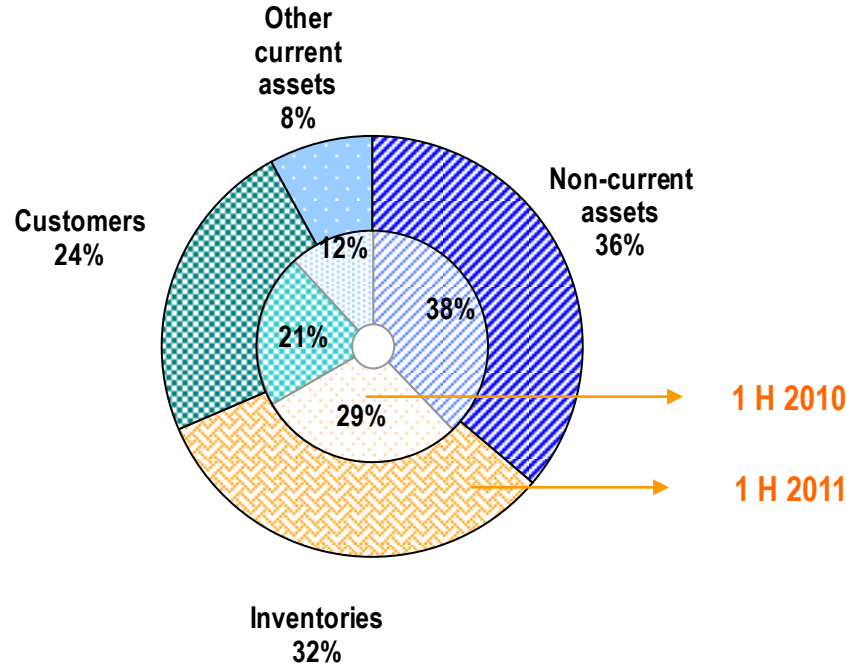
	1 H 2009	1 H 2010	1 Q 2011	2 Q 2011	1 H 2011
EBIT current	3,592	22,205	11,557	16,890	28,447
Interest	4,030	2,298	48	1,323	1,372
Restructuring costs	4,515		1,827	1,736	3,563
(loss)/profit of associates	478	416	220	327	547
EBT	-4,474	20,323	9,901	14,159	24,059
Tax	-1,323	7,977	4,661	5,229	9,890
Minority interests	335	746	87	269	356
Net Profit	-3,486	11,599	5,153	8,661	13,814

Net debt and Equity/ Total Assets:



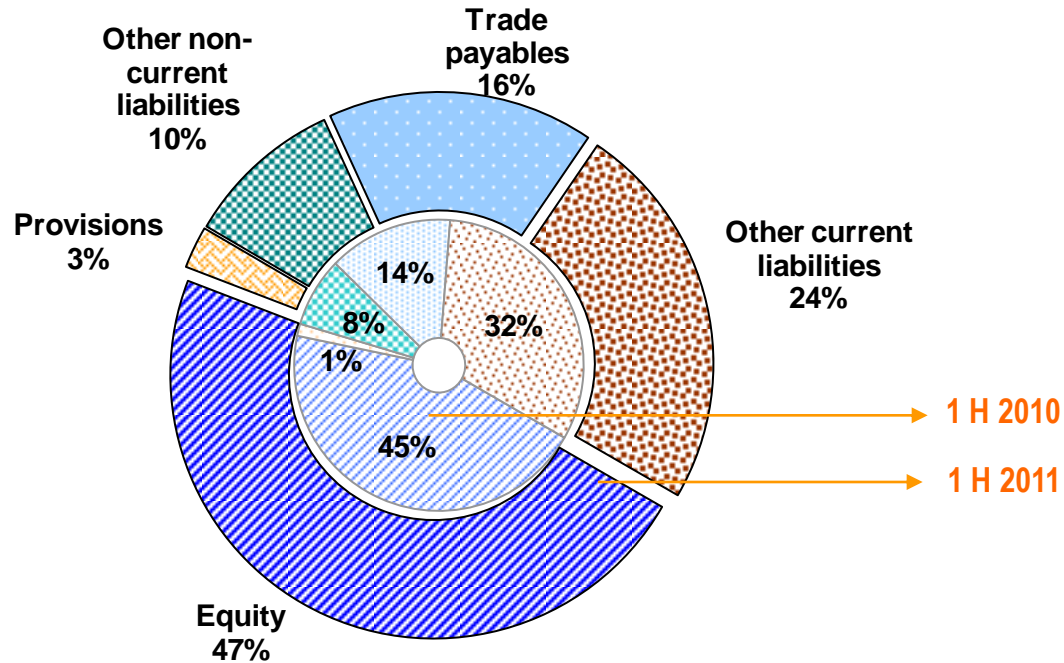
	1 H 2009	1 H 2010	1 Q 2011	1 H 2011
Net Debt	185,595	118,865	102,509	121,147
Equity and Minority interests	241,656	258,445	273,089	269,792
EBITDA / Interest	2.8	23.3	34.7	26.6
Equity / Total Assets	44.2%	45.3%	45.7%	47.5%
Gearing	76.8%	46.0%	37.5%	44.9%

Total Assets



	1 H 2009	1 H 2010	1 H 2011
Non-current assets	225,883	217,781	205,650
Inventories	177,379	165,954	183,726
Customers	111,379	123,135	133,318
Other current assets	32,561	68,213	45,219
Total Assets	547,202	570,990	567,913
Capex	9,766	6,904	13,494

Equity and Liabilities



	1 H 2009	1 H 2010	1 H 2011
Equity	241,656	258,445	269,792
Provisions	4,445	7,770	14,659
Other non-current liabilities	143,923	44,567	55,350
Trade payables	41,967	79,734	92,843
Other current liabilities	115,211	184,567	135,268
Total Liabilities	305,546	316,638	298,120

Consolidated Statement of Financial Position

	June 2011	December 2010	June 2011
Non-current assets	205,650	206,973	213,689
Current assets			
Inventories	183,726	184,798	165,954
Other current assets	178,537	169,995	191,348
Total current assets	362,263	354,793	357,302
Total Assets	567,913	561,766	570,991
Equity (M. I. included)	269,792	268,545	258,105
Non-current liabilities			
Bank borrowings	48,567	14,239	23,140
Other non-current liabilities	21,443	21,699	12,789
Total non-current liabilities	70,009	35,938	35,929
Current liabilities			
Bank borrowings	84,755	121,496	143,423
Other current liabilities	143,356	135,787	133,533
Total current liabilities	228,111	257,283	276,956
Total Liabilities and Equity	567,913	561,766	570,991

Key Figures

	1Q11	1Q10	Variation	1H11	1H10	Variation
Sales	254,678	232,080	9.7%	134,262	118,800	13.0%
Gross Margin – Value	133,965	122,477	9.4%	67,596	62,855	7.5%
	1) 51.1%	53.4%	-2.30 p.p.	50.8%	55.3%	-4.50 p.p.
Operating Costs - current	105,517	100,271	5.23%	50,705	50,328	0.75%
EBITDA - current	39,732	33,520	18.5%	22,653	18,287	23.9%
EBITDA/Sales	15.6%	14.4%	+ 1.2 p.p.	16.9%	15.4%	+ 1.5 p.p.
EBIT - current	28,448	22,206	28.1%	16,891	12,527	34.8%
Non-current costs	2) 3,563	0	N/A	1,736	0	N/A
Net Income	13,814	11,599	19.10%	8,661	7,314	18.42%
Earnings per share	0.109	0.091	20.28%	0.069	0.058	18.31%
Net Bank Debt	121,147	118,864	2,283	-	-	-
Net Bank Debt/EBITDA (x)	4) 1.68	2.07	-0.39 x	-	-	-
EBITDA/Net Interest (x)	3) 26.62	23.35	3.27 x	45.96	26.48	19.48 x
Equity/Net Assets	47.5%	45.2%	+ 2.3 p.p.	-	-	-

1) Related to Production

2) Goodwill impairment

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

4) Current EBITDA of the last four quarters



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