



AMORIM

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YEAR 24

Letter

news

Amorim Group news

Wicanders launches “HPS” High Performance Surface

Amorim Revestimentos is proud to announce that the launch of its innovative new product “HPS” (High Performance Surface) was a success.

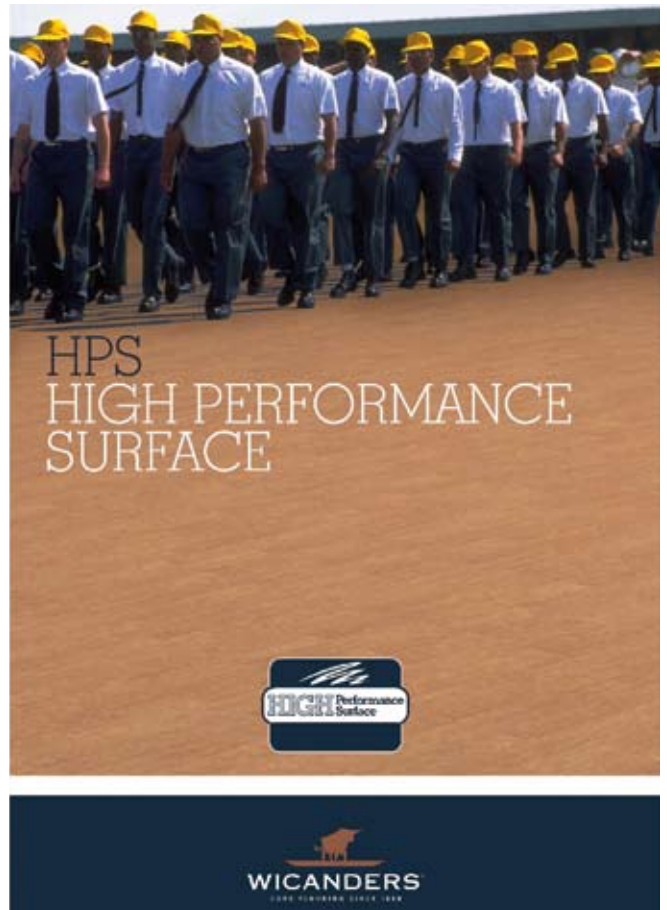
Wicanders new products live up to the highest expectations. Our research and cutting-edge technology have enabled us to overcome all obstacles and create pioneering solutions that make all the difference when it comes to choosing the right Cork or Wood-on-Cork flooring.

HPS, Wicanders’ latest creation, has been especially designed for commercial areas with busy foot traffic, such as hypermarkets, offices, cultural centres and leisure areas, all of which are designed for use by the general public.

In order to make Wicanders flooring super-tough and extra resilient, a new matt surface finish, based on nano-particles technology, was added to the wear layer. The matt finish gives greater depth to the design and contrast to colour.

Thanks to this new HPS matt finish reinforcing the wear layer level, Wicanders vinyl coated floors are now better protected against daily wear. Furthermore, the new HPS technology brings many other improved advantages such as: abrasion, stain, scratch and rubber marking resistance and provides easy and fast maintenance.

Wicanders commercial floors with HPS finish will be available from March 2007 onwards in the Series-1000, 2000, 3000 and 4000.



Quinta Nova Rural Hotel receives double accolade

Quinta Nova de Nossa Senhora do Carmo was awarded the “Best of Wine Tourism 2007” national prize in the accommodation category, for its Rural Hotel – Portugal’s first wine tourism hotel. The award was presented by Mr. Rui Rio, Mayor of Porto, on 29 January last.

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Corticeira Amorim holds its meeting of management staff

with Prof. José Hermano Saraiva as the guest speaker

The meeting of the management staff of Corticeira Amorim, S.G.P.S., S.A., with the theme of Cork - Past, Present and Future, was held at Europarque, in Santa Maria da Feira (Portugal), on 24 February.

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Editorial

Welcome to the latest edition of the Amorim newsletter. This edition is full of news, awards and new product launches.

Quinta Nova de Nossa Senhora do Carmo's wine tourism project won two important awards: "Best of Wine Tourism 2007", awarded by the Network of Great Wine Capitals, and "Best Wine Tourism 2006", awarded by Revista de Vinhos magazine. The awards are recognition of the work that has been done at the Quinta Nova Rural Hotel, Portugal's first wine tourism hotel, opened in June 2005.

The Revestimentos business unit is also to be congratulated for the success of the launch of the new "HPS" (High Performance Surface) product, which is especially designed for commercial spaces with heavy human traffic.

Corticeira Amorim Indústria was an exhibitor at BAU 2007 and it publicly presented its new AcustiCORK BPW underflooring, an innovative product that will be available in a competitive European market.

An important international study presented at the 2007 Unified Wine & Grape Symposium, held in California, reinforces the preference for natural cork, which continues to be the sealant of choice for all occasions amongst US consumers.

This news and other items of news concerning the Amorim Group can be found on the pages that follow.

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Quinta Nova Rural Hotel receives double accolade



Quinta Nova de Nossa Senhora do Carmo was awarded the “Best of Wine Tourism 2007” national prize in the accommodation category, for its Rural Hotel – Portugal’s first wine tourism hotel. The award was presented by Mr. Rui Rio, Mayor of Porto, on 29 January last.

The presentation ceremony of these international awards, bestowed by the Great Wine Capitals Network (www.greatwinecapitals.com), took place in the pleasant surroundings of the Port Museum. The awards are bestowed in recognition of the excellence of services provided in the wine tourism field. This international network, which Porto Municipal Council is a founder member of, includes the cities of Porto, Bordeaux, Melbourne, San Francisco, Bilbao, Florence, Mendoza and Cape Town.

Quinta Nova Rural Hotel also won, in addition to this award, the Best Wine Tourism 2006 award from Revista de Vinhos magazine in its annual “Best of the Year” awards. The awards ceremony was held at Alfândega do Porto, on 16 February.

These awards are recognition, after one and a half years of business operations, of the work invested in the project and added responsibility a propos of excellence in the field of wine tourism.



“Best of Wine Tourism 2007” Award

Quinta Nova LBV 2002 awarded a Silver Medal

Quinta Nova LBV 2002 port was awarded a silver medal in the most recent *Sélections Mondiales des Vins* contest, held in Canada.

Quinta Nova LBV 2002 is a highly regarded wine with a deep colour and good aromatic density of mature fruits, plums and some spices. This wine, which is of average volume on the palate, is well rounded and sweet. It can be drunk immediately and so it is an excellent choice for Easter.



Amorim & Irmãos amongst the “Best of the Year” of Revista de Vinhos Magazine

On 16 February the “Best of the Year” awards dinner, organised by Revista de Vinhos magazine, was held at the Alfândega Congress Centre, in Porto, Portugal.

The Chairman of Corticeira Amorim, S.G.P.S., António Amorim, presented the “Company of the Year - Fortified Wines” award to Bacalhôa Vinhos de Portugal, S.A., in front of an audience of more than 1000 wine professionals.

A number of awards were presented all through the night to those deemed to be outstanding in the wine sector during 2006.

Mr. António Amorim presents the award: “Company of the Year - Fortified Wines” to Bacalhôa Vinhos de Portugal, S.A.



USA consumers - natural cork rated “most appropriate” closure for all occasions

SACRAMENTO, Calif. — U.S. suppliers of natural cork received good news at the 2007 Unified Wine & Grape Symposium in Sacramento. Based on a recent survey of French, British, Australian and American consumers, conducted by a leading market research and sensory analysis firm, natural cork remains the closure of choice for U.S. consumers for all occasions.

The survey results were presented by Jane Robichaud, a well-known food and wine sensory expert and Vice President of Global Business for the Tragon Corporation of Redwood City, California. “We were interested in measuring the importance of variables that drive consumer purchasing decisions,” said Robichaud. “These included price, region, closure type, and varietals. The U.S. market is very different from the others. In the UK and Australia the acceptance of screwcaps and synthetics is greater, while in France and the U.S. natural cork is still the closure of choice. Although we have seen an increase in acceptance of both synthetic and screwcap closures, cork is still number one.”

Another interesting survey result was the fact that while price was the first and most important factor for consumers purchasing wine under \$8.00 a bottle, the second most important factor was having a natural cork. For consumers purchasing wine above \$15.00 and on a frequent basis, natural cork was the single most important factor in their buying decision. Tragon’s UK research also indicated that retailers like TESCO might be in part responsible for driving the acceptance of screwcaps in the UK, not the consumers. The Tragon survey pointed out that the consumer doesn’t necessarily understand the trend of switching from natural cork to screwcaps. It’s often not linked to a problem with natural cork; it’s perceived as a matter of price.

Billed as the largest wine and grape trade show in the nation, the Unified Wine & Grape Symposium draws delegates from around the world to hear industry experts share their views on winemaking, grape growing, finance and business, public relations, and market trends.



Australia says “YES” to cork

Amorim Cork Australia decorated one of its vehicles with the slogan: “Say yes to cork”, as part of its strategy to strengthen the importance of using cork stoppers in the New World countries.

This initiative has produced high levels of interest in various Australian cities and has resulted in a number of positive comments, confirming the success of this advertising campaign.



Wicanders on Japanese TV



Wicanders Series 300, "Royal" Classic collection, was the flooring chosen for use in the new soap opera, "The Splendid Family" (Kareinaru Ichizoku), by the Japanese TV company, TBS, which is celebrating its 55th anniversary.

Wicanders flooring was used in a high class Japanese-style restaurant and a courtroom, covering a total of 100m².

The soap opera had 10 episodes and could be seen in Japan until 10th March, on Sundays in a prime time slot from 9 to 10 pm.

Based on a best-selling novel written by Toyoko Yamazaki in

1973, the story is about a family conflict during the Japanese reforms two decades after WWII. The son, Teppei (Takuya Kimura), wants to follow his dreams against the will of his father, Daisuke (Kinnya Kitaoji), who believes that only money is important.

The 1st episode had an audience share of 27.7%, the highest in this category in the current year. The soap opera had a large budget and a great cast, including Takuya Kimura, a very popular Japanese star.

Amorim & Irmãos sponsors the Néctar Gala

Once again Amorim & Irmãos, S.A. provided sponsorship of the 4th anniversary party of Néctar magazine, which was held on 27 January 2007, at Monte da Caparica.

The event, which was attended by more than 350 professionals from the sector, helped to strengthen the prestige

of this highly regarded oenological magazine. Amorim & Irmãos has a healthy business partnership with Néctar and it praises the work that has been carried out to promote Portuguese wines.



Amorim Deutschland reinforces its presence at Germany's international trade fairs

Amorim Deutschland was an exhibitor at the Heimtextil fair, in Frankfurt, Domotex, in Hannover, and Bau, in Munich. At these important trade fairs of the sector, the focus was on technical innovations, new visions and the company's coverings.

The company's stands were visited by a great number of people. The general impression was one of endorsement of the endeavour made, with the intent of valorising Amorim Revestimentos' products.

The sector's professionals were very receptive to the new floor coverings of the President and Royal collections in natural cork, for the highest price bracket.

The new HPS techniques and DPW underflooring were also very well received by clients, as "real innovations and extremely practical products":

- HPS is a surface with a vinyl layer that goes up to class 33 user level for objects. This cork paving is thus, with these characteristics, an interesting alternative for architects and contractors.

- The new DPW underflooring for the insulation of impact noise is manufactured using fine cork granulate. The underside surface is wavy, which guarantees increased noise reduction, the perfect circulation of air and protection against the accumulation of humidity and development of fungi. DIY retailers and stores showed particular interest in DPW. They were convinced not only by the quality and characteristics, but also by the price.

The company's participation in the trade fairs, which recorded a large number of visitors, was very productive. A large number of contacts were made with retailers, designers, architects and contractors, as well as with very important international DIY retailers and stores.

Amorim Deutschland's participation in Domotex in 2008 has already been booked and the company has also ensured its presence at these three important trade fairs in 2009, providing it with a stage to display its innovations.

Corticeira Amorim Indústria promotes new uses for cork

The growing investment in new applications has led Corticeira Amorim Indústria, S.A. (CAI) to enter into partnerships with the companies Ernesto de Sousa Ribeiro, S.A. and Pajá - Fábrica de Ferragens, S.A., in business areas outside of the habitual cork segments.

In the first case, cork granulates are used in handles for kitchen accessories manufactured by the company Faísca. The objective of CAI's partnership with this company is to develop a product that combines the advantages of plastic - in terms of versatility and colour - with the unique characteristics of cork - in regard to cork's natural appearance, adherence, flexibility and thermal insulation.

The latter project with the company Pajá concerns the use of corkleather for door handles. CAI worked in conjunction with this Portuguese metal fittings company on the design and development of the product. The use of corkleather allows Pajá to launch a differentiated product on the market, without requiring any alteration to the manufacturing process.

The new door handles are currently being demonstrated to the company's clients, the main markets of which are the UK, Spain, Greece, Germany, Czech Republic and Canada.



Amorim & Irmãos at ENOVIT and at ENOMAQ

Amorim & Irmãos, S.A. was an exhibitor at two of the most important national and international trade fairs in the winemaking field on the Iberian Peninsula.

In January, we were present at ENOVIT – 4th Professional Exhibition of Technologies and Equipment for Viticulture & Oenology, which ran from 11 to 13 January 2007, at FIL – Parque das Nações, in the city of Lisbon.

Between 13 and 16 February, Amorim & Irmãos was an exhibitor at ENOMAQ - 16th International Show of Winery and Bottling Machinery and Equipment, in Zaragoza.

Amorim & Irmãos had a new stand at both trade fairs, which was visited by a large number of trade visitors. The visitors were provided with information on recently implemented technical innovations, with the aim of providing the Portuguese winemaking industry with top-quality cork stoppers.





Amorum Revestimentos in the country of the “rising sun”

Amorum Revestimentos, represented through its local distributor, Kobe Cork, was again present at the Japantex fair, an annual interior coverings trade fair held in Tokyo, Japan.

This year Japantex was held from 22 to 25 November and attracted over 33,000 visitors.

Amorum Revestimentos carried out a number of technical displays during the event, showing how easy it is to install and maintain Wicanders and Ipcork products.

The large flow of visitors to the Amorum Revestimentos stand was once again proof of the Japanese market’s interest in cork coverings.

Wicanders in the International Centre Vienna, UNO-City

The International Centre Vienna, known as UNO-City, chose Wicanders Series 2000.

The UNO-City

The International Centre Vienna was built between 1973 and 1979, according to the design of the Austrian architect Johann Staber. The building is shaped in the form of a 'Y' and it is designed so that the individual buildings do not cast a shadow on each other. The complex is built on an area of 18 hectares and the total office space amounts to 230,000 square metres. The highest tower has 28 floors and rises to a height of 120 metres.

UNO City has been undergoing a radical refurbishment since 2005. The initial intention was to remove the asbestos in the building. However, large parts of the flooring also had to be renewed. The aim of the refurbishment was to create healthy and comfortable interior air conditions for the staff.

The Wicanders Series 2000

When the planning team was choosing the new materials, the only products considered were those that set an ecological example. Based on the good experience obtained from the first 250 square metres of Wicanders Series 2000 flooring installed in 2001, they decided to further equip other offices with this flooring. Its technical features convinced them. It is classified with class 33 level of use according to EN 685 as well as fire class B1 according to DIN 4102-1 and it reduces impact sound by 9 dB, according to ISO 140-8.

The Munich company Sträuber has used approximately 20,000 square meters to the present day. Every office floor has an area of approx 1,300 square metres and an average of one week was needed to lay the flooring. The simple installation as well as the diminutive thickness of the flooring - 3.2 mm - did not require essential structural changes to be made. After the old carpets had been completely removed, the 300 mm x 300 mm tiles were laid with special glue, on the previously roughened and ground underfloor.

In addition to the technical features, the cork flooring can be kept hygienically clean with minimum cleaning and maintenance effort, which are practical qualities that are very important to everyday life in the office. This is pleasant not only for the cleaning staff, but also makes the cork flooring very cost-effective and lowers the maintenance budget. The cost-effectiveness was one of the main reasons for choosing Wicanders cork flooring Series 2000 for UNO.

The renovation will probably be finished by the end of 2009. By then, around 30,000 square meters of cork flooring will have been laid.



Because of the good experience had with the first 250 square metres of Wicanders cork flooring installed in 2001 in the UNO building in Vienna, it was decided to equip other offices with this flooring. The technical features of Series 2000 were decisive.

The flooring is classified according to EN 685 with class 33 level of use as well as fire class B1 according to DIN 4102-1 and it reduces impact sound by 9 dB, according to ISO 140-8. The Munich company, Sträuber, has processed approx. 20,000 square metres to the present day.



The International Centre in Vienna was built between 1973 and 1979 on an 18 hectare site, according to the design of the Austrian architect Johann Staber. The office space totals 230,000 square metres. Since 2005, UNO-City has been undergoing a radical refurbishment with the aim of creating healthy interior air conditions for the staff. Not only has the asbestos used during construction been urgently removed, but also large parts of the floorings are being renewed.

Amorim Revestimentos selected for the “Textile and Decoration Innovation Awards”

Cork’s innovative nature is acknowledged



Amorim Revestimentos was one of the companies short-listed for the highly regarded “Textile and Decoration Innovation Awards” of the German AIT magazine (Intelligent Architecture), in collaboration with Messe Frankfurt. The event, which was held on 8 February, is a benchmark in the home textiles and decoration fields.

12 candidates were short-listed for the award, ten of which were German. The Swiss company Baumann received the award for its adhesive cloth “Hafttextil Gecko”. Despite the fact that it was not given an award, the short-listing of Amorim Revestimentos underlined the company’s innovative nature in the field of cork, which was reinforced through its presence at Heimtextil 2007.

The Portuguese company gained deserved renown and visibility for its Wicanders Dekwall brand and its products. The quality, versatility and innovative nature of the company’s products gained even more fans, a fact proven by the great quantity of buyers that visit its stand at each Heimtextil trade fair, in Frankfurt, or Domotex trade fair, in Hannover.

“The more innovative an idea the easier it is to make it a reality” states Dieter Köhler of Köhler architects and a member of the jury of the 2007 “Decoration and Textile Innovation Awards”. Amorim Revestimentos’ development, which attracted the attention of the 5 specialists in architecture and interior decoration that made up the jury, is proof of the veracity of the statement: cork panels combined with aluminium profiles that, as it

happens, have contributed to the magnificent end result of the decoration of the company’s stand. “Our aim was to show that cork can be quite creative and also an excellent material to combine with other materials”, explained Ana Paula Oliveira. The product manager also highlighted “UV radiation resistance” as one of the improvements made to the Wicanders Dekwall range, “in which we have achieved the maximum value”.

In addition to using the excellent thermal, ecological and acoustic insulation properties of cork, the Wicanders Dekwall range also demonstrates a level of beauty never before seen in the material. The talent of the Swiss designer Andreas Dotzauer made a hefty contribution in that sense. This designer had already said to the *Têxtil* newspaper that “the essential objective of each collection is to provide the possibility to add value to the work itself, as well as make it easier to use cork in conjunction with other materials. The beauty of cork is an inexhaustible source of inspiration, but we particularly sought to create products that would allow clients to make their own interpretation”.

Dekwall, of Wicanders, stands apart from other wall coverings. It combines the design of textures and innovative forms with all the comfort of cork. Since cork is a natural and ecological product, the entire Dekwall range provides the best acoustic and thermal insulation, and it is also extremely easy to clean. It is the ideal choice for interior decoration and refurbishing given that it is an extremely creative material. The cork panels allow unique mural decorations to be constructed, which can inspire any interior designer.

The Ambiance collection can easily be matched with all the most recent trends in home furnishing textiles and with all top of the range decoration material. This collection highlights the return to nature. Three different patterns available in a vast range of colours with slate, bamboo and stone-like aspects, reinforce the general trend for natural looks and material with an authentic appearance.

Spradon Project residential complex uses Wicanders in the show house

Amorim Revestimentos recently installed around 320 m² of PT 02 Mutune Plank Loc in the show house of the Spradon Project, in Istanbul, Turkey.

The Spradon Project is located in Bahçeşehir, close to Istanbul airport. Its construction has been divided into three phases, according to the three housing types - villas, apartments and houses.

The project designers made a point of maintaining coherence throughout the construction, by using the same products with the same tones. This means that the PT 02 Mutune Plank Loc product will be installed in all other units of the development.

The project is broken down into around 35,000 to 40,000 m² for each phase.



Music with Cork

Corticeira Amorim Indústria supports musical instrument project

A group of students of the Faculty of Engineering of Porto University (FEUP) is currently developing significant work under the auspices of the IDEA.M project, which is based on the research and development of musical instruments and accessories. Cork is one of the materials of choice of this research work.

The cork used in the prototypes was supplied by Corticeira Amorim Indústria, S.A., which immediately associated itself to the project. The project has generated great interest amongst the

international companies operating in the musical instrument sector. There already exist prototype instruments, including a guitar with a carbon fibre resonating board, the inside of which is coated with a layer of cork. Cork was chosen due to the fact that it can easily be incorporated into the manufacturing process and also because of the need to provide a pleasant sound. Cork, unlike other materials, provides a velvety sound to the instrument; a fact that has already been noted amongst musicians.

Amorim & Irmãos once again at Wine Evolution



"Wine Evolution 2007" was attended by a number of important industry figures, such as: Constellation Europe, Domaine Barons de Rothschild, Racked International, Academie Amorim and Moët Hennessy.

A wine business needs a well-developed marketing strategy and reliable international connections to compete in today's whirlwind industry.

The Wine Evolution is the one place where forward thinking wine executives can access the tools and information they need to succeed.

This year, 30 internationally renowned speakers were lined up to explore these salient issues, among them: Chris Carson (President, Constellation Europe and WSTA), Angela Mount (Somerfield Group), Arend Heijbroek (Wine Rabobank) and Chris Brook-Carter (Just-Drinks).

One of the sessions of Wine Evolution was dedicated to the wine closures. In this important forum, the speakers were Jamie Goode (The Wine Anorak Online), Simon Waller (Supreme Corq), Franco Cocchiara (Guala Closures Group) and Carlos de Jesus (Amorim & Irmãos).

Mavisu Residence

Wicanders Series 300 WRT in luxury apartments, in Turkey



The visit to Amorim Revestimentos by a group of Turkish architects, which included two representatives of Anty Yapi – the company responsible for the Mavisu Residence project – resulted in the order of around 14,000m² of Mahogany, White Oak and Sucupira styles of Wicanders Series 300 WRT for the luxury apartments of the abovementioned project.

The development is located in the southern part of Ataşehir, with a view of the Marmara Islands. The total area is 34,000m² and it is characterised by its dynamic and welcoming ambience.

The Mavisu Residence project comprises a total of 220 apartments divided amongst blocks of 4, 8 and 12 floors. It is complemented by a vast range of luxury infrastructures, which include nine outdoor swimming pools and one indoor pool, a children's playground, sports areas (tennis court, games field, mini-golf, gymnasium, running and walking track), barbecue, underground car parking, meeting rooms and many other assets.

Corticeira Amorim Indústria in Paperworld

Corticeira Amorim Indústria, S.A. exhibited its new CorkNature – Teenagers, Skate, 3 in 1 and Retro Organizer collections at Paperworld 2007. These three collections combine design and practicality, in perfect harmony with most recent market trends.



Corticeira Amorim Indústria publicly presents AcoustiCORK DPW

Corticeira Amorim Indústria, S.A. officially launched AcoustiCORK DPW at BAU 2007. AcoustiCORK DPW is a new cork underflooring with a wavy surface, which allows air to circulate between the flooring and concrete slab, thereby guaranteeing extra protection against fungi and microbes.

The surface texture of AcoustiCORK DPW makes it an innovative product, which preserves the natural qualities of cork.

It can be used under the majority of floors, including floating, solid wood and ceramic floors. It is available in rolls or panels, with thicknesses from 2.5 mm.

This new product allows Corticeira Amorim Indústria to strengthen its position in the competitive European market, which is marked by growing quality and comfort requirements.



General Manager of Amorim Benelux appointed Chairman of the Dutch Parquet Alliance



Cees Groenewegen, General manager of Amorim Benelux B.V., daughter company of Amorim Revestimentos, was appointed chairman of the Dutch "Parquet Alliance" on 1 January 2007.

The Parquet Alliance is a union of Dutch Parquet manufacturers and importers. Their members represent around 60% of all wood parquet-flooring and cork-flooring sold in The Netherlands. Their

purpose is to promote natural products and to influence major distributors to improve market conditions and the image of natural flooring products.

The fact that a "cork-man" is appointed to this position is not only an honour for Amorim, but also shows the growing recognition and importance of Cork-Flooring in the Dutch market.

Amorim Benelux holds a market-share of around 85% in the Dutch cork-flooring market, and in addition it has grown in recent years to be an important player in the market of engineered wood parquet.

Corticeira Amorim holds its meeting of management staff

with Prof. José Hermano Saraiva as the guest speaker



The meeting of the management staff of Corticeira Amorim, S.G.P.S., S.A., with the theme of Cork - Past, Present and Future, was held at Europarque, in Santa Maria da Feira (Portugal), on 24 February.

António Rios de Amorim, Chairman of Corticeira Amorim, spoke to about 120 staff from the cork sector of the Amorim Group. He informed them of the main results achieved by the different businesses in the 2006 financial year, the holding's objectives and the main challenges that it will face in the future.

During the break the participants (from the six cork business units) took the opportunity to exchange ideas and discuss some of the subjects tackled.

The session was closed by Professor José Hermano Saraiva, who shared his perspective of the history of cork in Portugal. He did not disappoint in regard to his characteristic and unique delivery style. He illustrated the most well known historical facts, "challenged" truths more or less taken as granted and charmed the audience with his metaphors: "and all those bottle necks were calling out through their corks!...".

The Chairman of Corticeira Amorim undertook to hold a meeting of management staff every year, in order to ensure that all staff are kept informed of the main guiding principles of all areas of the cork business segment.



António Rios de Amorim,
Chairman of Corticeira Amorim



Professor José Hermano Saraiva



Quinta Nova launches “3 Pomares Rosé” wine

After the recent launches of 2006 Virgin Olive Oil and two types of Extra Grape Compotes (Touriga Nacional and Tinto Cão), Quinta Nova has expanded its range of Douro CDO wines with the production of 3 Pomares Rosé wine.

3 Pomares Rosé now joins Quinta Nova Red and 3 Pomares White and Red wines, which have had their market positioning slightly adjusted to fit the segments of the target market, in the range of wines produced. 3 Pomares Rosé is a completely new wine that is solely produced from the Touriga Nacional grape variety.

Quinta Nova will expand its portfolio in May with new products.



Virgin Olive Oil and Grape Compotes

- The Gourmet Products of Quinta Nova de Nossa Senhora do Carmo



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