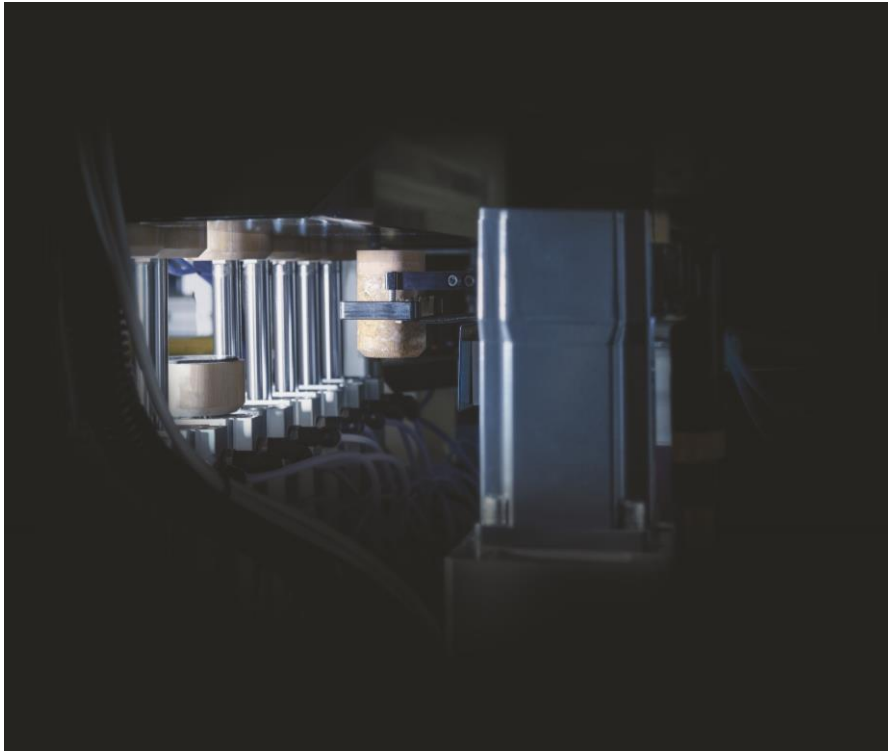


Corticeira Amorim 1H2019



August 1, 2019

In brief



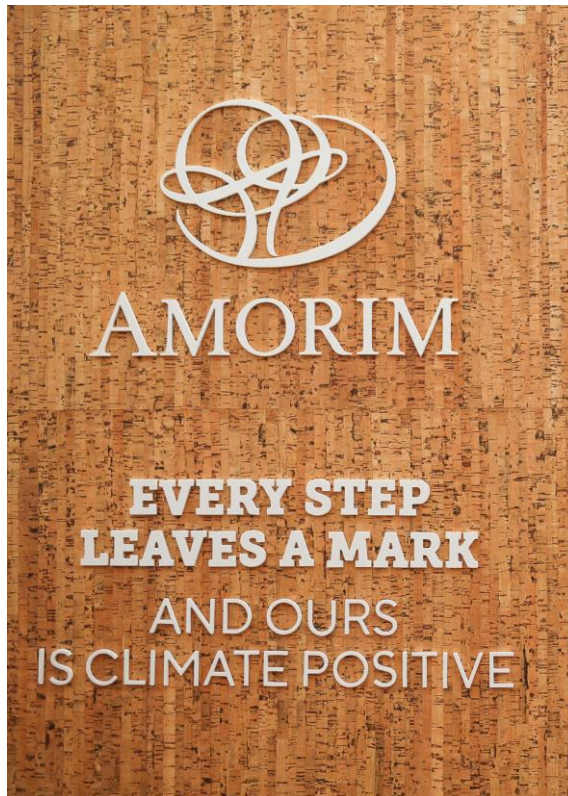
Launch of **NDtech Sparkling**, a cutting-edge quality control screening technology: the world's first two-disc sparkling wine stopper with an individual, non-detectable TCA guarantee.



nielsen

Data from **Nielsen Scanning Statistics** confirms rising dominance for cork-sealed brands for the Top 100 Premium Brands in the USA. Cork-sealed wines already have 64.7% market share of US Premium Wines.

In brief



**“Together
Towards
Sustainability”**
was the motto
of the 2nd
edition of
Architects@
Amorim.

In brief



Launch of WISE, a non PVC sustainable flooring with a negative carbon footprint. WISE has an innovative core (Cork Rigid Core), made of cork and recycled materials, 100% recyclable.

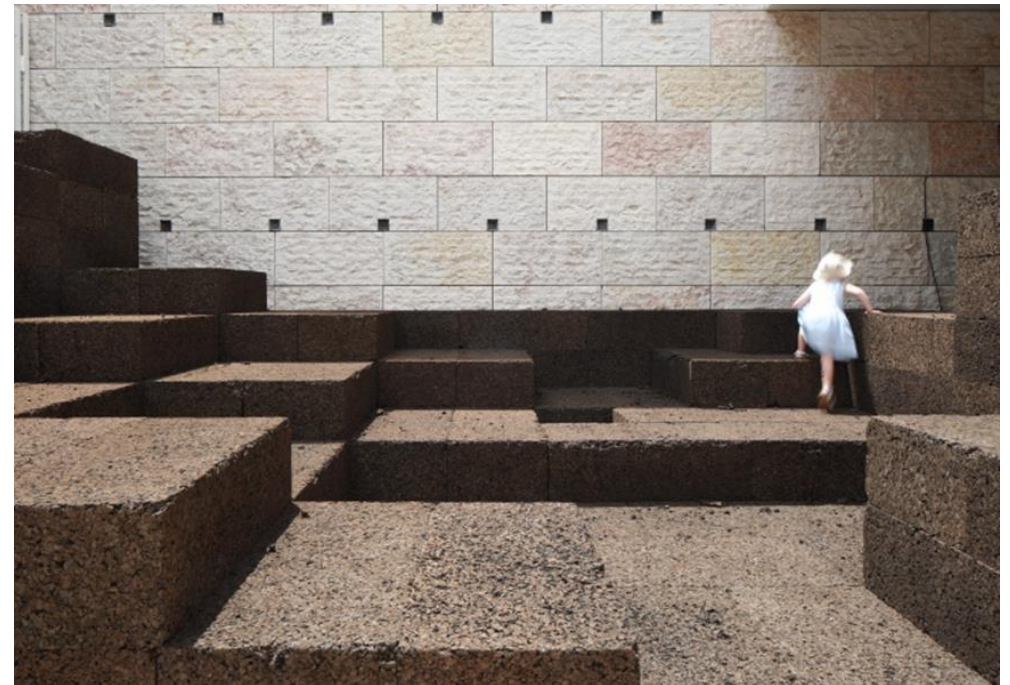
WISE by Amorim cork flooring has won the **Innovation Award for Architecture + Construction at BAU**, the world's leading trade fair for architecture and building materials, in Munich.



In brief



Designed by **Tom Dixon** -
Cork in the garden of the future of the Chelsea Flower Show, in London,. The project was awarded a silver medal by the Royal Horticultural Society



The summer with cork in the Square: 1.900 blocks of expanded cork agglomerate were used to create **Gardens of Stone**, designed by the **Atelier Barbas Lopes** for the programme A Square in the Summer of the Centro Cultural de Belém, Lisbon.

In brief

Leonor Antunes and Nacho Carbonell take Portuguese cork to the 58th Venice Biennale 2019



Leonor Antunes presents “A seam, a surface, a hinge, or a knot” a cork flooring with drawings by Carlo Scarpa for the Palazzo Giustinian Lolin, the Official Portuguese Delegation | Pavilion of Portugal.



Nacho Carbonell presents the “Inside a Forest Cloud” chandelier, in a creative and eloquent dialogue with the impressive Ca’ d’Oro, one of the Grand Canal’s most outstanding and crowded palaces.

In brief

ARCO VIP Room lined and decorated with cork as part of an artistic creation designed by Lázaro Rosa-Violán.



NYCxDesign 2019 - Ligne 102, an installation created by Bernard DuBois for Ligne Roset, presents Portuguese cork in the New York Design Week



In brief

Climate Change Leadership: as a founding member of The Porto Protocol Corticeira Amorim is deeply committed to creating a sustainable future for generations to come.

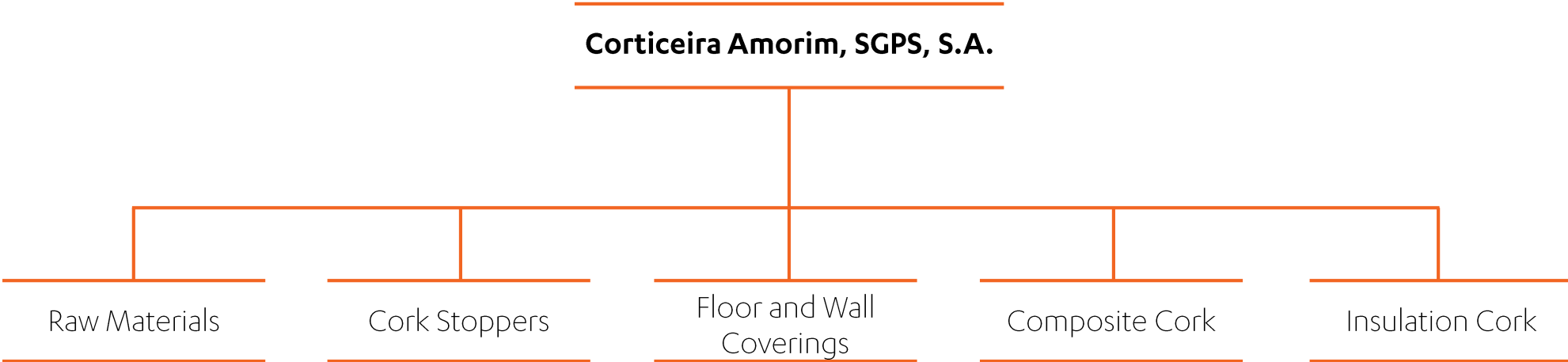


“By sharing best practices and near-term solutions we are capable of making a difference” climate leader Al Gore said during his speech at Climate Change Leadership Porto.

Integral Verticalization



Corticeira Amorim, SGPS, S.A.



People, Planet and Profit



Alignment with United Nations' SDG



Sustainability Strategy aligned with 12 Sustainable Development Goals

Promote the environmental features of the product and the “Montado”

- Circular Economy
- Product Environmental Impact
- Energy Efficiency and Climate Change
- Promotion of the “Montado”, its Biodiversity and Ecosystem Services



Promote people’s development, safety and well-being

- Training and Development
- Health and Safety at Work

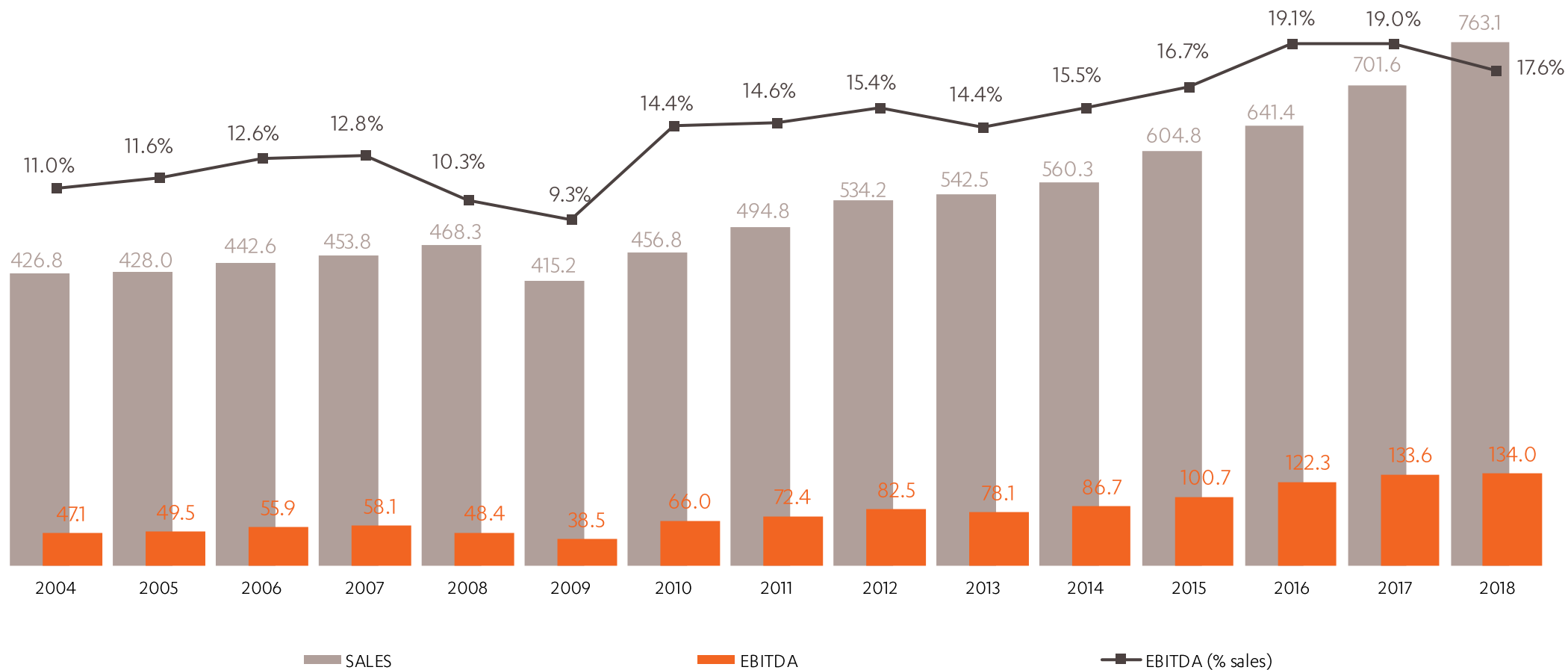


Promote R&D and leverage economic performance

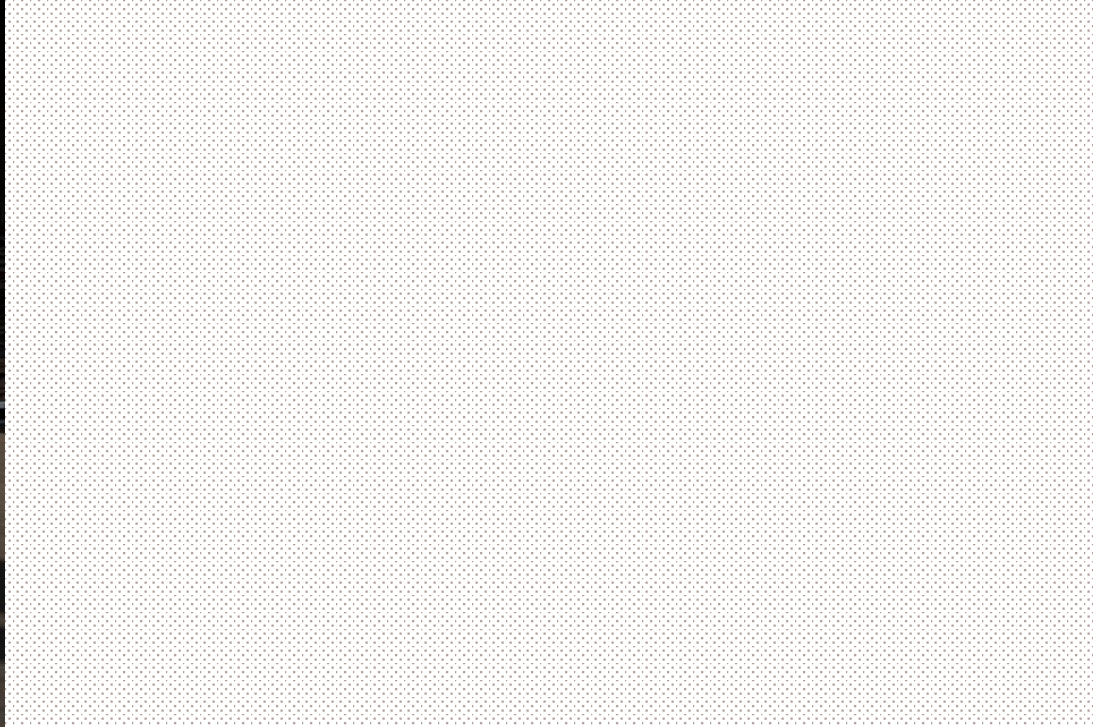
- Economic Performance
- Research, Development and Innovation



Sales & EBITDA



Consolidated sales – excludes sales between Corticeira Amorim’s Business Units.
Values in million euros.



Consolidated Results

Key Facts & Figures

Sales rose to 412.2 M€ (+3.1%):

- Raw Materials: +12.0%;
- Cork Stoppers: +4.7%;
- Floor & Wall Coverings: -2.2%;
- Composite Cork: +4.0%;
- Insulation: +15.6%;

Positive impact from FX: total impact of 4.5 M€ on sales;

EBITDA/Sales: 16.6% (FY18: 17.6%)

- EBITDA of 68.3 M€;
- Increased cork prices and operational costs, partially offset by price increases, efficiency and yield gains, and a supportive FX;

Raw Materials + Cork Stoppers:

- Sales increased by 3.7% to 304.6 M€;
- EBITDA/Sales of 21.9% (FY18: 22.3%);
- 73% of consolidated sales (FY18: 72%);

Share of profit of Associates totalled 4.4 M€;

includes the final distribution of Escrow Funds from the sale of US Floors (2.4 M€);

Income tax fell to 10.9 M€, reflecting the positive impact of the reversal of a provision related to the utilisation of tax losses at a subsidiary in Spain;

Net Income reached 40.4 M€ (1H18: 41.2 M€);

Application of IFRS 16 resulted in increases of EBITDA (+0.8 M€), depreciations (+0.8 M€) and net debt (+5.1 M€), as of June 30. Historical figures were not restated according to this accounting standard;

Net debt of 149.9 M€ (FY18: 139.0 M€):

- increased NWC needs (22.4 M€),
- capex (23.3 M€),
- dividends paid (24.6 M€),
- adoption of IFRS 16 (excluding this impact, net debt would have been 144.8 M€).

Subsequent Events – July 2019

VINOLOK: acquisition of 50% for the amount of 11.0 M€;
the seller will maintain ownership of the remaining 50%;

In brief:

- Owned by Preciosa Group and headquartered in the Czech Republic,
- Produces and sells high-end glass and crystal closures for wine and spirits bottles,
- Operates mainly in Europe, particularly in France and Italy,
- 2019FY (end-March): turnover: 16 M€ | EBITDA: 5.3 M€,
- Employees: 170;

To be included in **Corticeira Amorim's consolidated accounts – B/S an P&L** - from July 25, 2019

- Consolidation method: equity,
- Business Unit: Cork Stoppers.

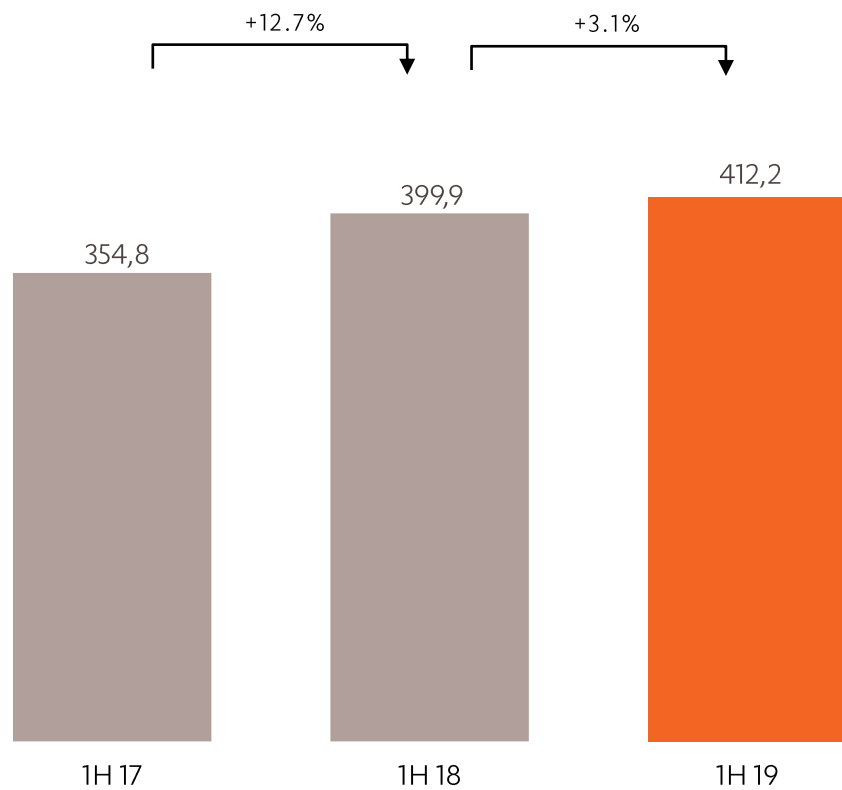
BOURRASSE: acquisition of a 10% stake for the amount of 5.0 M€.



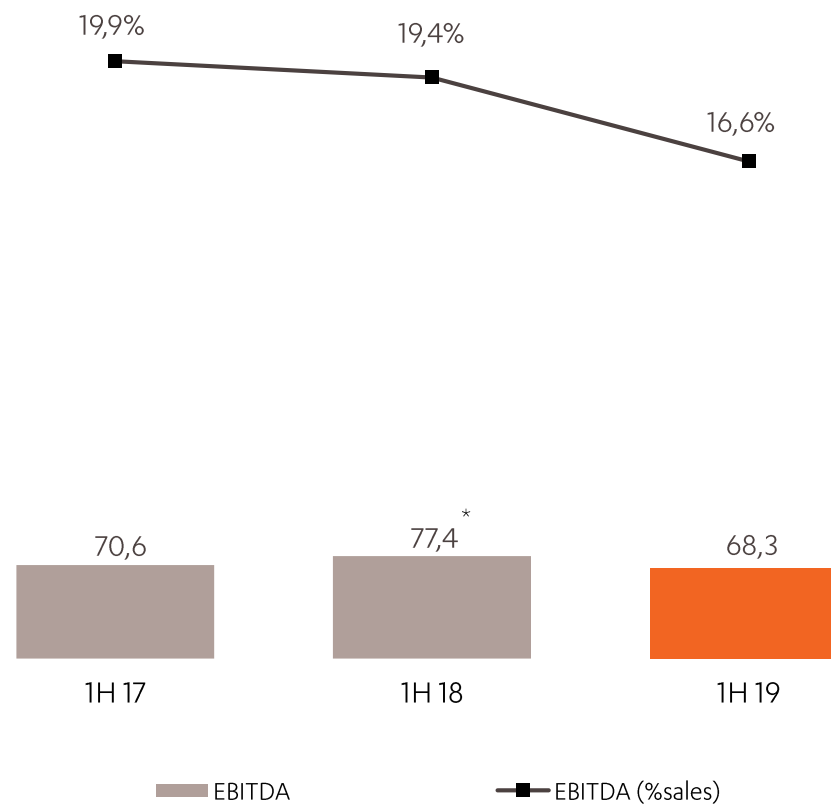
Sales | EBITDA



Sales



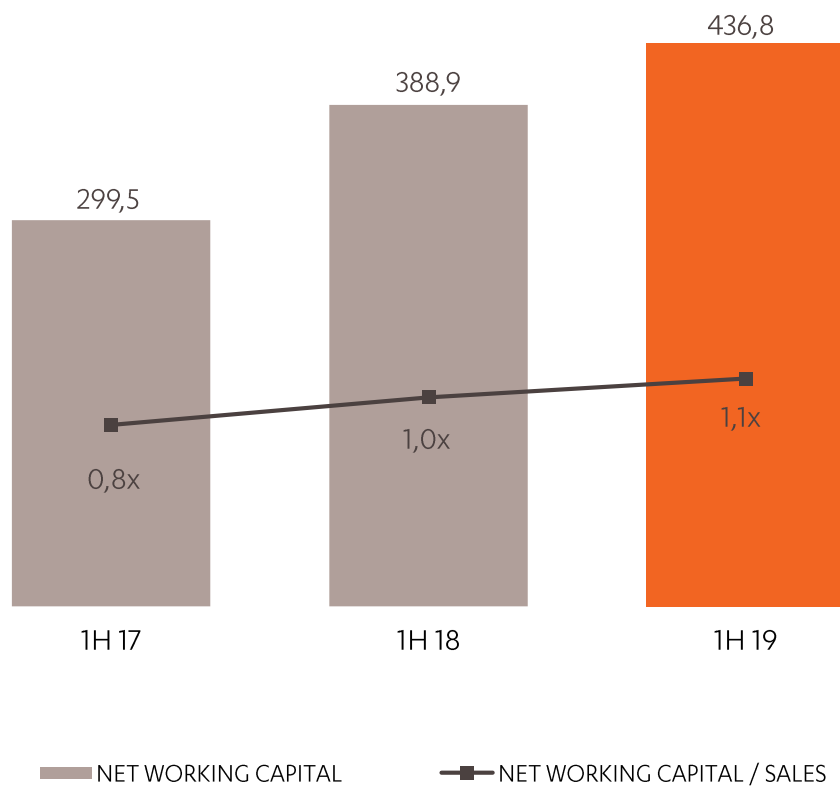
EBITDA



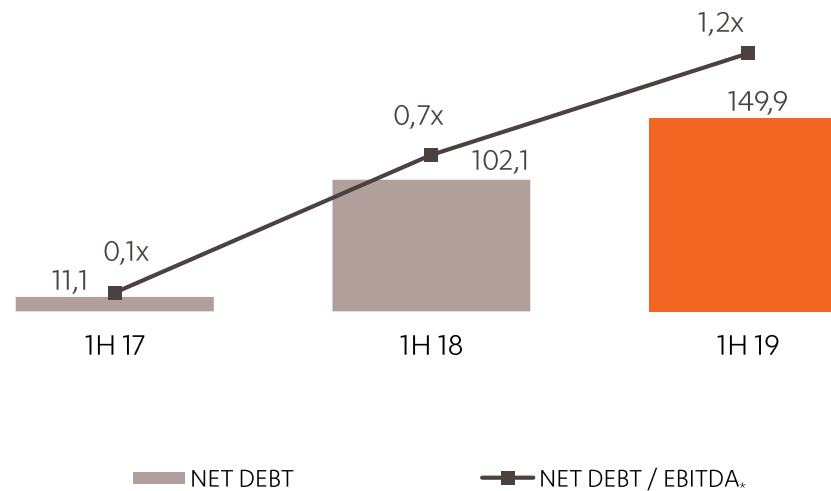
* excludes 0.7 M€: non-recurrent gains

Net Working Capital | Net Debt

Net Working Capital



Net Debt



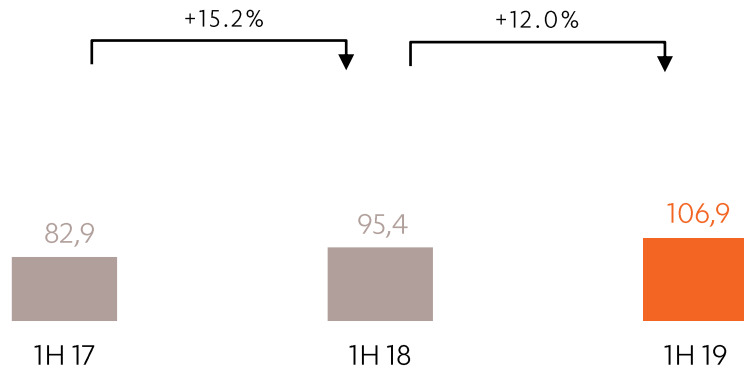
* Current EBITDA of the last four quarters



Business Units

Raw Materials

Sales



Sales increased by 12.0% to 106.9 M€

Sales growth driven by:

- Increased activity levels, reflecting growth of the other BUs,
- Higher selling prices (cork);

EBITDA margins pressured by:

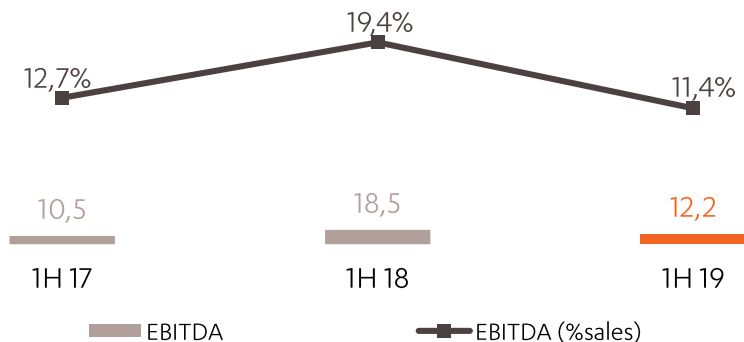
- Consumption of cork purchased at higher prices,
- Increased operational costs;

Cork purchasing campaign progressing as expected: more generous quantities, but prices remain at high levels (decline of prices tending ca. 5%);

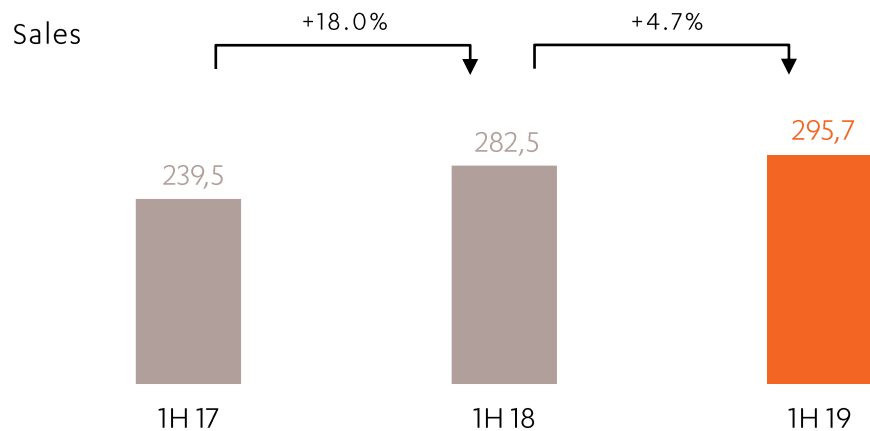
Incorporation of cork purchased in 2018, likely to continue impacting operations in 2H19;

Projects to increase automation (selection/preparation) and improve sensorial quality throughout the process are moving according to plan.

EBITDA



Cork Stoppers



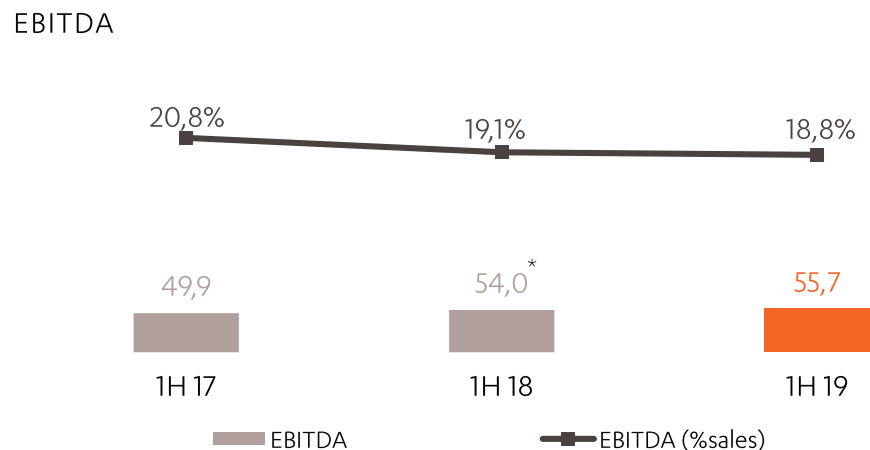
Sales increased by 4.7% to 295.7 M€

Sound sales growth, driven by:

- Price increases,
- Higher volumes,
- Product mix changes,
- Strong USD;

Sales growth in all business segments: spirits (+10%), sparkling wines (+7%) and still wines (+3%);

Positive performance in the most important wine markets except France; bottling of Bordeaux wines, in particular, reflect a weak 2017 wine harvest;



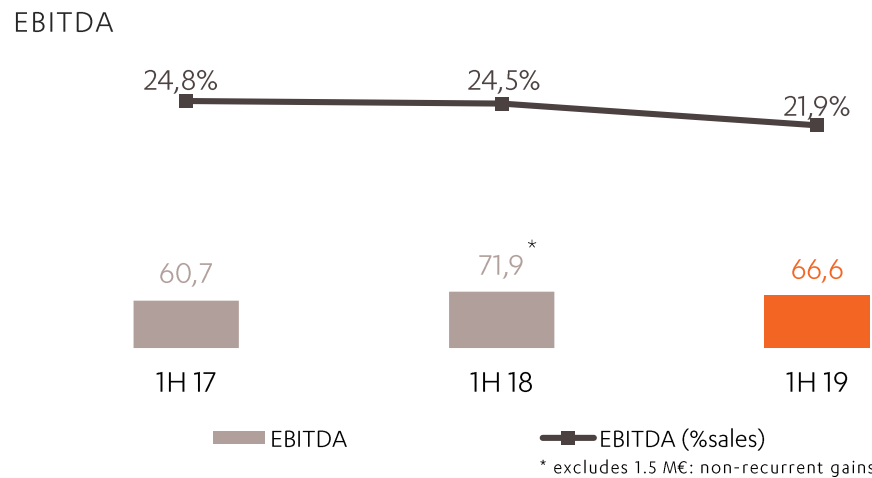
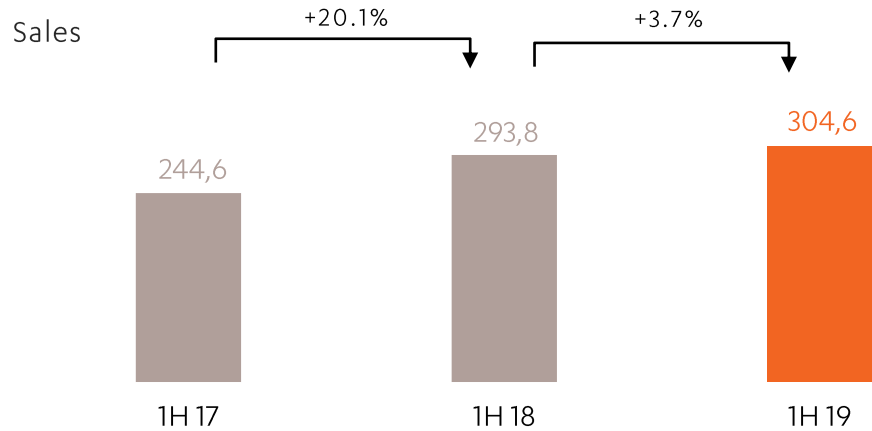
NDtech® sales of 31 million stoppers (1H18: 25 million); launch of NDtech Sparkling, extending this quality control screening technology to sparkling wine stoppers;

Stable EBITDA margins, despite increased operational costs and higher cork prices.



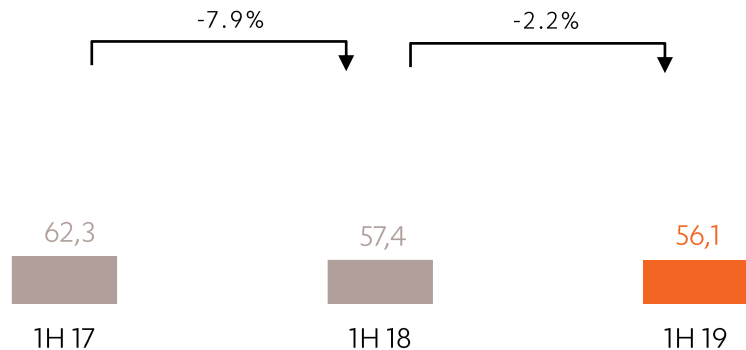
* excludes 1.5 M€: non-recurrent gains

Raw Materials + Cork Stoppers



Floor & Wall Coverings

Sales



Sales decreased by 2.2% to 56.1 M€

Sales impacted by delays in the commercialisation of WISE;

Poor sales momentum in the US and China; robust sales growth in Scandinavia and Italy;

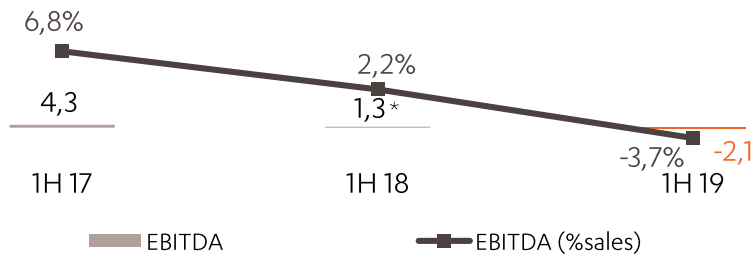
Despite price increases and declining operational costs, EBITDA margins declined on:

- Lower activity levels,
- Worse product mix,
- Higher cork prices,
- Additional marketing and development costs;

Turn-around of this BU to be driven by:

- Increased operational efficiency (industrial revamping, improved logistics),
- Rationalisation of product portfolio,
- Brand repositioning and reliable service.

EBITDA

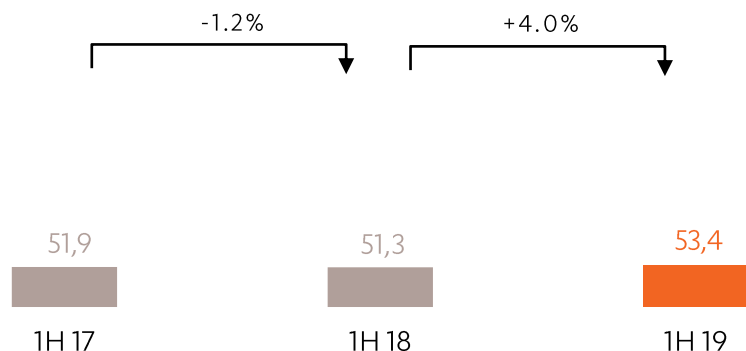


* excludes 0.8 M€: non-recurrent costs

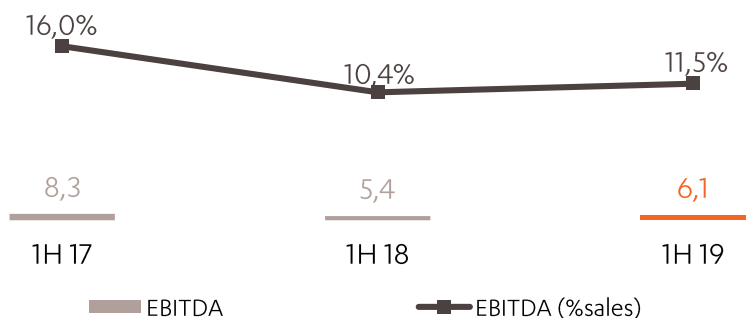


Composite Cork

Sales



EBITDA



Sales increased by 4.0% to 53.4 M€

Price increases and a favourable USD supported a robust sales performance;

Good performance in the most important markets, particularly in EMEA;

Strong sales growth in the Resilient & Engineered Flooring Manufacturers and Sports Surfaces segments, reflecting continued efforts to develop and launch new products;

Major sales declines in Heavy Construction, Multi-purpose Seals & Gaskets, Office Products;

Improved EBITDA margins driven by:

- Better pricing/sales,
- Higher grinding yields,
- Lower prices of non-cork raw materials;

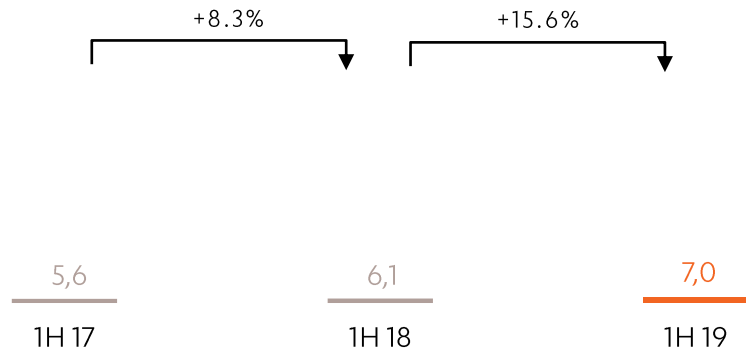
Drivers of growth and profitability:

- New products and applications,
- Innovation, namely exploring new technologies and raw materials,
- Focus on circular economy, especially the re-use and recycling of by-products of other industries.



Insulation Cork

Sales



Sales increased by 15.6% to 7.0 M€

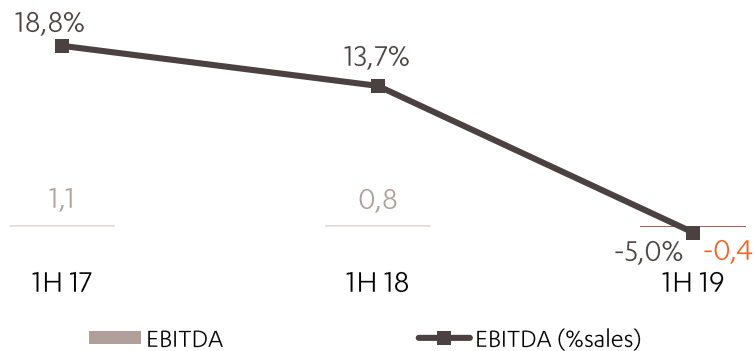
Strong sales growth supported by:

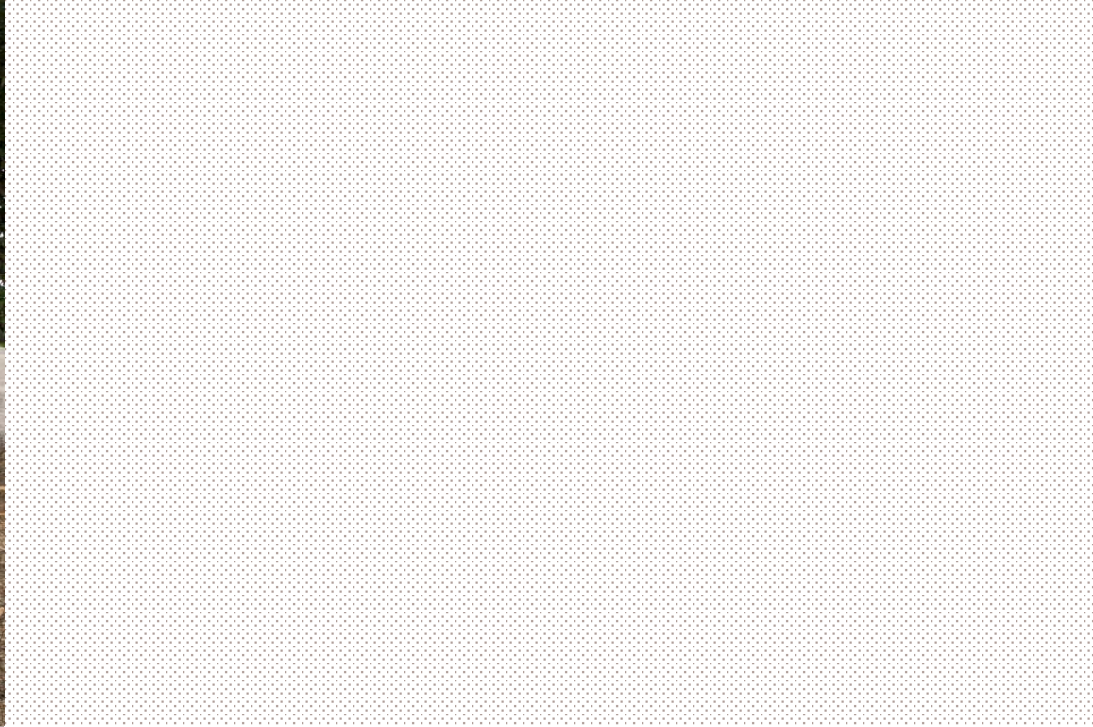
- Price increases,
- Higher volumes,
- Granulated cork sales to the Cork Composites BU (excluding this effect, sales would have increased 9.1%)

Despite increased cork-use optimisation, EBITDA declined reflecting:

- Consumption of cork purchased at higher prices,
- Product mix,
- Impairments and indemnities;

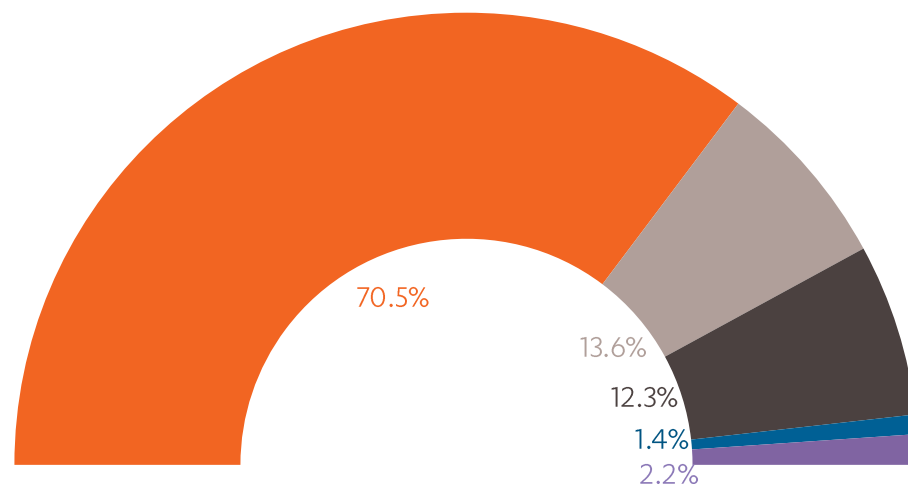
EBITDA





Key Financials

Sales by Business Unit



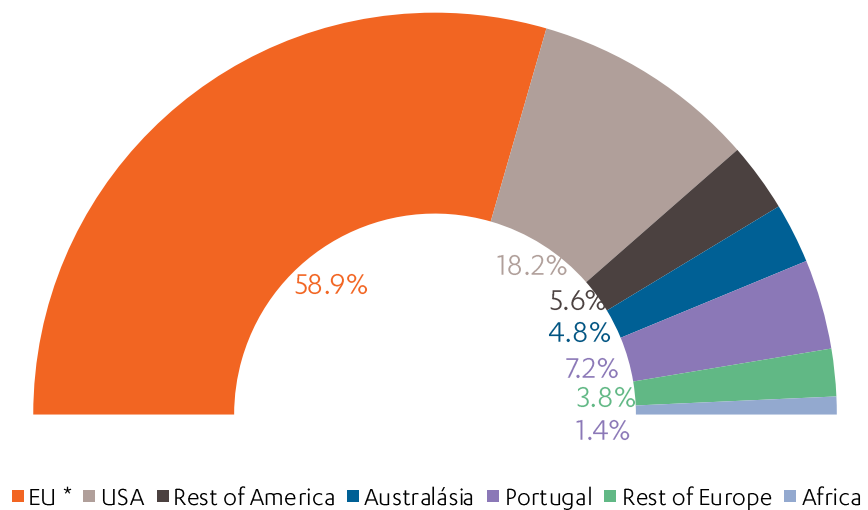
■ Cork Stoppers
 ■ Floor and Wall Coverings
 ■ Composite Cork
 ■ Insulation Cork
 ■ Raw Materials

	1H 17	1H 18	1H 19
Raw Materials + Cork Stoppers	68.2%	72.5%	72.7%
Floor and Wall Coverings	17.1%	13.9%	13.6%
Composite Cork	13.2%	12.3%	12.3%
Insulation Cork	1.4%	1.3%	1.4%
	100%	100%	100%

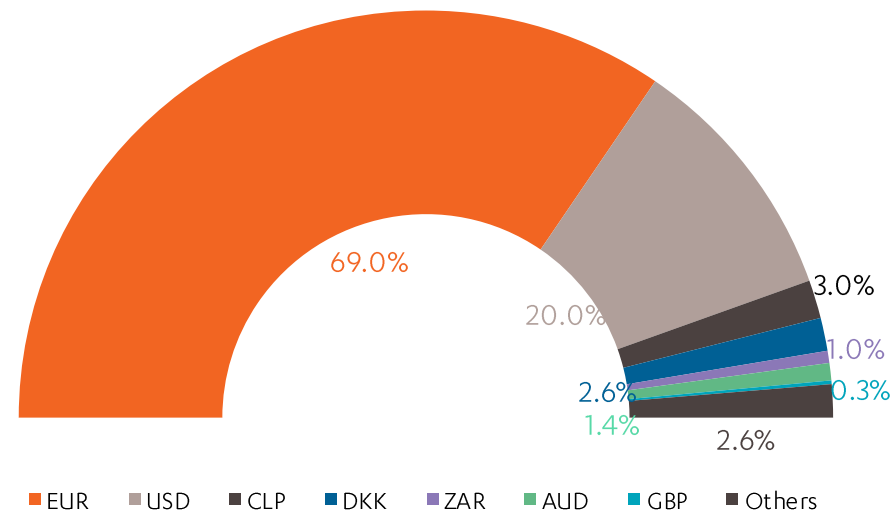


Sales to more than 100 countries

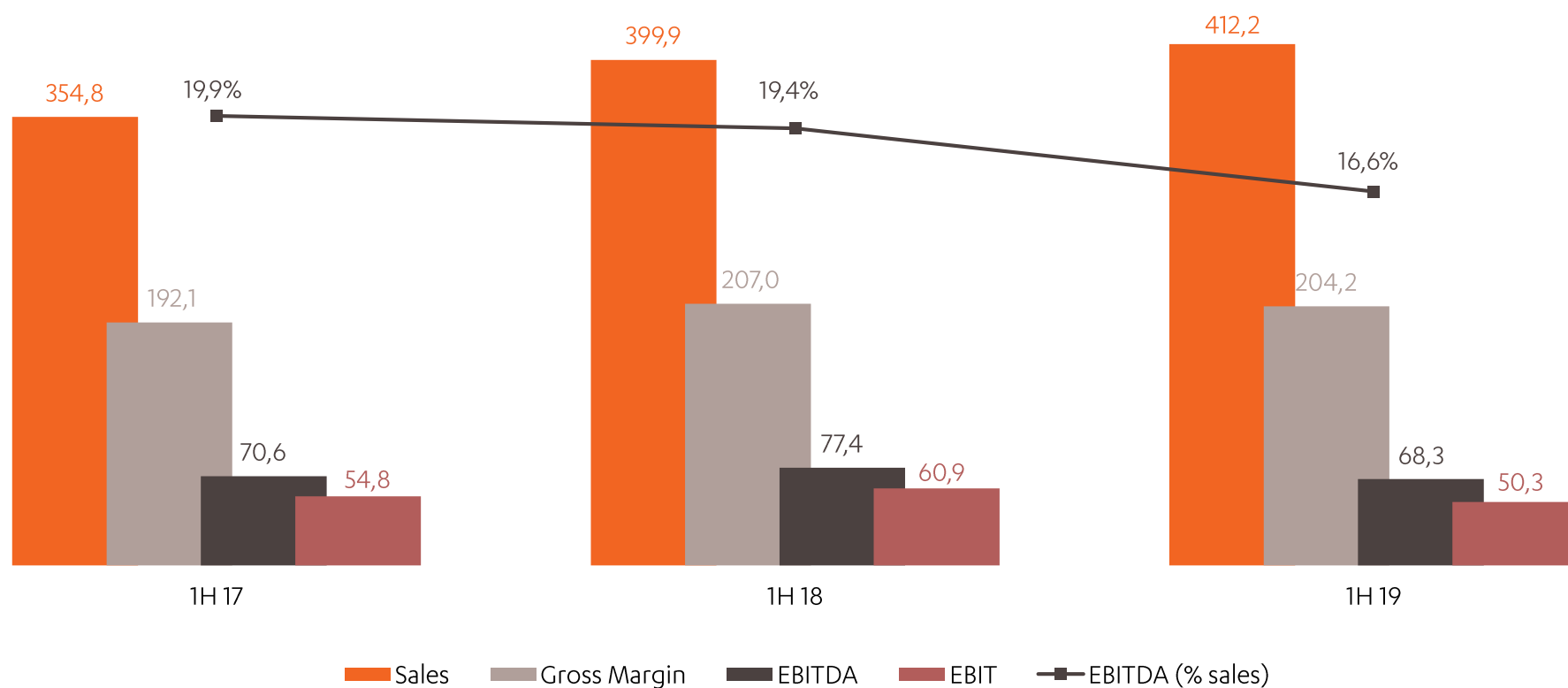
Sales by geographic areas



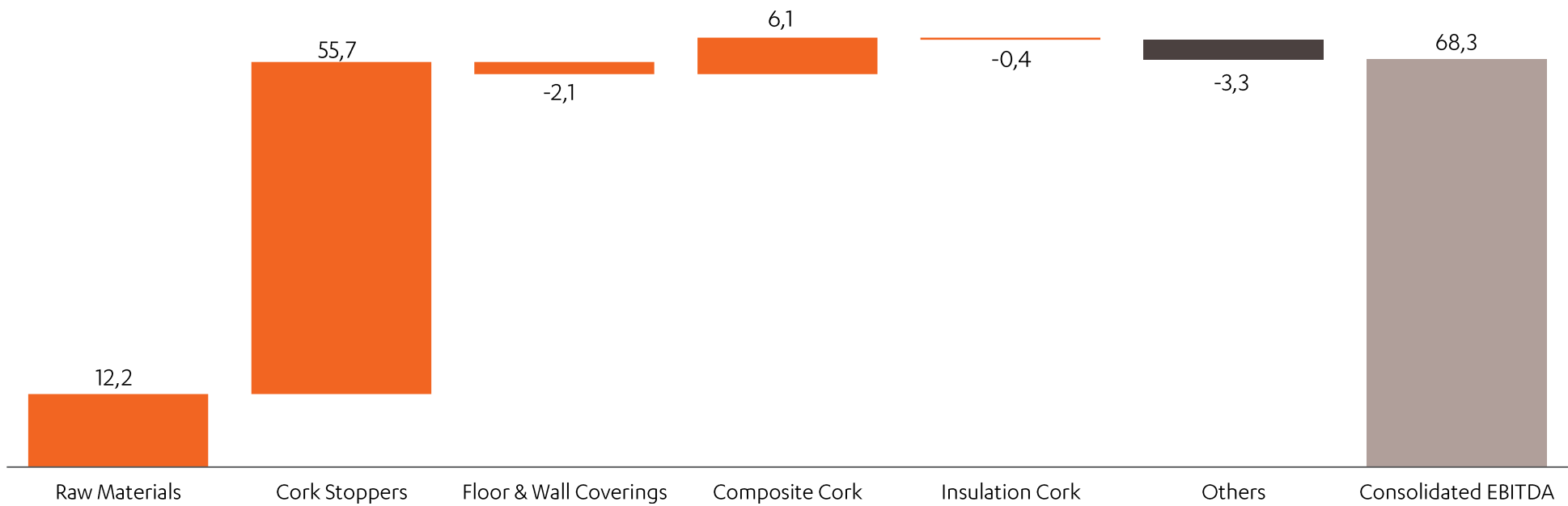
Sales by currency



Sales | Gross Margin | EBITDA | EBIT

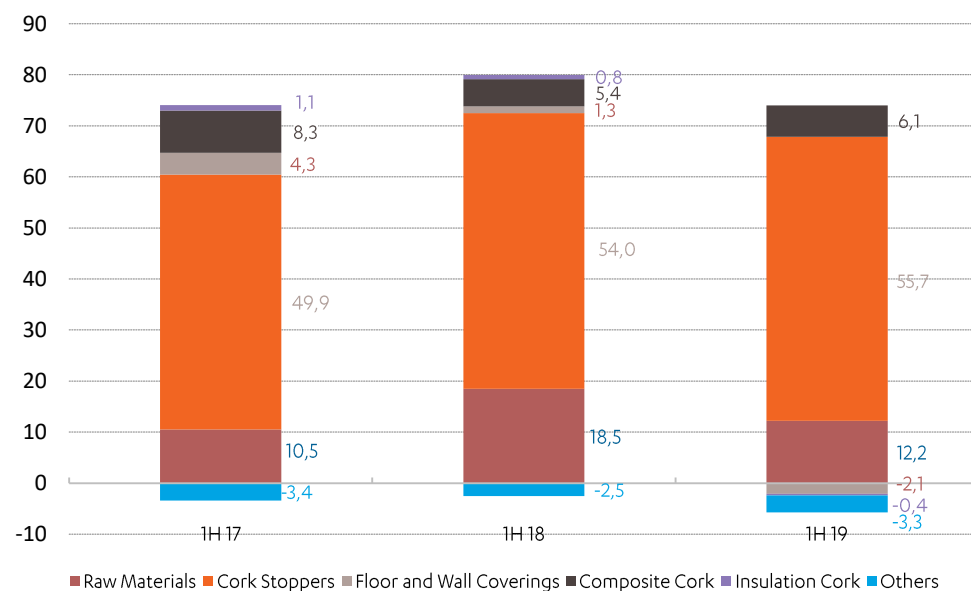


EBITDA by BU



EBITDA by BU

EBITDA by BU (value)



EBITDA/Sales (%)

	1H 17	1H 18	1H 19
Raw Materials + Cork Stoppers	24.8%	24.5%	21.9%
Floor and Wall Coverings	6.8%	2.2%	-3.7%
Composite Cork	16.0%	10.4%	11.5%
Insulation Cork	18.8%	13.7%	-5.0%
Consolidated	19.9%	19.4%	16.6%



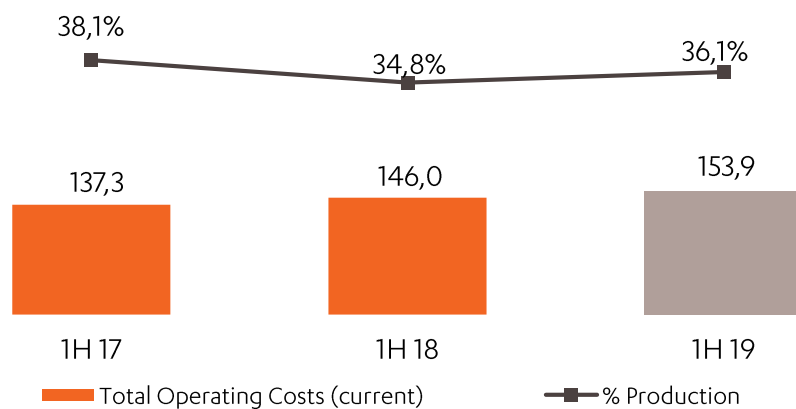
Key P&L Figures



	1H 17	1H 18	1H 19	yoy	1H 19 w/o IFRS 16	IFRS 16
Sales	354,8	399,9	412,2	3,1%	412,2	-
Gross Margin	192,1	207,0	204,2	-1,3%	204,2	-
Operating Costs (incl. depreciation)	137,3	146,0	153,9	5,4%	153,9	-
EBITDA	70,6	77,4	68,3	-11,8%	67,5	0,8
Depreciation	15,8	16,5	18,0	9,2%	17,2	0,8
EBIT	54,8	60,9	50,3	-17,5%	50,3	-
Non-recurrent costs	0,0	-0,7	0,0	-	0,0	-
Net financial costs	0,4	1,7	1,0	-41,0%	1,0	-
Share of (loss)/profit of associates	0,8	1,3	4,4	227,4%	4,4	-
Profit before tax	55,2	61,3	53,7	-12,4%	53,7	-
Income tax	15,9	16,3	10,9	-33,1%	10,9	-
Non-controlling interest	1,6	3,7	2,4	-35,0%	2,4	-
Net Income	37,8	41,2	40,4	-2,1%	40,3	0,0
	1H 17	1H 18	1H 19	yoy	1H 19 w/o IFRS 16	
Gross Margin / Production	53,3%	49,3%	48,0%	-1,3 p.p.	48,0%	
EBITDA / Sales	19,9%	19,4%	16,6%	-2,8 p.p.	16,4%	
Earnings per share (€)	0,284	0,310	0,303	-2,1%	0,303	

Operating Figures

Operating costs

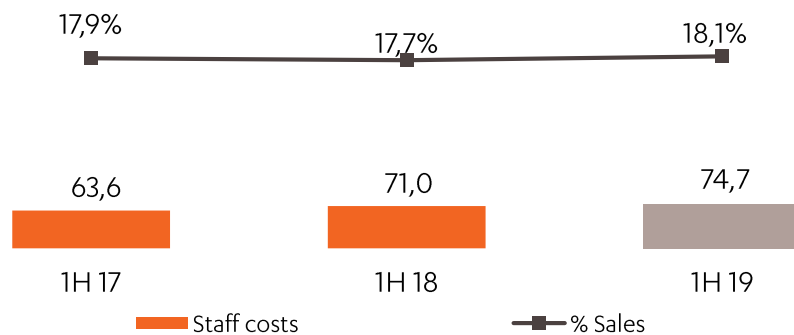


	1H 17	1H 18	1H 19	yoy
External supplies	56,0	61,2	63,2	3,3%
Transports	11,7	12,9	13,1	2,3%
Energy	6,6	7,5	7,1	-5,1%
Staff costs	63,6	71,0	74,7	5,2%
Depreciation	15,8	16,5	18,0	9,2%
Impairments	2,5	0,3	0,0	n.m.
Others	-0,6	-2,9	-1,9	-35,5%
Total Operating Costs (current)	137,3	146,0	153,9	5,4%



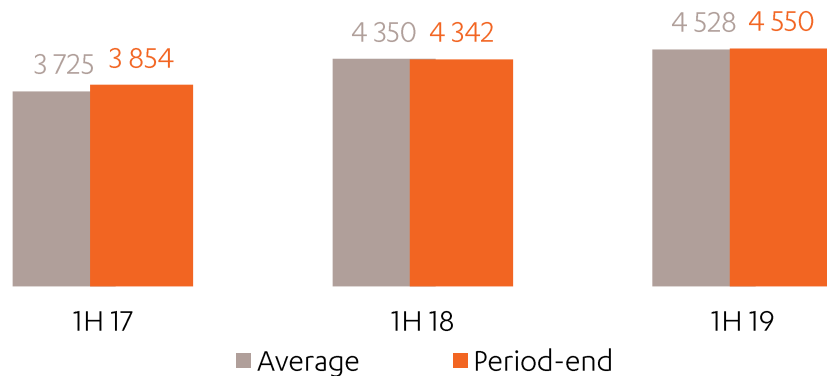
Staff

Value and % (sales)

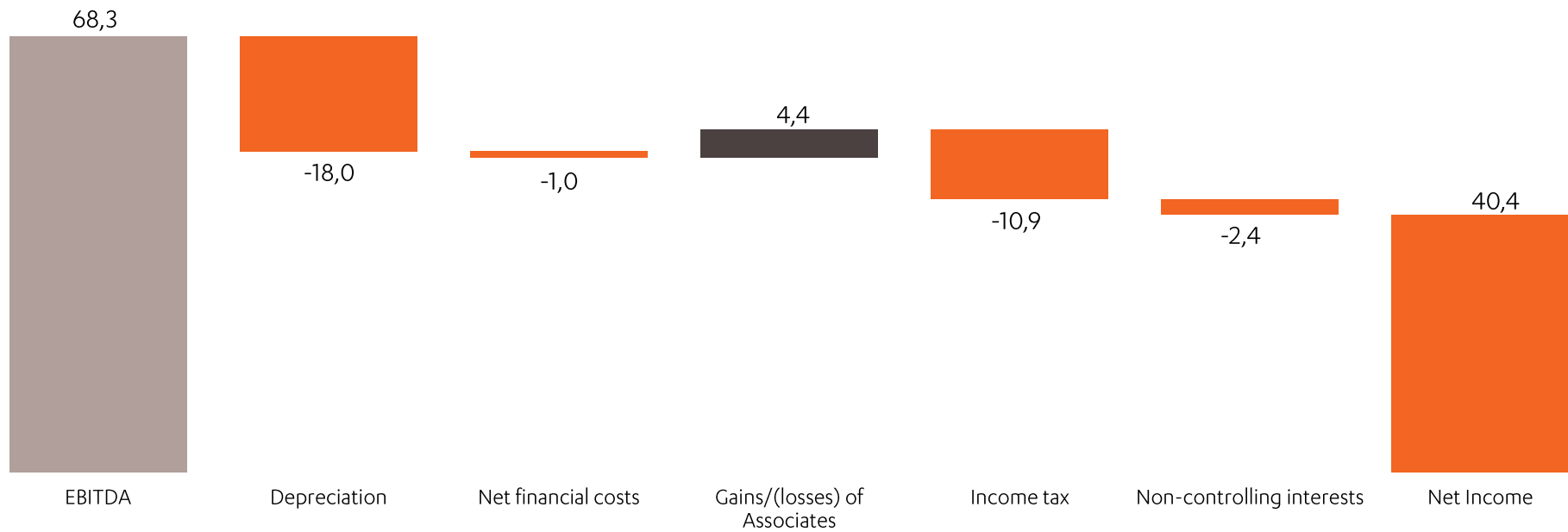


Values in million euros.

Number of employees



Net Income



Financial Position



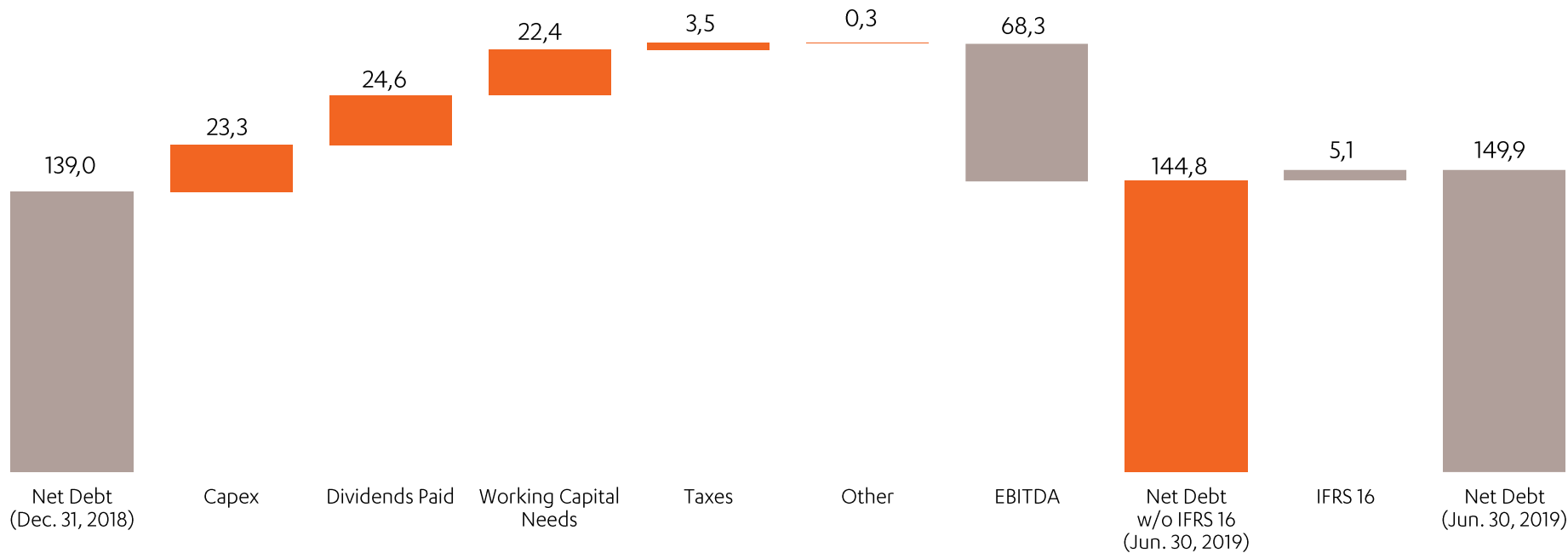
	June 30, 2017	December 31, 2017	June 30, 2018	December 31, 2018	June 30, 2019	June 30, 2019 w/o IFRS 16	IFRS 16
Net Goodwill	0.0	9.8	14.0	14.0	13.6	13.6	-
Net Fixed Assets / Right of use	194.5	227.9	235.6	259.6	271.0	265.9	5.1
Net Working Capital *	299.5	359.0	388.9	414.5	436.8	436.8	-
Other **	20.8	21.9	21.4	21.4	24.6	24.6	-
Invested Capital	514.8	618.7	659.9	709.4	746.1	741.0	5.1
Net Debt	11.1	92.8	102.1	139.0	149.9	144.8	5.1
Share Capital	133.0	133.0	133.0	133.0	133.0	133.0	-
Reserves and Retained Earnings	290.3	297.5	309.8	333.4	349.4	349.4	-
Non Controlling Interests	16.6	29.5	32.2	31.9	34.1	34.1	-
Agreement to acquire non-controlling interests	-	19.0	20.0	20.4	20.2	20.2	-
Taxes and Deferred Taxes	11.9	-17.0	-1.2	-12.6	-2.1	-2.1	-
Provisions	29.9	41.2	38.8	43.4	40.6	40.6	-
Grants ***	21.9	22.6	23.4	21.3	20.9	20.9	-
Equity and other sources	503.5	525.8	556.1	570.7	596.2	596.2	-

* Inventories + accounts receivables - accounts payables + other operating assets/(liabilities)

** Investment property + Investments in associates + Intangible assets + Other non-operating assets/(liabilities)

*** Non interest bearing grants (reimbursable and non-reimbursable)

Net Debt



Ratios



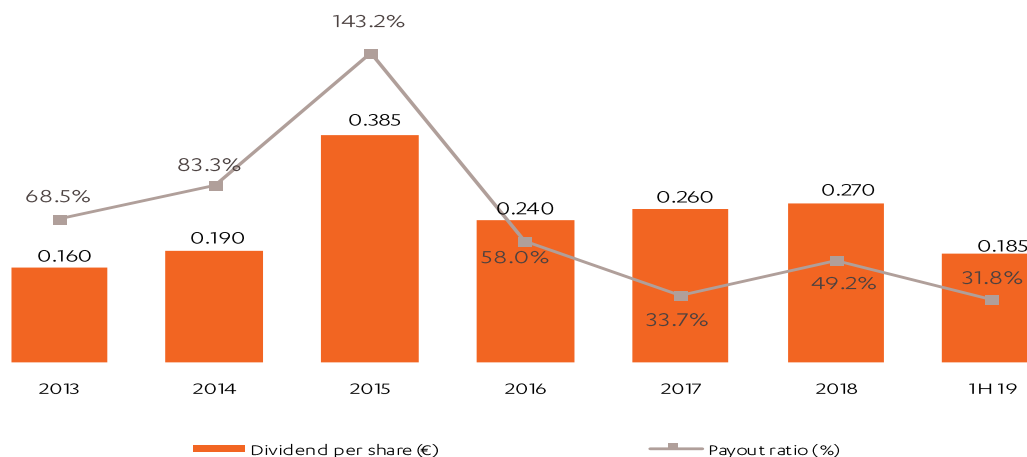
	1H 17	2017	1H 18	2018	1H 19
Net Debt / EBITDA *	0.09	0.69	0.73	1.04	1.20
EBITDA / Net Interest	230.3	135.9	136.6	108.0	81.8
Gearing	2.5%	20.2%	21.5%	27.9%	29.0%
NWC / Market capitalization	17.5%	26.4%	26.1%	34.6%	32.3%
NWC / Sales x 360	152.0	179.5	189.0	195.5	190.7
Free cash flow (FCF)	40.3	34.0	25.3	11.2	18.3
Capex	14.3	43.7	23.4	57.9	23.3
Return on invested capital (ROIC) pre-tax	24.6%	20.5%	21.3%	16.4%	14.8%
Return on invested capital (ROIC)	17.9%	15.0%	15.3%	11.8%	11.9%
Average Cost of Debt	1.64%	1.67%	1.40%	1.09%	1.28%

* Current EBITDA of the last four quarters

FCF = EBITDA – Non-current cash expenditures – Net financing expenses – Income tax – Capex – NWC variation

ROIC = Annualized NOPAT / Capital employed (average)

Dividends



Attractive Dividend Payment

11% Compound Annual Growth Rate in the last 5 years;

The Shareholders General Meeting (April 12, 2019) **approved** the distribution of a **gross dividend of € 0.185 per share**;

In 2018, a total of 35.9 M€ was paid out in dividends, an increase of 4% on 2017.

		2013	2014	2015	2016	2017	2018	1H 19
Issued shares	Qt.	133,000,000	133,000,000	133,000,000	133,000,000	133,000,000	133,000,000	133,000,000
Year-end close (N-1)	€	1.600	2.210	3.020	5.948	8.500	10.300	9.000
Earnings per share (N-1)	€	0.246	0.242	0.285	0.431	0.772	0.549	0.582
Payout	%	68.5%	83.3%	143.2%	58.0%	33.7%	49.2%	31.8%
Dividend per share	€	0.160	0.190	0.385	0.240	0.260	0.270	0.185
Total dividend	M€	20.1	23.9	50.2	31.9	34.6	35.9	24.6
Dividend Yield	%	11.3%	9.3%	13.5%	5.5%	3.6%	2.4%	1.7%

Dividend of year N-1 is paid in year N

Dividend yield = dividend per share/average share price (N-1)

2015: dividend of 0.385€ per share includes an additional dividend of 0.195€ per share (Nov. 2015) as an application of gains accrued in the ABB of treasury stock (5.62%)

Stock Market | CORA.LS

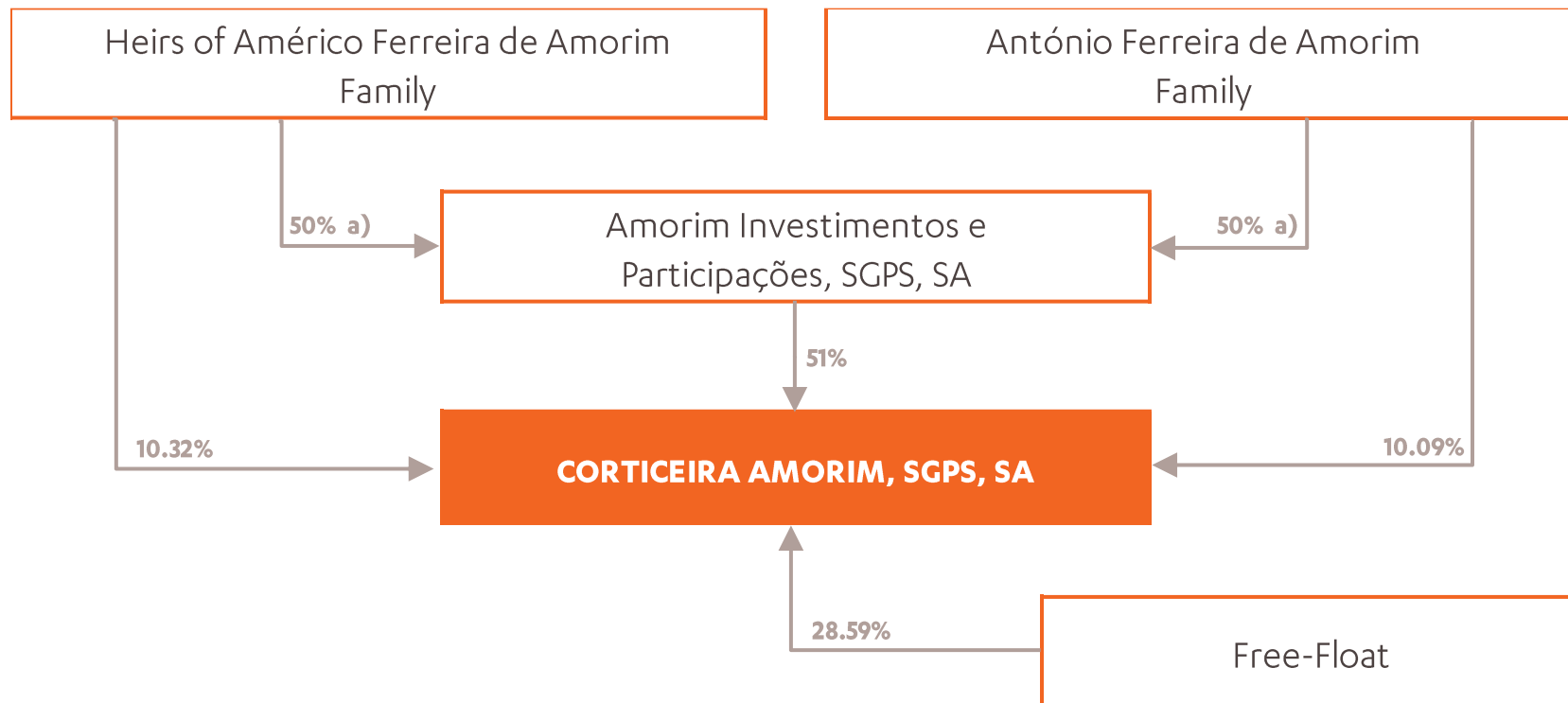


	2013	2014	2015	2016	2017	2018	1H 19
Qt. of shares traded	2,184,858	3,481,685	12,693,424	10,801,324	19,290,907	14,884,641	4,361,108
Share price (€):							
Maximum	2.400	3.650	6.290	9.899	13.300	12.000	11.020
Average	2.040	2.850	4.340	7.303	11.067	10.604	10.135
Minimum	1.560	2.200	2.990	5.200	8.180	8.370	8.710
Period-end	2.210	3.020	5.948	8.500	10.300	9.000	10.180
Trading Frequency	89.3%	96.1%	98.8%	100.0%	100.0%	100.0%	100.0%
Stock market capitalisation at period-end (€)	293,930,000	401,660,000	791,084,000	1,130,500,000	1,369,900,000	1,197,000,000	1,353,940,000

Source: Euronext|Corticeira Amorim

Qt. of shares traded in 2015 includes the ABB of 7,399,262 shares (17-09-2015)

Shareholder Structure





Cristina Amorim

CFO
tel.: +351 227 475 425
cristina.amorim@amorim.com

Ana Negrais de Matos, CFA

IRO
tel.: +351 227 475 423
ana.matos@corticeira.amorim.com

Corticeira Amorim, SGPS, S.A.

Rua de Meladas, nº 380 . PO BOX 20 . 4536-902 MOZELOS
PORTUGAL
tel.: +351 22 747 54 00 . Fax: +351 22 747 54 07
email: corticeira.amorim@amorim.com
www.corticeiraamorim.com