

BARK to BOTTLE

#53 JUNE '25

An aerial photograph of a cork oak forest. The landscape is a mix of green trees and brown, dry ground. Several small, irregularly shaped ponds are scattered throughout the forest, reflecting the sky. A dirt road or path runs horizontally across the middle of the image, and another path runs vertically on the left side. The overall scene is a natural, undisturbed environment.

Carbon
footprint

AMORIM CORK

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AMORIM CORK STOPPERS WITH NEGATIVE CARBON FOOTPRINT VERIFIED BY ISO 14067

In line with European directives and the Green Deal targets, Amorim Cork discloses the carbon footprint of nine of its products, verified by an external entity, increasing rigour and transparency.



In keeping with its commitment to integrity and transparency, Amorim Cork has recently provided information on the carbon footprint of nine of its products, following a progressive procedure and in accordance with the ISO 14067. This norm, as defined in the European 'Green Deal' regulation, promotes greater standardisation and coherence in sustainability communication strategies.

Credibility

ISO 14067, 'Environmental management - Carbon footprint of products', focuses on assessing and communicating the amount of greenhouse gases (GHG) released during a product's life cycle. These gases include carbon dioxide (CO₂), methane (CH₄), nitrous oxide (N₂O) and others, all of which contribute to global warming and climate change.

The standard provides a framework for calculating a product's carbon footprint, from raw material extraction to final disposal, including all intermediate processes such as manufacturing, transportation and consumption.

In order to achieve this goal, reinforcing the rigour and transparency of its sustainability practices, and gradually extending this commitment to its entire portfolio, Amorim Cork decided to internalise the analysis process, acquiring software that enables it to calculate the carbon footprint of each stopper based on the ISO 14067 standard. These studies adopt a 'cradle-to-gate' approach and are validated by an external organisation, so ensuring complete independence and transparency in the methodology used to calculate the products' carbon footprint.

This decision is in response to the market's quick evolution and legislative updates, which are becoming increasingly rigorous and strict in forcing companies to provide reliable and traceable information on their sustainability policies and practices. As Ana Matos, Head of Management Systems and Continuous Improvement at Amorim Cork, explains, "What we strive for is the information to be technically valid, responsible and, more importantly, to be interpreted as such. There is no other way of doing this than to have an external seal."

The advantages of implementing this system internally include complete autonomy and control over the process, which allows for the identification of improvement points; flexibility (case-by-case analysis); and the potential of regular, time-saving updates. Amorim Cork had previously had similar studies undertaken by external consultants in compliance with ISO 14040/44, but the acquisition of this software and the corresponding investment in training allowed access to far bigger volumes of more detailed information at various stages of the process. "Internalising these studies surely increases our knowledge, which we can use to improve our processes and even compare processes inside the business," argues Ana Matos.

& Reliability

Internally developed studies, validated by an independent body, confirmed the negative carbon footprint of all the cork stopper families in Amorim Cork's portfolio, from the Naturity® natural cork stopper with a footprint of -56g CO₂/eq per stopper, to technical stoppers such as Xpür® with a footprint of -34g CO₂/eq and Qork® with -36.3g CO₂/eq per stopper, to the sparkling wine segment with the Spark® Top II stopper with a carbon footprint of -54.6g CO₂/eq per stopper.

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This evolution meets the expectations of costumers, who increasingly want traceable and reliable information.

Ana Matos

There are currently nine externally verified studies, all of which comply with the ISO 14067 standard, and others are underway to cover the entire Amorim Cork portfolio. 'This evolution meets the expectations of customers, who increasingly want traceable and reliable information,' Ana Matos sums up.





WHY IS ISO 14067 CERTIFICATION IMPORTANT?

Because it provides a clear roadmap for managing the product's carbon footprint, with tangible benefits for both organisations and the environment. Among other differentiating aspects, this standard offers a consistent methodology for measuring, reporting and verifying the product's carbon footprint, fully aligned with the EU directive against greenwashing, and allows for the inclusion of soil-related carbon sequestration, emphasising the importance of healthy soils for biodiversity, water retention and nutrient cycling.

In addition to enhancing transparency and credibility, in compliance with international standards and based on a detailed and rigorous assessment of the carbon footprint of each of its cork stoppers. With external verification of this information, Amorim Cork can identify improvement opportunities and pursue the path of reducing the environmental impact of its products, optimising the management of raw materials and production processes, making a positive and consistent contribution to greater environmental protection and mitigating the impact of climate change.

AMORIM CORK STANDS OUT AT ENOMAQ



Participation in the 24th edition of the international show of Machinery, Techniques and Equipment in Zaragoza was marked by the innovation prize awarded to Amorim Cork's Bee W[®] technology.

Amorim Cork was once again present at ENOMAQ, the leading event for machinery, techniques and equipment for wine, olive oil and brewing industries in Spain, showcasing its products and technical advances.

The 24th edition of the fair was held between 11 and 13 February in Zaragoza and featured around 900 brands from 30 countries. The event welcomed more than 28,000 visitors and highlighted the synergies between the three sectors, but also the specificity of each one, in a context of 'sectoral transformation', according to the organisers.

In addition to the large exhibition (48,600 sq m in five pavilions on the Feria de Zaragoza site), which established the fair as an international platform of excellence for innovation in these sectors, ENOMAQ hosted more than 60 technical days and parallel activities, with conferences and round tables, with an intense programme that included the traditional wine tastings.

Among the topics on the agenda, there was room to discuss the wine sector and the changes in consumer markets, the introduction of Artificial Intelligence into this sector, and new crop management models.



In addition to closures for still wines, Amorim Cork took advantage of this unique event to showcase innovations in other segments, such as the micro-granulated stopper for sparkling wines, the Spark One Xpür®

The second day, which had a high attendance, was without a doubt the busiest day for networking and business opportunities. All product segments were on display at Amorim Cork's stand, but there was a special emphasis on still wine solutions, including the newest and most innovative Bee W® coating for natural cork stoppers, which was applicable to NDtech® and Naturity® stoppers, and the revolutionary supercritical fluid technology used in Xpür® and Qork® stoppers, which sparked great public interest.

In addition to closures for still wines, Amorim Cork took advantage of this unique event to showcase innovations in other segments, such as the micro-granulated stopper for sparkling wines, the Spark One Xpür®, or customised solutions for the spirits segment.

After the three-day event, the overall balance is extremely positive. ENOMAQ has consolidated its position as a benchmark exhibition, a privileged meeting point for the sector, both in terms of business and knowledge-sharing.

BEE W[®]

WINS INNOVATION AWARD AT ENOMAQ

Combining, for the first time, two natural products - beeswax and cork - Amorim Cork's Bee W[®] coating was awarded the 'Technological Innovation' prize at ENOMAQ 2025.

Launched in 2024, Bee W[®] is a biological coating for natural cork stoppers. The biopolymers used in this solution enhance cork's unique properties, while ensuring low and consistent rates of oxygen ingress and helping to improve the consistency of the wine's flavours and aromas, which is especially important for fortified wines.


As part of its commitment to innovation, sustainability and the development of technical knowledge, ENOMAQ annually awards prizes in the Technological Innovations or Improvements Competition. In this edition, the jury awarded 8 prizes for excellence and 18 technological improvements and innovations.

On the award, António Rios de Amorim said: 'This recognition is an incentive for us to constantly improve and evolve, believing that innovation is the path to a more sustainable future. Bee W[®], in particular, combines the best of nature with the most advanced technology, reflecting the continuous endeavours of Corticeira Amorim and its teams to find new solutions while preserving the centuries-old connection between cork and wine.'



PERSEVERANCE & SUSTAINABILITY

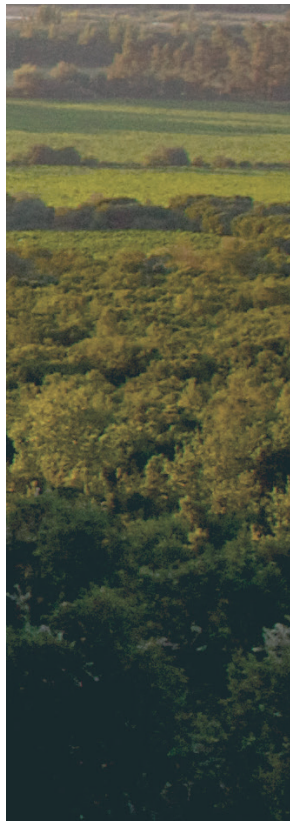
EMILIANA



The winner of the Amorim 2024 Special Prize at the Green Awards is an essential reference in the world of organic viticulture, known for the excellence of its wines and its strong commitment to sustainability. For Chile's Emiliana, the future is organic. In this interview, Cristian Rodríguez, General Manager, and Sebastián Tramón, Sustainability Director, tell us why.

Over 1000 hectares of organic and biodynamically treated vineyards spread across Chile's best wine valleys, strategic points where the soil, climate, topography and human intervention harmonize to produce some of the most superb organic wines in the world. Created in the late 1990s by two visionaries - Rafael and José Guislasasti - Emiliana was born with the aim of making top quality wines with great respect for nature and people, converting conventional into 100% organic and biodynamic vineyards. More than twenty years later, sustainability

has become a way of life, and that mission has been fully accomplished, but never definitely ended: it is dynamic, like the vineyards where it all began. They claim to be "organic by conviction, by ideology and by love" and they work and innovate every day with the aim of reconnecting people with nature.



A GREEN LEADER

Emiliana has a vast portfolio that includes some of the most famous Chilean wines. It is Chile's largest exporter of organic wines (and is in the Top 10 of the country's largest producers), with a presence in 60 countries, and is a leader in key markets in the organic wine segment, such as Denmark, the Netherlands, the United Kingdom, Brazil, Japan and the United States, among others. The company was the first Chilean wine producer to receive the Regenerative Organic Certified seal, which represents the world's highest standards in organic farming, with very strict requirements regarding soil health, animal welfare and social justice. More recently, it also obtained the renowned B Corp certification, thus strengthening its position as a world leader in sustainability



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I believe that quality should be present not only in the wine, but in all manufacturing aspects, particularly the cork, which plays an important role when selecting a stopper to maintain quality.

Cristian Rodríguez





and joining the ranks of companies that stand out for their exemplary environmental, social and economic practices.

“For us, organic is the starting point, or the most important, knowing that sustainability is much broader than that, but we believe that organic is the key when you work or are in an industry that belongs to agriculture, that works the soil intensively. And so, all of our requirements for certification are, first, organic and then we go beyond organic, to do a little more and comply with other sustainability standards.” sums up Cristian Rodríguez, General Manager of Emiliana. Sharing the same sustainability standards, the decision to use cork came naturally: “We always say that we don’t exist unless our wines are of high quality. I believe that quality should be present not only in the wine, but in all manufacturing aspects, particularly the cork, which plays an important role when selecting a stopper to maintain quality. Secondly, we always claim to be organic at Emiliana. That’s the second reason we exist. That, in my opinion, also holds true when choosing a cork: quality comes first, followed by sustainability,” Rodríguez says.

to make sure that the environmental conditions of production are sustainable, that the conditions of employees are sustainable, that the conditions of communities are sustainable, that packaging is sustainable. For this reason, the type of stoppers we use is also very important. It’s a challenge, but in the end it must be something that cuts across all elements of the production and supply chain.”



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**(...) We thank Amorim
for helping us bring this
issue to light.”**

Sebastián Tramón

THE BEGINNING OF IT ALL

First organic, then regenerative, was the plan. They began this journey 25 years ago, focusing on the foundation of everything: soil. That’s why Emiliana only participates in certifications that take organic into consideration in a very strict way, as well as certifications that have been independently examined by third parties, in order to provide the consumer with credibility.

Another concern is integrity. As Sebastián Tramón, Emiliana’s Sustainability Director, explains: “I can’t just say that I have solar panels and therefore I’m sustainable. You have

Eleven people work in sustainability management at the company, which was set up in 2014, and they are responsible for designing an innovative strategy. Cristian explains this cross-cutting vision: “When we say ‘the future is organic’, we believe in a very powerful cultural change, which basically has to do with everything, it has to do with the way we look after ourselves, with food, it has to do with the use of pesticides, which we find extremely harmful to agriculture.” This cultural change begins within the company itself, through the exchange of lessons, practices and expertise, and extends to every wine they launch onto the market, winning award upon award.

THE MOMENT FOR ORGANIC WINES

When Emiliana was founded, Cristian Rodríguez explains, “there was absolutely nothing”, organic wines weren’t even part of the conversation. After years of sustained growth, organic wines are now experiencing a consolidation phase, accounting for 20% of vineyards in Europe, which is equivalent to the whole vineyard area in Chile. The trend is favourable, according to Rodríguez, even though climate change presents significant obstacles for organic farmers, who already face greater costs: “There are forecasts that the organic wine market will triple by 2030.” He believes that organic wines have far higher prospects than non-organic ones.

Commitment to organic wines does not imply a restricted view. As Tramón explains, “we work on a scale that allows us to prove that a project can be accomplished on a large scale. Therefore, having organic products in our entire portfolio, in different price ranges, and making organic an everyday thing rather than just a niche, trying to show that it can be done and can be for mass consumption, is also something that allows us to be in more than 60 countries, and to have enormous success with the various wine ranges.”





A MOSAIC OF EXCEPTIONAL TERROIRS

From the Limarí Valley, an oasis in the north of Chile, to the Casablanca Valley, where white grape varieties grow and benefit from the influence of Pacific breezes, to the Cachapoal Valley, a red wine paradise, to the Bío-Bío Valley in the south, each terroir gives the wines a unique and unmistakable character.



***The secret
to success is not
just the secret to
success in wine,
but the secret to
success in life: it's
perseverance, years
of perseverance, I
guess that's it.***

Cristian Rodríguez

Organic farming, Cristian Rodríguez explains, produces “a greater balance in the fields that allows for higher quality in our vineyards. Obviously, in addition to healthy grapes, the terroir is essential.” Sebastián Tramón reinforces this perspective, adding new data: “One element that also makes a difference has to do with the microbiological terroir. In the past, terroir was viewed only as the geographical component, like the climate, but it is now obvious that the microorganisms, fungi and bacteria present both in the soil system and in the vine itself have an impact on the way it develops, also in terms of growth.

And in terms of winemaking too: a significant proportion of our wines are spontaneously fermented, using only the yeasts that are present in the soil and in the vineyard itself and that are close to natural areas, forests. Thus, nature has an impact and is present there, and this is reflected in the variety of our wines.”

By combining all these unrepeatable elements, great wines are produced, based on great practices. Sebastián Tramón, who was distinguished as Personality of the Year at the Green Awards, recalls the importance of the exposure that comes with such recognition “We think that the Amorim Special Award, which also recognized this consistency in work over a long period of time, addresses the issues that we find relevant, such as the questions related to production factors, the agrochemicals used, or the way in which we are preventing the contamination of ecosystems, or preventing Emiliana’s employees from being exposed to highly toxic compounds, which can also reach consumers - all of this is recognized in some way, and it was extremely important. We thank Amorim for helping us bring this issue to light.”

Ultimately, it’s the recognition of a consistent attitude and a huge amount of teamwork, which Cristian Rodríguez is keen to emphasize: “The secret to success is not just the secret to success in wine, but the secret to success in life: it’s perseverance, years of perseverance, I guess that’s it. There are many factors that add up to a beautiful project, which leads to amazing, very good wines. But it has to do with the fact that we belong to a family business that has been in wine - and only wine - for more than 30 years, with more than 25 years’ experience in the organic sector, that we are located in the best valleys in Chile, and that we have a great team, a fantastic team, in winemaking, oenology and sustainability.” That sounds easy, but it’s just brilliant.

VERGELEGEN WINE ESTATE, EMILIANA AND DOMAINE BOUSQUET STAND OUT AT THE DRINKS BUSINESS GREEN AWARDS

With a focus on sustainability, the three prizes awarded by the prestigious magazine, with the support of Amorim Cork, recognize innovative projects in the wine sector.



Three outstanding projects with a single focus: sustainability. Vergelegen Wine Estates (South Africa), Emiliana (Chile) and Domaine Bousquet (Argentina) are the winners of the Amorim Cork awards in the 2024 edition of the Drinks Business Green Awards.

Launched in 2010, the Green Awards are one of the world's most important awards in the wine industry, highlighting sustainability projects in 13 categories, such as biodiversity, renewable energy, logistics and packaging. Amorim Cork has supported these awards since their launch, and in 2024 awarded three prizes: the Biodiversity Award, the Sustainability Award and the Amorim Special Award.

A GREEN WORLD

South African wine producer Vergelegen Wine Estates has received the Biodiversity Award. The award recognizes the company's enormous commitment to promoting biodiversity on and off its estates, with emblematic initiatives and measurable results for a greener, more biodiverse planet. Vergelegen is an outstanding example of integrating viticulture, nature conservation and sustainable tourism. At their property, they have played a crucial role in protecting endangered species such as the Bontebok antelope. They are also involved in a project to recover Quagga zebras and have introduced Elandes, a species of cattle, to restore degraded ecosystems through natural grazing. In addition to these efforts to protect biodiversity and the balance of ecosystems (rehabilitation of watercourses, elimination of invasive species), Vergelegen is known for their sustainable viticulture, with practices such as the use of ecological poles (made of eucalyptus) in the vineyards and ecological pest control.

Traveling from Africa to South America, this year's Amorim Special Prize was awarded to Chilean producer Emiliana for its innovative project "The Future is Organic", a testimony to its transformative commitment to sustainability. 100% certified in organic, regenerative and biodynamic agriculture, Emiliana is Chile's first and largest cellar with regenerative

organic certification (ROC) and recently obtained the renowned B Corp certification. Using only renewable energy, all waste is composted and 30% of the property is dedicated to biodiversity conservation.

The Sustainability Award went to Domaine Bousquet, one of Argentina's best known wine producers for its exceptional commitment to environmentally responsible practices. The jury highlighted the company's transparency in its Sustainability Impact Report, launched in April 2024. Domaine Bousquet combines sustainability and innovation, with 50% of their vines being biodynamic. They also promote efficient water management (74% with drip irrigation) and the circular economy through composting. Domaine Bousquet was the first winery in Argentina to receive ROC accreditation.

Vergelegen is an outstanding example of integrating viticulture, nature conservation and sustainable tourism.

Definitely inspiring and impactful examples, leading the way and paving the way for a greener, more conscious and responsible wine industry.

PLANTING THE FUTURE AT HERDADE DE RIO FRIO

More than 180 volunteers took part in Corticeira Amorim's annual cork oak planting initiative, planting 2000 new trees at Herdade de Rio Frio.

Tree by tree, we are planting the future. Over 14 editions, nearly 30,000 trees have been planted, involving more than 2,100 volunteers, in one of the most significant initiatives organized by Corticeira Amorim. The annual planting of cork oaks began in 2011 and for those who take part it is a transformative initiative, marked by team spirit, a culture of sharing and by the awareness that every action matters in creating a positive impact.

The 2024 edition of this program took place on November 16, at Herdade de Rio Frio, Corticeira Amorim's largest property, spanning 5090 hectares in the municipalities of Alcochete and Palmela. It was an intergenerational initiative, marked by goodwill and mutual help, with over 180 volunteers rolling up their sleeves to plant 2,000 young cork oaks. Herdade de Rio Frio, a key component of Corticeira Amorim's Forestry

Intervention Plan, has been the chosen location for native tree planting for the past two years. The reforestation project is carried out in two ways: by densification of existing cork oak forest or by the introduction of whole new plantings.

The Forestry Intervention Project aims to promote and disseminate new subericulture practices that can be duplicated by other forestry producers, so benefiting the overall industry. Herdade de Rio Frio has invested in new planting techniques and forest management support to create a more productive and resilient cork oak forest.



AMORIM TOP SERIES TAKES PART IN ANOTHER EDITION OF PARIS PACKAGING WEEK



Amorim Top Series attended the world's largest packaging event, presenting its products alongside leading companies from around the world.

In January, all roads in the packaging business lead to Paris for another edition of Paris Packaging Week, a mega-event that brings together the world's greatest packaging companies and experts in cosmetics, fragrances, personal care, and premium drinks in the French city.

Shining bright in the City of Light, Amorim Top Series was present at PLD Paris, the section of the fair dedicated to wines, spirits, champagnes and premium drinks, with its own stand. PLD Paris Packaging Week, a true platform for innovation, networking, and business opportunity development, brought together over 100 leading companies in the premium drinks packaging sector to showcase their latest innovations and technological advances.

At this event, the Amorim Top Series team introduced the market to the **Essentials** collection, which includes the **Core** and **Luxury** segments, alongside solutions customised to each client. The Core segment combines the essence of cork at the base, using a natural or technical cork stopper, with a choice of capsules created from diverse materials, colours, and finishes to suit projects of varying levels, while also raising the standards.

As for the Luxury segment, it takes customization to a new level, introducing an even more sophisticated range of materials, techniques and finishes, and an exclusive level of service, to uniquely capture the identity of each brand and project.

The Amorim Top Series presentation would not be complete without the **Special Collections** range, with its **Innovative, Sustainable** and **Digital** segments.

The Sustainable segment is 100% eco-friendly and customizable and has established itself as an innovative solution

At a fair where sustainability plays a central role, the options in the Sustainable segment took the spotlight.

Re-Cork stands out for having a capsule made from a cork-based composite, containing up to 40% cork by volume and a bio-based or recycled polymer as a binder, making it the perfect substitute for plastic tops. The **FullCork**, made entirely from cork, highlights the company's strong commitment to a unique raw material. Finally, **RE-Wood** introduces a composite of wood and bio-polymers, while **Hollow** has a minimalist and surprising design created to significantly reduce the carbon footprint by eliminating everything that is unnecessary, in a minimal volume.

The Sustainable segment is 100% eco-friendly and customizable and has established itself as an innovative solution and an excellent alternative to traditional closures, with a lower carbon footprint and a longer life cycle.

This year, Paris Packaging Week featured more than 850 exhibitors coming from 40 countries, bringing together more than 14,000 participants and 150 speakers.

The Paris Packaging Week brings together the industry's most renowned exhibitors and is a meeting point for packaging experts, who, in a series of conferences on creativity, design, innovation and technology, present the main trends and disruptive ideas, lifting the veil on the future of packaging.

AMORIM CORK ITALIA CELEBRATES 25TH ANNIVERSARY



Founded in 1999, Amorim Cork Italia is now a leading subsidiary in the Corticeira Amorim universe. 1.2 million cork stoppers come out of its facilities every day, but the aim is to increase the production capacity by 50%, a goal that is now closer thanks to the expansion of the structure.

Conegliano, 70 km from Venice, is located in the heart of the wine-growing region, which is home to one of Italy's most famous wines, Prosecco. Amorim Cork Italia has been operating here since November 11, 1999. This subsidiary has grown significantly over the last quarter-century, often against the tide, and is now an example to be followed in the Amorim universe.

As Carlos Santos, general manager of Amorim Cork Italia, explains, the company has been on a path of steady and completely organic growth, with a permanent focus on customer service, and sustainability as a fundamental value - from the circular economy to employee well-being (the company has been Family Audit certified since 2018, focusing on work-life balance through countless initiatives).

This track record of success has been widely recognized, and Amorim Cork Italia was recently shortlisted for the Bocconi "Best Performance Awards 2025", as one of the 98 best-placed companies out of 950,000. The "Best Performance Award" is an initiative of the SDA Bocconi school which aims to reward the best companies that generate economic, technological, human, social and environmental value, while operating in a globally sustainable manner.

Amorim Cork Italia planned and defended its candidacy for a year before being evaluated by a group of leading companies, getting the higher score in different categories (the evaluation focused on ESG factors, innovation and technology and economic management).



The company has been on a path of steady and completely organic growth, with a permanent focus on customer service, and sustainability as a fundamental value.

Simultaneously, to celebrate its 25 years in business, Amorim Cork Italia has planned a number of events that will pay homage to cork while maintaining the brand's signature level of sophistication and flair through ongoing collaborations with the arts. The exhibition "Il passo del viandante" is one such example. The exhibition, which opened in October 2024 at Palazzo Sarcinelli in Conegliano, is based on a set of photographs by Arcangelo Piaia, accompanied by texts by Alberto Ceschin, which together propose a journey closely linked to the territory and wine culture, through the hills of Prosecco di Conegliano and Valdobbiadene, a UNESCO heritage site. Following in the traveller's footsteps, through images and words, we discover that the central character of this journey is, actually, a cork stopper.

A SUCCESSFUL HISTORY

When Corticeira Amorim decided to invest in a subsidiary in Italy at the turn of the century, the company sold mainly to importers. It operated out of a warehouse of around 1,000 sq m, which quickly proved to be too small for its goals. In 2001, the group made an investment of 2.4 million euros in order to reach the target of 300 million cork stoppers sold (achieved in 2010), and in August 2003 its new structure was opened, and the company has remained there to this day.

After celebrating a quarter century, Amorim Cork Italia is excited and confident about the future 25 years. "In 2024, we exceeded the sales objective established," reveals Carlos Santos, "and our goal is to have a turnover of 100 million euros. I believe we are already the group's largest subsidiary, but we want to grow much more. Today we are market leaders, the company that sells the most cork stoppers in the Italian market, and the largest cork stopper company in the Italian market, with a significant advantage over our primary competitor."

A further trait that distinguishes the company and has shaped its whole history is its emphasis on sustainability. The Etico recycling project, launched in 2011, collects around 150 tonnes of used cork stoppers each year, which are then transformed into cork granules, giving this material a new lease on life. Recycled cork is never used to make new stoppers, but rather in a range of applications, such as Amorim Cork Italia's SUBER series of design objects, which is the perfect marriage between Italian style and Portuguese cork, launched in 2019.



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A NEW INDUSTRIAL LAYOUT

If 2024 marked the company's 25th anniversary, 2025 will be the opening of the new facilities, an ambitious expansion project that began in 2022 and will be completed soon. According to José Miguel Amorim, Amorim Cork Italia's industrial director, the development addresses a clear demand for expansion. With limited space and an overcrowded production system, the company had to keep up with its own growth.

In practice, Amorim Cork Italia's facilities will increase from the existing 3500 sq m to around 8000 sq m. This project involved an investment of over 6 million euros, which included the purchase and refurbishment of three adjacent warehouses, that were integrated into the existing structure, linked to the main building by a connecting structure of 1000 sq m. The new layout required major structural changes, but also new software and machinery, capable of increasing production capacity and satisfying customer requests: "The aim is to be able to further increase our service to the market and to be able to serve our customers very efficiently, flexibly, rapidly and to have a structure that can withstand these demands." sums up José Amorim.

Carlos Santos confirms this viewpoint: "Today, competitiveness for companies is not only about having the appropriate product and quality, but also about having the level of service that the market demands. All of our investments in Conegliano have been to increase our service capacity, to improve our ability to react and stay near the customer in an incredibly volatile environment."

With 65 permanent employees, around 50 sales staff in various parts of Italy, and a team that is committed to gender parity (more than 50% women), this expansion will make production more flexible and give people better working conditions.





25 YEARS AT SIMEI

Last November, Amorim Cork Italia once again took part in the 30th edition of SIMEI - International Enological and Bottling Equipment Exhibition. Amorim Cork Italia's team brought innovation and technology to Milan, with Xpür®, Qork®, Naturity®, NDtech®, Helix® and the Amorim Top Series capsulated stopper collections. To celebrate the 25th anniversary with its partners and customers, it hosted a daily happy hour in which a special cocktail was served, prepared with Rosé Port and Prosecco, a symbol of the bond between Portugal and Italy.

According to Carlos Santos, this edition of the event was a "clear affirmation of Xpür®." This was the major triumph, given how well this stopper actually works, an extraordinarily well-designed device that may now provide a very credible alternative to what was previously the sole one, the only reference on the market in terms of supercriticality."

Celebrating its 25th anniversary, Amorim Cork Italia is confirming its leadership role in the sector, standing out for its quality, innovation and commitment to sustainability. Over these two and a half decades, the company has played a key role in the evolution of solutions for the wine industry, always staying ahead of market trends. This anniversary celebrates a legacy of success, but also points to a promising future, in which Amorim Cork Italia will continually contribute to the evolution of the sector and respond to the growing demands of an increasingly challenging and aware global market.

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SIX TRENDS IN THE WORLD OF WINE

Vibrant, identity-driven, diverse, inclusive, innovative, and personalized — providing tailored experiences, often with a lower alcohol content. This is the emerging portrait of the wine world in the near future, as it undergoes a significant transformation driven by changing consumer trends and shifting preferences. Industry experts assess the current landscape, highlight future directions, and emphasize the urgent need to adapt in order to attract new generations and reach previously unexplored markets.

The latest edition of Amorim Wine Vision, an observatory founded by Amorim Cork Italia in partnership with Wine Meridian magazine in 2023, focuses on an exciting topic: 'Consumers'. To this end, it brings together four wine experts from different generations and backgrounds: Alojz Felix Jermann (Digital Marketing Consultant); Fabio Piccoli (Editor-in-Chief of Wine Meridian); Carlo Cambi (journalist, writer, scientific consultant, and profound connoisseur of wine and food culture); and Camilla Lunelli (Communications and External Relations Director of the Lunelli Group).



Camilla Lunelli

We delve into this issue to find out why the young Alojz Felix Jermann believes wines should “come down from the pedestal” and what his thoughts are for drawing Gen Z to the world of wine, as well as everything about the NOLO wave (non-alcoholic or low-alcohol wines) and AI.

With Carlo Cambi, we (re)learn to perceive wine as a cultural identity and process, inextricably linked to terroir and a “fluidifier of relationships”. We identify new styles of consumption and strategies for winning over new audiences with Fabio Piccoli; and we trace the profile of new consumers from the perspective of Camilla Lunelli, who emphasises conscience, curiosity, inclusivity, and sustainability, among other important factors.



Fabio Piccoli

This and the past editions of Amorim Wine Vision are available for download on the Amorim Cork Italia website.

amorimcorkitalia.com



Cultural identity and reconnection, sustainability, innovation and artificial intelligence, gender parity and new generations, branding, and low-alcohol wines are some of the emerging trends in the world of wine, experts say in an interview with Wine Vision magazine.



Alojz Felix Jermann



Carlo Cambi

Jermann believes it is essential to adopt a simpler, more authentic and fun approach, similar to what is already happening in the spirits industry.

UNDER THE TRENDS RADAR

Fabio Piccoli advocates for a strategic rethinking aimed at targeting unexplored markets and combating the decrease in wine consumption. This entails investing in education, inclusive branding, and tailored experiences to make wine more appealing. In these circumstances, wine tourism and innovation emerge as critical instruments for attracting younger consumers and transforming wine into a cultural and social experience.

Alojz Felix Jermann sees the generational shift (and the resulting change in consuming patterns) as crucial to his perspective. He emphasises the need to make wine more accessible and appealing to younger people. Jermann believes it is essential to adopt a simpler, more authentic and fun approach, similar to what is already happening in the spirits industry. He also highlights some trends: the importance of sustainability, the rise of non-alcoholic or low-alcohol wines and the use of new technologies, such as AI, to attract Generation Z.

Camilla Lunelli provides a female viewpoint by examining the features and desires of future wine consumers, with a focus on women's expanding roles. Sustainability and NOLO wines once again take centre stage, as Lunelli emphasises the importance of inclusive communication and the creation of cultural and emotional experiences that appeal to a diverse, curious and informed audience.

Journalist and author Carlo Cambi emphasises the significance of re-establishing wine's link to its origins, promoting it as a source of joy and social connection. Additionally, Cambi highlights how consumption habits are evolving and the increasing need for authenticity in the wine industry.

The future of wine depends on its capacity to adapt to the new generations, emphasising authenticity, sustainability and personalisation. New technologies and low-alcohol wines are two trends that are seen as crucial for drawing in younger customers. The wine industry must reinvent itself to become more inclusive and culturally connected, while staying true to its essence.

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ANTÓNIO RIOS DE AMORIM

A portrait of António Rios de Amorim, Chairman and CEO of Corticeira Amorim. He is a middle-aged man with grey hair, wearing a dark grey suit jacket over a light blue button-down shirt. He is standing in what appears to be a factory or industrial setting, with green machinery and structures visible in the background. His hands are clasped in front of him, and he is smiling slightly at the camera.

In an interview with Bark to Bottle, António Rios de Amorim, Chairman and CEO of Corticeira Amorim, talks about the latest developments in the interaction between cork and wine, the future of the Montado and the relevance of circular economy to the cork industry.

What are the benefits of cork stoppers for wine?

Cork clearly has three major benefits for wine: the first one is performance, as it allows the wine to evolve over time inside the bottle. This is clearly cork's first major contribution; The second is about image: the premium image that a cork stopper offers to a bottle of wine; and the third reason why cork adds value is related to sustainability. In some situations, cork stoppers can reduce the carbon footprint of a bottle of wine by between 25 and 30%. This is very important in a world that aims to be increasingly sustainable.

What would you highlight about this interaction?

Cork cells are composed of 60 to 70% air, which means that when we squeeze the cork to enter the bottle, some of that air will be transferred into the bottle, allowing the wine to evolve over time. In fact, the main advantage of cork, apart from being a closure, is that it allows the wine to evolve and be kept in good conditions.

What new research has been conducted on the interaction between cork and wine, and what are the most important findings for winemakers?

Until four years ago, all Amorim's research and development efforts were concentrated on addressing the negative characteristics of cork, such as TCA and variance. This has been our team's primary focus for years, and we have accomplished this using best practices, technology, new products and new systems. Today, we have a more reliable product than ever to suit our consumers' needs. But of course we also have to consider the other side of the closure, what it adds to the wine. In recent years our teams have observed how wine evolves with cork as opposed to other closures. We have a very clear understanding of the interaction between cork and wine, in order to provide a better product to the end consumer.

In a recent study we carried out with Champagne, we found that *tirage* (the second fermentation) using cork rather than an aluminium stopper provides a lot of advantages, a range of scents and, most importantly, a better taste to the wine. Some of the world's best champagne brands are rapidly adopting cork *tirage*. We must take advantage of this moment to state that the cork stopper can add value to wine. More than just a closure, it is an enological seal in its own right.



The waste from one stage of the process becomes the raw material for the next. Nothing is discarded here; everything is useable, and we strive to create new value for cork as a raw material with each of these new applications.

What are the main challenges in preserving the Montado?

This is a great challenge, because it takes a long time. That's why Corticeira Amorim decided to take matters into its own hands, and we've bought 8,000 hectares of cork oak forest or areas that will be converted into cork oak forest. We have plans to preserve the existing forest and to increase cork production by planting cork oaks, trying to reduce the first harvest cycle from 25 to 10 or 15 years. We believe that by doing this, we may considerably higher CO₂ capture and more cork available for future market growth. At the same time,





we have R&D projects that will allow us to develop a clonal selection of plants and a different kind of forest management than we currently practise. We must protect the existing forest, while also developing expansion areas to facilitate the expected market growth.

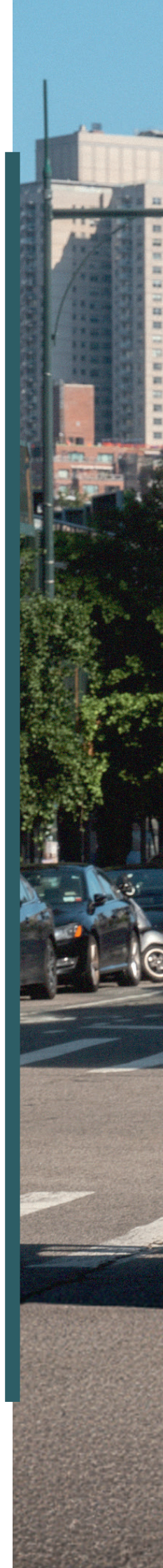
What is the role of circular economy at Corticeira Amorim?

This is the very definition of our industry, that is, each process generates by-products that will be used in the next process. That is why Amorim makes more than just cork stoppers. Cork stoppers generate some waste, which is then used to make insulating products, rockets to launch satellites into space, and so on. In other words, the waste from one stage of the process becomes the raw material for the next. Nothing is discarded here; everything is useable, and we strive to create new value for cork as a raw material with each of these new applications.

António Rios de Amorim lays out a clear vision for the future of the cork industry, emphasising continual innovation and a commitment to sustainability. Discoveries regarding the interaction of cork and wine, the preservation of the Montado, and the integration of circular economy principles are all cornerstones that ensure the sector's future success. Corticeira Amorim remains a revolutionary force, combining tradition and innovation in pursuit of a long-term positive impact for the industry and environment.

CORK COLLECTIVE: FIRST NEW YORK- BASED CORK STOPPER RECYCLING PROGRAMME IS LAUNCHED

Amorim Cork joins Rockwell Group, BlueWell and Southern Glazer's Wine & Spirits to launch the first cork stopper recycling programme in New York.





It is the first cork stopper recycling program in New York, the product of a collaboration between four founding partners that are committed to sustainability and believe in cork's potential. Launched in 2024, the Cork Collective programme's mission is to transform used cork stoppers into a useful resource. To that aim, it works with local restaurants and hotels to collect stoppers, recycle them and give them a second life by improving public places in New York City from a circular economy standpoint.

In addition to Amorim Cork, founding partners include the architecture and design firm Rockwell, BlueWell, which specialises in sustainability and creates ecological solutions for clients all over the world, and Southern Glazer's Wine & Spirits, a well-known player in the beverage industry. The projects using recycled cork will help local communities by combining cork, the hotel industry, and design (for example, integrating cork in a children's playground).

Used stoppers are collected from various locations in Manhattan and Brooklyn, including some of the city's best hotels and restaurants, with dedicated electric vehicles. Corks are then transferred to recycling facilities, where they are cleaned and crushed before being repurposed in cork blocks and cylinders that re-enter the circuit (never as cork stoppers, but as new, innovative and practical items).

António Rios de Amorim, Corticeira Amorim's Chairman and CEO, highlighted the importance of this initiative: "The US is a crucial market for both wines and spirits, so we are delighted to be one of the founding members of the Cork Collective, which facilitates true implementation of a circular economy in the supply chain. As the world's leading cork processing company, supplying around six billion cork stoppers a year, we have collaborated with various organisations around the world to give cork stoppers a second life, recycling them to give rise to various applications".

Lee Schrager, Chief Communications Officer at Southern Glazer's Wine & Spirits, emphasises the positive impact of the initiative "As a leading distributor of alcoholic beverages, we are in a perfect position to connect wine and spirits producers in favour of sustainability, involving them as valuable supplier partners in this important initiative."

Cork Collective joins other cork stopper recycling programs promoted by Corticeira Amorim around the world, including the Greencork project (Portugal), EcoBouchon (France), ETICO (Italy), ReCORK (USA), Amorim Cork Life (South Africa), Cork2Cork (Spain), and ReCork (Australia), all of which help to give used cork stoppers a new life and thus contribute to a more sustainable world.

