

Press Release – 25 May 2015

Group has business dealings with more than five thousand companies

Portucel Soporcel meets in Portugal with global suppliers

- **Groups wants stronger business ties with partners**
- **New awards for “Best Supplier of the Year 2015” and “Innovation Award 2015”**

The Portucel Soporcel group, Portugal's third largest exporter and the country's leading exporter in terms of value added, is organising its first Suppliers' Day. The theme for the event is "Together we grow stronger". This new initiative is designed to strengthen the business relationships between the Group and its strategic suppliers, with a view to improving communication and cooperation between the parties involved.

This meeting of suppliers is intended primarily to bring the Group closer to the suppliers who contribute on a daily basis to the supply chain in a variety of areas, such as packaging, petrochemicals, pulp chemicals, paper chemicals, consumables, machinery and manufacturing, as well as others, and to improve processes by exploring the potential for cutting costs through the use of technology and innovation systems.

The Suppliers' Days offers the Group the chance to forge closer ties with its more than five thousand suppliers and to move towards closer cooperation, with advantages for both sides. Attended by around 160 suppliers, the day

will be organised various sessions for presenting products and supply systems, dealing with topics such as corporate sustainability, procurement strategy and business opportunities now and in the future. The opening session will be chaired by the Portucel Soporcel group's CEO, Eng, Diogo da Silveira.

Another important feature is the creation of two awards: "Best Supplier of the Year 2015" and "Innovation Award 2015", designed to reward the performance of the Portucel Soporcel group's suppliers over the year. The winning companies will be chosen on the basis of business prospects and opportunities, their capacity for innovation and new business opportunities.

About the Portucel Soporcel group

The Portucel Soporcel group is Portugal's third largest exporter, and the country's leading exporter in terms of value added. The Group accounts for approximately 1% of Portugal's GDP, around 3% of the country's total exports of goods, close to 8% of all containerized cargo and 7% of all containerized and conventional cargo exported through Portuguese ports.

In 2014, the Portucel Soporcel group set a new record for paper output, increasing its sales volume by 3% to more than 1,564 million tons, allowing the Group to boost its turnover to € 1,542.3 million.

Having consolidated its position as Europe's leading manufacturer of uncoated woodfree (UWF) printing and writing paper and the sixth largest in the world, the Group is also Europe's top producer, and the fifth largest in the world, of Bleached Eucalyptus Kraft Pulp (BEKP).

The Group has successfully pursued a strategy of innovation and development of its own brands, which today account for more than 62% of sales of manufactured products, with pride of place going to Navigator, the world's best-selling premium office paper brand.

The Group sells its products to 123 countries over five continents, with its prime markets in Europe and the United States, making it the Portuguese company with the broadest international sales base.

As a vertically integrated forestry group, it has its own Forestry Research Institute, which leads the world in genetic improvement of *Eucalyptus globulus*. It manages vast tracts of forest in Portugal certified under the FSC® and PEFC™ systems (FSC license C010852 and PEFC license 13-23-001), and boasts annual production capacity for 1.6 million tons of paper, 1.4 million tons of pulp (of which 1.1 million is integrated into paper) and power generation of 2.5 TWh, adding up to annual turnover approximately of approximately 1.5 billion euros.

The Group operates one of Europe's largest nurseries for forestry plants, with annual production capacity of approximately 12 million certified plants of various species, destined for use in renewing Portugal's woodlands.

As part of its strategy of international expansion, the Group has recently acquired a tissue paper manufacturer, AMS, and is working on a major vertically integrated forestry project in Mozambique, which will culminate with the construction of a cellulose pulp mill, representing investment of 2.3 billion dollars, as well as setting up a pellets factory in the US.

grupo Portucel Soporcel
Supplier's Day 2015

Together
we grow stronger

For further press information, please contact:

Lift Consulting – 21 466 65 00

Joana Branquinho – joana.branquinho@lift.com.pt / 91 318 43 02

Sofia Lareiro – Sofia.lareiro@lift.com.pt / 93 484 74 92