

Press Release – 05 April 2016

## **Research released at Company's Sustainability Forum**

# **The Navigator Company contributes more than 2.7 billion to Portugal's GDP**

- **Close to 74% of procurement spending goes to Portuguese suppliers**
- **Vítor Bento (SIBS) and Fernando Mascarenhas (KPMG) among the speakers invited to address the topic of the Navigator Company's impact economic, environmental and social development in Portugal and in the regions where its industrial plants are located**

In keeping with its declared aim of contributing to the debate on issues relevant to sustainable development in Portugal, the Navigator Company today hosted the second session of its Sustainability Forum, at its Espirra Estate, in Pegões. The Forum has been set up to provide opportunities for dialogue and to contribute to the sustainability of the company's operations, by inviting respected experts from civil society to take part in its proceedings.

Welcoming a packed house of stakeholders, including clients and suppliers, the Vice-Chairman of the Navigator Company, João Castello Branco, drew attention to the importance of the topic proposed for debate: the scale of the Navigator Company's real impact on economic, environmental and social development in Portugal and in the regions where its production units are located. The host extended a special word of thanks to the guest speakers – Vítor Bento, chairman of SIBS, and Fernando Mascarenhas, partner at KPMG, the consultancy firm responsible for the research which will form the basis for the debate on the company's structurally decisive contribution to Portugal's development on different fronts, projecting its image and reputation overseas.

The opening address was delivered by the Secretary of State for Industry, João Vasconcelos, who highlighted the Navigator Company's importance to the country's economy.

After screening a short video profile of the Navigator Company, the director João Paulo Oliveira reminded the audience that the company is Portugal's third leading exporter, and the exporter that generates the most National Value Added,

accounting for approximately 1% of GDP and close to 5% of all goods exported by Portugal. João Paulo Oliveira explained to the assembled stakeholders that the Navigator Company is today Portugal's largest manufacturing concern, selling its products to 130 countries over five continents.

Citing KPMG's research findings, a series of speakers announced impressive figures on the company's contribution to the Portuguese economy and its economic impact in the regions which are home to its industrial plants.

The plants in Setúbal, Figueira da Foz, Cacia and Vila Velha de Ródão employ a workforce of more than 2000, as well as generating more than 31,000 jobs through indirect employment up and down the country.

For each job created at the four industrial sites, indirect employment is generated for a further 15 workers in Portugal. The industries in which the most jobs are created in the country as a whole are led by Wood (28%), followed by Power and Natural Gas (13%) and Maritime Freight (5%).

The figures on the regional impact of the Navigator Company's plants show that they account for 2% of GDP in the Baixo Vouga region (Cacia) and 39% of exports from the Baixo Mondego region (Figueira da Foz). The Setúbal plant is responsible for a further 2,500 jobs in the Setúbal peninsula and more than 21% of the procurement spending by the Vila Velha de Ródão plant goes to suppliers in the southern Beira Interior region.

Closing the event, Diogo da Silveira, CEO of the Navigator Company, stressed the importance of this snapshot of the company's core business, explaining that these facts and figures provide an excellent tool for planning further improvements and identifying new issues to be addressed as the company currently implements its plans for expansion at home and abroad, set to carry it to a new level over the next few years.

### ***About The Navigator Company***

The Navigator Company is the new face of the former Portucel Soporcel group, after its rebranding in February 2016.

The Navigator Company is Portugal's third leading exporter, and the exporter generating the highest level of national 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 2015, the Group set a new all-time record for paper output, and increased its turnover by 5.6% to more than € 1.6 billion.



Having consolidated its position as the leading European manufacturer, and the sixth largest in the world, of uncoated woodfree (UWF) printing and writing paper, The Navigator Company is also Europe's top producer of BEKP (Bleached Eucalyptus Kraft Pulp), the fifth largest in the world, and has entered the tissue market, where it expects to become of key players in the continent.

The Group has successfully pursued a strategy of innovation and development of its own brands, which today account for 62% of sales of manufactured products. Special mention should be made of the Navigator brand, the world's best-selling product in the premium office paper segment.

The Navigator Company sells its products to 130 countries over five continents, with a special focus on Europe and the US, giving it the broadest export base of any Portuguese company.

As a vertically integrated forestry group with its own forestry research institute, it leads the world in the genetic improvement of the *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 of approximately 1.6 billion euros.

The Navigator Company 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 for expansion, the Group recently acquired a tissue paper mill and is implementing a major vertically integrated forestry project in Mozambique, as well as building a new pellets factory in the US.

**[www.thenavigatorcompany.com](http://www.thenavigatorcompany.com)**

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