

Template of a Representation Letter

Name/Corporate Name: _____
Address/Headquarters: _____¹

To the Chairman of the Board of the General Meeting
Sonae Indústria, SGPS, SA
Lugar do Espido, Via Norte, Apartado 1096
4470-177 Maia

_____, ___ / ___ / 2009

Dear Sir,

I/we hereby inform that I/we will be represented at this Company Shareholders' General Meeting to be held on April, 28th 2009, at 12 am, by Mr/Ms

_____,
or, in his/her absence, by Mr/Ms

_____,²
to whom I/we confer the necessary powers to discuss and vote³, according to its will⁴, on all matters of the agenda under discussion in this Meeting.

Yours sincerely,

¹ Name/Corporate Name and Address/Headquarters of the represented shareholder in case of individual or corporate shareholder, respectively;

² Full name of the representative;

³ If you wish to grant your representative powers to present proposals to your representative you will only have to include this mention in the text.

⁴ If you wish to grant representation powers with precise instructions as to the direction of the vote you should eliminate the expression "according to its will" and specify the direction of the vote required regarding each item of the agenda.

NOTES

1. The Shareholders' General Meeting will be held on April, 28th 2009, at the Company's headquarters, located at Lugar do Espido, Via Norte, Maia. The respective Notice of Meeting contains the agenda and how to have access to documents.
2. Shareholders holding shares with voting rights, may attend, or be represented, at the Meeting provided that they prove their ownership, according to the terms of the law, until five business days prior to the date of the General Meeting.
3. Each share corresponds to one vote.
4. An individual shareholder may be represented at the General Meeting, by means of a letter addressed to the Chairman of the Board of the Shareholders' General Meeting, indicating the name and address of the representative, as well as the date of the meeting.
5. A corporate shareholder may be represented by a person appointed by means of a letter, whose authenticity will be considered by the Chairman of the Board of the Shareholders' General Meeting.
6. The Representation Letter may be received until the beginning of the General Meeting.
7. Until the beginning of the Meeting, the attendance of the represented shareholder means that the Representation Letter is revoked.
8. This template of a Representation Letter is not a representation request. According to the law, its purpose is only to inform the shareholders that this Meeting is going to be held and that they have the possibility of being represented in this Meeting.

In case of doubt, please feel free to contact us by phone (+ 351 220 100 439) or by e-mail (patricia.santos@sonaeindustria.com).