

## Sample of Representation Letter

Name/Corporate name: \_\_\_\_\_

Address: \_\_\_\_\_

Postal Code: \_\_\_\_\_

To the Chairman of the Board of the  
Shareholders' General Meeting of Sonae SGPS, S.A.  
Lugar do Espido  
Via Norte  
Apartado 1011  
4471-909 Maia

Date \_\_\_\_\_, 2010

Dear Sir,

Under the terms of the Law and of the Articles of Association of Sonae SGPS, S.A., I/we hereby announce that, as a shareholder of that Company, I/we will be represented in the General Meeting to be held at 11 am on 27 April 2010, by Mr.

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or, in its absence, by Mr,

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to whom I/we grant the necessary powers to discuss and vote<sup>1</sup>, according to its will<sup>2</sup>, every subject that is object of resolution in that Meeting.

Best regards,

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(Shareholder's signature)

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<sup>1</sup> If you wish to grant powers to present proposals you only have to mention that in the text.

<sup>2</sup> If you wish to grant representation powers with specific instructions as to the direction of the vote you should replace the words "according to its will" by "in the following direction..." specifying which is the direction of vote, regarding each of the items of the agenda.

## Notes

1. The Shareholders' General Meeting will meet on 27 April 2010, at 11 am, in the registered Office, at Lugar do Espido, Via Norte, Maia. The agenda and information regarding consultation of documents is included in the notice of the meeting.
  2. Attendance at the General Meeting is restricted to shareholders who own shares with voting rights, which are registered in their name by the fifth working day before the date of the Shareholders' General Meeting, in reference of any of its sessions. Proof of this ownership should be provided to the Company up to the third working day before the date of the respective session, by way of statement issued by the financial intermediary who thereby certifies the shares ownership registration and respective blocking for the purpose of exercising the participation right.  
This proof should be addressed to the Chairman of Board of the Shareholders' General Meeting, and presented, within that deadline, by post to the Company's registered office, either by email [investor.relations@sonae.pt](mailto:investor.relations@sonae.pt) or by fax n.º +351 220 104 719. When using email or fax, the original document must be received at the Company's registered office up to the third working day prior to the date of the General Meeting.
  3. An individual shareholder may be represented at a Shareholders' 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 nominated representative and the date of the General Meeting.
  4. A corporate shareholder may be represented at a Shareholders' General Meeting by a person designated by means of a letter addressed to the Chairman of the Board of the Shareholders' General Meeting, the authenticity of which will be considered by the Chairman of the Board of the Shareholders' General Meeting.
  5. The representation document can be received until 11 am of 27 April 2010.
  6. The presence at the General Meeting of a shareholder who has sent a representation letter will be considered as revoking his/her attribution of representation powers.
  7. The present model of representation letter does not constitute a demand for representation, having the sole purpose of informing shareholders about the General Meeting and of the possibility of nominating a representative.
  8. Should you have any further question please contact us through telephone + 351 220 104 786 or through the email address [investor.relations@sonae.pt](mailto:investor.relations@sonae.pt)
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