

Form of a Representation Letter

Name/Corporate Name: _____
Address/Headquarters: _____
Tax Number: _____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

_____, __ / __ / 2016

Dear Sir,

I/we hereby inform that I/we will be represented at this Company Shareholders' General Meeting to be held on April 7th, 2016, at 10:00 a.m., by Mr/Ms

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

_____,²
with address at

_____,³
to whom I/we confer the necessary powers to discuss and vote, 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, as well as the respective tax number;

² Full name of the representative(s);

³ Full address of the representative(s);

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.