Template of Representation Letter

Corporate Shareholder

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

Date_____, 2013

Dear Sir,

Name:_____
Address:_____
Postal Code:_____
Tax Number:_____

as a shareholder of that Company, announce that, it will be represented in the General Meeting to be held at 11 am on 30 April 2013, by Mr.(a)

_____

(OPTIONAL) or, in its absence, by Mr, (a)

_____

domiciled at (b) _____ (or respectively … and…) to whom is hereby granted the necessary powers to discuss and vote according to its will, every subject that is object of resolution in that Meeting.

Best regards,

_____

(Shareholder's legal representative signature)

Notes

(a) full name of the representative; (b) domicile of the representative.

Shareholders may be represented at the General Meeting by means of a written representation instrument, signed and delivered to the Chairman of the Board of the Shareholders' General Meeting, no later than the beginning of the General Meeting, indicating the name and address of the nominated representative and the date of the General Meeting. For this purpose, the shareholder may use the email address PresidenteMesaSonaeAGA2013@sonae.pt.

Any shareholder may appoint different representatives as to shares held in different securities accounts, without prejudice however to the principle of the voting units, as set forth in article 385 of the Portuguese Companies Act.

The present model of representation letter does not constitute a demand for representation, having the sole purpose of informing, under the legal terms, of the shareholders' representation right at the General Meeting.

Should you have any further question please contact us through telephone + 351 220 104 786 or through the email address-PresidenteMesaSonaeAGA2013@sonae.pt.