

**Sonae Indústria, SGPS, S.A.**

Lugar do Espido Via Norte  
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**SONAE  
INDÚSTRIA**

(Translation from the Portuguese original)

**Appendix to the Proposal to Point 5 of the agenda of the  
Shareholders' General Meeting, to be held on April, 28<sup>th</sup> 2010**



## **João Paulo Pinto**

**Name:** João Paulo dos Santos Pinto

**Nationality and Date of Birth:** Portuguese / 18.10.1966

**Civil Status:** Married

### **Professional address:**

Sonae Indústria, SGPS, S. A.  
Lugar do Espido - Via Norte  
Apartado 1096  
P - 4470 - 177 Maia  
Portugal  
Telep.: +351.220.100.400  
Fax: +351.220.100.436

### **Academic Qualifications:**

- Degree in Mechanical Engineering, Faculty of Engineering, University of Porto
- Master in Internal Combustion Engines at the École Nationale du Petrole et des Moteurs in Paris
- MBA - Masters in Business Administration at the University of Porto
- The General Manager Program - Harvard Business School, Boston, USA

### **Professional Activities:**

- Since 2009: Chief Operations Officer of Sonae Indústria to the Iberian Peninsula.
- 2005 to 2008: Responsible for marketing and sales of Sonae Indústria in Iberian Peninsula.
- 2002 to 2004: Responsible for supply chain, back office and commercial purchases of Sonae Indústria in France.
- 2001 to 2002: Responsible for the division "NOVIS Companies".
- 2000 to 2001: Responsible for customer, after-sales and fraud services of OPTIMUS.
- 1999 to 2000: Manager of marketing and distribution channel of "OPTIMUS Business – SMEs".
- 1998 to 2000: Manager of marketing and sales of "OPTIMUS Corporate".
- 1995 to 1998: Manager of marketing and sales of Sonae - Produtos e Derivados Florestais, S.A.
- 1990 to 1994: Consultant for Andersen Consulting responsible for the areas of organizational diagnosis and strategic business groups in various industries and different functional areas (purchasing, sales, production, administrative, financial, logistics) and information systems of business management, logistics and production in various companies (EDP, Petrogal, Sogrape).



**Positions held in other companies:**

Aglom Investimentos, SGPS, S.A.  
Aserraderos de Cuellar, S.A.  
Compañía de Industrias y Negocios, S.A.  
Ecociclo – Energia e Ambiente, S.A.  
Imoplamac – Gestão de Imóveis, S.A.  
Maiequipa – Gestão Florestal, S.A.  
Racionalización y Manufacturas Forestales, S.A.  
Serradoria Boix, S.L.  
Sociedade de Iniciativa e Aproveitamentos Florestais – Energia, S.A.  
Somit - Imobiliária, S.A.  
Sonae Indústria – Produção e Comercialização de Derivados de Madeira, S.A.  
Tableros de Fibras, S.A. (Vice-Chaiman)  
Tableros Tradema, S.L.  
Tafiber, Tableros de Fibras Ibéricos, S.L.  
Taiber, Tableros Aglomerados Ibéricos, SL  
Tecnologias del Medio Ambiente, S.A. (Vice-Chaiman)  
Tecmasa, Reciclados de Andalucía, S.L. (Chairman)

**Positions held in other companies within the last five years:**

Director in other companies of the Efanor Group.

**Sonae Indústria's shares:**

Holds 407 shares of Sonae Indústria, SGPS, SA.