



Van Lanschot

Van Lanschot NV
voting instruction form

The undersigned,

Name _____

Address _____

hereinafter referred to as the 'depository receipt holder',

hereby grants power of attorney to:

- 0 SGG Financial Services BV (SGG), of Amsterdam, in compliance with Article 16.8 of the trust conditions of Stichting Administratiekantoor van gewone aandelen A Van Lanschot,
- 0 the Company Secretary of Van Lanschot NV, in compliance with Article 16.7 of the trust conditions of Stichting Administratiekantoor van gewone aandelen A Van Lanschot¹

to attend and vote at the Annual General Meeting of Van Lanschot NV shareholders on 18 May 2017 on behalf of the depository receipt holder, as per the instructions below:

VOTING INSTRUCTIONS

Agenda item:

- | | | | |
|---|-----|---------|----------|
| 3. 2016 annual statements | | | |
| b.) Adoption of 2016 financial statements (<i>voting item</i>) | for | against | abstain* |
| d.) Proposal to pay a cash dividend of €1.20 per Class A ordinary share (<i>voting item</i>) | for | against | abstain* |
| 4. Discharge of the Statutory and Supervisory Boards | | | |
| a.) Proposal to discharge the members of the Statutory Board from liability for their conduct of Van Lanschot's affairs in the 2016 financial year (<i>voting item</i>) | for | against | abstain* |
| b.) Proposal to discharge the members of the Supervisory Board for their supervision of Van Lanschot's affairs in the 2016 financial year (<i>voting item</i>) | for | against | abstain* |
| 5. Proposal to amend the Articles of Association (<i>voting item</i>) | for | against | abstain* |
| 7. Appointment of the auditors (<i>voting item</i>) | for | against | abstain* |
| 8. Composition of the Supervisory Board | | | |
| b.) Proposal to reappoint Jeanine Helthuis as a member of the Supervisory Board (<i>voting item</i>) | for | against | abstain* |
| c.) Proposal to appoint Manfred Schepers as a member of the Supervisory Board (<i>voting item</i>) | for | against | abstain* |
| 9. Grant of authority to repurchase own shares and/or depository receipts for such shares (<i>voting item</i>) | for | against | abstain* |

* Delete as appropriate

1 By ticking one of these two options, the depository receipt holder chooses either SGG or the Company Secretary to carry out their instructions. If no choice is made, the depository receipt holder is assumed to have authorised and instructed SGG.

10. Extension of powers of the Statutory Board

- | | | | |
|--|-----|---------|----------|
| a.) Extension of the power of the Statutory Board to issue Class A ordinary shares (<i>voting item</i>) | for | against | abstain* |
| b.) Extension of the powers of the Statutory Board to limit or exclude pre-emption rights when Class A ordinary shares are issued (<i>voting item</i>) | for | against | abstain* |

Signed in _____ on _____ 2017

Signature _____

For voting instructions to **SGG**, please make sure the completed form is received by SGG Financial Services BV, PO Box 11063, 1001 GB Amsterdam, the Netherlands, or by email: registers@sgggroup.com and processed by the intermediary via the electronic voting platform (EVO platform) **no later than 5.00 pm on Friday 12 May 2017**.

For voting instructions to the **Company Secretary**, please make sure the completed form is received by the Company Secretary (email: proxyvoting@kempen.nl) and processed by the intermediary via the electronic voting platform (EVO platform) **no later than 5.00 pm on Friday 12 May 2017**.

* Delete as appropriate