Voting instruction form

VAN LANSCHOT KEMPEN NV





VOTING INSTRUCTION FORM

| The undersigned, | | | | | | |
|------------------|--|--|--|--|--|--|
| Name | | | | | | |
| Address | | | | | | |
| | | | | | | |

hereinafter referred to as the "depositary receipt holder",

hereby grants power of attorney to¹:

IQ EQ Financial Services BV (IQ-EQ), of Amsterdam, in compliance with Article 12.8 of the trust conditions of Stichting Administratiekantoor van gewone aandelen A Van Lanschot Kempen,

the Company Secretary of Van Lanschot Kempen NV, in compliance with Article 12.7 of the trust conditions of Stichting Administratiekantoor van gewone aandelen A Van Lanschot Kempen

to attend and vote at the annual general meeting of Van Lanschot Kempen NV on 28 May 2020 on behalf of the depositary receipt holder, as per the instructions below:

VOTING INSTRUCTION

Agenda item:

| 3. | Remuneration report 2019 (advisory voting item) | for | against | abstain* |
|----|---|------------|--------------------|----------------------|
| 4. | Financial statements 2019 a.) Adoption of 2019 financial statements (voting item) b.) Adoption of a cash dividend of €1.45 per Class A ordinary share (voting item) | for for | against | abstain* abstain* |
| 5. | Discharge of the Statutory and Supervisory Boards a.) Discharge of the members of the Statutory Board from liability for their conduct of Van Lanschot Kempen's affairs in the 2019 financial year (voting item) b.) Discharge of the members of the Supervisory Board from liability for their supervision of Van Lanschot Kempen's affairs in the 2019 financial year (voting item) | for for | against against | abstain* abstain* |
| 6. | Proposed amendment to the Articles of Association (voting item) | for | against | abstain* |
| 7. | Remuneration policy a.) Adoption of Statutory Board remuneration policy (voting item) b.) Adoption of Supervisory Board remuneration policy (voting item) | for for | against against | abstain* abstain* |
| 8. | Appointment of the auditors (voting item) | for | against | abstain* |

The depositary receipt holder is expected to tick one of the poptions to indicate either IQ-EQ or the Company Secretary. Where no choice is made, they are assumed to have authorised and instructed IQ-EQ.

^{*} The depositary receipt holder is expected to tick one of the to make the choice, for, against or abstain.

| 9. Composition of the Supervisory Board | | | | |
|--|--------------------------------|---------|---------|---------|
| b.) Appointment of Karin Bergstein as a me (voting item) | ember of the Supervisory Board | for | against | abstain |
| 10. Grant of authority to repurchase own sha | ares or depositary receipts | | | |
| for such shares (voting item) | | for | against | abstain |
| 11. Authorisation of the Statutory Board to (i and (ii) limit or exclude pre-emption right: | • | | | |
| a.) Authorisation of the Statutory Board to issue ordinary shares (voting item)b.) Authorisation of the Statutory Board to limit or exclude pre-emption | | | against | abstain |
| rights when ordinary shares are issued | for | against | abstain | |
| Signed in | on | | 2020 | |
| Signed in | | 2 | 2020 | |
| | | | | |
| Signature | | | | |

For voting instructions to IQ-EQ, please make sure the completed form is received by IQ EQ Financial Services BV (PO Box 11063, 1001 GB Amsterdam, or by email to $\underline{registers@iqeq.com}$ no later than 4.30 pm on Friday 22 May 2020.

For voting instructions to the Company Secretary, please make sure the completed form is received by the Company Secretary <u>proxyvoting@kempen.nl</u> no later than 4.30 pm on Friday 22 May 2020.