



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, in compliance with Article 16.8 of the trust conditions of Stichting Administratiekantoor van gewone aandelen A Van Lanschot, to:

SGG Financial Services BV (SGG), of Amsterdam

to attend and vote at the Annual General Meeting of Van Lanschot NV shareholders on 19 May 2016 on behalf of the depository receipt holder, as per the instructions below:

Agenda:

1. Opening

2. 2015 annual report

- a.) Report of the Supervisory Board (*discussion*)
- b.) Report of the Statutory Board for 2015 (*discussion*)

3. 2015 financial statements

- | | | | |
|--|-----|---------|----------|
| a.) Implementation of remuneration policy for 2015 (<i>discussion</i>) | | | |
| b.) Adoption of 2015 financial statements (<i>voting item</i>) | for | against | abstain* |
| c.) Proposal to pay a cash dividend of €0.45 per Class A ordinary share (<i>voting item</i>) | for | against | abstain* |

4. Discharge of the Statutory Board and Supervisory Board

- | | | | |
|---|-----|---------|----------|
| a.) Proposal to discharge the members of the Statutory Board from liability for their conduct of Van Lanschot's affairs in the 2015 financial year (<i>voting item</i>) | for | against | abstain* |
| b.) Proposal to discharge the members of the Supervisory Board from liability for their supervision of Van Lanschot's affairs in the 2015 financial year (<i>voting item</i>) | for | against | abstain* |

5. Proposal to adjust the remuneration of the members of the Supervisory Board (*voting item*)

for	against	abstain*
-----	---------	----------

6. Composition of the Supervisory Board

- a.) Announcement of vacancies which will arise on the day of the Annual General Meeting of Shareholders in 2017 (*discussion*)

7. Grant of authority to repurchase own Class A ordinary shares and/or depository receipts for such shares (*voting item*)

for	against	abstain*
-----	---------	----------

8. 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* |

9. Any other business and closure of meeting

Signed in _____ on _____ 2016

Signature _____

NB: These voting instructions must be received by SGG Financial Services BV, PO Box 11063, 1001 GB Amsterdam, the Netherlands, or by email: registers@sgggroup.com no later than 5.00 pm on Friday 13 May 2016.

* delete as appropriate