

Mr. Engelbert Petrasch, notary public  
Kohlmarkt 9  
1010 Vienna  
Austria

# Voting instructions for the

19<sup>th</sup> Annual General Meeting of Erste Group Bank AG  
Austria Center Vienna, Bruno-Kreisky-Platz 1, 1220 Vienna  
on 15 May 2012, 10:00 a.m. (Vienna Time)

If you grant power of attorney to the public notary Mr. Engelbert Petrasch in his capacity as proxy representative for shares for Erste Group Bank AG, please use this form to issue your voting instructions. Your voting instructions will not be forwarded to Erste Group Bank AG in advance, but processed by Mr. Petrasch for vote execution.

If no other submitter is named, the undermentioned draft resolutions are those submitted by the Management Board and the Supervisory Board pursuant to § 108 para. 1 AktG. If there are separate votes on individual subjects in one draft resolution concerning an agenda item, the voting instruction given for this draft resolution shall apply accordingly for each individual subject. On additional agenda items and new or changed draft resolutions not mentioned in this form Mr. Petrasch will abstain from voting. If necessary, Mr. Petrasch will provide updated voting instruction forms in the run-up to the General Meeting.

On draft resolutions without or with inexplicit instructions (e.g. voting FOR and AGAINST the same resolution) Mr. Petrasch will abstain from voting for the affected resolution.

## Issuer (Shareholder)

First name, surname / Company name

Address

Date of birth / Registro.

Contact (Phone. or e-mail)

## Draft resolutions of the agenda

(Please check boxes like ☒; do not use red ink)

|   | For the resolution       | Against the resolution   | Abstention               |
|---|--------------------------|--------------------------|--------------------------|
| 2. Appropriation of the Profit.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3.a Grant of <b>discharge</b> to the members of the <b>Management Board</b> with regard to the financial year 2011.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3.b Grant of <b>discharge</b> to the members of the <b>Supervisory Board</b> with regard to the financial year 2011.  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Remuneration of the members of the <b>Supervisory Board</b> .  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Elections to the <b>Supervisory Board</b> .  |                          |                          |                          |
| 5.a Reduction of <b>Supervisory Board members</b> from twelve to ten.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5.b Re-election of <b>Brian Deveraux O'Neill</b> to the <b>Supervisory Board</b> .  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5.c Re-election of <b>John James Stack</b> to the <b>Supervisory Board</b> .  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Appointment of an additional <b>auditor</b> and <b>group auditor</b> for the audit of the annual financial statements and the management report as well as the group financial statements and the group management report <b>for the financial year 2013</b> . | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. Extension of the authorization to issue convertible bonds excluding the subscription rights of the shareholders.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. Extension of the applicability of the conditional capital.   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. Authorization to join a horizontally organized group formed from the joint-liability scheme of the savings banks ( <b>Gleichordnungskonzern</b> ).   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. Amendments in the <b>Articles of Association</b> .  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Mr. Petrasch is entitled to reject a power of attorney without giving any reasons, especially if it suffers a flaw. Mr. Petrasch will make an effort to inform the issuer about the rejection if contact details are available (phone, e-mail, etc.) and information is feasible within the required period.

These voting instructions only are valid along with a valid power of attorney.

In case of revocation of the power of attorney the voting instructions become void. This revocation must be sent to Mr. Petrasch via one of the below mentioned addresses. Upon revocation on the day of the General Meeting please draw special attention to indicate that voting instruction also are revoked.

Date

Signature / company

Signatures of all co-shareholders, if applicable

## Please complete and return until 11 May 2012

- by **post / messenger** to Mr. Engelbert Petrasch, c/o HV-Veranstaltungsservice GmbH, Waldgasse 9, 2443 Stotzing, Austria
- by **Fax** to +43 (0)1 8900 500 50
- by **e-mail** to [weisungen.erste@hauptversammlung.at](mailto:weisungen.erste@hauptversammlung.at) (as scanned attachment; TIF, PDF, etc.)