Voting instructions for the

24th Annual General Meeting of Erste Group Bank AG
Wiener Stadthalle, Halle F, Roland Rainer Platz 1, 1150 Vienna
on 17 May 2017, 10:00 a.m. (Vienna Time)

If you grant power of attorney to Mr. Michael Knap, born May 18th, 1944, in his capacity as proxy representative for shares for Erste Group Bank AG, you can use this form to issue your voting instructions. Your voting instructions will not be forwarded to Erste Group Bank AG in advance.

If no other submitter is named, the undermentioned draft resolutions pursuant to § 108 para. 1 AktG are those submitted by the Management Board and the Supervisory Board or the Supervisory board only. 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. Knap will abstain from voting.

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

Issuer (Shareholder)

First name, surname / Company name

Address

Date of birth / Registerno.

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**.	☐	☐	☐
3.	Grant of **discharge** to the members of the **Management Board** with regard to the financial year 2016.	☐	☐	☐
4.	Grant of **discharge** to the members of the **Supervisory Board** with regard to the financial year 2016.	☐	☐	☐
5.	**Remuneration** of the members of the **Supervisory Board**.	☐	☐	☐
6.	**Appointment** of an additional **(group) auditor** for the financial statements, the management report, the group financial statements and the group management report for the financial year 2018.	☐	☐	☐
7.	**Elections to the Supervisory Board.**			
	• **Reelection** of **Brian Deveraux O'Neill** to the **Supervisory Board**.	☐	☐	☐
	• **Election** of **Jordi Gual Sole** to the **Supervisory Board.**	☐	☐	☐
	• **Reelection** of **John James Stack** to the **Supervisory Board.**	☐	☐	☐
	• **Election of Marion Khüny** to the **Supervisory Board**.	☐	☐	☐
	• **Reelection** of **Friedrich Rödler** to the **Supervisory Board.**	☐	☐	☐
	• **Reelection** of **Jan Homan** to the **Supervisory Board.**	☐	☐	☐
8.	**Acquisition of own shares** for the purpose of **securities trading**.	☐	☐	☐
9.	**Acquisition of own shares for no designated purpose** subject to the exclusion of trading in own shares.	☐	☐	☐
10	**Acquisition of own shares** for the purpose of **offering these to employees, members of the Management Board or to a private foundation.**	☐	☐	☐
11.	**Amendments to** the **Articles of Association in point 2.2, 2.3, 13. and 17.**	☐	☐	☐

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

These voting instructions are only 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. Knap 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 16 May 2017, 16.00 hours Viennese time

- by **post / messenger** to
  Dr. Michael Knap, c/o HV-Veranstaltungsservice GmbH, Koeppel 60, 8242 St. Lorenzen/Wechsel, Austria
- by **Fax** to +43 (0)1 8900 500 50
- by **e-mail** to weisungen.erste@hauptversammlung.at (as scanned attachment; TIF, PDF, etc.)