

Posteitaliane

POSTE ITALIANE S.p.A.

REGISTERED OFFICE IN ROME - VIALE EUROPA, NO. 190

SHARE CAPITAL € 1,306,110,000.00 FULLY PAID IN

TAXPAYER'S IDENTIFICATION AND ROME COMPANY REGISTER N. 97103880585

R.E.A. OF ROME N. 842633 - V.A.T. REGISTRATION N. 01114601006

PROXY FORM ⁽¹⁾

for representation in the Ordinary and Extraordinary Shareholders' Meeting of Poste Italiane S.p.A. (the "Company"), to be held on 29th May 2018, at 2:00 p.m., in single call, as set forth in the notice of the Shareholders' Meeting published on the Company's website at www.posteitaliane.it, in the section "Governance / Shareholders' Assembly / 2018 Assembly", with an extract also published in the Italian daily newspaper "Il Sole 24 Ore" on 28th April 2018 (and any amendments that may be made, pursuant to Art. 126-bis, Legislative Decree 58/1998 ("TUF")).

With reference to the Ordinary and Extraordinary Shareholders' Meeting to be held on 29th May 2018, in single call, at 2:00 p.m., in Rome, at the "Sala Auditorium Capitalis" of the Palazzo dei Congressi, Viale della Pittura no. 50"

WITH THIS FORM

I, the undersigned (name*) ⁽²⁾ (surname*),
born in (place)* on (date)* and resident in
(town or city) (Address), tax
identification code* id document (name document)
..... no. (copy enclosed),
acknowledging the contents of the Report on the items on the agenda prepared by the Directors, and as ⁽³⁾:

shareholder of Poste Italiane S.p.A., owner of no.* ordinary shares registered in securities account no. with the following intermediary ABI CAB

subject with the right to vote relative to no.* ordinary shares in Poste Italiane S.p.A. registered in securities account no. with the following intermediary ABI CAB, as* ⁽⁴⁾;

(*) Obligatory

⁽¹⁾ Every shareholder entitled to participate in the Meeting may appoint a representative by written proxy pursuant to the applicable laws, by signing this proxy form, to be issued to the person nominated and appointed by the entitled shareholder (**to confer proxies to the Company's Appointed Representative pursuant to Art. 135-undecies, TUF, it is necessary to use another proxy form prepared by the company for this purpose and published on the website www.posteitaliane.it in the section "Governance / Shareholders' Assembly / 2018 Assembly"**)

⁽²⁾ Enter first name and surname of the appointing party (as it appears in the copy of the notice for participation in the meeting as per Art. 83-sexies, TUF), or of the appointing party's legal representative.

⁽³⁾ Check whichever applies.

⁽⁴⁾ Indicate the legal title (pledge, usufruct, etc.) by which the vote is given.

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subject vested with appropriate powers of representation of* ⁽⁵⁾
....., with registered office in*
....., tax identification number * by
way of(copy enclosed), owner of / subject with the right to vote as
*⁽⁶⁾ relative to no. * ordinary shares in Poste Italiane S.p.A.
registered in securities account no. with the following intermediary
..... ABI CAB

APPOINT

Mr/Ms (name*) (surname *), born in
(place)* on (date)*
and resident in (town or city) (address)
....., tax identification number* with the
faculty (if applicable) to be replaced by Mr/Ms (name) (surname)
....., born in (place)
on (date) and resident in (town or city)
.....(address).....
tax identification code to participate in the Meeting as my representative.

DATE

SIGNATURE

I, the undersigned, also declare that the right to vote ⁽⁷⁾:

is exercised by the proxy holder at their discretion ⁽⁸⁾

is not exercised by the proxy holder at their discretion but in compliance with specific voting instructions given by the undersigned appointing party.

⁽⁵⁾ Indicate the name of the legal person (as it appears in the copy of the notice for participation in the meeting as per Art. 83-sexies, TUF).

⁽⁶⁾ Cross out whichever does not apply and, in the case of a subject with the right to vote, indicate the legal title (pledge, usufruct, etc.) by virtue of which the right to vote is given.

⁽⁷⁾ Check whichever applies.

⁽⁸⁾ Please note that, pursuant to Art. 118, subsection 1, letter c), of the Regulation approved by the Consob with resolution No. 11971/1999, as amended, for the purposes of the communication obligations regulated by Art. 120 of the TUF, equity interests include those shares, in relation to which "the right to vote is granted by virtue of a proxy, provided that such right may be exercised at the proxy holder's discretion, in the absence of specific instructions from the appointing party".

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DATE

SIGNATURE

Please note that, pursuant to Art. 135-*novies* of the TUF, "*The representative may deliver or transmit a copy of the proxy, including a computer digital media copy, instead of the original, confirming that the copy is true to the original, and the identity of the principal. The representative shall keep the original proxy and keep trace of the voting instructions received, if any, for one year starting from the date of completion of the meeting*".

PRIVACY POLICY

The data on this proxy form will be processed by Poste Italiane S.p.A. – Data Controller – for the purposes of managing the meeting operations, in compliance with the applicable personal data protection code.

Such data may be disclosed to collaborators of Poste Italiane S.p.A., who, as Managers or Persons in charge, are duly authorised to process the data for the purposes indicated above: such data may be disseminated or communicated to specific persons in compliance with community directives, regulations and laws, or as ordered by Authorities vested with the legal power for this or by supervisory and control bodies; without the data marked obligatory (*), the proxy holder will not be allowed to participate in the Meeting.

Pursuant to Art. 7 of Legislative Decree no. 196/2003, at any time, the party concerned is entitled to obtain confirmation of what personal data of theirs is held at Poste Italiane S.p.A., its source and how it is used; the party concerned is also entitled to update, correct, integrate or cancel the data, request that it be blocked and object to the processing of their data by contacting Poste Italiane S.p.A.