

GRUPO FINANCIERO BANORTE, S.A.B. DE C.V.

PROXY FOR THE ANNUAL GENERAL ORDINARY SHAREHOLDERS MEETING

It is hereby certified that the undersigned shareholder, entitled to vote in Grupo Financiero Banorte, S.A.B. de C.V. ("GFNORTE"), has designated Mr. Diego González Chebaux, Executive Director of Legal Corporate Governance, or Mrs. Ursula Wilhelm Nieto, Executive Director of Investor Relations and Financial Intelligence, or, in the absence thereof, _____ as its representative to cast all votes and express any approvals or disapprovals which such member shall be entitled to cast or express at the Annual General Ordinary Shareholders Meeting to be held on April 30, 2019 at 11:00 a.m., at the offices of the Company, located at David Alfaro Siqueiros 106, Colonia Valle Oriente, San Pedro Garza García, Nuevo León, Mexico, and at the legal meetings derived therefrom, and for all purposes provided by the Corporate By-Laws and the notice of the Annual Meeting of GFNORTE.

Shares represented by this Proxy amount to _____ shares and shall be subject to vote, pursuant to the instructions indicated below. All shares represented by this Proxy shall be voted as specified by the shareholder. However, if no such instructions are given, the proxy shall vote IN FAVOR of the proposals included in this document. In any case, this Proxy shall be valid for a term of more than 30 days after the first meeting is held. For more information related to the following items of the agenda, please refer to the attached document: AGOAA - Proposed Resolutions April 30, 2019.

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Annual General Ordinary Shareholders Meeting

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| 1. Filing and, as the case may be, approval of the reports referred to in section IV of Article 28 of the Securities Market Law, and section IV of Article 39 of the Law to Regulate Financial Groups corresponding to the fiscal year ended December 31, 2018. | |
| I. Upon prior opinion of the Board of Directors, the approval of the Annual Report of the Director General, prepared pursuant to the provisions of Article 44, section XI of the Securities Market Law and Article 59, section X of the Law to Regulate Financial Groups, which includes, among other items, the balance sheet, the profit and loss statement, the statement of changes in shareholder's equity and the statement of cash flows of the Company as of December 31, 2018, is submitted to this Meeting for its consideration. | For: Abstentions: Against: |
| II. The approval of the Annual Report of the Board of Directors, in which the main accounting and information policies and criteria are stated and explained, followed by the preparation of the financial information as of December 31, 2018, pursuant to the provisions of Article 172, paragraph b) of the General Law of Business Corporations, is submitted to this Meeting for its consideration. | For: Abstentions: Against: |
| III. It is hereby proposed to approve the Annual Report of the Board of Directors on the operations and activities in which it participated. | For: Abstentions: Against: |
| IV. It is hereby proposed to approve the Annual Report on the Activities of the Audit and Corporate Practices Committee. | For: Abstentions: Against: |
| V. It is hereby proposed to approve each and all operations performed by the Company during the fiscal year ended December 31, 2018, and It is proposed to ratify the actions taken by the Board of Directors, the Director General and the Audit and Corporate Practices Committee during the same period. | For: Abstentions: Against: |
| 2. Application of profits. | For: Abstentions: Against: |
| 3. Discussion and, as the case may be, approval to amend the Dividends Policy. | For: Abstentions: Against: |
| 4. Report of the External Auditor on the tax position of the Company. | Without voting |
| 5. Designation of the members of the Board of Directors of the Company as proposed by the Nominations Committee, and qualification of their independence. | |
| a) Each of the following is submitted to independent voting: | |
| Regular Directors | |
| I. Carlos Hank González, Chairman | For: Abstentions: Against: |
| II. Juan Antonio González Moreno. | For: Abstentions: Against: |
| III. David Juan Villarreal Montemayor. | For: Abstentions: Against: |
| IV. José Marcos Ramírez Miguel. | For: Abstentions: Against: |
| V. Everardo Elizondo Almaguer, Independent. | For: Abstentions: Against: |

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| VI. Carmen Patricia Armendáriz Guerra, Independent. | For: Abstentions: Against: |
| VII. Héctor Federico Reyes Retana y Dahl, Independent. | For: Abstentions: Against: |
| VIII. Eduardo Livas Cantú, Independent. | For: Abstentions: Against: |
| IX. Alfredo Elias Ayub, Independent. | For: Abstentions: Against: |
| X. Adrian Sada Cueva, Independent. | For: Abstentions: Against: |
| XI. David Peñaloza Alanís, Independent. | For: Abstentions: Against: |
| XII. José Antonio Chedraui Eguia, Independent. | For: Abstentions: Against: |
| XIII. Alfonso de Angoitia Noriega, Independent. | For: Abstentions: Against: |
| XIV. Thomas Stanley Heather Rodriguez, Independent. | For: Abstentions: Against: |
| Alternate Directors | |
| XV. Graciela González Moreno. | For: Abstentions: Against: |
| XVI. Juan Antonio González Marcos. | For: Abstentions: Against: |
| XVII. Alberto Halabe Hamui, Independent. | For: Abstentions: Against: |
| XVIII. Carlos de la Isla Corry. | For: Abstentions: Against: |
| XIX. Diego Martínez Rueda-Chapital, Independent. | For: Abstentions: Against: |
| XX. Gerardo Salazar Viezca, Independent. | For: Abstentions: Against: |
| XXI. Clemente Ismael Reyes Retana Valdés, Independent. | For: Abstentions: Against: |
| XXII. Roberto Kelleher Vales, Independent. | For: Abstentions: Against: |
| XXIII. Isaac Becker Kabacnik, Independent. | For: Abstentions: Against: |

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| XXIV. José Maria Garza Treviño, Independent. | For: Abstentions: Against: |
| XXV. Carlos Césarman Kolteniuk, Independent. | For: Abstentions: Against: |
| XXVI. Humberto Tafolla Núñez, Independent. | For: Abstentions: Against: |
| XXVII. Guadalupe Phillips Margain, Independent. | For: Abstentions: Against: |
| XXVIII. Ricardo Maldonado Yáñez, Independent. | For: Abstentions: Against: |
| b) It is hereby proposed to designate Mr. Héctor Ávila Flores as Secretary of the Board of Directors, who shall not be a member of the Board of Directors. | For: Abstentions: Against: |
| c) It is hereby proposed, pursuant to article forty-nine of the Corporate Bylaws, for Directors of the Company to be released from the obligation to post a bond to support the performance of their duties. | For: Abstentions: Against: |
| 6. Determination of the compensation for members of the Board of Directors. | For: Abstentions: Against: |
| 7. Designation of the Chairman of the Audit and Corporate Practices Committee. The proposal is to designate Mr. Héctor Federico Reyes Retana y Dahl as Chairman of the Committee. | For: Abstentions: Against: |
| 8. Report of the Board of Directors on the operations made with its own shares in 2017; as well as determination of the maximum amount of funds that may be earmarked to the purchase of the company's own shares for the fiscal year corresponding to 2018. | For: Abstentions: Against: |
| 9. Designation of delegate or delegates to formalize and execute, if applicable, the resolutions passed by the Meeting. | For: Abstentions: Against: |

This Proxy shall be revocable at any time, as requested by the signatory voting shareholders.

Signed by: _____

Company:

Date: