Banxico Minutes – Dovish, but with nuances about the magnitude of the easing cycle

- Banxico published the minutes of the decision held on June 25th, in which the central bank cut the reference rate by 50bps to 5.00%, in a unanimous vote
- In our view, the document reaffirms the more dovish tone we observed in the statement, especially on the bias of most members regarding the outlook for inflation, despite a still uncertain balance of risks
- We consider that concerns about growth -coupled with the possible downward effect that high economic slack is likely to have in price dynamics- will convince most members of cutting the reference rate further
- While acknowledging favorable developments in financial markets, concerns remain over risks for financial conditions, both stemming from global and domestic factors
- Moreover, we think the most important debate was about the room left for additional cuts, with a close call between members seeing plenty of space due to economic conditions, and those considering it is more limited due to high uncertainty and the risks that it poses to financial stability
- We maintain our call that the central bank will cut the reference rate by 50bps in each of the next two meetings to be held in August and September, with the reference rate reaching 4.00%, level where we expect the current easing cycle to end
- Local yield curve depicting a fair pricing for 2020

Banxico minutes maintain a dovish bias, debating the room for further easing. Banco de México published the minutes of the meeting held on June 25th, in which the Board cut the reference rate by 50bps to 5.00% in a unanimous vote. In our view, the document reaffirms the more dovish tone perceived in the statement, especially about inflation despite the still uncertain balance of risks. The outlook for growth was characterized as weaker -both globally and domestically-, especially because of the evolution of the pandemic. Apart from this, we highlight the discussion on possible decisions going forward. On one hand, we perceived broad agreement that there is still room to cut the reference rate. Nevertheless, the most important part was the debate about the magnitude, which seems to be a close call. Comments from some members suggest there is still ample room, especially because of the shock to growth and its effect on prices. In contrast, others see it as more limited given the need to remain very prudent in a context of high uncertainty, with a rate that is too low potentially inducing higher financial instability. Considering these, we maintain our view of two additional 50bps cuts in this easing cycle, in August and September, with the reference rate reaching 4.00%, where we expect it to close this year.

July 9, 2020

www.banorte.com @analisis_fundam

Gabriel Casillas

IRO and Chief Economist gabriel.casillas@banorte.com

Alejandro Padilla

Executive Director of Economic Research and Financial Markets Strategy alejandro.padilla@banorte.com

Juan Carlos Alderete, CFA

Director of Economic Research juan.alderete.macal@banorte.com

Francisco Flores

Senior Economist, Mexico francisco.flores.serrano@banorte.com

Fixed income and FX Strategy

Manuel Jiménez

Director of Market Strategy manuel.jimenez@banorte.com

Santiago Leal Singer

Senior Strategist, Fixed-Income and FX santiago.leal@banorte.com

Leslie Orozco

Strategist, Fixed Income and FX leslie.orozco.velez@banorte.com

Banxico's 2020 policy decisions

Decision
-25bps
-50bps
-50bps
-50bps
-50bps

Source: Banxico

Winners of the award for best economic forecasters for Mexico in 2019, given by *Refinitiv*



Document for distribution among the general public



Even more deteriorated prospects for growth. In this respect, most members noted that the multilateral organizations and analysts have cut further their estimates for global GDP in 2020. Among the most important risks, they pointed out to the possibility of a "second wave" of contagion. Nevertheless, there are others, with one of the members listing among them: (1) The risk that fiscal stimulus is not enough or retired prematurely, particularly in countries with high debt levels; (2) new episodes of financial market volatility; (3) social and political unrest due to the effects of COVID-19; and (4) a resurgence of trade conflicts and the US electoral process. Given this backdrop, all members "...made reference to the severe deterioration of economic activity in Mexico...", pointing out to the hit on both aggregate demand and supply, along employment levels. Therefore, and even with the reopening of the economy that could help activity, the impact has already been sizable. On the other hand, it is not clear which of the scenarios presented in the Quarterly Report (QR) is favored by the majority. Nevertheless, we highlight that one of them said that a very deep recession is being observed with a slow and complex "U-shaped" recovery, and that the possibility of a second wave along insufficient support measures –with some commenting about the lack of a balanced policy response, particularly on the fiscal side—has increased the risk of a "W-shaped" recovery. As a result, the balance of risks is firmly and significantly tilted to the downside.

A more dovish tilt on inflation. As we stated at the time of the decision, it is our take that the minutes confirmed that the majority sees the outlook for inflation as more benign at the margin, despite a still uncertain balance or risks. In this respect, they also said that one relevant factor to the downside was the inclusion of the trend lower in global inflation. Among the most important conditions that support this skew include higher economic slack, more exchange rate stability, and the assumption of the financial shock staying contained. Some members remain relatively concerned about core inflation dynamics, with attention on the rise of processed foods which could be related to supply chain disruptions and higher demand due to shifting consumption patterns. Despite of the latter, we highlight dovish comments by at least four members. One stated that if more stable conditions hold true, the path for inflation would be slightly lower than in the QR. Another expected annual inflation to be close or even below Banxico's target. A third said that headline inflation has diminished since last year and that short-term expectations are around 3%, motivated by higher slack. One last member affirmed that, if additional shocks do not materialize, core inflation should reflect the effect of a more negative output gap. Overall, these details portray less concerns about the path for inflation, especially if financial volatility remains contained, based primarily on the effect of slack in prices and less global inflation.

While financial markets improved, idiosyncratic concerns remain. There were mostly favorable comments regarding the recent performance of global markets in general, including both the exchange rate and government bond yields, mostly driven by lower risk aversion. In this context, which has prevailed so far despite risks of a second wave of contagion, we saw as important the statement that "... the spread between domestic and external interest rates may gain greater importance in offsetting idiosyncratic risks and avoiding net capital outflows...".



Specifically, we highlight some focus on public finances, showing some caution about revenues, with some members saying that "...public finances are expected to show a significant deterioration during the year...", even after accounting for non-recurrent income (such as the recovery of assets held in trusts) and the use of resources from the Stabilization Fund. Moreover, Pemex was once again a key factor, as most are still concerned about its financial situation, with the attention on the possibility of further capitalization efforts by the Federal Government. In this sense, and considering the possibility of new bouts of volatility, among other factors, we believe the Board will continue prioritizing a prudent and cautions approach. Moreover, it is our take that this is particularly relevant in an environment in which some participants stated that "...trading conditions remain deteriorated in the FX and fixed income markets...", with a rate too low potentially exacerbating this situation, which in turn would increase risks to financial stability.

Consensus about room for more easing, albeit with uncertainty on the terminal rate. In our opinion, there is a dilemma between aggressive cuts in order to foster higher economic activity, on one hand, and maintaining a more prudent approach on the other, given uncertainty about inflation –and the need of being careful on delivering on the mandate—and possible consequences stemming from the financial shock —which has been stressed in the last two policy statements—. In this context, it seems clear that the Board's majority supports further easing, identifying at least four members supporting these. Nevertheless, nuances on individual statements still signal an ample debate on the adequate level for the terminal rate. Specifically, we identified two members showing more caution, including statements from one alluding to "...some room to continue easing monetary policy...", but maintaining "...extreme caution...". Another mentioned that "...although there appears to be additional room to reduce the policy rate [...] risks are also increasing...". In this sense, we consider these members would probably push to end the easing cycle relatively soon. On the contrary, two others seem to be skewing towards even more easing. One stated that the crisis supports a much looser policy stance, although introducing some moderation stating that "...said room could face limitations in the future...". The other participant -showing a much more dovish bias- said that conditions call for "...the real interest rate to possibly be taken to levels close to zero or even negative before the end of the year...", conditioned on complying with the inflation target. In this section, were not able to identify specific comments about the fifth member. Notwithstanding, it is our take that these comments point to a close call and debate about the magnitude of cuts to reach the most adequate of the terminal rate in this easing cycle.

We maintain our expectation of additional easing. Regarding growth, April's IGAE showed an historical decline, while indicators for May remain mixed. As mentioned, this drove the central bank to adopt a more dovish stance on growth and the balance of risks to the downside. This is broadly in line with our recent GDP revision to -9.8% y/y in 2020 and 1.8% in 2021, as the reopening of the economy has been very gradual. On the other hand, and despite signals of a more favorable view about inflation in the document, we believe conditions have turned slightly more adverse, as evidenced by today's report.



The latter, in tandem with concerns about financial stability risks —as stressed once again— will limit the total room the central bank has for easing. In this respect, we reiterate our view that the terminal rate will probably be above the historical low of 3.00% seen in 2014/2015. We think cautiousness will prevail, remembering that both external and domestic risks remain very elevated, including the possibility of a "new normal". Apart from this, we see a high likelihood of renewed volatility ahead of the US election, on November 3rd. Therefore, we maintain our estimate of two additional and consecutive 50bps cuts, in August 13th and September 24th, taking the reference rate to 4.00%, level where we expect the easing cycle to end.

From our Fixed income and FX strategy team

Local yield curve depicting a fair pricing for 2020. The Mexican fixed income market acknowledged the dovish tone in Banxico's minutes partially moderating the losses triggered by a new upward surprise in this morning's CPI report. This situation is consistent with a tone that has affirmed the space for further cuts in the benchmark rate, with the market currently pricing in -100bps of implied rate cuts for 2020. Considering our view of terminal rate for Banxico at 4.00% this year, there is little value in the short-end of the yield curve, reason why we wait for better entry levels in long positions in long-term Mbonos, securities that have experienced a stronger relative performance recently. Meanwhile, taking to account the minutes' tone regarding inflation and given the upward risks to our 2020 year-end estimate currently at 3.2%, we hold a favorable view in real-rate Udibonos for the second half of 2020.

In the FX market, the Mexican peso was mostly unchanged in the aftermath of Banxico's minutes, holding a price action dominated by global risk appetite, trading close to 22.75 per dollar (-0.20% d/d). In terms of strategy we see USD/MXN 21.50 attractive to initiate long positions in USD, while we reiterate our 2020 closing estimate at 22.00 under a cautious framework considering the wide ranges and high possibility of asymmetric price movements.

.



Analyst Certification

We, Gabriel Casillas Olvera, Alejandro Padilla Santana, Delia María Paredes Mier, Juan Carlos Alderete Macal, Manuel Jiménez Zaldívar, Marissa Garza Ostos, Tania Abdul Massih Jacobo, Francisco José Flores Serrano, Katia Celina Goya Ostos, Santiago Leal Singer, José Itzamna Espitia Hernández, Valentín III Mendoza Balderas, Víctor Hugo Cortes Castro, Hugo Armando Gómez Solís, Miguel Alejandro Calvo Domínguez, Luis Leopoldo López Salinas, Leslie Thalía Orozco Vélez, Gerardo Daniel Valle Trujillo, Eridani Ruibal Ortega and Juan Barbier Arizmendi, certify that the points of view expressed in this document are a faithful reflection of our personal opinion on the company (s) or firm (s) within this report, along with its affiliates and/or securities issued. Moreover, we also state that we have not received, nor receive, or will receive compensation other than that of Grupo Financiero Banorte S.A.B. of C.V for the provision of our services.

Relevant statements.

In accordance with current laws and internal procedures manuals, analysts are allowed to hold long or short positions in shares or securities issued by companies that are listed on the Mexican Stock Exchange and may be the subject of this report; nonetheless, equity analysts have to adhere to certain rules that regulate their participation in the market in order to prevent, among other things, the use of private information for their benefit and to avoid conflicts of interest. Analysts shall refrain from investing and holding transactions with securities or derivative instruments directly or through an intermediary person, with Securities subject to research reports, from 30 calendar days prior to the issuance date of the report in question, and up to 10 calendar days after its distribution date.

Compensation of Analysts.

Analysts' compensation is based on activities and services that are aimed at benefiting the investment clients of Casa de Bolsa Banorte and its subsidiaries. Such compensation is determined based on the general profitability of the Brokerage House and the Financial Group and on the individual performance of each analyst. However, investors should note that analysts do not receive direct payment or compensation for any specific transaction in investment banking or in other business areas.

Last-twelve-month activities of the business areas.

Grupo Financiero Banorte S.A.B. de C.V., through its business areas, provides services that include, among others, those corresponding to investment banking and corporate banking, to a large number of companies in Mexico and abroad. It may have provided, is providing or, in the future, will provide a service such as those mentioned to the companies or firms that are the subject of this report. Casa de Bolsa Banorte or its affiliates receive compensation from such corporations in consideration of the aforementioned services.

Over the course of the last twelve months, Grupo Financiero Banorte S.A.B. C.V., has not obtained compensation for services rendered by the investment bank or by any of its other business areas of the following companies or their subsidiaries, some of which could be analyzed within this report.

Activities of the business areas during the next three months.

Casa de Bolsa Banorte, Grupo Financiero Banorte or its subsidiaries expect to receive or intend to obtain revenue from the services provided by investment banking or any other of its business areas, by issuers or their subsidiaries, some of which could be analyzed in this report.

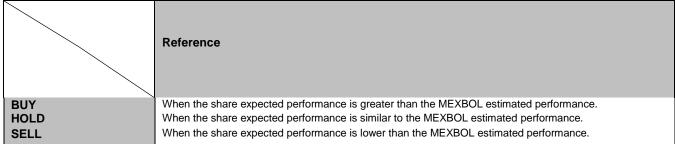
Securities holdings and other disclosures.

As of the end of last quarter, Grupo Financiero Banorte S.A.B. of C.V. has not held investments, directly or indirectly, in securities or derivative financial instruments, whose underlying securities are the subject of recommendations, representing 1% or more of its investment portfolio of outstanding securities or 1 % of the issuance or underlying of the securities issued.

None of the members of the Board of Grupo Financiero Banorte and Casa de Bolsa Banorte, along general managers and executives of an immediately below level, have any charges in the issuers that may be analyzed in this document.

The Analysts of Grupo Financiero Banorte S.A.B. of C.V. do not maintain direct investments or through an intermediary person, in the securities or derivative instruments object of this analysis report.

Guide for investment recommendations.



Even though this document offers a general criterion of investment, we urge readers to seek advice from their own Consultants or Financial Advisors, in order to consider whether any of the values mentioned in this report are in line with their investment goals, risk and financial position.

Determination of Target Prices

For the calculation of estimated target prices for securities, analysts use a combination of methodologies generally accepted among financial analysts, including, but not limited to, multiples analysis, discounted cash flows, sum-of-the-parts or any other method that could be applicable in each specific case according to the current regulation. No guarantee can be given that the target prices calculated for the securities will be achieved by the analysts of Grupo Financiero Banorte S.A.B. C.V, since this depends on a large number of various endogenous and exogenous factors that affect the performance of the issuing company, the environment in which it performs, along with the influence of trends of the stock market, in which it is listed. Moreover, the investor must consider that the price of the securities or instruments can fluctuate against their interest and cause the partial and even total loss of the invested capital.

The information contained hereby has been obtained from sources that we consider to be reliable, but we make no representation as to its accuracy or completeness. The information, estimations and recommendations included in this document are valid as of the issue date, but are subject to modifications and changes without prior notice; Grupo Financiero Banorte S.A.B. of C.V. does not commit to communicate the changes and also to keep the content of this document updated. Grupo Financiero Banorte S.A.B. of C.V. takes no responsibility for any loss arising from the use of this report or its content. This document may not be photocopied, quoted, disclosed, used, or reproduced in whole or in part without prior written authorization from Grupo Financiero Banorte S.A.B. of C.V.



GRUPO FINANCIERO BANORTE S.A.B. de C.V.

Raquel Vázquez Godinez Assistant Iraquel Vázquez Godinez Analysis (Edition) Iourdes Calvo Fernández Analysis (Edition) Iourdes Calvo Fernández Analysis (Edition) Iourdes Calvo Fernández Economia Rossarch and Financial Martes Strategy Replando Pradia Santana Bust Martinez Rojas Analysis Residente Rojas Analysis Residente Rojas Analysis Residente Rojas Analysis Residente Rojas Residente Residente Residente Residente Com (55) 1103 - 4046 Firanciacio José Flores Seriano Residente Composite Residente Liel Expondo López Salinas Residente Rojas Residente Ro	GRUPO FINANCIERO BANORTE S Research and Strategy	.m.b. 46 0.4.		
Lourdes Calvo Fernández Economic Research and Financial Market Strategy Asejandro Padrila Santana Markets Strategy Asejandro Padrila Santana Markets Strategy Economic Research Markets Strategy Economic Research Juan alderela macai@barrote com (55) 1703 - 4043 Itaza Martinez pias@barrote com (55) 1703 - 4044 Francisco Jose Servara Sancia Economic Research Juan alderela macai@barrote com (55) 1703 - 4046 Francisco Jose Servara Sancia Economic Research Luis Leopoldo López Salinas Economics (Cobal Luis Leopoldo López Salinas Economics (Cobal Luis Leopoldo López Salinas Economics (Cobal Market Strategy Martet Strategy Senior Strategist, Fixed Income and FX Isalian Cinezo Over Velez Strategist, Fixed Income and FX Isalian Cinezo Over Velez Strategist, Fixed Income and FX Isalian Cinezo Velez Strategist, Fixed Income and FX Isalian Cinezo Senior Strategist, Equity Jose septis@Barrote com (55) 1670 - 1714 Juan Bartet Martet Martet Victor Hugo Cortes Casto Senior Strategist, Equity Jose septis@Barrote com (55) 1670 - 1714 Juan Bartiner Martet Juan Bartiner Mart	Gabriel Casillas Olvera	IRO and Chief Economist	gabriel.casillas@banorte.com	(55) 4433 - 4695
Report Position Sentana Executive Director of Economic Research and Financial Markets Strategy Executive Director of Economic Research and Financial Markets Strategy Ized Imminez Rojas Ize	Raquel Vázquez Godinez	Assistant	raquel.vazquez@banorte.com	(55) 1670 - 2967
Alejandro Padilla Sentana Eseoutive Director of Economic Research and Financial selajandro padilla@banorte.com (55) 1103 - 404.5 Marineta Strategy Analyst Exeoutive Director of Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2251 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2257 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2257 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2257 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2257 Economic Statia Celina Coya Outse Sanice Economist, Belato francisco Jose Financial Coya Outse Lastia gaya@banorte.com (55) 1670 - 2257 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2257 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2257 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2259 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2259 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2249 Economic Research Juan aldereta macel@banorte.com (55) 1670 - 2248 Economic Research Juan alderet	Lourdes Calvo Fernández	Analyst (Edition)	lourdes.calvo@banorte.com	(55) 1103 - 4000 x 2611
Avalyst itzer Martines Popus Exonomic Bittatery Itzer Martines Popus Exonomic Bittatery Itzer Martines Popus Exonomic Bittatery Itzer Martines Popus	Economic Research and Financial M	arket Strategy		
Itzel Martinez Rojas	Alejandro Padilla Santana		alejandro.padilla@banorte.com	(55) 1103 - 4043
Jusin Carlos Aldevela Macial CFA Francisco Jose Froes Serano Santo Economics, Mexico Santo Economics, Mexico Santo Economics, Mexico Santo Economics, Global Santo Economics,	Itzel Martínez Rojas	3 ,	itzel.martinez.rojas@banorte.com	(55) 1670 - 2251
Francisco José Florres Serrano Senior Economist, Global Luis Leopodo López Salinas Market Strategry Manual Jiménez Zadilvar Director of Market Strategry Santiago Leal Singer Senior Strategist, Fixed Income and FX Santiago Leal Singer Senior Strategist, Fixed Income and FX Santiago Leal Singer Senior Strategist, Fixed Income and FX Santiago Leal Singer Leal Fixed Income Santia FX Strategist Strategist, Fixed Income and FX Santiago Leal Singer Senior Strategist, Fixed Income and FX Santiago Leal Singer Senior Strategist, Fixed Income and FX Santiago Leal Singer Bettil Market Strategry Marissa Garza Ostos Salicarsa Ostos Senior Strategist, Equity Sizetasy Marissa Garza Ostos Senior Strategist, Equity Sose texama Espitia Hemández Valentin III Mendoza Balderias Senior Strategist, Equity Valentin III Mendoza Balderias Senior Strategist, Equity Valentin III Mendoza Balderias Senior Strategist, Equity Valentin Rubal Ortega Analyst Senior Strategist, Fixed Income and FX Senior Strategist, Fixe				
Kafale Calina Goya Ostos Lucia Loopoldo López Salinas Senior Economist, Global Lucia Loopoldo López Salinas@banorte.com (55) 1870 - 1821 Lucia Loopoldo López Salinas@banorte.com (55) 1870 - 2144 Markel Strategy Manuel Jiménez Zaditivar Fixed Income and FX Salinago Sanitago Leal Singer Senior Strategist, Fixed Income and FX sanitago Leal@banorte.com (55) 1870 - 2144 Lealia Thaia Orazzo Vélez Strategist, Fixed Income and FX sanitago Leal@banorte.com (55) 1870 - 2149 Lealia Thaia Orazzo Vélez Strategist, Fixed Income and FX sanitago Leal@banorte.com (55) 1870 - 1719 Lealia Thaia Orazzo Vélez Strategist, Fixed Income and FX sanitago Loopour S	•			, ,
Luis Lapopiolo Lópiez Salinas Economist, Global Luis Lopez salinas@banorte.com (55) 1103 - 4000 x 2707 Market Strategy Manuel Jiménez Zaldivar Director of Market Strategy manuel Jimenez@banorte.com (55) 5268 - 1671 Fixed Income and FX Strategy Santiago Leal Singer Senior Strategist, Fixed Income and FX santiago leal@banorte.com (55) 1670 - 2144 Lesial Tahial Orazzo Velez Strategist, Fixed Income and FX santiago leal@banorte.com (55) 1670 - 2144 Lesial Tahial Orazzo Velez Strategist, Fixed Income and FX santiago leal@banorte.com (55) 1670 - 1719 Marissa Garza Ostos Strategist, Fixed Income and FX santiago leal@banorte.com (55) 1670 - 1719 Marissa Garza Ostos Senior Strategist, Equity marissa garza@banorte.com (55) 1670 - 2249 Valentin III Mendoza Balderas Senior Strategist, Equity valentin.mendoza@banorte.com (55) 1670 - 2250 Valentin III Mendoza Balderas Senior Strategist, Texhinical victori.com/se@banorte.com (55) 1670 - 2250 Valentin III Mendoza Balderas Senior Strategist, Texhinical victori.com/se@banorte.com (55) 1670 - 1800 Corporata Debt Tania Abdul Massin Jacobo Director of Corporata Debt tania.abdul@banorte.com (55) 1670 - 1746 Corporata Debt Tania Abdul Massin Jacobo Director of Corporata Debt tania.abdul@banorte.com (55) 1670 - 2247 Corporata Debt Tania Abdul Massin Jacobo Director of Corporata Debt tania.abdul@banorte.com (55) 1670 - 2248 Economic Studies Delia Maria Paredes Mier Executive Director of Economic Studies migual calvo@banorte.com (55) 1670 - 2248 Economic Studies Delia Maria Paredes Mier Executive Director of Economic Studies migual calvo@banorte.com (55) 1670 - 2220 Windessile Etahling Alejandro Calvo Dominguez Senior Analyst, Economic Studies alejandro faesi@banorte.com (55) 5268 - 1699 Alejandro Fipolet Valguez Vela Head of Solida Banorte Head of Firesury Services carior animal paint of paint paint of paint paint of paint paint of paint paint paint of paint		,		` '
Manual Jiménez Zaldiviar Fixed Income and FX Strategy Santiago Leal Singer Santiago Singer Santiago Strategist, Fixed Income and FX santiago Leal Behandre com (55) 5288 - 1698 Ecutiv Strategy Marissa Garza Ostos Director of Equity Strategy Marissa Garza Ostos Senior Strategist, Equity Jose Explita Hernández Senior Strategist, Equity Jose espitia Behandre com (55) 1670 - 1719 José Itzama Espitia Hernández Senior Strategist, Equity Valentin Interdoza Balderas Senior Strategist, Equity Valentin In	Luis Leopoldo López Salinas			(55) 1103 - 4000 x 2707
Sentiago Leal Singer Sentiago Leal Singer Sentior Strategist, Fixed Income and FX santiago Leal (\$55) 1670 - 2144 Lealier Theila Orozzo Velez@banorte.com (\$55) 1670 - 2144 Lealier Theila Orozzo Velez@banorte.com (\$55) 1670 - 1719 Marissa Garza Ostos Director of Equity Strategy marissa garza@banorte.com (\$55) 1670 - 1719 Juste Banariae Espitia Hemández Sentior Strategist, Equity jose septila@banorte.com (\$55) 1670 - 2249 Valentin III Mendoza Balderas Sentior Strategist, Equity valentin mendoza@banorte.com (\$55) 1670 - 2249 Victor Hugo Cortes Castro Sentior Strategist, Technical victor Acrae (\$55) 1670 - 1746 Victor Hugo Cortes Castro Sentior Strategist, Technical victor Acrae (\$55) 1670 - 1746 Victor Hugo Cortes Castro Analyst endant.rubal ortega@banorte.com (\$55) 1670 - 1746 Victor Hugo Armando Gomez Solis Sentior Analyst Juan bandie @banorte.com (\$55) 1670 - 1746 Victor Hugo Armando Gomez Solis Sentior Analyst, Corporate Debt taria abdul@banorte.com (\$55) 1670 - 2248 Victor Hugo Armando Gomez Solis Sentior Analyst, Corporate Debt polis Maria Pandes Miler Experimental Castro Dominguez Sentor Analyst, Corporate Debt polis Maria Pandes Miler Experimental Castro Dominguez Sentor Analyst, Economic Studies delia paredes@banorte.com (\$55) 5268 - 1672 Vinolesale Banking Armando Rodal Espinosa Head of Wiholesale Banking armando.rudal@banorte.com (\$55) 5268 - 1698 Alajandro Figolet Vazquez Vela Head of Global Marikats and Institutional Sales alejandro.fuga@banorte.com (\$55) 5268 - 1650 Alajandro Figolet Vazquez Vela Head of Global Marikats and Institutional Sales alejandro.fuga@banorte.com (\$55) 5004 - 1002 Carlos Alberto Arcrinega Navarro Head of Firansectional Banking in Just Pander Corporate Banking Juga delavaga@banorte.com (\$55) 5004 - 1002 Carlos Alberto Arcrinega Navarro Head of Firansectional Banking Leasing and Factoring Jurga delavaga@banorte.com (\$55) 5004 - 1002 Carlos Alberto Arcrinega Navarro Head of Firansectional Banking Leasing and Factoring Jurga delavaga@banorte.com (\$55) 5004 - 1002 Carlos Alberto Ar		Director of Market Strategy	manuel.iimenez@banorte.com	(55) 5268 - 1671
Santiago, Leal Singer Leslie Thalia Orozco Velaz Strategist, Fixed Income and FX Leslie Thalia Orozco Velaz Strategist, Fixed Income and FX Leslie Thalia Orozco Velaz Strategist Excitify Strategy Whatissa Garza Ostos Director of Equity Strategy Marissa Garza Ostos Director of Equity Strategy Marissa Garza Ostos Senior Strategist, Equity Jose Iszanian Espitia Hemândez Senior Strategist, Equity Jose Stratin, mendoza, Bibanneta.com (55) 1670 - 2249 Victor Hugo Cortes Castro Senior Strategist, Technical Victor Hugo Cortes Castro Victor Hugo Cortes Castro Senior Strategist, Technical Victor Hugo Cortes Castro Vic	Fixed income and FX Strategy	o,	, 3	
Marissa Garza Ostos Director of Equity Stralegy Marissa Garza Ostos Director of Equity Stralegy Jose espitia@banorte.com (55) 1670 - 1719	Santiago Leal Singer	Senior Strategist, Fixed Income and FX	santiago.leal@banorte.com	(55) 1670 - 2144
Marissa Garza Ostos Director of Equity (Strategy) marissa garza@banorte.com (55) 1670 - 1719 Jose étizamna Espítia Hemández Senior Strategist, Equity valentin III Mendoza Balderas Senior Strategist, Equity valentin III Mendoza Balderas Senior Strategist, Technical victor Corporate Com (55) 1670 - 2220 Victor Hugo Cortes Castro Senior Strategist, Technical victor Cortes@banorte.com (55) 1670 - 2230 Victor Hugo Cortes Castro Senior Strategist, Technical victor Cortes@banorte.com (55) 1670 - 1800 Eridani Rubbal Ortega Analyst eridani Rubbal Ortega Balderas (55) 1670 - 1746 Victor Hugo Armando Gomez Solis Senior Analyst Juan barbier@banorte.com (55) 1670 - 1746 Victor Debt Victor Hugo Armando Gomez Solis Senior Analyst, Corporate Debt Hugo Armando Rodal Expinosa Senior Analyst, Economic Studies Head of Solidas Banore Senior Analyst, Economic Studies Hugo Armando Rodal Expinosa Head of Wholesale Bankling Armando Rodal Expinosa Head of Wholesale Bankling Armando Rodal Expinosa Head of Solida Banorte Alejandro Aguilar Ceballos Benandro Aguilar Ceballos Head of Solida Banorte Head of Solida Banorte Alejandro Figolet Vazquez Vela Head of Solida Banorte Alejandro Figolet Vazquez Vela Head of Solida Banorte Alejandro Figolet Vazquez Vela Head of Fireasury Services Carlos Alberto Arciniega Navarro Head of Treasury Services Carlos Alberto Arciniega Navarro Head of Treasury Services Carlos Alberto Arciniega Panorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Fireasury Services Carlos Alberto Arciniega Panorte.com (55) 5	Leslie Thalía Orozco Vélez	Strategist, Fixed Income and FX	leslie.orozco.velez@banorte.com	(55) 5268 - 1698
José Itzamna Espitia Hemández Valentín II Mendoza Balderas Senior Strategist, Equity Valentín III Mendoza Galderas Senior Strategist, Equity Valentín III Mendoza Galderas Senior Analyst Senior Analyst Corporate Debt Tania Abdul Massin Jacobo Director of Corporate Debt Hugo Armando Gómez Solis Senior Analyst, Corporate Debt Hugo Armando Gómez Solis Senior Analyst, Corporate Debt Senior Analyst, Corporate Debt Hugo Armando Gómez Solis Senior Analyst, Corporate Debt Seconomic Studies Beconomic Studies Belai Maria Paredes Mier Executive Director of Economic Studies Belai Maria Paredes Mier Miguel Alejandro Calvo Domínguez Senior Analyst, Economic Studies Wilousalel Egninosa Head of Wholesale Banking Armando Rodal Espinosa Head of Wholesale Banking Armando Rodal Espinosa Head of Wholesale Banking Armando Rodal Espinosa Head of Góbal Markets and Institutional Sales alejandro figolet vazquez vela@banorte.com (55) 5268 - 1694 Alejandro Frigolet Vázquez Vela Head of Sólida Banorte Alejandro Frigolet Vázquez Vela Head of Treasury Services Carlos Alberto Arciniega Ravarro Head of Treasury Services Carlos Alberto Arciniega Ravarro Head of Transactional Banking Lizza Velarde Torres Executive Director of Wholesale Banking Lizza Velarde Torres Executive Director of Wholesale Banking Iliza velarde Genorte.com (55) 5004 - 1423 Lizza Velarde Torres Executive Director of Wholesale Banking Iliza velarde Genorte.com (55) 5004 - 1423 Ravido Velázquez Rodríguez Head of Corporate Banking Primenteli@banorte.com (55) 5004 - 1423 Director Operate Banking Primenteli@banorte.com (55) 5004 - 1423 R				
Valentin III Mendoza Balderas Senior Strategist, Equity valentin.mendoza@banorte.com (55) 1670 - 2220 Victor Hugo Cortes Castro Senior Strategist, Technical victor hugo Cortes Castro Juan Barbier Arizmendi Analyst deridani Rublad Ortega Analyst Juan Barbier Arizmendi Analyst Juan Barbier Arizmende Com Juan Barbier Arizmendi Analyst Juan Barbier Arizmende Analyst Juan Barbier Arizmend (55) 5268 - 1672 Analyst An				, ,
Victor Hugo Cortes Castro Senior Strategist, Technical Analyst	•		· · · · · · · · · · · · · · · · · · ·	
Eridani Ruibal Ortega Analyst Analyst eridani.ruibal.ortega@banorte.com (55) 1103 - 4000 x 27755 [Juan Barbier Arizmendi Analyst juan.barbier@banorte.com (55) 1670 - 1746 [Schingen Prize Debt] Tania Abdul Massih Jacobo Director of Corporate Debt tania abdul@banorte.com (55) 5268 - 1672 [Schingen Analyst, Corporate Debt hugo Armando Gómez Solis Senior Analyst, Corporate Debt hugoa.gomez@banorte.com (55) 1670 - 2247 [Gerardo Daniel Valle Trujillo Analyst, Corporate Debt hugoa.gomez@banorte.com (55) 1670 - 2248 [Schingen Prize Debt] Economic Studies Delia María Paredes Mier Executive Director of Economic Studies delia.paredes@banorte.com (55) 5268 - 1694 [Miguel Alejandro Calvo Dominguez Senior Analyst, Economic Studies miguel.calvo@banorte.com (55) 5268 - 1694 [Miguel Alejandro Calvo Dominguez Senior Analyst, Economic Studies armando.rodal@banorte.com (55) 1670 - 2220 [Milosate Banking Armando Rodal Espinosa Head of Wholesale Banking Armando Rodal Espinosa Head of Wholesale Banking Alejandro Eric Faesi Puente Head of Global Markets and Institutional Sales alejandro.faesi@banorte.com (55) 5268 - 1640 [Schingen Prize Puente Head of Solida Banorte alejandro.frigolet vazquezvela@banorte.com (55) 5268 - 1666 [Schingen Vazquez Vela Head of Solida Banorte alejandro.frigolet vazquezvela@banorte.com (55) 5004 - 1002 [Scala Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (55) 5004 - 1002 [Scala Grajales Head of Government Banking gand Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1012 [Scala Grajales Head of Finansactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (55) 5004 - 1012 [Scala Grajales Head of Finansactional Banking Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 [Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 5004 - 1423 [Scala Gerardo Primentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5004 - 1423 [Scala Gerardo Primentel Ibarrola Head of International B			_	, ,
Corporate Debt Tania Abdul Massih Jacobo Hugo Amando Gómez Solis Senior Analyst, Corporate Debt Analyst Corporate Debt Beconomic Studies Economic Studies Economic Studies Economic Studies Elevative Director of Economic Studies Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier Belia Maria Paredes Mier Executive Director of Economic Studies Belia Maria Paredes Mier	•		_	` '
Tania Abdul Massih Jacobo Director of Corporate Debt Senior Analyst, Corporate Debt Analyst, Corporate Debt Senior Analyst, Corporate Debt Analyst, Corporate Debt Serardo Daniel Vaille Trujillo Analyst, Corporate Debt Serardo Daniel Vaille Trujillo Analyst, Corporate Debt Serardo Daniel Vaille Trujillo Analyst, Corporate Debt Serardo Zerardo Zerard	Juan Barbier Arizmendi	Analyst	juan.barbier@banorte.com	(55) 1670 - 1746
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Analyst, Corporate Debt Analyst, Corporate Debt Analyst, Corporate Debt Beconomic Studies Economic Studies Delia Maria Paredes Mier Executive Director of Economic Studies Belai Agrando Calvo Domínguez Senior Analyst, Economic Studies Wholesale Banking Armando Rodal Espinosa Head of Wholesale Banking Armando Rodal Espinosa Head of Special Markets and Institutional Sales Alejandro Aguilar Ceballos Head of Global Markets and Institutional Sales Alejandro Frigolet Vázquez Vela Head of Sólida Banorte Head of Sólida Banorte Head of Friesand Banking Arturo Monroy Ballesteros Head of Treasury Services Carlos Alberto Arciniega Navarro Head of Treasury Services Head of Frivate Banking Gerardo Zamora Nanez Head of Government Banking Head of Frivate Banking Lizza Velarde Torres Executive Director of Wholesale Banking Lizza Velarde Torres Executive Director of Wholesale Banking Ricardo Velázquez Rodríguez Head of Orporate Banking Piranter Banking Ricardo Velázquez Rodríguez Head of Orporate Banking Ricardo Velázquez Rodríguez Head of Orporate Banking Ricardo Velázquez Rodríguez Head of Orporate Banking Head of Private Banking Ricardo Velázquez Rodríguez Head of Orporate Banking Ricardo Velázquez Rodríguez Head of International Banking Ricardo Velázquez Rodríguez				()
Economic Studies Economic Studies Executive Director of Economic Studies Senior Analyst, Corporate Debt Gerardo Daniel Valle Trujillo@banorte.com (55) 1670 - 2248		·		' '
Delia María Paredes Mier Executive Director of Economic Studies delia, paredes@banorte.com (55) 5268 - 1694 Miguel Alejandro Calvo Domínguez Senior Analyst, Economic Studies miguel.calvo@banorte.com (55) 1670 - 2220 Wholesale Banking Armando Rodal Espinosa Head of Wholesale Banking armando.rodal@banorte.com (81) 8319 - 6895 Alejandro Aguilar Ceballos Head of Asset Management alejandro.aguilar.ceballos@banorte.com (55) 5268 - 9996 Alejandro Frigolet Vázquez Vela Head of Global Markets and Institutional Sales alejandro.frigolet.vazquezvela@banorte.com (55) 5268 - 1640 Alejandro Frigolet Vázquez Vela Head of Sólida Banorte alejandro.frigolet.vazquezvela@banorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Government Banking iporge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5268 - 9004	•			,
Mindesale Banking Armando Rodal Espinosa Head of Wholesale Banking armando.rodal@banorte.com (81) 8319 - 6895 Alejandro Aguilar Ceballos Head of Asset Management alejandro.aguilar.ceballos@banorte.com (55) 5268 - 9996 Alejandro Frigolet Vázquez Vela Head of Global Markets and Institutional Sales alejandro.faesi@banorte.com (55) 5268 - 1640 Alejandro Frigolet Vázquez Vela Head of Sólida Banorte alejandro.frigolet.vazquezvela@banorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (81) 8318 - 5071 Jorge de la Vega Grajales Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of Corporate Banking rivelazquez@banorte.com (55) 5004 - 5279	Economic Studies			
Wholesale Banking Armando Rodal Espinosa Head of Wholesale Banking armando.rodal@banorte.com (81) 8319 - 6895 Alejandro Aguilar Ceballos Head of Asset Management alejandro.aguilar.ceballos@banorte.com (55) 5268 - 9996 Alejandro Eric Faesi Puente Head of Global Markets and Institutional Sales alejandro.faesi@banorte.com (55) 5268 - 1640 Alejandro Frigolet Vázquez Vela Head of Sólida Banorte alejandro.frigolet.vazquezvela@banorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (81) 8318 - 5071 Jorge de la Vega Grajales Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Delia María Paredes Mier	Executive Director of Economic Studies	delia.paredes@banorte.com	(55) 5268 - 1694
Armando Rodal Espinosa Head of Wholesale Banking armando.rodal@banorte.com (81) 8319 - 6895 Alejandro Aguilar Ceballos Head of Asset Management alejandro.aguilar.ceballos@banorte.com (55) 5268 - 9996 Alejandro Eric Faesi Puente Head of Global Markets and Institutional Sales alejandro.faesi@banorte.com (55) 5268 - 1640 Alejandro Frigolet Vázquez Vela Head of Sólida Banorte alejandro.frigolet.vazquezvela@banorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (81) 8318 - 5071 Jorge de la Vega Grajales Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking services osvaldo.brondo@banorte.com (55) 5268 - 9004 René Gerardo Pimentel Ibarrola Head of Corporate Banking rvelazquez@banorte.com (55) 5004 - 5279	Miguel Alejandro Calvo Domínguez	Senior Analyst, Economic Studies	miguel.calvo@banorte.com	(55) 1670 - 2220
Alejandro Aguilar Ceballos Head of Asset Management alejandro aguilar ceballos@banorte.com (55) 5268 - 9996 Alejandro Eric Faesi Puente Head of Global Markets and Institutional Sales alejandro frigolet vázquez Vela Head of Sólida Banorte alejandro frigolet vázquez Vela Head of Sólida Banorte alejandro frigolet vázquez Vela@banorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (81) 8318 - 5071 Jorge de la Vega Grajales Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 4433 - 4676 Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Wholesale Banking			
Alejandro Eric Faesi Puente Head of Global Markets and Institutional Sales alejandro.faesi@banorte.com (55) 5268 - 1640 Alejandro Frigolet Vázquez Vela Head of Sólida Banorte alejandro.frigolet.vazquezvela@banorte.com (55) 5268 - 1656 Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (81) 8318 - 5071 Jorge de la Vega Grajales Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 4433 - 4676 Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Armando Rodal Espinosa	Head of Wholesale Banking	armando.rodal@banorte.com	(81) 8319 - 6895
Alejandro Frigolet Vázquez Vela Head of Sólida Banorte Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring Head of Government Banking Jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking Lizza Velarde Torres Executive Director of Wholesale Banking Bizza.velarde@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking Head of Transactional Banking Pimentel Ibarrola Head of Corporate Banking Ricardo Velázquez Rodríguez Head of International Banking Pimentelr@banorte.com (55) 5004 - 5279	Alejandro Aguilar Ceballos	Head of Asset Management	alejandro.aguilar.ceballos@banorte.com	(55) 5268 - 9996
Arturo Monroy Ballesteros Head of Investment Banking and Structured Finance arturo.monroy.ballesteros@banorte.com (55) 5004 - 1002 Carlos Alberto Arciniega Navarro Head of Treasury Services carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring gerardo.zamora@banorte.com (81) 8318 - 5071 Jorge de la Vega Grajales Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 4433 - 4676 Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking pimentelr@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Alejandro Eric Faesi Puente	Head of Global Markets and Institutional Sales	alejandro.faesi@banorte.com	(55) 5268 - 1640
Carlos Alberto Arciniega Navarro Head of Treasury Services Carlos.arciniega@banorte.com (81) 1103 - 4091 Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring Jorge de la Vega Grajales Head of Government Banking Jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking Lizza Velarde Torres Executive Director of Wholesale Banking Dizza.velarde@banorte.com (55) 4433 - 4676 Dizza.velarde@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Alejandro Frigolet Vázquez Vela	Head of Sólida Banorte	alejandro.frigolet.vazquezvela@banorte.com	(55) 5268 - 1656
Gerardo Zamora Nanez Head of Transactional Banking, Leasing and Factoring Gerardo Zamora@banorte.com G	Arturo Monroy Ballesteros	Head of Investment Banking and Structured Finance	arturo.monroy.ballesteros@banorte.com	(55) 5004 - 1002
Head of Government Banking jorge.delavega@banorte.com (55) 5004 - 5121 Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 4433 - 4676 Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Carlos Alberto Arciniega Navarro	Head of Treasury Services	carlos.arciniega@banorte.com	(81) 1103 - 4091
Luis Pietrini Sheridan Head of Private Banking luis.pietrini@banorte.com (55) 5004 - 1453 Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 4433 - 4676 Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Gerardo Zamora Nanez	Head of Transactional Banking, Leasing and Factoring	gerardo.zamora@banorte.com	(81) 8318 - 5071
Lizza Velarde Torres Executive Director of Wholesale Banking lizza.velarde@banorte.com (55) 4433 - 4676 Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Jorge de la Vega Grajales	Head of Government Banking	jorge.delavega@banorte.com	(55) 5004 - 5121
Osvaldo Brondo Menchaca Head of Specialized Banking Services osvaldo.brondo@banorte.com (55) 5004 - 1423 Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Luis Pietrini Sheridan	Head of Private Banking	luis.pietrini@banorte.com	(55) 5004 - 1453
Raúl Alejandro Arauzo Romero Head of Transactional Banking alejandro.arauzo@banorte.com (55) 5261 - 4910 René Gerardo Pimentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Lizza Velarde Torres	Executive Director of Wholesale Banking	lizza.velarde@banorte.com	(55) 4433 - 4676
René Gerardo Pimentel Ibarrola Head of Corporate Banking pimentelr@banorte.com (55) 5268 - 9004 Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Osvaldo Brondo Menchaca	Head of Specialized Banking Services	osvaldo.brondo@banorte.com	(55) 5004 - 1423
Ricardo Velázquez Rodríguez Head of International Banking rvelazquez@banorte.com (55) 5004 - 5279	Raúl Alejandro Arauzo Romero	Head of Transactional Banking	alejandro.arauzo@banorte.com	(55) 5261 - 4910
	René Gerardo Pimentel Ibarrola	Head of Corporate Banking	pimentelr@banorte.com	(55) 5268 - 9004
Víctor Antonio Roldan Ferrer Head of Commercial Banking victor.roldan.ferrer@banorte.com (55) 5004 - 1454	Ricardo Velázquez Rodríguez	Head of International Banking	rvelazquez@banorte.com	(55) 5004 - 5279
	Víctor Antonio Roldan Ferrer	Head of Commercial Banking	victor.roldan.ferrer@banorte.com	(55) 5004 - 1454