# Banxico - 50bps hike, while not ruling out an even faster pace ahead

- Today, Banxico's Board decided to hike the reference rate by 50bps to 7.00%, in line with our call and consensus
- In our view, the tone of the statement was more hawkish than in the previous decision. Specifically, we highlight that:
  - (1) The vote was not unanimous, with Deputy Governor Irene Espinosa voting in favor of increasing the reference rate by 75bps
  - (2) They added that "... Given the growing complexity in the environment for inflation and its expectations, taking more forceful measures to attain the inflation target may be considered..."
  - (3) Inflation forecasts were revised upwards once again, with strong adjustments until 1Q23 for both the headline and core components
- After the decision we see a faster hiking cycle, with the reference rate reaching 9.00% at the end of this year (previous: 8.25%). In addition, we estimate the cycle's terminal rate at 9.50% (previous: 9.25%)
- On the other hand, risks of at least one 75bps hike in the short-term have picked up, especially in the event of faster tightening by the Fed and/or greater-than-anticipated pressures on core inflation
- The market keeps seeing Banxico following the Fed

Banxico hikes 50bps again, but with a more hawkish tone than expected. With this, the rate reaches 7.00%, in line with our call and consensus. However, and contrary to our expectations, the decision was not unanimous, with Deputy Governor Irene Espinosa favoring +75bps. By itself, this adds a more hawkish tone to the decision. However, it was reinforced by: (1) Changes in the statement, especially the inclusion of the phrase that they would evaluate 'taking more forceful measures' to achieve their target; and (2) larger-than-anticipated upward adjustments in the forecasts (see table below), along with concerns about higher medium-term inflation expectations. Given these changes and signs of a faster tightening by the Fed, we are revising our monetary policy call. Specifically, we expect the reference rate at 9.00% by year-end (previous: 8.25%), with three more 50bps hikes each (June, August, September), followed by another two of 25bps (November and December). For 2023, we see the terminal rate at 9.50%, with two 25bps increases each at the start of the year. In addition, the risk of at least one 75bps hike has picked up, concentrated in the next two meetings.

**CPI** forecasts

% v/v quarterly average

70 yry, quarterly av	crugo								
	1022	2022	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	4Q24
CPI									
Current	7.3*	7.6	7.0	6.4	5.3	3.5	3.2	3.2	3.1
Previous	7.2	6.9	6.1	5.5	4.5	3.4	3.2	3.2	3.1
Difference (bps)		70	90	90	80	10	0	0	0
Core									
Current	6.5*	7.2	6.6	5.9	4.8	3.6	3.3	3.1	3.0
Previous	6.5	6.7	5.9	5.2	4.1	3.4	3.1	3.1	3.0
Difference (bps)		50	70	70	70	20	20	0	0

Source: Banco de México. \*Observed data

May 12, 2022

www.banorte.com @analisis fundam

Alejandro Padilla Chief Economist and Head of Research alejandro.padilla@banorte.com

Juan Carlos Alderete, CFA Executive Director of Economic Research and Financial Markets Strategy juan.alderete.macal@banorte.com

Francisco Flores Director of Economic Research, Mexico francisco.flores.serrano@banorte.com

Yazmín Pérez Senior Economist, Mexico yazmin.perez.enriquez@banorte.com

Fixed income and FX Strategy

Manuel Jiménez Director of Market Strategy manuel.jimenez@banorte.com

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

Isaías Rodríguez Strategist, Fixed Income and FX isaias.rodriquez.sobrino@banorte.com

Winners of the award for best economic forecasters for Mexico in 2021, granted by Refinitiv



Banxico's 2022 policy decisions

Date	Decision
February 10	+50bps
March 24	+50bps
May 12	+50bps
June 23	
August 11	
September 29	
November 10	
December 15	

Source: Banxico

Document for distribution among the general public



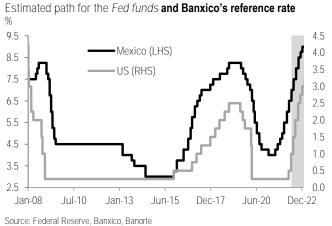
Inflationary conditions remain difficult. In addition to previous shocks (the pandemic and the war in Ukraine), Banxico now added the possible effects of the latest lockdowns in China to the drivers behind adverse price dynamics. The balance of risks not only remains skewed to the upside, but "...continues deteriorating...". The main factors that could increase it further did not change. To the downside, they now included a better functioning of supply chains in second place (was not stated before), the negative output gap (now third vs second previously) and the potential effects from the Policy Program to Fight Inflation and High Prices (new driver). Thus, the paths for headline and core inflation were revised strongly, with an average adjustment of +83bps for the next four quarters in the first and +65bps in the second. Likewise, they highlighted that market expectations for 2022 and 2023 "increased significantly", while those for the medium-term increased.

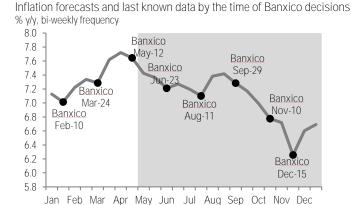
A faster normalization is likely... After today's decision and previously flagged as an upside risk, we adjust our estimated path and expect the reference rate at 9.00% by year-end (previous: 8.25%). We pencil in three more 50bps hikes (June, August, and September), followed by two more of 25bps (November and December). Several developments point to the need of adjusting to a restrictive stance more rapidly. Most relevant, the strong signal that the Fed wants the policy rate to reach neutrality soon. Hence, last week we revised our *Fed funds* rate forecasts higher, ending this year at 2.75% - 3.00% (chart below, left). The main drivers of our call are:

- (1) Managing the short-term rate spread to the Fed. It is our take that Banxico's reaction function puts an important weight on this metric, especially in an environment of tighter global monetary policy given its potential effect on capital flows and the exchange rate. In turn, this can affect current inflation and mid- to long-term expectations. We note that this spread has been around 6.00% since Banxico's March decision, reestablishing it today given the lag between meetings. This is relevant when comparing it to the previous hiking cycle, which spanned from Dec-2015 to Dec-2018 (3 years). The highest spread back then was 5.75%, first reached virtually at the middle of the cycle (May 2017). It was maintained until late 2019 as fears of an economic deceleration increased, finally declining as the virus wreaked havoc on the policy outlook since March 2020. Although no two cycles are the same, we do not see an immediate need for the spread to widen further from here as the exchange rate has been resilient relative to other EMs, while mid- and long-term inflation expectations remain stable.
- (2) Annual inflation will likely moderate until late 2022. We expect Banxico to cut the pace to 25bps steps in November, in tandem with the Fed. An open question in the market is if the central bank can decouple or not, as the tightening cycle started earlier than in the US. Based on our Fed and inflation views, it is our take that it will not be necessary nor desirable. In this sense, the chart below on the right shows our forecasts for annual inflation, with the textboxes placed on the latest inflation print that Banxico will know by the corresponding meeting. For example, by the September 29<sup>th</sup> decision, inflation for 1H-Sep will already be available, which we estimate at 7.3% y/y. This is important as we think it would be tough for the central bank to hike only 25bps with inflation above 7% and the Fed still moving in +50bps steps.



This rationale is also valid for June and August. In our estimates, annual inflation will exhibit a clear move lower (below 7%) until early October, despite <u>leaving behind the peak since April</u>. In our view, most members will be more comfortable of reducing the pace after this materializes, estimated to happen by the November meeting. With the Fed also lowering the pace by that time, Banxico can do the same and maintain a high spread to the *Fed funds*. Another relevant issue may be that some measures in the <u>Plan against Inflation</u> would be close to expiration in that month (assuming the start date in May and no renewal after the six-month period). This should give the central bank more elements to assess if these helped to contain price pressures in food items, constituting an additional factor to evaluate the best policy ahead.



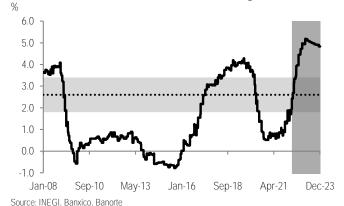


Source: INEGI, Banxico, Banorte

...with this cycle's terminal rate estimated at 9.50% (previous: 9.25%). To reach it, we see two more 25bps hikes at the beginning of 2023. In our view, there is high uncertainty about the terminal rate due to low visibility in several fronts (e.g. the effect of Chinese lockdowns, the length of the war in Ukraine and a possible extension in sanctions, food price dynamics, recession risks, and the degree of tightening in other economies). Nevertheless, we approximate a level based on our projections for the ex-ante real rate. First, the latest point-estimate of neutrality from the central bank is 2.6%, with an interval between 1.8% to 3.4%. With today's increase, we estimate it at 2.4%, with restrictive territory to be reached until August, close to 3.9%. Additional hikes would take as high as 5.4% by early 2023 (see chart below, left). In absolute terms, this is above the previous cycle high (4.4%). Nevertheless, it should also be factored in that the Fed is also very likely to reach a higher rate than in the previous tightening cycle. In nominal terms, our US terminal rate estimate is 4.00%, above the previous high of 2.50%; with this, the real rate would reach about 1.5% by mid-2023, instead of a high around 0% before. It also incorporates more price pressures. For example, 12-month ahead inflation in the Fed survey of consumer expectations is currently at 6.3%, while it averaged 2.7% in 2016-2018 (range: 2.4% to 3.0%). Although this is likely to decline going into next year, other measures paint a similar picture (chart below, right). Overall, and based on these calculations, the US-Mexico real rate spread could reach as high as 4.5% - 4.9% in this cycle.



Mexico: Ex-ante real interest rate and estimated range for the neutral rate US: Inflation expectations for the next 12 months



% y/y	Current	2016-2	2018
Survey	Current	Average	Range
U. of Michigan	5.4	2.6	2.2 - 3.0
New York Fed (Consumer survey)	6.3	2.7	2.4 - 3.0
Conference Board	7.5	4.7	4.5 - 5.0

Source: University of Michigan, NY Fed and Conference Board

Higher risks of at least one 75bps hike on the possibility of more 'forceful **measures**'. The most relevant addition in the statement was the phrase that "... Given the growing complexity in the environment for inflation and its expectations, taking more forceful measures to attain the inflation target may be considered...". In our opinion, the main factors that could trigger this are: (1) More aggressive Fed hikes, which would be matched by Banxico; and (2) greater pressures in the inflation path, especially if annual core inflation keeps increasing. We see a low probability of the first one taking place, but the second one is more likely –although not our base case–. If this materializes, more members may side with Irene Espinosa, supporting +75bps in at least in one of the next two meetings. Given his skew in previous decisions, we believe the most likely candidate to join her is Jonathan Heath, while Gerardo Esquivel would likely not support that call. Therefore, we think it will be very important to identify and analyze comments from Governor Victoria Rodríguez and from Galia Borja to evaluate more carefully the balance of risks in upcoming votes, especially in the minutes (May 26<sup>th</sup>) and the *Quarterly Report* for 1Q22 (June 1<sup>st</sup>).

## From our Fixed Income and FX strategy team

The market keeps seeing Banxico following the Fed. The initial reaction of local rates was muted. However, pressures in short-term securities were seen subsequently. It is worth noting that today was characterized by a strong rally in global sovereign bonds amid a heightened risk-off mood. Concerns of a strong economic slowdown have increased amid inflationary pressures and tighter monetary policies. Against this backdrop, the Mbonos' curve ended a flattening bias. Short-term securities lost 8bps, while long-term tenors appreciated as much as 9bps. The 10-year Mbono closed at 8.84% (-3bps) after reaching highs since late 2018 of 9.15% on Friday. Hence, the market remains of the view that Banxico will be broadly anchored to the moves of the Fed. The curve is pricing-in three 50bps hikes in the next meetings and a high probability of two additional of +25bps. Therefore, the market anticipates cumulative implied hikes for Banxico and the Fed of +186bps and +184bps, respectively. This is very close to our new path of +200bps in the same period.



In our view, the market is likely to start pricing-in more aggressive moves at any of the June and August meetings after Irene Espinosa's dissenting vote. In terms of strategy, we see value in long-term Mbonos, particularly in maturities Nov'42 and Nov'47, following a sharp cumulative adjustment in April of +85bps. Additionally, duration-adjusted yields also reflect greater value in this segment. In real rates, short-term Udibonos have recently shown greater relative value to Mbonos. In particular, the 3-year breakeven stands at 4.55%, a 100bps compression from historical highs reached in mid-April. However, this relative cheapening is not enough yet to start new directional positions.

In FX, the dollar reached new highs since 2002, with the DXY and BBDXY gaining 0.9% and 0.5%, in the same order. The Mexican peso appreciated modestly after the decision, albeit closing unchanged on the day at 20.24 per dollar. We remain USD bulls ahead amid a hawkish Fed and elevated risk aversion. At the same time, we consider MXN has little room for significant gains as the fair value is around 21.50 according to our models. This is equivalent to a 6.2% overvaluation. Therefore, in case of a defensive performance, we favor USD longs below the psychological level of 20.00.

Cumulative implied hikes for Banxico

Basis points	5		
Month	Priced-in by the	Banorte'	s forecasts
IVIOTILIT	curve	New	Previous
Jun-22	56	50	25
Jul-22	56	50	25
Aug-22	117	100	50
Sep-22	167	150	75
Oct-22	167	150	75
Nov-22	186	175	100
Dec-22	186	200	125
Jan-23	186	200	125
Feb-23	216	225	150
Mar-23	216	250	175
Apr-23	216	250	175
May-23	216	250	200

250

225

Note: Current level of the reference rate: 7.00%

Source: Bloomberg, Banorte



### **Analyst Certification**

We, Alejandro Padilla Santana, Juan Carlos Alderete Macal, Alejandro Cervantes Llamas, Manuel Jiménez Zaldívar, Marissa Garza Ostos, Katia Celina Goya Ostos, Francisco José Flores Serrano, José Luis García Casales, Víctor Hugo Cortes Castro, José Itzamna Espitia Hernández, Carlos Hernández García, David Alejandro Arenas Sánchez, Leslie Thalía Orozco Vélez, Hugo Armando Gómez Solís, Yazmín Selene Pérez Enríquez, Miguel Alejandro Calvo Domínguez, Daniela Olea Suárez, José De Jesús Ramírez Martínez, Gerardo Daniel Valle Trujillo, Luis Leopoldo López Salinas, Isaías Rodríguez Sobrino, Paola Soto Leal, Oscar Rodolfo Olivos Ortiz, Daniel Sebastián Sosa Aguilar and Salvador Austria Valencia 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.

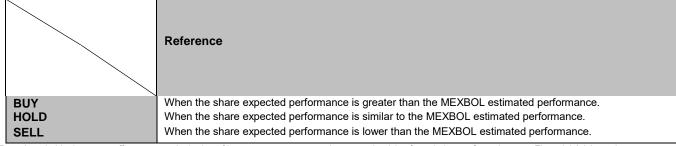
#### Securities holdings and other disclosures.

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	FINIANCIERO	BANORTE S A	A R de C V
--	-------	-------------	-------------	------------

December of Strategy	.B. de C.V.		
Research and Strategy Alejandro Padilla Santana	Chief Economist and Head of Research	alejandro.padilla@banorte.com	(55) 1103 - 4043
Raquel Vázquez Godinez	Assistant	raquel.vazquez@banorte.com	(55) 1670 - 2967
zel Martínez Rojas	Analyst	itzel.martinez.rojas@banorte.com	(55) 1670 - 2251
ourdes Calvo Fernández	Analyst (Edition)	lourdes.calvo@banorte.com	(55) 1103 - 4000 x 261
Economic Research			
uan Carlos Alderete Macal, CFA	Executive Director of Economic Research and Financial	juan.alderete.macal@banorte.com	(55) 1103 - 4046
Francisco José Flores Serrano	Markets Strategy Director of Economic Research, Mexico	francisco.flores.serrano@banorte.com	(55) 1670 - 2957
	Director of Economic Research, Mexico		, ,
(atia Celina Goya Ostos	Senior Economist, Mexico	katia.goya@banorte.com	(55) 1670 - 1821
'azmín Selene Pérez Enríquez		yazmin.perez.enriquez@banorte.com	(55) 5268 - 1694
uis Leopoldo López Salinas	Manager Global Economist	luis.lopez.salinas@banorte.com	(55) 1103 - 4000 x 270
Market Strategy			(55) 50/0 4/74
Manuel Jiménez Zaldívar	Director of Market Strategy	manuel.jimenez@banorte.com	(55) 5268 - 1671
Fixed income and FX Strategy Leslie Thalía Orozco Vélez	Soniar Stratogist Fixed Income and FV	leslie.orozco.velez@banorte.com	/EE) E240 1400
	Senior Strategist, Fixed Income and FX		(55) 5268 - 1698
saías Rodríguez Sobrino	Strategist, Fixed Income, FX and Commodities	isaias.rodriguez.sobrino@banorte.com	(55) 1670 - 2144
Equity Strategy	Director of Equity Chales.	mariana garza@hanasta ass	(EE) 1/70 1710
Marissa Garza Ostos	Director of Equity Strategy	marissa.garza@banorte.com	(55) 1670 - 1719 (55) 1670 - 2240
osé Itzamna Espitia Hernández Carlos Hernández García	Senior Strategist, Equity	jose.espitia@banorte.com	(55) 1670 - 2249
	Senior Strategist, Equity	carlos.hernandez.garcia@banorte.com david.arenas.sanchez@banorte.com	(55) 1670 - 2250 (55) 1103 - 4000 x 275
Pavid Alejandro Arenas Sánchez Víctor Hugo Cortes Castro	Senior Strategist, Equity Senior Strategist, Technical	victorh.cortes@banorte.com	(55) 1670 - 1800
Paola Soto Leal	Analyst	paola.soto.leal@banorte.com	(55) 1103 - 4000 x 174
Oscar Rodolfo Olivos Ortiz	Analyst	oscar.olivos@banorte.com	(55) 1103 - 4000 x 172
Corporate Debt	Allaryst	oscar.onvos@panorte.com	(33) 1103 4000
lugo Armando Gómez Solís	Senior Analyst, Corporate Debt	hugoa.gomez@banorte.com	(55) 1670 - 2247
Gerardo Daniel Valle Trujillo	Analyst, Corporate Debt	gerardo.valle.trujillo@banorte.com	(55) 1670 - 2248
Quantitative Analysis			
Alejandro Cervantes Llamas	Executive Director of Quantitative Analysis	alejandro.cervantes@banorte.com	(55) 1670 - 2972
osé Luis García Casales	Director of Quantitative Analysis	jose.garcia.casales@banorte.com	(55) 8510 - 4608
Daniela Olea Suárez	Senior Analyst, Quantitative Analysis	daniela.olea.suarez@banorte.com	55) 1103 - 4000
liguel Alejandro Calvo Domínguez	Senior Analyst, Quantitative Analysis	miguel.calvo@banorte.com	(55) 1670 - 2220
osé de Jesús Ramírez Martínez	Senior Analyst, Quantitative Analysis	jose.ramirez.martinez@banorte.com	(55) 1103 - 4000
Daniel Sebastián Sosa Aguilar	Analyst Ouantitative Analysis	daniel.sosa@banorte.com	/FF) 1100 4000
	Analyst, Quantitative Analysis	danier.sosa@banorte.com	(55) 1103 - 4000
	Analyst, Quantitative Analysis  Analyst, Quantitative Analysis	salvador.austria.valencia@banorte.com	(55) 1103 - 4000
Salvador Austria Valencia			. ,
alvador Austria Valencia Wholesale Banking			, ,
salvador Austria Valencia Wholesale Banking rrmando Rodal Espinosa	Analyst, Quantitative Analysis	salvador.austria.valencia@banorte.com	(55) 1103 - 4000
salvador Austria Valencia Wholesale Banking rmando Rodal Espinosa Jejandro Aguilar Ceballos	Analyst, Quantitative Analysis  Head of Wholesale Banking	salvador.austria.valencia@banorte.com armando.rodal@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889
alvador Austria Valencia Wholesale Banking rmando Rodal Espinosa lejandro Aguilar Ceballos lejandro Eric Faesi Puente	Analyst, Quantitative Analysis  Head of Wholesale Banking  Head of Asset Management	salvador.austria.valencia@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282
alvador Austria Valencia  Wholesale Banking  rmando Rodal Espinosa  Ilejandro Aguilar Ceballos  Ilejandro Eric Faesi Puente  Ilejandro Frigolet Vázquez Vela	Analyst, Quantitative Analysis  Head of Wholesale Banking  Head of Asset Management  Head of Global Markets and Institutional Sales	salvador.austria.valencia@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640
alvador Austria Valencia  Wholesale Banking rmando Rodal Espinosa Ilejandro Aguilar Ceballos Ilejandro Eric Faesi Puente Ilejandro Frigolet Vázquez Vela rturo Monroy Ballesteros	Analyst, Quantitative Analysis  Head of Wholesale Banking  Head of Asset Management  Head of Global Markets and Institutional Sales  Head of Sólida Banorte	salvador.austria.valencia@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656
Alvador Austria Valencia  Wholesale Banking  Armando Rodal Espinosa  Alejandro Aguilar Ceballos  Alejandro Eric Faesi Puente  Alejandro Frigolet Vázquez Vela  Arturo Monroy Ballesteros  Carlos Alberto Arciniega Navarro	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance	salvador.austria.valencia@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140
Alvador Austria Valencia  Wholesale Banking  Armando Rodal Espinosa  Alejandro Aguilar Ceballos  Alejandro Eric Faesi Puente  Alejandro Frigolet Vázquez Vela  Arturo Monroy Ballesteros  Carlos Alberto Arciniega Navarro  Gerardo Zamora Nanez	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services	salvador.austria.valencia@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091
Mholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Orge de la Vega Grajales	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring	salvador.austria.valencia@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127
Alvador Austria Valencia  Wholesale Banking  Armando Rodal Espinosa  Alejandro Aguilar Ceballos  Alejandro Eric Faesi Puente  Alejandro Frigolet Vázquez Vela  Arturo Monroy Ballesteros  Carlos Alberto Arciniega Navarro  Gerardo Zamora Nanez  orge de la Vega Grajales  uis Pietrini Sheridan	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking	armando.rodal@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121
Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales uis Pietrini Sheridan izza Velarde Torres	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking	armando.rodal@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com luis.pietrini@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676
Salvador Austria Valencia Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales uis Pietrini Sheridan izza Velarde Torres Osvaldo Brondo Menchaca	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services	armando.rodal@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1656 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676 (55) 5004 - 1423
Salvador Austria Valencia Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Disvaldo Brondo Menchaca Laúl Alejandro Arauzo Romero	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services Head of Transactional Banking	armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com alejandro.arauzo@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676 (55) 5004 - 1423 (55) 5261 - 4910
Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Lorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Devaldo Brondo Menchaca Raúl Alejandro Arauzo Romero René Gerardo Pimentel Ibarrola Ricardo Velázquez Rodríguez	Analyst, Quantitative Analysis  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services	armando.rodal@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1656 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676 (55) 5004 - 1423