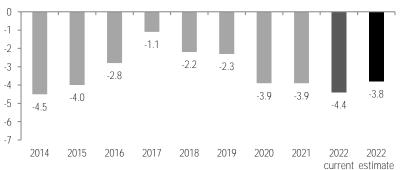
Public finances – PSBR deficit of 4.4% of GDP in 2022

- Yesterday, the Ministry of Finance (MoF) released its public finance report for December
- Public sector borrowing requirements (2022): \$1,260.9bn deficit (~US\$64.9bn; ~4.4% of GDP)
- Public balance (2022): \$978.5bn deficit (~US\$50.4bn; ~3.4% of GDP)
- Primary balance (2022): \$151.7bn deficit (~US\$7.8bn; ~0.5% of GDP)
- Budget revenues increased 2.5% y/y in real terms, with oil higher (+18.7%) but with non-oil declining (-1.4%). On the latter, we highlight the 11.0% increase in income tax, while excise tax collections down 72.7%
- Expenditures rose 4.1% y/y in real terms, with increases in IMSS (7.2%) and Pemex (6.3%), but with a decline in autonomous branches (-9.1%)
- The *Stabilization Fund for Budget Revenues* (FEIP in Spanish) increased 162.2% vs. year-end 2021, standing at \$26.0 billion (~US\$1.4bn)
- The *Historic Balance of Public Sector Borrowing Requirements* stood at \$14.1 trillion (~US\$725.8bn), equivalent to 49.4% of GDP

PSBRs post a deficit of 4.4% of GDP in 2022. The Ministry of Finance released its public finance report for December, in which we highlight the \$1,260.9 billion deficit in *Public Sector Borrowing Requirements* (PSBR) –the broadest measure of the public balance¹–, equivalent to close to 4.4% of GDP. This compares with the \$1,000.0 billion deficit seen in the same period of 2021. The 'traditional' public balance posted a \$978.5 billion deficit, larger than anticipated due to higher expenditures than budgeted, even despite being partially offset by higher revenues. Finally, the primary deficit stood at \$151.7 billion (0.5% of GDP).





*Estimate based of the percentage of GDP presented for PSBRs and public debt. Source: Ministry of Finance

January 31, 2023

www.banorte.com @analisis_fundam

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

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

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



Document for distribution among the general public

¹ The PSBRs include the sum of the Public Balance, the financial requirements of the Mexican Bank Savings Protection Institute, financial requirements of deferred investment projects, adjustments to budget records, financial requirements of the National Infrastructure Funds, program of debtors and the expected gain or loss of development banks and development funds.

Total revenues up 2.5% y/y in real terms. Revenues reached \$6.6 trillion in the period, \$422.5 billion better than expected. Oil-related income came in at \$1.5 trillion, +18.7% in real terms, mainly driven by higher oil prices. Meanwhile, tax revenues were \$3.8 trillion, lower than projections by \$135.8 billion. Performance was mixed, highlighting +11.0% in income tax revenues and +0.8% in VAT. Meanwhile, the fall centered in excise taxes (-72.7%), impacted by stimulus to fuels. Income from government-controlled entities (IMSS and ISSSTE) came in at \$537.9 billion (+6.7%), while those of CFE reached \$425.1 billion (+2.4%). Finally, non-tax revenues fell 17.8%, amounting to \$341.7 billion.

Budget spending up 4.1% y/y. Total spending reached \$7.6 trillion, \$520.8 billion higher than budgeted. In this context, primary spending rose to \$6.8 trillion, which implies +3.5% y/y, with financial costs at \$815.2 billion (+10.0%). Within the former, the programmable component grew 2.9%, amounting to \$5.7 trillion. Outlays from government-controlled entities (IMSS and ISSSTE) advanced 5.9%, driven by IMSS (+7.2%) as ISSSTE was lower (+2.5%). Spending by Pemex rose by 6.3%, with CFE up 4.5%. Administrative branches rose 1.9%, with significant increases in Tourism (355.4%) and Welfare (36.2%), albeit with strong corrections in the Ministry of Energy (-44.6%) and Economy (-31.8%). Moreover, autonomous branches spending fell 9.1%. Inside, the decline is mostly explained by INE (-34.8%) and the General Attorney's Office (-14.1%), although higher in INEGI (+35.2%) and the Human Rights Commission (+2.5%). Lastly, non-programmable spending rose 6.9% to \$1.1 billion, with participations up 7.3%.

	December		Full year			
	2022	2021	% y/y real terms	2022	2021	% y/y real terms
Public Balance	-456.3	-302.8	39.8	-978.5	-752.5	20.5
Balance of entities under indirect budgetary control	-29.7	-2.5		-4.7	22.4	
Revenues	650.6	709.6	-15.0	6,595.1	5,960.9	2.5
Oil	198.1	257.8	-28.7	1,481.6	1,156.5	18.7
Non-oil	452.5	451.8	-7.1	5,113.5	4,804.5	-1.4
Tax collection	344.4	355.5	-10.1	3,808.7	3,566.7	-1.0
Other	15.0	17.5	-20.7	341.7	385.5	-17.8
Government controlled entities	54.4	44.4	13.8	538.0	467.4	6.7
CFE	38.7	34.5	4.1	425.1	384.8	2.4
Spending	1,077.3	1,009.9	-1.1	7,569.0	6,735.8	4.1
Primary spending	898.2	848.4	ND	6,753.8	6,049.1	3.5
Programmable spending	814.3	770.1	-1.9	5,688.5	5,125.6	2.9
Non-programmable spending	84.0	78.3	ND	1,065.2	923.5	6.9
Financial costs	179.0	161.5	2.8	815.2	686.7	10.0
Primary balance	-257.3	-144.0	65.7	-151.7	-73.2	92.2

Public finances: December 2022 \$ billion

Source: Ministry of Finance

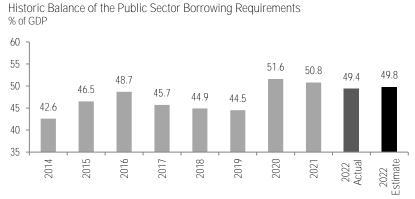
Declines in both revenues and spending in December. In the month, total revenues contracted 15.0% y/y in real terms. Inside, oil-related came in at -28.7%, with an adverse base effect. Tax revenues fell 10.1%, mainly on income tax (-13.2%) and excise tax (-23.5%). Expenditures declined 1.1%. Programmable spending was lower by 1.9%, with contractions in autonomous (-15.2%) and administrative branches (-8.8%). On the contrary, outlays by Pemex rose 18.0%. Within non-programmable spending, participations increased 8.8%.

Increase in two out of three stabilization funds. The Stabilization Fund for Budget Revenues (FEIP in Spanish) grew to \$26.0 billion, \$16.1 billion higher than at the end of the 2021 (+162.2%). This represents 0.09% of GDP. Meanwhile, the Stabilization Fund for State Revenues (FEIEF in Spanish) showed a \$479 million increase to \$21.8 billion. Lastly, the Mexican Petroleum Fund for Stabilization and Development (FMP in Spanish) fell to \$22.1 billion, as seen in the table below.

Stabilization funds \$ billion

	Dec-22	Dec-21	Difference
Total	70.0	54.6	15.3
Stabilization Fund for Budget Revenues	26.0	9.9	16.1
Stabilization Fund for State Revenues	21.8	21.4	0.5
Mexican Petroleum Fund for Stabilization and Development	22.1	23.4	-1.2

The Historic Balance of Public Sector Borrowing Requirements (HBPSBR) stood at \$14.1 trillion, equivalent to 49.4% of GDP. Out of these, \$10.0 trillion are domestic debt (70.7% of the total outstanding), with the external component at US\$212.5 billion (\$4.1 trillion; 29.3% of the total). Net public-sector debt amounted to \$14.1 trillion. Inside, net domestic debt reached \$9.9 trillion, while net foreign debt totaled US\$216.5 billion (equivalent to \$4.2 trillion).



Source: Ministry of Finance

Relevant insights in the call with analysts. The call was led by Rodrigo Mariscal Paredes, Chief Economist of the MoF; and María del Carmen Bonilla, Deputy Undersecretary for Public Credit. On GDP, they highlighted the 3.0% increase in 2022. According to their calculations, this implies an inertial boost of 1.0% for this year. Specifically, they expect an additional recovery in services and a more important increase in construction, in line with recent performance. Regarding the labor market, they consider that the situation is quite favorable, not expecting important wage pressures taking into account current conditions. On inflation, they remained attentive to the core, particularly at processed foods. In that sense, they will keep implementing measures to offset them, both with subsidies to fuel as well as with measures in the *Plan Against Inflation*. Specifically, they are working with private-sector companies to extend the program through 2023. Regarding public finances, they mentioned that extraordinary oil revenues were mostly used to offset the program of complementary subsidies for fuels. Meanwhile, on spending they kept prioritizing social spending, while they also provided resources to key infrastructure works.

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, Leslie Thalía Orozco Vélez, Hugo Armando Gómez Solís, Yazmín Selene Pérez Enríquez, Cintia Gisela Nava Roa, 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 and Daniel Sebastián Sosa Aguilar, 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.

	Reference
BUY	When the share expected performance is greater than the MEXBOL estimated performance.
HOLD	When the share expected performance is similar to the MEXBOL estimated performance.
SELL	When the share expected performance is lower than the MEXBOL estimated performance.

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 Banotte 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.

BANORTE

GRUPO FINANCIERO BANORTE S.A.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
tzel Martínez Rojas	Analyst	itzel.martinez.rojas@banorte.com	(55) 1670 - 2251
Lourdes Calvo Fernández	Analyst (Edition)	lourdes.calvo@banorte.com	(55) 1103 - 4000 x 261
María Fernanda Vargas Santoyo	Analyst	maria.vargas.santoyo@banorte.com	(55) 1103 - 4000
Economic Research	Executive Director of Economic Research and Financial	ium alderete magal@hanarte.com	
luan Carlos Alderete Macal, CFA	Markets Strategy	juan.alderete.macal@banorte.com	(55) 1103 - 4046
Francisco José Flores Serrano	Director of Economic Research, Mexico	francisco.flores.serrano@banorte.com	(55) 1670 - 2957
Katia Celina Goya Ostos	Director of Economic Research, Global	katia.goya@banorte.com	(55) 1670 - 1821
azmín Selene Pérez Enríquez	Senior Economist, Mexico	yazmin.perez.enriquez@banorte.com	(55) 5268 - 1694
Cintia Gisela Nava Roa	Senior Economist, Mexico	cintia.nava.roa@banorte.com	(55) 1103 - 4000
uis Leopoldo López Salinas	Manager Global Economist	luis.lopez.salinas@banorte.com	(55) 1103 - 4000 x 270
Market Strategy			
Manuel Jiménez Zaldívar	Director of Market Strategy	manuel.jimenez@banorte.com	(55) 5268 - 1671
Fixed income and FX Strategy _eslie Thalía Orozco Vélez	Senior Strategist, Fixed Income and FX	leslie.orozco.velez@banorte.com	(55) 5268 - 1698
saías Rodríguez Sobrino	Strategist, Fixed Income, FX and Commodities	isaias.rodriguez.sobrino@banorte.com	(55) 1670 - 2144
5	Strategist, Fixed meetine, FX and commodities	isulasi ounguezisobimo e banone.com	(00) 10/0 2111
Equity Strategy Jarissa Garza Ostos	Director of Equity Strategy	marissa.garza@banorte.com	(55) 1670 - 1719
losé Itzamna Espitia Hernández	Senior Strategist, Equity	jose.espitia@banorte.com	(55) 1670 - 2249
Carlos Hernández García	Senior Strategist, Equity	carlos.hernandez.garcia@banorte.com	(55) 1670 - 2250
líctor Hugo Cortes Castro	Senior Strategist, Technical	victorh.cortes@banorte.com	(55) 1670 - 1800
Paola Soto Leal	Strategist, Equity	paola.soto.leal@banorte.com	(55) 1103 - 4000 x 174
Corporate Debt			
Hugo 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
Ilejandro Cervantes Llamas	Director of Quantitative Analysis	jose.garcia.casales@banorte.com	(55) 1670 - 2972 (55) 8510 - 4608
lejandro Cervantes Llamas osé Luis García Casales			
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez	Director of Quantitative Analysis	jose.garcia.casales@banorte.com	(55) 8510 - 4608
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez /liguel Alejandro Calvo Domínguez	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com	(55) 8510 - 4608 55) 1103 - 4000
lejandro Cervantes Llamas osé Luis García Casales laniela Olea Suárez liguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220
vlejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Viguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000
Iejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Iliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Mholesale Banking rmando Rodal Espinosa	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com armando.rodal@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Mholesale Banking vrmando Rodal Espinosa Alejandro Aguilar Ceballos	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez diguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Mholesale Banking rrmando Rodal Espinosa Jejandro Aguilar Ceballos Jejandro Eric Faesi Puente	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Mholesale Banking Armando Rodal Espinosa Nejandro Aguilar Ceballos Nejandro Eric Faesi Puente Nejandro Frigolet Vázquez Vela	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Mholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com alejandro.frigolet.vazquezvela@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Nejandro Aguilar Ceballos Nejandro Eric Faesi Puente Nejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com iguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Jejandro Aguilar Ceballos Jejandro Aguilar Ceballos Jejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Jejandro Aguilar Ceballos Jejandro Aguilar Ceballos Jejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Jejandro Aguilar Ceballos Jejandro Aguilar Ceballos Jejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Mholesale Banking wrmando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela vituro Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1656 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Aguilar Ceballos Alejandro Fric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales uis Pietrini Sheridan	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Wholesale Banking Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com iguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (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
Alejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Aguilar Ceballos 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	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com iguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (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
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Nejandro Aguilar Ceballos Nejandro Aguilar Ceballos Nejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales Luis Pietrini Sheridan izza Velarde Torres Osvaldo Brondo Menchaca	Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Global Markets and Institutional Sales Head of Solida Banorte 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	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com iguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com alejandro.rodal@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	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5204 - 5121 (55) 5249 - 6423 (55) 4433 - 4676
Nejandro Cervantes Llamas osé Luis García Casales Daniela Olea Suárez Aliguel Alejandro Calvo Domínguez osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Nejandro Aguilar Ceballos Nejandro Aguilar Ceballos Nejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez orge de la Vega Grajales Luis Pietrini Sheridan izza Velarde Torres Davaldo Brondo Menchaca Raúl Alejandro Arauzo Romero	Director of Quantitative AnalysisSenior Analyst, Quantitative AnalysisSenior Analyst, Quantitative AnalysisSenior Analyst, Quantitative AnalysisSenior Analyst, Quantitative AnalysisAnalyst, Quantitative AnalysisHead of Wholesale BankingHead of Wholesale BankingHead of Global Markets and Institutional SalesHead of Sólida BanorteHead of Investment Banking and Structured FinanceHead of Transactional Banking, Leasing and FactoringHead of Government BankingHead of Private BankingHead of Private BankingHead of Private BankingHead of Specialized Banking Services	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com iguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com alejandro.odal@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 luis.pietrini@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1070 - 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
Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suárez Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Dovaldo Brondo Menchaca Raúl Alejandro Arauzo Romero René Gerardo Pimentel Ibarrola Ricardo Velázquez Rodríguez	Director of Quantitative AnalysisSenior Analyst, Quantitative AnalysisSenior Analyst, Quantitative AnalysisSenior Analyst, Quantitative AnalysisSenior Analyst, Quantitative AnalysisAnalyst, Quantitative AnalysisHead of Wholesale BankingHead of Wholesale BankingHead of Global Markets and Institutional SalesHead of Sólida BanorteHead of Investment Banking and Structured FinanceHead of Treasury ServicesHead of Government Banking, Leasing and FactoringHead of Of Orivate BankingHead of Specialized Banking ServicesHead of Specialized Banking ServicesHead of Specialized Banking	jose.garcia.casales@banorte.com daniela.olea.suarez@banorte.com iguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@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 luis.pietrini@banorte.com alejandro.arauzo@banorte.com	(55) 8510 - 4608 55) 1103 - 4000 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1070 - 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) 5249 - 6423 (55) 5004 - 1423 (55) 5004 - 1423 (55) 5261 - 4910