

Economic Research

Industrial production – Moderation in March as base effects become more difficult

- Industrial production (March): 1.6% y/y nsa; Banorte: 2.9%; consensus: 2.7% (range: 2.0% to 5.1%); previous: 3.3%
- Industry fell 0.9% m/m, with weakness centered in mining (-3.5%) —noting an adverse base effect in 'related services'. Manufacturing was also downbeat at -1.1%, while construction rebounded 1.3% after two straight months down
- The result suggests increased caution about industry because of the slowdown in manufacturing, even after considering higher volatility in the series, pushed up by mining. Nonetheless, we think that consumption fundamentals could still be supportive
- However, its dependence on external demand leaves it at a riskier position, especially as global recession expectations have increased

Industry undershoots expectations. It rose 1.6% y/y (see <u>Chart 1</u>), below both consensus (2.7%) and our estimate. Seasonally adjusted, growth was an inch more modest at 1.5% y/y –despite no difference in working days. In addition, this was also lower than INEGI's <u>Timely Indicator of Economic Activity</u> at 3.0%. Back to original data, mining posted the largest increase at 2.2%, with construction at 2.1%, and manufacturing at 1.1% (Chart 2). For details, see Table 1.

Sequential decline, with weakness centered in mining. Industry fell 0.9% m/m (Chart 3), more than reversing the +0.5% of the previous month. The overall trend remains positive, with a clear upward path since 2021 (Chart 4). Looking at the breakdown, differences persist across sectors, with short-term drivers along idiosyncratic factors at play. Mining led the decline at -3.5%, in part impacted by a negative base effect. Most of the distortion centered in 'services related to mining', plunging 21.4% (previous: +10.2%). We must mention that this category has shown very high volatility since early 2022. Non-oil was also lower at -2.3%, likely impacted by global prices. On the contrary, oil grew 0.4%, with positive signals for output according to CNH, both for crude and gas.

In our view, manufacturing was the most negative surprise at -1.1%, accelerating its downfall at the margin. Timely signals were mixed, with US IP lower sequentially and IMEF's manufacturing PMI back to contraction territory. However, manufacturing exports were high, particularly in autos. In this context, 15 of the 21 categories were lower (<u>Table 2</u>), highlighting furniture (-7.1%), transportation (-2.5%), and beverages (-2.4%).

On a positive note, construction rose 1.3% after two months of setbacks. Edification rebounded 2.2% despite additional increases in the sector's PPI. Meanwhile, civil engineering backtracked 0.9%, albeit only after surging 6.8% in February, still with support from government projects. Lastly, 'specialized works' came in at -1.0%.

May 12, 2023

www.banorte.com @analisis_fundam

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

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

Cintia Gisela Nava Roa Senior Economist, Mexico cintia.nava.roa@banorte.com

Document for distribution among the general public



Additional headwinds amid challenging external conditions. Today's result –along with the revisions to the previous two months– implies that industrial production grew 0.6% q/q in 1Q23, slightly lower that in the preliminary GDP report. By itself, this would not be enough to imply a revision to the sequential headline print, staying at 1.1%. This reaffirms that activity got underway at a relatively fast pace at the start of the year, benefiting from a positive inertial push and other favorable factors, such as: (1) A further normalization in supply chains after China's reopening; (2) US economic resilience; (3) government spending in social programs and infrastructure projects; and (4) continued interest in nearshoring.

However, risks have increased. Starting in China, the economy seems to be losing steam, especially domestically –despite some stimulus measures–, as evidenced by recent trade balance data. In the US, the economy has kept going with a resilient labor market. However, the perception about a coming recession seems to be rising, which could impact business expectations in coming months. This has been fueled by uncertainty regarding the banking sector and the spillover from the Fed's tightening cycle.

Domestically, signals are more mixed across different sectors. Manufacturing faces the largest exposure to external risks, particularly relevant given that some sectors continue with lingering supply issues –albeit to a lesser extent. However, short-term signals suggest some support. In this context, IMEF's manufacturing PMI returned to positive territory in April at 50.6pts –with all subsectors higher, except one. In the US, both the ISM and S&P Global PMI improved, with the latter back above 50pts for the first time since October.

Mining remains in a challenging position. Structural themes remain most relevant for oil, albeit with some recent news suggesting that Pemex could push for the development of around 360 new wells this year – which could also benefit 'related services'. As manufacturing, non-oil will remain at the mercy of global demand and price dynamics.

Lastly, construction seems stronger, with further announcements from firms in expanding or starting operations in our country. This has been a relevant driver since last year, and despite uncertainty and higher rates, we expect further progress. Additional support will keep coming from the Federal Government's priority projects, noting the recent push on the Mayan Train as the goal is to finish it by year-end. However, prices remain an obstacle, especially for the residential sector. Producer prices for the sector added a fourth month up at +0.2% m/m, although being its lowest expansion year-to-date.

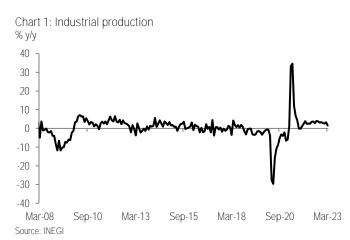
Overall, factory output seems poised to see more difficulties for an acceleration, leaving services (*e.g.* domestic demand) as the main driver for growth. All in all, it is our take that Mexico will extend last year's recovery, with fundamentals still supportive for growth, especially those related to consumption.



Table 1: Industrial production % y/y nsa, % y/y sa

			sa			
	Mar-23	Mar-22	Jan-Mar '23	Jan-Mar '22	Mar-23	Mar-22
Industrial Production	1.6	2.6	2.5	3.0	1.5	2.4
Mining	2.2	-1.7	1.7	1.4	2.5	-1.4
Oil and gas	2.1	-1.9	1.2	-0.8	2.0	-2.0
Non-oil mining	-1.7	1.0	-0.1	-0.1	-1.7	1.1
Services related to mining	15.3	-7.6	7.3	18.9	20.0	-7.2
Utilities	4.0	2.1	4.3	1.2	3.7	1.2
Electricity	5.2	2.5	5.6	1.1	4.8	1.3
Water and gas distribution	0.5	1.1	0.8	1.3	0.6	1.2
Construction	2.1	4.0	2.1	1.1	2.0	2.0
Edification	-0.1	5.5	0.2	0.2	-0.5	2.8
Civil engineering	11.3	0.2	9.2	3.4	11.4	-0.3
Specialized works for construction	3.6	1.5	4.9	3.7	4.2	2.2
Manufacturing	1.1	3.4	2.7	4.3	0.8	3.5
Food industry	-0.2	1.6	0.8	2.0	0.0	1.4
Beverages and tobacco	-0.4	5.4	1.9	7.7	1.2	6.2
Textiles - Raw materials	-12.1	9.6	-11.9	12.8	-11.8	4.1
Textiles - Finished products ex clothing	-5.3	-6.6	-2.5	-4.5	-4.8	-9.5
Textiles - Clothing	-2.7	13.7	-0.7	16.7	-2.1	13.6
Leather and substitutes	-3.4	12.5	0.1	7.1	-3.2	7.1
Woodworking	-15.8	9.8	-7.7	8.5	-15.1	7.7
Paper	-1.1	6.4	-1.1	7.2	-1.0	6.4
Printing and related products	-0.3	15.1	2.4	15.8	-0.3	14.0
Oil- and carbon-related products	5.8	1.4	2.3	10.8	5.5	0.7
Chemicals	-5.4	8.9	-4.8	6.5	-6.0	9.7
Plastics and rubber	-1.9	7.3	-2.1	8.1	-1.9	5.4
Non-metallic mineral goods production	1.5	4.4	2.4	4.7	1.8	2.0
Basic metal industries	1.5	2.2	3.0	3.9	1.9	2.7
Metal-based goods production	-2.8	0.8	0.2	0.7	-3.4	-0.9
Machinery and equipment	-1.1	-1.2	5.6	-0.8	-1.0	-4.3
Computer, communications, electronic, and other hardware	6.1	5.0	7.2	7.1	6.9	4.9
Electric hardware	4.6	0.1	5.0	2.8	4.9	-3.0
Transportation equipment	6.7	1.9	8.9	2.9	6.1	0.3
Furniture, mattresses, and blinds	-19.4	8.6	-8.2	7.5	-19.0	9.0
Other manufacturing industries	2.7	1.7	4.5	4.3	3.1	2.3

Source: INEGI



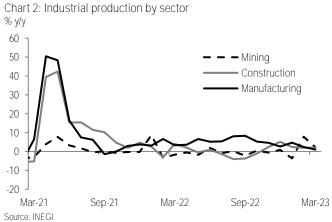




Table 2: Industrial production % m/m sa; % 3m/3m sa

		% m/m		% 3m/3m	
	Mar-23	Feb-23	Jan-23	Jan-Mar '2 3	Dec'22 -Feb '2 3
Industrial Production	-0.9	0.5	-0.1	0.5	1.0
Mining	-3.5	3.9	0.5	2.5	3.2
Oil and gas	0.4	0.4	1.4	1.6	1.0
Non-oil mining	-2.3	1.1	1.4	1.6	1.5
Services related to mining	-21.4	10.2	-1.5	4.3	19.0
Utilities	0.9	0.3	0.8	2.2	2.1
Electricity	1.7	0.1	1.1	2.7	2.3
Water and gas distribution	-0.2	0.1	0.1	0.2	0.3
Construction	1.3	-0.4	-1.8	0.7	2.7
Edification	2.2	-2.1	1.2	1.8	2.4
Civil engineering	-0.9	6.8	-8.7	-3.0	1.0
Specialized works for construction	-1.0	-0.1	-9.8	-4.1	3.1
Manufacturing	-1.1	-0.7	0.6	-0.1	0.3
Food industry	-0.8	0.3	2.0	0.6	-0.7
Beverages and tobacco	-2.4	1.1	1.5	1.1	0.6
Textiles - Raw materials	-2.5	0.6	2.6	-0.7	-3.5
Textiles - Finished products ex clothing	-3.8	2.8	-2.7	-0.1	2.2
Textiles - Clothing	0.9	-1.4	5.3	3.1	-0.7
Leather and substitutes	-0.3	-1.3	1.3	1.1	0.0
Woodworking	-5.7	-1.5	-0.4	-3.6	0.2
Paper	-1.1	1.9	1.9	0.9	-1.6
Printing and related products	-0.2	-2.3	-1.2	-3.2	-0.9
Oil- and carbon-related products	9.0	-9.0	3.4	-5.4	-4.6
Chemicals	1.3	-1.8	1.5	1.0	0.3
Plastics and rubber	1.0	-0.4	-1.7	-0.9	-0.4
Non-metallic mineral goods production	2.1	-4.9	4.5	2.0	2.2
Basic metal industries	-1.9	-0.3	-2.2	-0.9	2.5
Metal-based goods production	-2.1	1.3	-0.3	-0.9	-0.9
Machinery and equipment	-2.2	-3.6	-4.1	-3.1	3.7
Computer, communications, electronic, and other hardware	0.4	-2.5	-3.0	-2.9	-0.8
Electric hardware	-0.2	0.0	1.2	2.2	2.2
Transportation equipment	-2.5	1.1	-1.8	0.2	2.3
Furniture, mattresses, and blinds	-7.1	-10.9	10.9	-3.5	-2.9
Other manufacturing industries	-2.3	-2.3	5.5	1.9	1.0

Source: INEGI

Chart 3: Industrial production % m/m sa

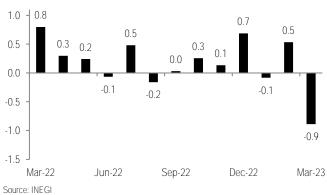
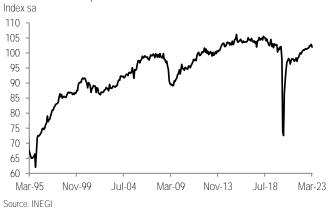


Chart 4: Industrial production





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, José De Jesús Ramírez Martínez, Gerardo Daniel Valle Trujillo, Luis Leopoldo López Salinas, Isaías Rodríguez Sobrino, Paola Soto Leal, Daniel Sebastián Sosa Aguilar and Andrea Muñoz Sánchez, 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.

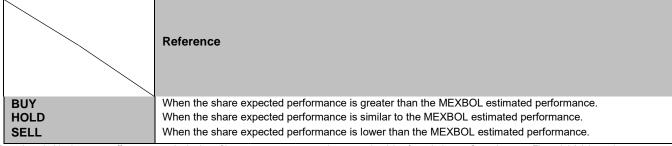
Securities holdings and other disclosures.

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.

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 26
María Fernanda Vargas Santoyo	Analyst	maria.vargas.santoyo@banorte.com	(55) 1103 - 4000
Economic Research			
Juan Carlos Alderete Macal, CFA	Executive Director of Economic Research and Financial 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
Yazmín 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
Luis Leopoldo López Salinas	Manager Global Economist	luis.lopez.salinas@banorte.com	(55) 1103 - 4000 x 27
Market Strategy Manuel Jiménez Zaldívar	Director of Market Strategy	manuel.jimenez@banorte.com	(55) 5268 - 1671
Fixed income and FX Strategy		· ··· , · · · · · · · · · · · · · · · · · · ·	(11)
Leslie 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
Equity Strategy			(FF) 4 (70, 4740
Marissa Garza Ostos	Director of Equity Strategy	marissa.garza@banorte.com	(55) 1670 - 1719
José Itzamna Espitia Hernández	Senior Strategist, Equity	jose.espitia@banorte.com	(55) 1670 - 2249
Carlos Hernández García	Senior Strategist, Equity	carlos.hernandez.garcia@banorte.com victorh.cortes@banorte.com	(55) 1670 - 2250 (55) 1670 - 1800
Víctor Hugo Cortes Castro Paola Soto Leal	Senior Strategist, Technical Strategist, Equity	paola.soto.leal@banorte.com	(55) 1103 - 4000 x 17
	Strategist, Equity	paola.soto.ieai@banorte.com	(55) 1103 - 4000 X 17
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
José Luis García Casales	Director of Quantitative Analysis	jose.garcia.casales@banorte.com	(55) 8510 - 4608
Miguel Alejandro Calvo Domínguez	Senior Analyst, Quantitative Analysis	miguel.calvo@banorte.com	(55) 1670 - 2220
José De Jesús Ramírez Martínez	Senior Analyst, Quantitative Analysis	jose.ramirez.martinez@banorte.com	(55) 1103 - 4000
		-	
Daniel Sebastián Sosa Aguilar	Senior Analyst, Quantitative Analysis	daniel.sosa@banorte.com	(55) 1103 - 4000
Andrea Muñoz Sánchez		-	(55) 1103 - 4000 (55) 1103 - 4000
Andrea Muñoz Sánchez Wholesale Banking	Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis	daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com	(55) 1103 - 4000
Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa	Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking	daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com armando.rodal@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889
Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos	Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management	daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com	(55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282
Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente	Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales	daniel.sosa@banorte.com andrea.munoz.sanchez@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
Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela	Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte	daniel.sosa@banorte.com andrea.munoz.sanchez@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
Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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
wholesale Banking wmando Rodal Espinosa slejandro Aguilar Ceballos slejandro Eric Faesi Puente slejandro Frigolet Vázquez Vela wruro Monroy Ballesteros carlos Alberto Arciniega Navarro	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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
Andrea Muñoz Sánchez 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	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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
Andrea Muñoz Sánchez 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	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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
Andrea Muñoz Sánchez 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 Luis Pietrini Sheridan	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.fraesi@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
Andrea Muñoz Sánchez 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	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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 lizza.velarde@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
Andrea Muñoz Sánchez 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 Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Dsvaldo Brondo Menchaca	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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 - 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
Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa 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 Dsvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero	Senior Analyst, Quantitative Analysis 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 Head of Transactional Banking	daniel.sosa@banorte.com andrea.munoz.sanchez@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 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
Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez 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 Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Dsvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero René Gerardo Pimentel Ibarrola Ricardo Velázquez Rodríguez	Senior Analyst, Quantitative Analysis 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	daniel.sosa@banorte.com andrea.munoz.sanchez@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 - 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