

## **Quantitative Research**

# Fed's monetary policy: Our NLP model forecast a 5.25% terminal rate

- The NLP model suggests that the Fed's terminal rate will stand between 4.25% and 5.25%
- In addition, the model classified June, July, September, November, and December's monetary policy statements with the same topic of today's press release
- The model continues to ratify the consistency between the language used by the Fed in its monetary policy statements and the current tightening cycle
- Despite the tone was dovish in today's statement, the model supports our view that the terminal rate will probably reach 5.25% (upper bound)

**Fed's topics classification using NLP and ML techniques.** In July 2022 we published a research note where we described a model using natural language processing (NLP) techniques that classify and interpret the FOMC statements. In addition, it also provides a methodology to confirm whether the communication made by the Central Bank is consistent with the monetary policy implemented (refer to: Welcome to the Machine (Learning): An NLP framework for analyzing the Fed's monetary policy statements).

The relationship between the Fed funds rate and the semantic classification obtained was also analyzed. In this regard, the most important finding in our research note was the degree of strength in the relationship between the Fed funds rate and the semantic classification obtained, given that the latter can explain 9 out of 10 rate movements. The model also defines the range of variation of the terminal reference rate (refer to Chart 1).

The model estimates a terminal rate between 4.25% and 5.25% (upper range). Despite that today's monetary policy announcement has a more dovish bias with regards to February's *communiqué*, the model classified the statement with the central topic that anticipates the terminal rate between 4.25% and 5.25% (refer to Chart 2). Nevertheless, it is important to highlight that the probability of the current topic has been decreasing substantially with today's statement, as result we do not discard that in the next monetary policy statement the Fed's communication will change, reaching the upper bound of the terminal rate and the end of the current restrictive cycle.

In addition, the model has classified since June 2022 all the monetary policy statements with the same topic of today's press release. We also highlight that our model allowed us to anticipate, from the beginning of the restrictive cycle in the US (March 16, 2022), a terminal rate within the above-mentioned range (refer to Chart 1).

March 22, 2023

www.banorte.com @analisis\_fundam

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

Alejandro Cervantes Llamas Executive Director of Quantitative Research alejandro.cervantes@banorte.com

José Luis García Casales Director of Quantitative Research jose.garcia.casales@banorte.com

Daniel Sebastian Sosa Aguilar Analyst, Quantitative Research daniel.sosa@banorte.com

Document for distribution among the general public

1



We maintain our 5.25% forecast for the terminal rate (upper range) Looking ahead, the above-mentioned NLP framework will continue to allow us to identify any change in the Fed's terminal rate through the classification of the monetary policy announcements.

Chart 1: Banorte's Fed Topic Index vs Fed Funds Rate (upper range) %; Central Topics

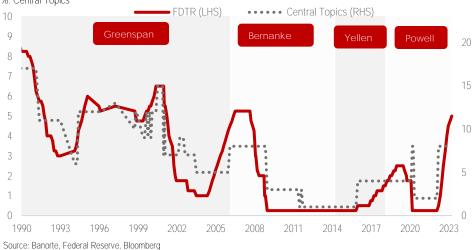
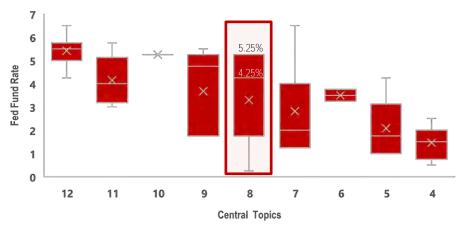


Chart 2: Range of Fed Funds Rate by Topic Central Topics



Source: Banorte, Federal Reserve, Bloomberg



#### **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.

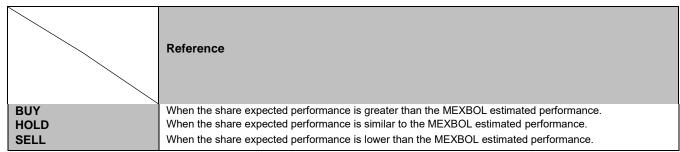
#### Securities holdings and other disclosures.

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	<u></u>		
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
Itzel Martínez Rojas	Analyst	itzel.martinez.rojas@banorte.com	(55) 1670 - 2251
Lourdes Calvo Fernández	Analyst (Edition)	lourdes.calvo@banorte.com	(55) 1103 - 4000 x 2611
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
Luis Leopoldo López Salinas	Manager Global Economist	luis.lopez.salinas@banorte.com	(55) 1103 - 4000 x 2707
Market Strategy Manuel Jiménez Zaldívar	Director of Market Strategy	manuel.jimenez@banorte.com	(55) 5268 - 1671
Fixed income and FX Strategy			
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	Director of Fruits Charles		/FF) 1/70 1710
Marissa Garza Ostos	Director of Equity Strategy Senior Strategist, Equity	marissa.garza@banorte.com	(55) 1670 - 1719 (55) 1670 - 2249
osé Itzamna Espitia Hernández Carlos Hernández García	- ' -	jose.espitia@banorte.com carlos.hernandez.garcia@banorte.com	(55) 1670 - 2249 (55) 1670 - 2250
l'íctor Hugo Cortes Castro	Senior Strategist, Equity Senior Strategist, Technical	victorh.cortes@banorte.com	(55) 1670 - 2250
aola Soto Leal	Analyst	paola.soto.leal@banorte.com	(55) 1103 - 4000 x 174
	Allayst	padia.soto.icale bandite.com	(33) 1103 4000 x 1740
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 Research			
Alejandro Cervantes Llamas	Executive Director of Quantitative Research	alejandro.cervantes@banorte.com	(55) 1670 - 2972
osé Luis García Casales	Director of Quantitative Research	jose.garcia.casales@banorte.com	(55) 8510 - 4608
Aiguel Alejandro Calvo Domínguez	Conjor Analyst Quantitative Decearch	miguel.calvo@banorte.com	(55) 1670 - 2220
	Senior Analyst, Quantitative Research	migacinativo e bariortorocini	(00) 1070 2220
osé De Jesús Ramírez Martínez	Senior Analyst, Quantitative Research	jose.ramirez.martinez@banorte.com	(55) 1103 - 4000
		_	
raniel Sebastián Sosa Aguilar Wholesale Banking	Senior Analyst, Quantitative Research Analyst, Quantitative Research	jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com	(55) 1103 - 4000 (55) 1103 - 4000
aniel Sebastián Sosa Aguilar Wholesale Banking rmando Rodal Espinosa	Senior Analyst, Quantitative Research Analyst, Quantitative Research Head of Wholesale Banking	jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com armando.rodal@banorte.com	(55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889
Daniel Sebastián Sosa Aguilar Wholesale Banking urmando Rodal Espinosa Jejandro Aguilar Ceballos	Senior Analyst, Quantitative Research Analyst, Quantitative Research  Head of Wholesale Banking Head of Asset Management	jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com	(55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282
Vaniel Sebastián Sosa Aguilar  Wholesale Banking  Armando Rodal Espinosa  Alejandro Aguilar Ceballos  Alejandro Eric Faesi Puente	Senior Analyst, Quantitative Research Analyst, Quantitative Research  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales	jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com  armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com	(55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640
Aniel Sebastián Sosa Aguilar  Wholesale Banking  Armando Rodal Espinosa  Alejandro Aguilar Ceballos  Alejandro Eric Faesi Puente  Alejandro Frigolet Vázquez Vela	Senior Analyst, Quantitative Research Analyst, Quantitative Research  Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte	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) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656
Wholesale Banking Irmando Rodal Espinosa Ilejandro Aguilar Ceballos Ilejandro Eric Faesi Puente Ilejandro Frigolet Vázquez Vela Irturo Monroy Ballesteros	Senior Analyst, Quantitative Research Analyst, Quantitative Research  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.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) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140
Aniel Sebastián Sosa Aguilar  Wholesale Banking  Armando Rodal Espinosa  Alejandro Aguilar Ceballos  Alejandro Eric Faesi Puente  Alejandro Frigolet Vázquez Vela  Arturo Monroy Ballesteros  Carlos Alberto Arciniega Navarro	Senior Analyst, Quantitative Research Analyst, Quantitative Research  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.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) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091
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 Research Analyst, Quantitative Research  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.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) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140
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 Research Analyst, Quantitative Research  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	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) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091
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 Research Analyst, Quantitative Research  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.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) 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
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 Aus Pietrini Sheridan	Senior Analyst, Quantitative Research Analyst, Quantitative Research  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	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) 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
osé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar 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 Osvaldo Brondo Menchaca	Senior Analyst, Quantitative Research Analyst, Quantitative Research  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	jose.ramirez.martinez@banorte.com daniel.sosa@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) 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
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 Research  Analyst, Quantitative Research  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	jose.ramirez.martinez@banorte.com daniel.sosa@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) 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
Oaniel Sebastián Sosa Aguilar  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 izza Velarde Torres Osvaldo Brondo Menchaca	Senior Analyst, Quantitative Research  Analyst, Quantitative Research  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	jose.ramirez.martinez@banorte.com daniel.sosa@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	(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 (55) 4433 - 4676 (55) 5004 - 1423
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 izza Velarde Torres Osvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero	Senior Analyst, Quantitative Research Analyst, Quantitative Research  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	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 luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com alejandro.arauzo@banorte.com	(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 (55) 4433 - 4676 (55) 5004 - 1423 (55) 5261 - 4910