

Quantitative Research

Hawk-o-meter: An Al approach to FOMC speeches

- An index (Hawk-o-meter) was built to discriminate the hawkish or dovish bias in the speeches of the voting and alternate Fed members
- The speeches were classified using natural language processing (NLP) techniques
- 25 preponderant topics were identified in the semantics of the speeches
- The Hawk-o-meter shows that the speeches of all FOMC members have maintained a significant hawkish bias from Mar'22 to Apr'23

Hawk-o-meter: An AI approach to FOMC speeches. This essay proposes a methodology to classify and interpret the speeches of the voting and alternate members of the FOMC. Using techniques for text analysis, relevant qualitative characteristics of the set of communications (corpus) can be extracted with the purpose of achieving an objective interpretation of the communication. In addition, our index confirms whether the bias identified in the speeches of the members is consistent with the position they exercise through their vote in monetary policy decisions.

The speeches of the FOMC members normally function as aggregators of information for qualitative analysis of financial markets. If we consider that the members of the Central Bank share in the speeches their perspective on various topics related to their dual mandate: price stability (inflation) and full employment, then their communication becomes a relevant source of information. Consequently, having an objective classification and interpretation of the speeches is essential, and one method is through NLP techniques.

The speeches from the FOMC members were classified into 25 preponderant topics. The topic model was developed based on NLP and ML techniques. A topic modeling tool takes the text and looks for patterns in word usage to find semantic meaning in the vocabulary of that text. In this sense, NLP tools help to analyze and process unstructured data (text, video, images, etc.). The model was developed with the semantics of the speeches of the FOMC 2022 voting and alternate members (January 2013 to August 2022), classifying those speeches into 25 preponderant topics.

April 17, 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

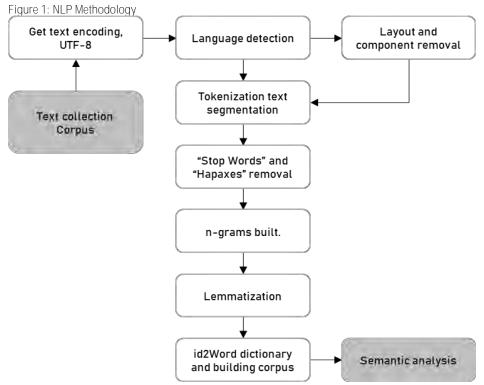
Daniel Sebastián Sosa Aguilar Analyst, Quantitative Research daniel.sosa@banorte.com

Document for distribution among the general public



High frequency metrics from unstructured data. Nowadays, the development of metrics in quantitative analysis has taken a new direction given the techniques available for the treatment of massive data. For this reason, today it is possible to incorporate various sources of information (regardless of the format in which they are found) to develop high-frequency metrics that allow more timely monitoring of practically any area of study. Unstructured data has become one of the main sources of information and its growth has been exponential in the last decade. For example, in 2017 a study reported that Google processed close to 40,000 searches on average every second.

For this essay, 981 speeches from the official sites of the U.S Federal Reserve banks were consulted. It is important to highlight that the interviews carried out with the members of the central institute by different media sources such as Bloomberg, CNBC, Yahoo Finance, etc., were not considered to avoid possible biases that could arise from the type of questions interviewers ask. Most of the Minneapolis Fed Chairman's (Neel Kashkari) speeches were the exception because they are in video format. The following diagram shows the data engineering applied to each document:



Source: Giuseppe Bruno, Text mining and sentiment extraction in Central Bank documents, IEEE International Conference on Big Data, 2016



The steps followed in the previous diagram are described below: 1) Creation of tokens (minimum unit of information within a sentence or phrase); 2) elimination of "stopwords" that do not add value in the context (the, that, all, but, and, those, etc.); 3) filtering of words that appear only once in the corpus (hapaxes) and in 100% of the documents; 4) construction of n-grams (sequences of 2 or more words) that help in the interpretation of the context, for example: low inflation vs. high inflation, unemployment rate, interest rate, etc.; 5) lemmatization to reduce words to their common root (bank, banks, banking), to remove noise from valuable information; and 6) the corpus was finally built with all the speeches.

LDAMallet for topic classification. To develop topic models there are different techniques. One of the most prominent methods is the use of Latent Dirichlet Distributions (LDA). The LDA model analyzes each document as if it were composed of different topics. In the same way, topics are a mixture of terms or words. Most of the algorithms work in the same way and Mallet is a variant of LDA (For more detail refer to: "Welcome to the Machine (Learning): An NLP framework for analyzing the Fed's monetary policy statements").

Prior to topic modeling, a bag of words (BoW) was built to represent the corpus in vector form to feed the classification model developed on the speeches. The chart below is a visual representation of the topics identified by the model:

Chart 1: Intertopic Map



3



The Hawk-o-meter helps to identify the biases of the FOMC members.

The index generated through these models, which we have named Hawk-o-meter, helps to measure the bias of the speeches of the FOMC members to identify those with a hawkish tone versus those with a dovish tone. Each one of the 25 preponderant topics identified by the LDAMallet classification model is represented by several head words or terms. From the 10 terms that best describe probabilistically each of the topics, it was possible to build the index.

In order to discriminate the tone, a methodology was developed: 1) For each term, n-grams were built; 2) the relative frequencies within each document were reviewed; 3) a dictionary of terms that allude to restrictive and expansive monetary policies was built, for example: "high inflation", "labor market conditions", "economic growth", "inflationary pressures", "restrictive policy", "inflationary expectations", etc., and 4) the 25 topics were labeled according to their semantic relationship with the dictionaries.

The Hawk-o-meter takes continue values between -1 to 1, where the value 0 corresponds to neutral communication tone, negative values correspond to speeches with a dovish bias, and positive values represent a hawkish bias. It is important to mention that neutral communication will not have any impact on the calculation of the index described due to it corresponds to topics that are not directly related to the dual mandate of the Central Bank. In the following chart we show the ordering of the 25 topics according to the described index.

0.2

14 18

7

11 12

0.0 9 17 23 22 2 15 21 20 10

-0.1 3 13 5

16 5

-0.2 -0.1 0.0 0.1 0.2 Intertopic Distance

Chart 2: Intertopic Map (Hawk-o-meter) Multidimensional scale

Source: Banorte

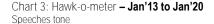
4

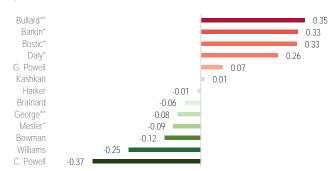


Chart 2 shows that 7 of the 25 topics identified by the ML model are semantically related to a hawkish bias, 9 topics are related to a dovish communication tone, and the rest are considered neutral in terms of the monetary policy.

The Hawk-o-meter allows us to analyze historically the bias in the speeches of the FOMC members. The following shows the classification of the bias identified in the speeches made in different periods of time (the speeches of the FOMC voting and alternate members in 2023 were incorporated).

The first observation period corresponds to the speeches delivered since 2013 until January 2020 (the moment when the COVID-19 pandemic was declared; refer to charts 3 and 4). Chart 3 shows the index calculated for each member of the FOMC and the chart 4 is the result of the classification of their speeches in: hawkish, dovish, and neutral tone for a period of 7 years. Some members of the committee, like James Bullard and John Williams, published more than 80 speeches in the analysis period. However, there is a contrast in the communication that each member has exercised, for example, James Bullard showed a restrictive tone in 57 of his speeches made in the observation period vs. 61 speeches by John Williams were classified as dovish in the same period. Similarly, it is worth noting Jerome Powell's change from a neutral bias as a member of the FOMC to a dovish one as Fed Chairman.

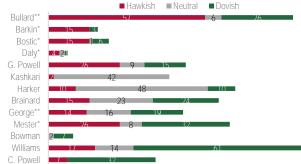




Note: C. Powell speeches are in his role as Fed Chairman

Chart 4: Speeches Classification - Jan'13 to Jan'20
Total speeches

Hawkish Neutral Dovish



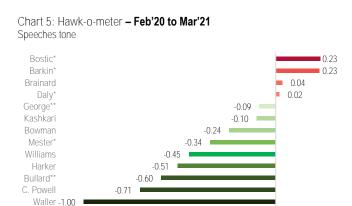
Source: Banorte; Federal Reserve

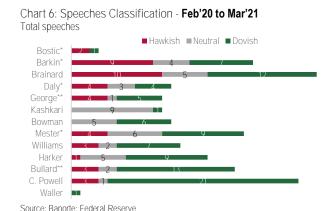
^{*} FOMC alternate members in 2023

^{**} FOMC alternate members in 2024



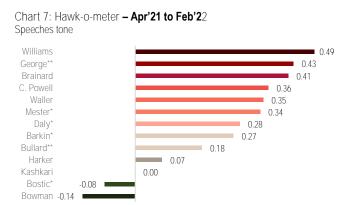
The next period analyzed was the first year of the pandemic (refer to charts 5 and 6). Chart 5 shows that the communication from most FOMC members had a dovish tone. During February 2020 and March 2021, 182 speeches by the committee members were analyzed, of which 96 were classified with a dovish tone and 43 with a neutral tone. It is worth noting that during March 2020 the global economy suffered a significant contraction due to mobility restrictions generated by COVID-19.





Note: C. Powell speeches are in his role as Fed Chairman

The third period analyzed corresponds to one year after the beginning of the pandemic (refer to charts 7 and 8). It is important to highlight that during 2021 the U.S CPI reached levels above the target established by the Central Bank. Chart 7 shows that most of the FOMC members in general began to show their concerns about the evolution of inflation and this is confirmed by the hawkish bias of their speeches.



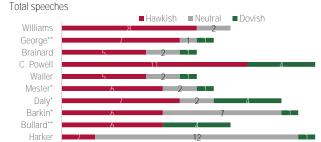


Chart 8: Speeches Classification - Apr'21 to Feb'22

Note: C. Powell speeches are in his role as Fed Chairman

Kashkari

Bostic

Bowman

Source: Banorte; Federal Reserve

FOMC alternate members in 2023

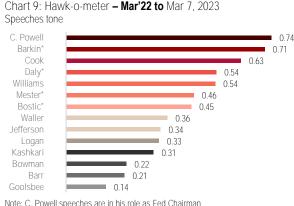
^{**} FOMC alternate members in 2024

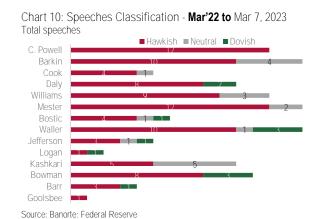
^{*} FOMC alternate members in 2023

^{**} FOMC alternate members in 2024



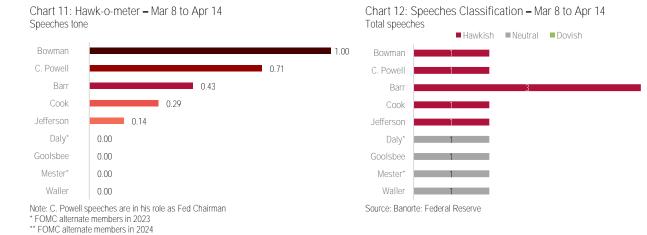
The fourth period of analysis is from the beginning of the rate hike cycle in March 2022 to March 7, 2023 (refer to charts 9 and 10). At the beginning of this cycle, the hawkish tone was widespread in all FOMC members. In this regard, we highlight Powell's significantly hawkish tone regarding past periods.





Note: C. Powell speeches are in his role as Fed Chairman

The last period of analysis is from March 8 to April 14, 2023 (refer to charts 11 and 12). Following the insolvency announcement of SVB, most of the FOMC members maintain a hawkish bias (5 of 9 members). In this regard, we highlight Powell's speech just after the FOMC meeting back in March 22, which our model classified it sufficiently hawkish.



In conclusion, the Hawk-o-meter confirms that the position in the monetary policy decisions of each member of the FOMC has been consistent with the speeches made during the periods of analysis. Going forward, this index will help to identify any change in the bias tone of the Federal Reserve speeches.

^{*} FOMC alternate members in 2023

^{**} FOMC alternate members in 2024



References:

Blei, D.M., Ng, A.Y., and Jordan, M.I. (2003) *Latent Dirichlet Allocation*. The Journal of Machine Learning Research, 3:993-1022.

Federal Reserve Bank of San Francisco. (2021) Taking the Fed at its Word: A New Approach to Estimating Central Bank Objectives using Text Analysis. San Francisco: SF FED.

Giuseppe, B. (2016) *Text mining and sentiment extraction in central bank documents*. Washington D.C., IEEE.

Reed, C. (2012) Latent Dirichlet Allocation: Towards a Deeper Understanding, Colorado Reed Tutorial, p. 2.

Siakoulis, V. and Petropoulos, A. (2021) "Can central bank speeches predict financial market turbulence? Evidence from an adaptative NLP sentiment index analysis using XGBoost machine learning technique", Central Bank Review, p.p. 141-153.



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.

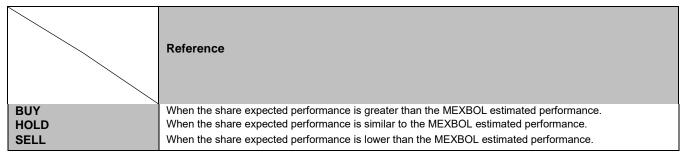
Securities holdings and other disclosures.

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
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
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 2707
Market Strategy			(==)
Manuel Jiménez Zaldívar	Director of Market Strategy	manuel.jimenez@banorte.com	(55) 5268 - 1671
Fixed income and FX Strategy Leslie Thalfa Orozco Vélez	Senior Strategist, Fixed Income and FX	leslie.orozco.velez@banorte.com	(55) 5268 - 1698
Isaías Rodríguez Sobrino	Strategist, Fixed Income, FX and Commodities	isaias.rodriguez.sobrino@banorte.com	(55) 1670 - 2144
	Strategist, Fixed income, FX and commodities	isalas.rodingdez.sobimo@banorte.com	(33) 1070 - 2144
Equity Strategy 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 - 1719
Carlos Hernández García	Senior Strategist, Equity Senior Strategist, Equity	carlos.hernandez.garcia@banorte.com	(55) 1670 - 2250
Víctor 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 1746
Corporate Debt			
Corporate Debt Hugo Armando Gómez Solís	Senior Analyst, Corporate Debt	hugoa.gomez@banorte.com	(55) 1670 - 2247
	Senior Analyst, Corporate Debt Analyst, Corporate Debt	hugoa.gomez@banorte.com gerardo.valle.trujillo@banorte.com	(55) 1670 - 2247 (55) 1670 - 2248
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantitative Analysis	Analyst, Corporate Debt		(55) 1670 - 2248
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantitative Analysis Alejandro Cervantes Llamas		gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com	
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantitative Analysis Alejandro Cervantes Llamas	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com	(55) 1670 - 2248
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Viguel Alejandro Calvo Domínguez	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas losé Luis García Casales Miguel Alejandro Calvo Domínguez losé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantitative Analysis Alejandro Cervantes Llamas Alosé Luis García Casales Miguel Alejandro Calvo Domínguez Alosé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa	Analyst, Corporate Debt Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos	Analyst, Corporate Debt Executive Director of Quantitative Analysis 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	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas Alejandro Carvantes Llamas Alejandro Calvo Domínguez Alosé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente	Analyst, Corporate Debt Executive Director of Quantitative Analysis 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	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com daniel.sosa@banorte.com andrea.munoz.sanchez@banorte.com armando.rodal@banorte.com alejandro.aguilar.ceballos@banorte.com alejandro.faesi@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1640 (55) 5268 - 1656
Augo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantilative Analysis Alejandro Cervantes Llamas Alejandro Cervantes Llamas Alejandro Calvo Domínguez Alejandro Calvo Domínguez Alejandro Samírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1670 - 1889 (55) 5004 - 1282 (55) 5268 - 1656 (55) 5004 - 5140
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (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
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantilative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar 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	Executive Director of Quantitative Analysis 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 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	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (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
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar 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	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (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
Augo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez 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	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (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
Augo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantilative Analysis Alejandro Cervantes Llamas Alejandro Calvo Domínguez Alosé Luis García Casales Miguel Alejandro Calvo Domínguez Alosé De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar 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	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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 jorge.delavega@banorte.com luis.pietrini@banorte.com lizza.velarde@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (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 (55) 5249 - 6423 (55) 4433 - 4676
Augo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Andrea Muñoz Sánchez Wholesale Banking Armando Rodal Espinosa Alejandro Arguilar 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	Executive Director of Quantitative Analysis 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 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 Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000 (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
Augo Armando Gómez Solís Gerardo Daniel Valle Trujillo Quantitative Analysis Alejandro Cervantes Llamas Alejandro Calvo Domínguez Alejandro Calvo Domínguez Alejandro Calvo Domínguez Alejandro Samírez Martínez Daniel Sebastián Sosa Aguilar 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 Horge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Dsvaldo Brondo Menchaca	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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 luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com alejandro.arauzo@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (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 (55) 5249 - 6423 (55) 4433 - 4676
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Miguel Alejandro Calvo Domínguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar 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	Executive Director of Quantitative Analysis 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 Asset Management Head of Global Markets and Institutional Sales Head of Solida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services Head of Transactional Banking Head of Corporate Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000 (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
Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo	Executive Director of Quantitative Analysis 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 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 Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services Head of Transactional Banking	gerardo.valle.trujillo@banorte.com alejandro.cervantes@banorte.com jose.garcia.casales@banorte.com miguel.calvo@banorte.com jose.ramirez.martinez@banorte.com 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 luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com alejandro.arauzo@banorte.com	(55) 1670 - 2248 (55) 1670 - 2972 (55) 8510 - 4608 (55) 1670 - 2220 (55) 1103 - 4000 (55) 1103 - 4000 (55) 1103 - 4000 (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) 5004 - 1423 (55) 5261 - 4910