

Corporate Bond Market Review

Market tops 30-month placement high

- In October 2020, MXN 29.0 billion were placed through 11 bonds, 2.4x the issued amount on the same month last year and reaching the largest monthly figure since March 2018
- It stands out that, once again, all placed bonds were unsecured and 54.1% will pay a fixed rate, continuing the preference from 3Q20
- The placement risk premium rates stood at similar levels from comparable bonds, as most issuers operate in defensive sectors and have high credit ratings
- In the short-term market, MXN 18.2 billion were placed, 24% less than the registered in the same month of 2019; however, outstanding volume increased to MXN 53.4 billion, a 16.7 y/y growth

Long-term corporate bond market. In October, placement recovery accentuated with an issued amount of MXN 29.0 billion through 11 bonds. Such number is 2.4x the one placed on October 2019, and the largest monthly amount registered since March 2018, that currently holds the maximum issued amount recorded (2004). The boost in placements came from government-related issuers such as Fondo Especial para Financiamientos Agropecuarios (FEFA 20-3 / 20-4 / 20G, MXN 10.0 billion) and Comisión Federal de Electricidad (CFE 20 / 20-2 / 20U, MXN 10.0 billion), making up 69.0% of the monthly issued amount. Moreover, it's worth noting that, besides FEFA, the use of proceeds from the month's placements will be debt refinancing, in line with the high maturities observed in October and expected for November. In terms of placement risk premium rates, most of the bonds were placed by recurring issuers in defensive sectors, so the spreads stood in line with expectations based on the comparable curve. The exception was CIE (CIE 20, MXN 500 million), that was issued with a 225bp spread, above expectations, following the challenges met by its sector.

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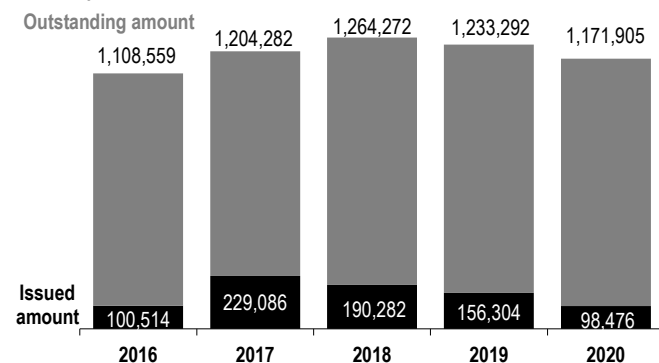
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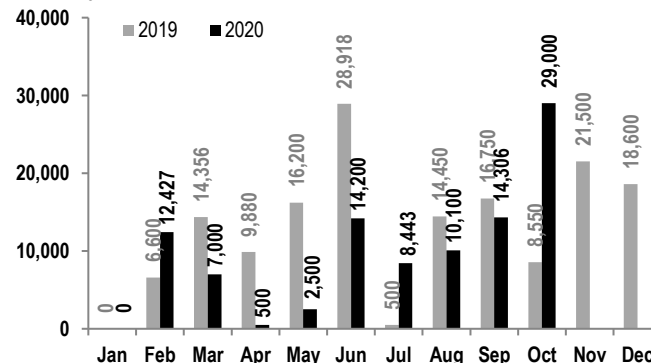
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Corporate Bond Market Volume – Long-Term
MXN Million



Source: Banorte / BMV / BIVA / PIP as of October 2020.

Monthly issued volume – Long-Term
MXN Million

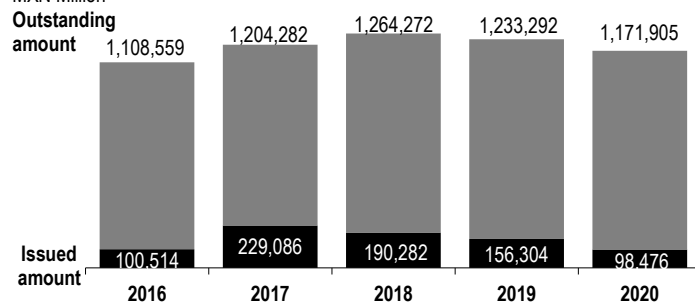


Corporate Bond Market – Long Term

Market Evolution. At the end of October 2020, the corporate medium- and long-term bond market added up to MXN 1,172 billion, made up of instruments such as Corporate Bonds (CB's) and Ordinary Debt Participation Certificates issued by corporates, states, municipalities, infrastructure programs and state-owned.

Corporate Bond Market Volume – Long-Term

MXN Million



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

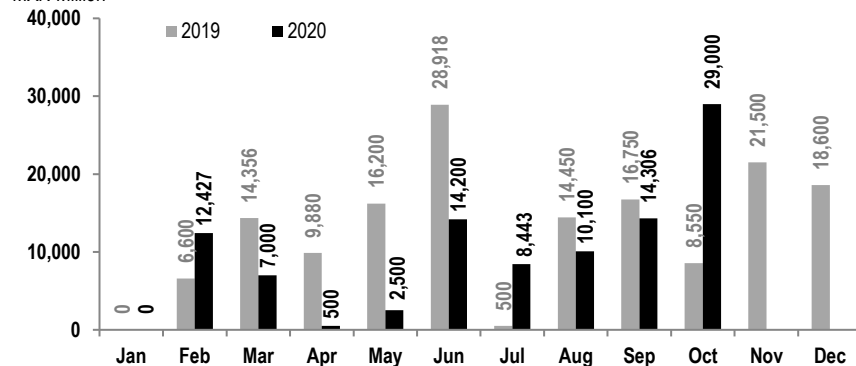
	2016	2017	2018	2019	2020*
Securities Certificates					
Issued	100,514	229,086	190,282	156,304	98,476
Outstanding	1,102,523	1,198,245	1,258,236	1,227,255	1,171,905
CPO's**					
Outstanding	6,037	6,037	6,037	6,037	0
Total Issued	100,514	229,086	190,282	156,304	98,476
YoY Growth*	-54.3%	127.9%	-16.9%	-17.9%	-37.0%
Total Outstanding	1,108,559	1,204,282	1,264,272	1,233,292	1,171,905
YoY Growth*	-0.9%	8.6%	5.0%	-2.5%	-5.0%

Source: Banorte / BMV / PIP, as of September 2020. *October 2020 YTD vs 2019

October issuances. Throughout the month, eleven long-term issuances were placed for a total amount of MXN 29.0 billion, which is 2.4x the observed in the same month of 2019, and the highest since March 2018.

Monthly issued volume

MXN Million



Source: Banorte / BMV / BIVA / PIP as of October 2020.

Monthly Issuances

MXN Million

Issue	Amount	Str.	Settlement Date	Maturity Date	Ref. Rate Spread %	Rating S&P/ Moody's / Fitch/ HR / Verum	Issuer
CIE 20	500	No	09-Oct-20	07-Oct-22	TIIE28 + 2.25%	//AA-(mex)/HR AA-	CIE
SORIANA 20	1,200	No	15-Oct-20	12-Oct-23	TIIE28 + 0.6%	//AA+(mex)/HR AA+	Organización Soriana
SORIANA 20-2	3,800	No	15-Oct-20	09-Oct-25	FIXED : 6.37%	//AA+(mex)/HR AA+	Organización Soriana
GPROFUT 20	2,500	No	16-Oct-20	08-Oct-27	FIXED : 6.98%	//AAA(mex)/HR AAA	Grupo Profuturo
FEFA 20-3	1,400	No	19-Oct-20	04-Apr-22	TIIE28 + 0.19%	mxAAA//HR AAA	FEFA
FEFA 20-4	5,600	No	19-Oct-20	13-abr-26	FIXED : 6.11%	mxAAA//HR AAA	FEFA
FEFA 20G	3,000	No	19-Oct-20	16-Oct-23	TIIE28 + 0.4%	mxAAA//HR AAA	FEFA
DONDE 20	1,000	No	20-Oct-20	17-Oct-23	TIIE28 + 1.9%	//HR AA+/AA/M	Fund. Rafael Dondé
CFE 20	3,000	No	23-Oct-20	21-Oct-22	TIIE28 + 0.8%	mxAAA//AAA(mex)/	CFE
CFE 20-2	3,275	No	23-Oct-20	16-Oct-26	FIXED : 8.18%	mxAAA//AAA(mex)/	CFE
CFE 20U	3,725	No	23-Oct-20	13-Oct-28	UDIS : 4.86%	mxAAA//AAA(mex)/	CFE
Total	29,000						

Source: Banorte / BMV / BIVA with information on Prospects, CNBV applications, Public Offer Notices and "Selling Memos". na: Not available or preliminary data. The information set forth herein may differ materially from the final or current information. * Reopening

Reference Rate Breakdown. In the 2H20 a shift in the preference of rates has been observed, skewed for fixed-rate issuances, that hold at the end of October 50.9% of the cumulative figure for 2020, followed by placements at floating rates with 39.2%, which had maintained the preference in the first half of the year. Finally, the remaining 9.9% was issued at a real fixed rate. This preference is attributable to expectations of lower benchmark rates; however, we believe that Banxico's reference rate will stay unchanged for the rest of the year, and 2021, so we expect a better balance in rates could be observed.

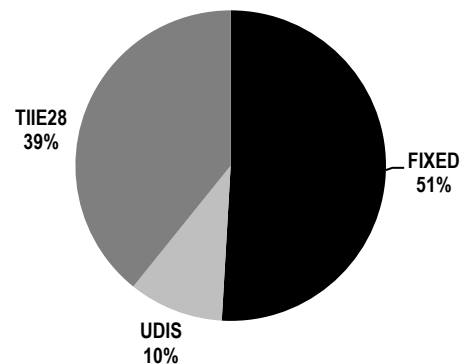
Securities Certificates – Reference Rate

MXN Million, %

Ref. Rate	2020 Issuances	%
FIXED	50,141	50.9%
UDIS	9,725	9.9%
Total floating rate	38,610	39.2%
TIIE28	38,610	39.2%
TIIE91	0	0.0%
CETE 182	0	0.0%
LIBOR	0	0.0%
MIX	0	0.0%
Total	98,476	100%

Reference Rate Breakdown, 2020

%



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Due to rounding, totals may not correspond to the sum of all figures shown.

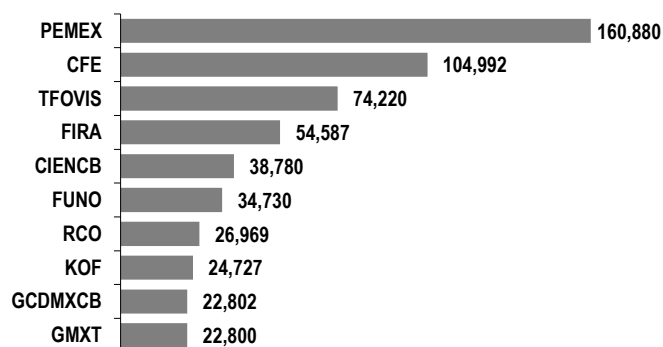
FOMC. From the Banorte Economic Analysis team: *“The FOMC maintained a very dovish tone, despite minor changes compared to the statement released in September. The FOMC published its monetary policy decision, in which, as was widely expected, it announced that the reference rate range remains at 0.0% - 0.25%. [...] At the press conference, Powell stressed that the Fed is committed to fulfilling its double mandate and that the reopening of the economy led to a rapid recovery. However, it has moderated and the recent spike in the number of COVID-19 infections is especially worrying. We expect an expansion of the asset purchase program in December. ”*

Banxico. From Banorte's Economic Research Team: *“Banco de México published the minutes of the meeting held on September 24th, in which the Board unanimously voted to cut the reference rate by 25bps to 4.25%. In our view, the tone of the minutes remains less dovish, similar to the last statement. Uncertainty over the next steps for monetary policy is still elevated, as portrayed by diverse comments by Board members. There were also relevant insights on inflation (particularly expectations) and financial stability risks, with opinions on growth broadly unchanged. Considering what we see as a divided Board, as well as a challenging short-term environment, we maintain our forecast of an unchanged reference rate at 4.25% for the remainder of 2020 and throughout 2021”.*(See report: [Banxico Minutes – A divided Board regarding the room for a last cut](#), published on October 8th, 2020).

Main Issuers. Ten issuers make up for 48.3% of the market, of which state-owned companies PEMEX & CFE hold 22.7% of the total volume outstanding of long-term private debt, the first and second place of the market. It's worth noting that of the ten main issuers, only Pemex ('A2.mx' by Moody's and 'A(mex)' by Fitch), and CFE ('Aa1.mx' by Moody's), are not rated 'AAA' or equivalent.

Main issuers or trustors*

MXN Million



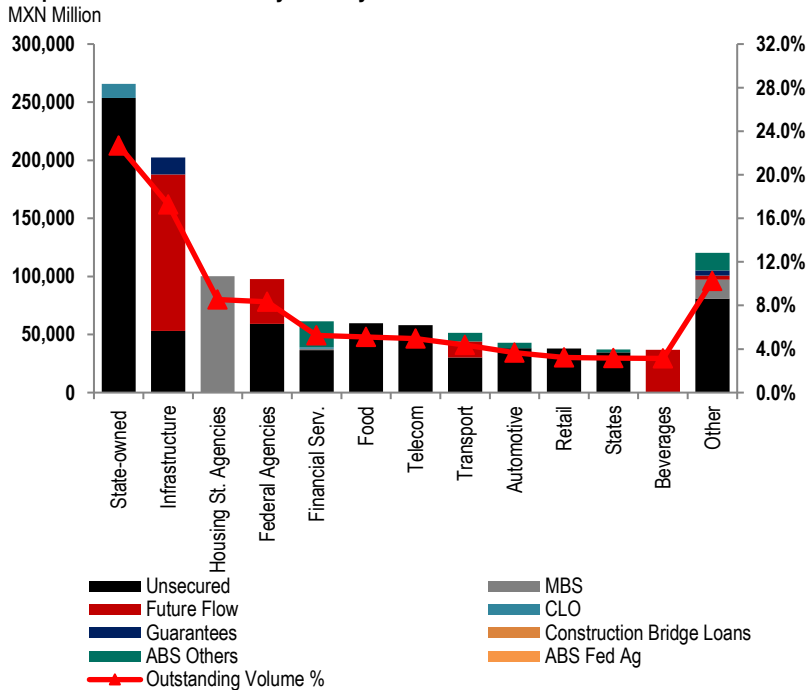
Issuer Credit Rating*

	PEMEX	CFE	TFOVIS	FIRA	CIENCB	FUNO	RCO	KOF	GCDMXCB	GMXT
S&P	mx AAA	mx AAA	mx AAA	mx AAA	nd	nd	nd	mx AAA	mx AAA	mx AAA
Moody's	A2.mx	Aa1.mx	nd	nd	nd	nd	nd	Aaa.mx	Aaa.mx	nd
Fitch	A (mex)	AAA (mex)	nd	AAA (mex)	nd	AAA (mex)	nd	AAA (mex)	AAA (mex)	AAA (mex)
HR	HR AAA	nd	nd	HR AAA	nd	HR AAA	nd	nd	nd	nd

Source: Banorte / BMV / BIVA / Rating agencies as of October 2020. nd: not available. * The outstanding amount of the "issuer" includes structured issues whose trustor is equal to the issuer (unsecured).

Leading Industry Groups. As of October 2020, six sectors (State-owned companies, Infrastructure, Housing support, Federal Agencies, Financial services and Food) make up 67.2% of the total outstanding volume of the long-term corporate bond market. As we already mentioned, the State-owned companies, Pemex and CFE, account for the 22.7% of the total market. The remaining 32.8% is pulverized in 18 sectors.

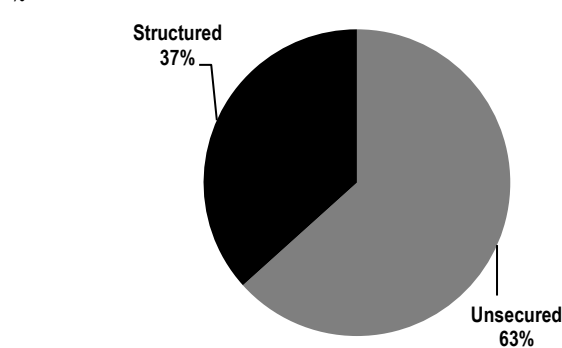
Corporate debt breakdown by industry and structure



Source: Banorte / BMV / BIVA / PIP as of October 2020.

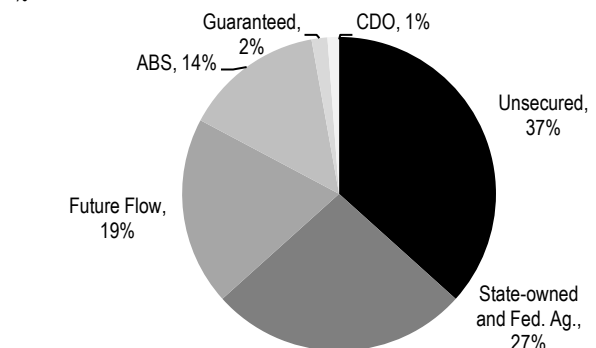
Breakdown by type of risk (Structure). As of October 2020, the market accounts for 269 structured issuances, which represent 36.7% (MXN 429.64 billion) of the total outstanding volume, in line with the 39.6% (MXN 486.9 billion) registered during the same period of 2019. Two types of structure make up 33.8% of the total outstanding volume of the market: (1) Asset Backed Securities with 14.4%; and (2) Future Flows with 19.4%. On the other hand, there are 244 unsecured notes (63.3% of the outstanding volume) with seven sectors accounting for 47.8% of total long-term outstanding debt (State-owned companies 21.6%, Food 5.1%, Federal Agencies 5.0%, Retail 5.0%, Infrastructure 4.5%, Telecom 3.3%, and Beverages 3.2%).

Outstanding corporate debt



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

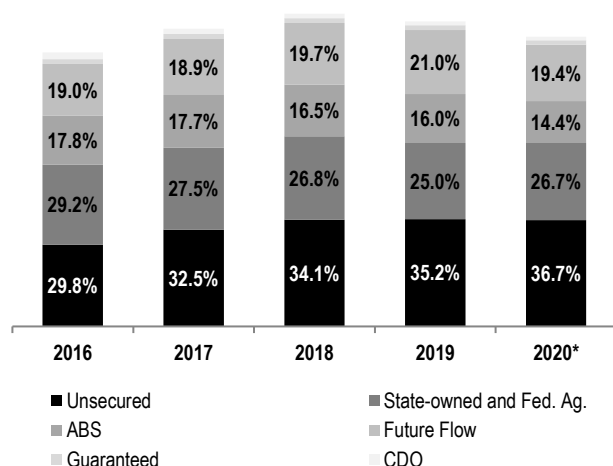
Breakdown by structure



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Outstanding volume by structure

MXN Million; %



Source: Banorte / BMV / BIVA / PIP, as of October 2020*.

Issued volume

MXN Million

	2018	2019	2020*
Corporate			
Issued	94,371	84,361	56,933
Outstanding	431,234	433,888	429,685
State-Owned Entities / Fed. Agencies			
Issued	28,415	19,100	32,443
Outstanding	338,251	308,397	312,584
ABS			
Issued	22,729	25,678	9,100
Outstanding	208,626	197,434	168,935
Future Flow			
Issued	42,467	27,164	0
Outstanding	249,017	258,848	227,676
Total / Partially Guaranteed			
Issued	2,300	0	0
Outstanding	19,095	19,321	19,112
CLO			
Issued	0	0	0
Outstanding	18,050	15,404	13,914
Total			
Issued	190,282	156,304	98,476
Outstanding	1,264,272	1,233,292	1,171,905

Source: Banorte / BMV / PIP, as of October 2020*

Corporate Debt Maturities. During October, 11 long-term notes matured for an amount of MXN 10.6 billion. Only five of them were early maturities, and the rest were on its legal maturity date.

Month's Maturities

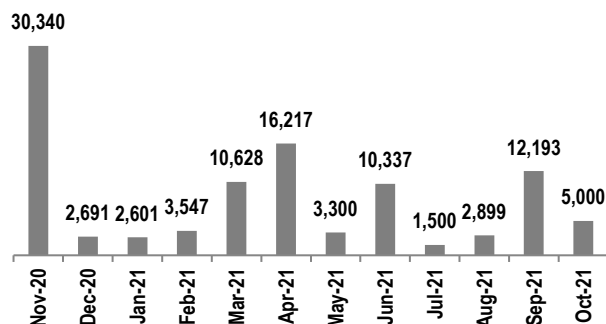
Issue	Amount (MXN Million)	Term (years)	Maturity	Coupon	Amort.	Credit Rating
91VWLEASE17-2	2,500	3.0	08-Oct-20	TIIE28 + 0.58%	Bullet	mxAAA/Aaa.mx//
91CETEM17-2	2,754	3.0	09-Oct-20	TIIE28 + 0.44%	Bullet	mxAAA//AAA(mex)//
91CIE17	500	3.0	15-Oct-20	TIIE28 + 2%	Bullet	//AA-(mex)/HR AA-
95FCOTCB17*	122	4.1	15-Oct-20	TIIE28 + 0.45%	Bullet	//AAA(mex)/HR AAA
91CAMESA17	33	3.0	20-Oct-20	TIIE28 + 2%	Partial	//AA-(mex)/HR AA
95CEDEVIS10-6U*	269	28.4	20-Oct-20	UDIS : 4.15%	Partial	mxAAA/Aaa.mx/AAA(mex)/HR AAA
97PATRICB06U*	1	27.4	26-Oct-20	UDIS : 4.29%	Partial	mx AAA/A3.mx//
91TECRECB17*	42	3.6	27-Oct-20	TIIE28 + 2.4%	Partial	///HR AAA/AAA/M
91DONDE17*	1,000	3.5	29-Oct-20	TIIE28 + 2%	Bullet	///HR AA+/AA/M
91KIMBER10-2	2,500	10.1	29-Oct-20	FIXED : 7.17%	Bullet	mxAAA//AAA(mex)/
95FEFA15-8	900	5.1	30-Oct-20	TIIE28 + 0.3%	Bullet	mx AAA//AAA(mex)/HR AAA
Total	10,621					

Source: Banorte with information on Prospects. * Early Amortization.

In the next 12 months 8.6% of the total outstanding volume will mature. The most relevant issuances by amount are: CFE 10-2 for MXN 16.5 billion, PEMEX 14 for MXN 9.9 billion, ELEKTRA 18 for MXN 7.5 billion, CFE 18 for \$4.7 billion, and PEMEX 11U for MXN 4.7 billion. In addition, 7.9% (MXN 93.0 billion) of the outstanding volume will mature in 2021.

Maturities – Next 12 months

MXN Million

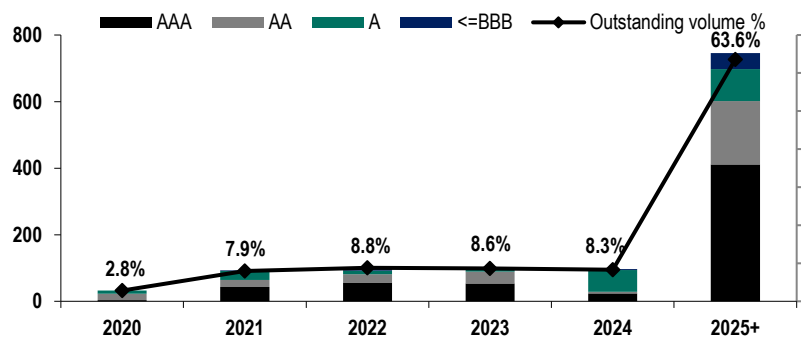


Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Maturities	
Nov. 20	FEFA17-7 (\$1390; AAA); ARCA10 (\$2500; AAA); PEMEX14 (\$9950; A); CFE10-2 (\$16500; AA+)
Dec. 20	PLANFCB15 (\$277.2; nd); SORIANA15 (\$2414; AA+)
Jan. 21	AXO16 (\$562.2; A-); FEFA19 (\$2038.5; AAA)
Feb. 21	NRF18 (\$2140; AA-); UFINCB16 (\$206.7; AAA); GBM16 (\$1200; AA-)
Mar.21	DAIMLER19-2 (\$1128; AAA); NM18-2 (\$2000; AA+); GCARSO18 (\$3000; AAA); FEFA18-2 (\$2300; AAA); GPROFUT11 (\$1000; AAA); BEGRAND18 (\$1200; A-)
Apr.21	FERROMX11 (\$1500; AAA); GICSA17 (\$1039.9; BBB+); KOF11-2 (\$2500; AAA); CETELEM18 (\$2446.5; AAA); ELEKTRA18 (\$7500; AA+); SORIANA16 (\$731; AA+); ACTINVR20 (\$500; AA-)
May.21	INVEX18 (\$1000; A-); DAIMLER18 (\$1300; AAA); GMFIN19 (\$1000; AA+)
Jun.21	AMIGACB17 (\$149.5; D); CFE18 (\$4687.3; AAA); OMA14 (\$3000; AA+); VWLEASE19 (\$2500; AAA)
Jul. 21	GAP16 (\$1500; AAA)
Aug. 21	BBVALMX18 (\$2898.5; AAA)
Sep. 21	PCARFM17 (\$1500; AAA); PLANFCB16 (\$396.1; nd); PEMEX11U (\$4295.7; A); DAIMLER18-4 (\$1082.9; AAA); VWLEASE18-2 (\$2500; AAA); CETELEM18-2 (\$1500; AAA); UNFINCB16 (\$459.2; AA); UNFINCB16-2 (\$459.2; AA)
Oct. 21	AC11-2 (\$2000; AAA); CIE17-2 (\$500; AA-); FEFA18V (\$2500; AAA)

Maturity profile

MXN million



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

In the Oven – Long-term Corporate Debt

Note: The information below is not intended as a recommendation to buy or sell bonds. All data shown is public (BMV and BIVA) and is subject to change without notice.

According to preliminary programs registered in the BMV (Mexican Stock Exchange) and in BIVA (Institutional Stock Exchange), the following issuances are pending:

Unsecured Issuances

MXN Million

Issue	Called Amount	Auction Date	Maturity Date	Ref. Rate	Amort.	Sector	Credit Rating S&P/Moody's /Fitch/HR/Verum	Book Runner	Issuer
VINTE 20X	400	04-nov-20	nd-nd-27	TIIE 28	Bullet	Housing	///HR A+/A+/M	Actinver - Santander	Vinte Viviendas Integrales
ACTINVR 20-3	500	17-nov-20	16-nov-23	TIIE 28	Bullet	Fin. Serv.	////	Actinver	Corporación Actinver
FIBRAPL 20DV	5,250	19-nov-20	nd-nd-32	Fixed	Parcial	Infrastructure	//AAA(mex)/HR AAA/	BBVA - HSBC	Fibra Prologis
Total	\$23,700								

Source: Banorte / BMV / BIVA with information on Prospects, CNBV applications, Public Offer Notices and "Selling Memos". nd: Not available or preliminary data. The information set forth herein may differ materially from the final or current information. * Reopening.

Structured Issuances

MXN Million

Issue	Called Amount	Auction Date	Maturity Date	Ref. Rate	Amort.	Sector	Structure	Credit Rating S&P/Moody's /Fitch/HR/Verum	Book Runner	Issuer
VRTCB 20	600	03-Nov-20	nd-Oct-25	TIIE 28	Partial	Fin. Serv.	ABS	mxAA///HR AA+/	Vector	Vanrenta
FHIPOBUR 20	3,500	10-Nov-20	nd-nd-50	Fixed	Partial	Housing	MBS	mxAAA/Aaa.mx///	Bnte - HSBC - Actin	Fhipo
FONADIN 20U		11-Nov-20	30-Nov-28	Udis	Bullet	Infrastructure	Guaranteed	////	BBVA - Citibanamex	Fonadin
FONADIN 20-2U	10,000	11-Nov-20	03-Jan-41	Udis	Bullet	Infrastructure	Guaranteed	////	BBVA - Citibanamex	Fonadin
FONADIN 20-3U		11-Nov-20	03-Nov-50	Udis	Bullet	Infrastructure	Guaranteed	////	BBVA - Citibanamex	Fonadin
PALAPCB 20U	7,000	24-Nov-20	nd-nd-39	Udis	Partial	Infrastructure	FF	//AAA(mex)/HR AAA	BBVA - Santander	Autovía Qro
TIPMXCB 20		25-Nov-20	nd-nd-25	Fixed	Partial	Transport	ABS	////	BBVA - Scotiabank	TIP de México
TIPMXCB 20-2	3,000	25-Nov-20	nd-nd-25	TIIE 28	Partial	Transport	ABS	////	BBVA - Scotiabank	TIP de México
TFOVICB 20-2U	8,000	27-Nov-20	nd-nd-50	Udis	Partial	Housing	MBS	////	HSBC - Actin - BBVA	Fovissste
TPLAYCB 20-2		nd-nd-20	nd-nd-25	TIIE 28	Partial	Telecom	ABS	///HR AA/AA/M	Actinver - Banorte	Total Play
TPLAYCB 20-3	2,500	nd-nd-20	nd-nd-25	Fixed	Partial	Telecom	ABS	///HR AA/AA/M	Actinver - Banorte	Total Play
Total	\$34,600									

Source: Banorte / BMV / BIVA with information on Prospects, CNBV applications, Public Offer Notices and "Selling Memos". nd: Not available or preliminary data. The information set forth herein may differ materially from the final or current information. * Reopening.

Bank Issuances

MXN Million

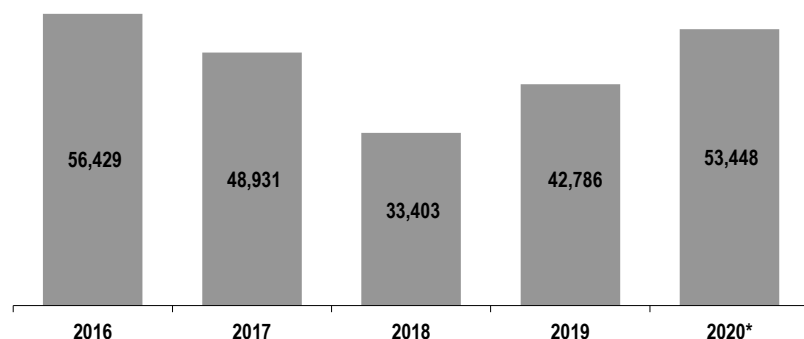
Issue	Called Amount	Auction Date	Maturity Date	Ref. Rate	Amort.	Credit Rating S&P/Moody's /Fitch/HR	Book Runner	Issuer
BSMX 20		nd-nd-20	nd-nd-22	TIIE 28	Bullet	/Aaa.mx/AAA(mex)/	Santander	Banco Santander (México)
BSMX 20-2	10,000	nd-nd-20	nd-nd-25	Fixed	Bullet	/Aaa.mx/AAA(mex)/	Santander	Banco Santander (México)
SHF 20		nd-nd-20	nd-nd-23	TIIE 28	Bullet	//AAA(mex)/HR AAA	BBVA - Invex - Scotia	Sociedad Hipotecaria Federal
SHF 20-2	3,000	nd-nd-20	nd-nd-25	TIIE 28	Bullet	//AAA(mex)/HR AAA	BBVA - Invex - Scotia	Sociedad Hipotecaria Federal
Total	\$14,000							

Source: Banorte / BMV / BIVA with information on Prospects, CNBV applications, Public Offer Notices and "Selling Memos". nd: Not available or preliminary data. The information set forth herein may differ materially from the final or current information. * Reopening.

Corporate Debt Market – Short-Term

At the end of October 2020, the outstanding amount of the short-term (ST) Corporate Debt Market, which includes short-term securities certificates (tickers 92 and 93), totaled MXN 53.4 billion, a 16.7% increase y/y. During October 2020, MXN 18.15 billion of short-term debt was issued, 24% lower than the same month in 2019. In the last months, a slight recovery has been observed in the outstanding amount through issuers who had not been active in recent years because of the COVID-19 sanitary crisis and current limitations in the different funding sources, as well as an increase in the average days to maturity of issuances. As for the placed volume, during October there was a recovery with 96.05% of the summoned, reaching levels observed in prior months -pre-pandemic COVID-19.

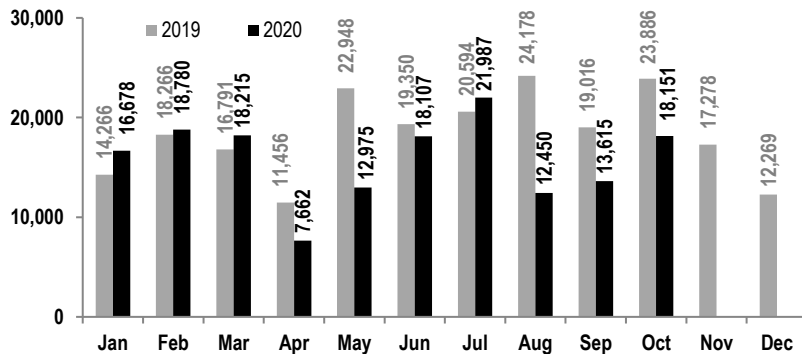
Corporate Debt Market Volume Short-Term (ST)
MXN Million



Source: Banorte / BMV / BIVA / PIP, *as of October 2020.

October issuances. The issued amount during the month (MXN 18.15 billion) was 24% lower than in October 2019 (MXN 23.9 billion). It is worth noting that the aggregated volume placed in 2020 (MXN 159.4 billion) was 16.5% lower than the recorded in 2019.

Monthly Issued amount
MXN Million



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Market Conditions –Auctions. During October 2020, 96.05% of the resources summoned were placed. Throughout the month, the average spread of short-term unsecured bonds pegged to the 28-day TIEE resulted in 0.81%, that is 22bp lower than the average of 1.03% recorded in October 2019. On the other hand, of the amount placed in the month (MXN 18.15 billion), 78.2% maintains a domestic short-term rating of 'F1+'. During the month, issuers such as Almacénadora Afirme, Volkswagen Leasing and GM Financial México stood out for having issued the largest amounts.

Amount called and issued in short-term corporate debt by issuer

MXN Million

Issuer	Called	% Issued	Issuer	Called	% Issued
Almacénadora Afirme S.A.deC.V., Org Aux. Créd.	2,994	100%	Grupo Comercial Chedraui, S.A.B de C.V.	1,000	100%
Volkswagen Leasing, S.A. de C.V.	3,000	94%	Financiera Bepensa, S.A. de C.V., SOFOM, E.R.	500	100%
GM Financial de México, S.A.deC.V., SOFOM ENR	2,650	100%	Mercader Financial, S.A. de C.V., SOFOM, ENR	340	97%
Daimler México, S.A. de C.V.	1,500	100%	ION Financiera, S.A.P.I. de C.V., SOFOM, E.R.	303	100%
Ford Credit de México, S.A. de C.V. SFOM ENR	1,500	100%	Arrendadora Afirme S.A. de C.V.	203	100%
Paccar Financial México, S.A. deC.V. SOFOM ENR	1,785	84%	Factoring Corporativo, S.A. de C.V. SFOM ENR	96	100%
Arrendadora Actinver, S.A. de C.V.	1,364	100%	Fideicomiso Hipotecario	200	25%
Start Banregio, S.A. de C.V., SOFOM, ER	1,430	92%	Docuformas S.A.P.I. de C.V.	34	100%
TOTAL				18,898	96.05%

Source: Banorte with information of Auctions and Public Offer Notices of October 2020 debt published by Emisnet and BIVA.

Short-term debt renewals per week

MXN Million

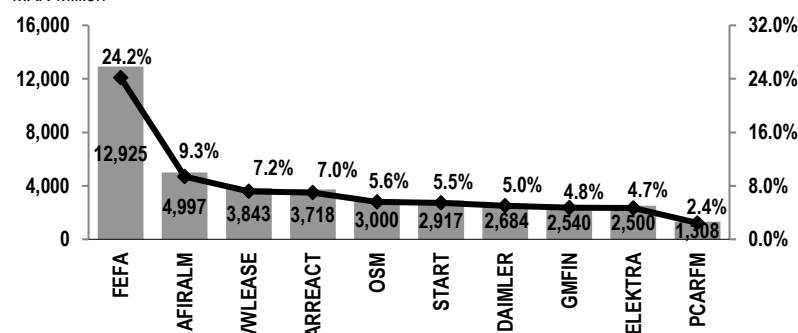
Week	Called Amount	Issued Amount	%	Spread	Avr Term	F1+	ST Ratings*						Main Issuers
October 1 to 9	8,491	8,091	95.3%	0.71%	71 days	85%	0%	14%	1%	0%	0%	0%	VWLEASE, CHDRAUI, GMFIN
October 12 to 16	3,441	3,341	97.1%	0.84%	87 days	81%	0%	18%	1%	0%	0%	0%	GMFIN, FINBE, VWLEASE
October 19 to 23	3,731	3,490	93.6%	0.67%	64 days	68%	0%	30%	2%	0%	0%	0%	AFIRALM, GMFIN, VWLEASE
October 26 to 30	3,235	3,229	99.8%	0.76%	80 days	71%	0%	26%	3%	0%	0%	0%	AFIRALM, GMFIN, VWLEASE
Total	18,898	18,151	96.05%	0.77%	79 days	78.2%	0.0%	20%	2%	0%	0%	0%	AFIRALM, VWLEASE, GMFIN

Source: Banorte with information of Auctions and Public Offer Notices of debt of October 2020. * Rating's percentage on the amount placed per week.

Main Issuers. Ten issuers account for 75.6% of the short-term Corporate Market, among which stand out for its outstanding amount: FEFA (MXN 12.9 billion), Almacénadora Afirme (MXN 5.0 billion) and Volkswagen Leasing (MXN 3.8 billion). It should be noted that all of the top ten issuers have a credit rating (by at least one agency) higher or equal to 'F1' (or equivalent).

Main issuers – short-term

MXN Million



ST Ratings (local scale)

	FEFA	AFIRALM	VWLEASE	ARREACT	OSM	START	DAIMLER	GMFIN	ELEKTRA	PCARFM
S&P	mxA-1+	mxA-2	mxA-1+	-	-	-	mxA-1+	mxA-1+	-	mxA-1+
Moody's	-	-	MX-1	-	-	MX-1	-	-	-	-
Fitch	F1+mex	-	-	F1+mex	F1+mex	F1+mex	F1+mex	F1+mex	F1+mex	F1+mex
HR Ratings	HR+1	HR1	HR+1	HR1	HR1	HR+1	-	-	HR1	-
PCR Verum	-	-	-	1+/M	-	1+/M	-	-	1+/M	-

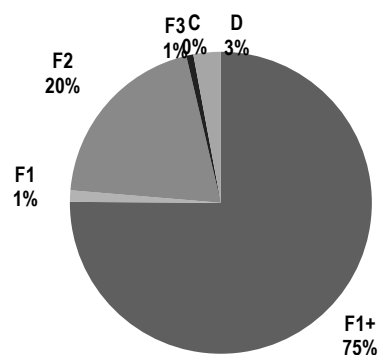
Source: Banorte / BMV / Rating agencies as of October 2020.

Main Sectors and Ratings. During October 2020 the Financial Services sector keeps leading with the highest percentage of the amount outstanding (51.1% vs. 34.3% in October 2019), explained by the contributions of Arrendadora Actinver and Almacénadora Afirme. This sector is followed by the Automotive with a 42.7% share (vs. 23.9% in October 2019) due to the active auctions of Volkswagen Leasing and Daimler.

Distribution by sector and rating

MXN Million

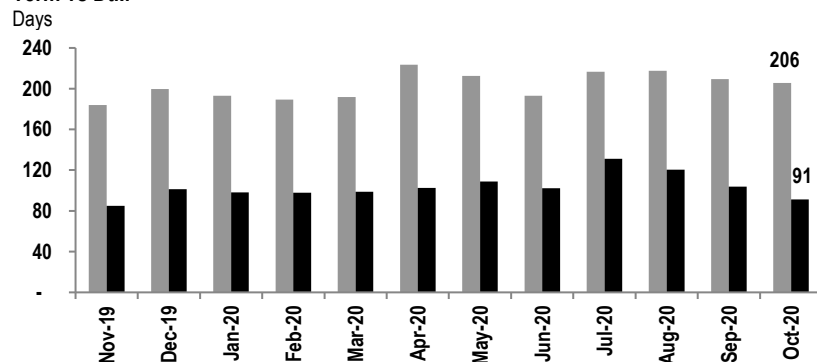
	2020*		2019		
Sector	Amount	%	%		Var.
Financial Services	27,324	51.1%	34.3%		16.9%
Automotive	7,836	14.7%	23.9%		-9.3%
Retail	4,901	9.2%	11.1%		-1.9%
Telecom	3,000	5.6%	0.0%		5.6%
NFE - Interim	2,917	5.5%	6.5%		-1.0%
Airlines	1,287	2.4%	7.6%		-5.1%
Others	6,183	11.6%			
Total*	53,448	100%			



Source: Banorte / BMV / BIVA / Rating agencies, *as of October 2020.

Maturity profile. The average days to maturity at October 2020 are practically in line with the recorded in 2019. During October 2020, the weighted average days to maturity ST debt were 91 days, compared to the 92 days recorded in October 2019.

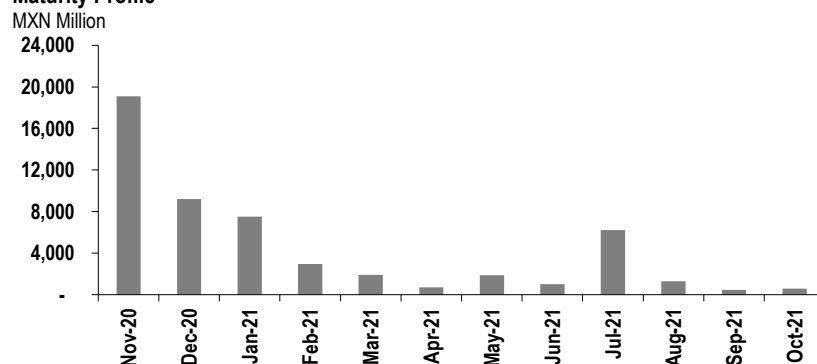
Term vs DtM



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Maturities for MXN 19.2 billion are expected in November 2020. 36.0% of the MXN 53.4 billion of ST Corporate Debt outstanding expires in November 2020, when at the end of September 27.0% was expected to expire during October 2020. It is important to consider that the issuers of this market refinance their maturities on a frequent basis. Nevertheless, based on the actual market conditions, with a high-risk aversion from investors, we expect that these maturities will be covered with cash or revolving credit facilities.

Maturity Profile

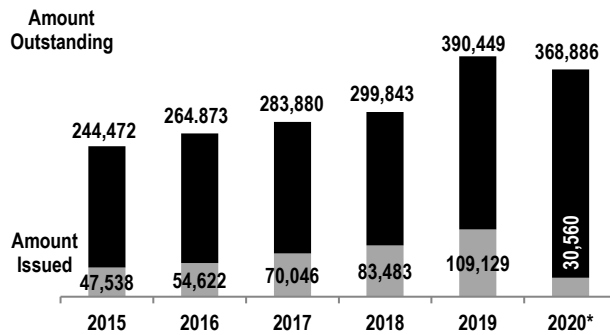


Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Banking Bond Market

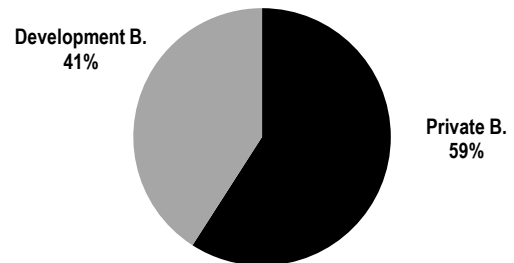
Market evolution. As of October 2020, the banking bond market outstanding amount totaled MXN 368.9 billion, a 3.3% decrease compared with the outstanding volume as of October 2019. For this market we consider bonds issued by private banks (94) and development banks (CD). In this regard, as of October 2020, 58.9% of the market amount outstanding comes from private banks.

Banking Bond Market Volume
MXN Million



Source: Banorte / BMV / BIVA / PIP, *as of October 2020.

Breakdown by bank type
%



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Last Issuances. During October there were no placements. In September, the first issuances since June took place for a total amount of MXN 1.7 billion through two bonds by Consubanco and Banco Mercantil del Norte. Issuances recorded in 2020 (MXN 30.6 billion) were compared negatively (-69.5%) vs the same period in 2019 (MXN 100.1 billion).

Last issuances

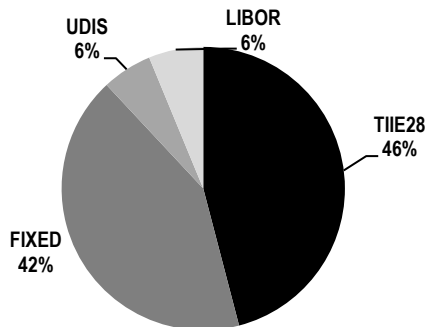
MXN Million

Issuance	Amount	Date Issued	Maturity	Reference Rate	Amort.	Rating S&P/Moody's/Fitch/HR	Sector	Issuer
94CSBANCO20	1,000	11-Sep-20	08-Sep-23	TIIE28 + 1.50%	Bullet	mxBBB+//A- (mex)/HRA	Private	Consubanco S.A.
94BANORTE20U	700	30-Sep-20	18-Sep-30	UDIS: 2.76%	Bullet	mxAAA/Aaa.mx/AAA (mex)/	Private	Banco Mercantil del Norte
Total	\$1,700							

Source: Banorte / BMV / BIVA with information from Prospectus, CNBV Applications, and Selling Memos. na: not available. Information displayed here may differ substantially from final o current information. *Reopening.

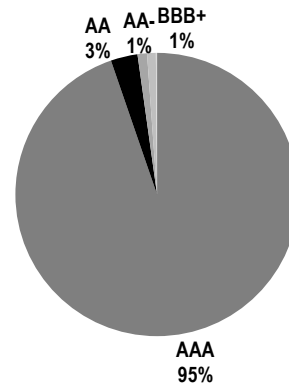
Market conditions. As of October 2020, 51.9% of the outstanding amount is pegged to a floating rate (28-day TIIE or LIBOR). While preference for floating rates is notable, fixed rate placements are also found in this market (42.3%), as well as a smaller part in UDIS (5.8%). On the other hand, it's worth noting that most bank issuances hold the highest local credit ratings 'AAA' (95.0% of the outstanding volume).

Breakdown by reference rate
%



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

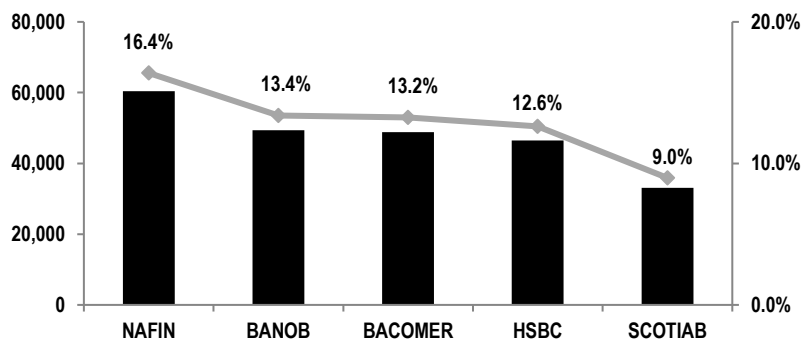
Credit rating distribution
%



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Main issuers. As of October 2020, five issuers make up for the 64.6% of the outstanding volume, of which NAFIN leads the market with the 16.4%.

Largest Issuers
MXN Million / %

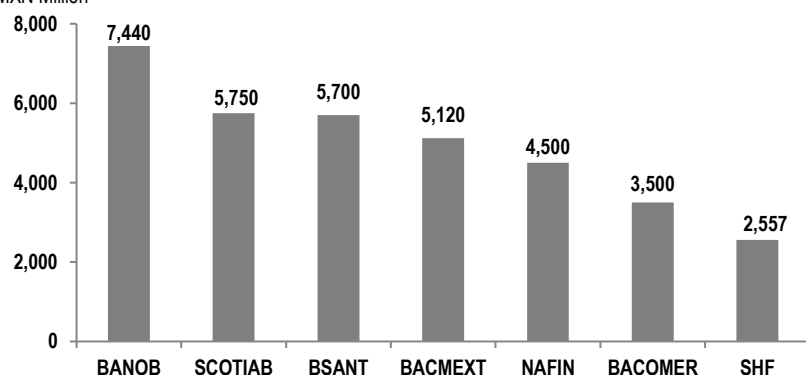


Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Maturity profile. Throughout October of 2020, there was one maturity by Banco Actinver (BACTIN 17) for an amount of MXN 1.0 billion. Moreover, for the next 12 months we expect maturities adding up to MXN 39.7 billion, which represent 10.8% of the outstanding amount. It's worth noticing that maturities from Banobras account for MXN 7.4 billion.

Forthcoming maturities (NTM)

MXN Million

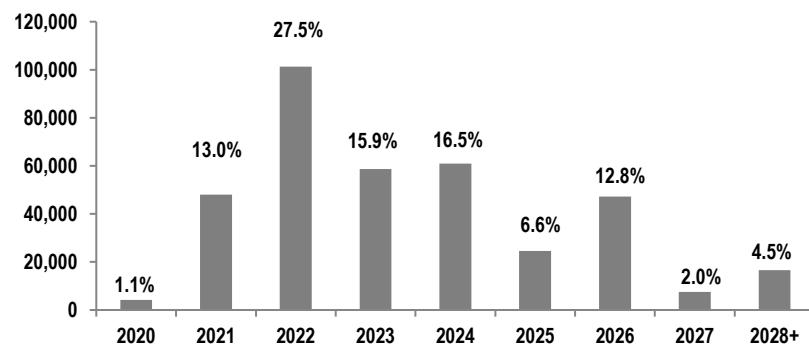


Source: Banorte / BMV / BIVA / PIP. *Early maturities.

In 2020, 1.1% (MXN 4.2 billion) of the total outstanding volume will mature. The most relevant issuances by amount are: SCOTIAB 15-2 (MXN 2.4 billion) and BANORTE 18 (MXN 1.9 billion); as for 2022 (27.5% of outstanding), largest maturities expected are: HSBC 19 (MXN 12.1 billion), SCOTIAB 18 (MXN 6.3 billion) and SCOTIAB 19 (MXN 6.0 billion).

Maturity profile

MXN Million / %



Source: Banorte / BMV / BIVA / PIP, as of October 2020.

Attachment 1. Main Issuers* - Long-term corporate bond market

Ticker	Issued amount (mxn million)	%	Issuer credit rating (S&P/Moody's/Fitch/HR)	Issuer
1 PEMEX	160,880	13.73%	mx AAA/A2.mx/A (mex)/HR AAA	Petróleos Mexicanos
2 CFE	104,992	8.96%	mx AAA/Aa1.mx/AAA (mex)/nd	Comisión Federal de Electricidad
3 TFOVIS	74,220	6.33%	mx AAA/nd/nd/nd	FOVISSSTE
4 FIRA	54,587	4.66%	mx AAA/nd/AAA (mex)/HR AAA	Fondo Especial para Financiamientos Agropecuarios
5 CIENCB	38,780	3.31%	nd/nd/nd/nd	Corporación Mexicana de Inversiones de Capital, S.A. de C.V.
6 FUNO	34,730	2.96%	nd/nd/AAA (mex)/HR AAA	Fibra Uno Administración, S.A. de C.V.
7 RCO	26,969	2.30%	nd/nd/nd/nd	Red de Carreteras de Occidente, S.A.P.I.B. de C.V.
8 KOF	24,727	2.11%	mx AAA/Aaa.mx/AAA (mex)/nd	Coca-Cola Femsa
9 GCDMXCB	22,802	1.95%	mx AAA/Aaa.mx/AAA (mex)/nd	Gobierno del Distrito Federal
10 GMXT	22,800	1.95%	mx AAA/nd/AAA (mex)/nd	GMéxico Transportes, S.A. de C.V.
11 MXPUCB	22,433	1.91%	nd/nd/nd/nd	Fonadin
12 LALA	21,634	1.85%	nd/nd/AA (mex)/HR AA-	Grupo LALA, S.A.B. de C.V.
13 OSM	18,416	1.57%	mx AA-/nd/AA (mex)/nd	Operadora de Sites Mexicanos, S.A. de C.V.
14 BIMBO	18,000	1.54%	mx AA+/Aa2.mx/AAA (mex)/nd	Grupo Bimbo, S.A. de C.V.
15 ELEKTRA	18,000	1.54%	nd/nd/AA- (mex)/HR AA+	Grupo Elektra, S.A.B. de C.V.
16 CEDEVIS	17,035	1.45%	mx AAA/nd/AAA (mex)/nd	Infonavit
17 GAP	17,000	1.45%	mx AAA/Aaa.mx/nd/nd	Grupo Aeroportuario del Pacífico, S.A.B. de C.V.
18 LIVEPOL	16,900	1.44%	mx AAA/nd/AAA (mex)/nd	El Puerto de Liverpool, S.A.B. de C.V.
19 CHIHCB	14,455	1.23%	mx A+/A2.mx/BBB+ (mex)/nd	Gobierno del Estado de Chihuahua
20 TMMCB	13,741	1.17%	nd/nd/nd/nd	Transportación Marítima Mexicana y TMM División Marítima
21 ARCA	13,200	1.13%	mx AAA/Aaa.mx/AAA (mex)/nd	Embotelladoras Arca, S.A. de C.V.
22 DAIMLER	12,167	1.04%	mx AAA/nd/AAA (mex)/nd	DAIMLER México, S.A. de C.V.
23 CETELEM	10,947	0.93%	mx AAA/nd/AAA (mex)/nd	Cetelem, S.A. de C.V., Sociedad Financiera de Objeto Múltiple, E.R.
24 CONMEX	9,626	0.82%	mx AAA/nd/AAA (mex)/nd	Concesionaria Mexiquense
25 GICSA	9,513	0.81%	mx BBB+/nd/nd/HR AA-	Grupo GICSA, S.A.B. de C.V.
26 VWLEASE	9,500	0.81%	mx AAA/Aaa.mx/nd/nd	Volkswagen Leasing, S.A. de C.V.
27 CAMS	9,207	0.79%	nd/nd/nd/nd	Concesionaria de la Autopista Monterrey Saltillo, S.A. de C.V.
28 PAMMCB	8,769	0.75%	nd/nd/nd/nd	Red Estatal de Autopistas de Nuevo León
29 SORIANA	8,145	0.70%	nd/nd/AA+ (mex)/HR AA+	Organización Soriana, S.A.B. de C.V.
30 ALSEA	8,000	0.68%	nd/nd/A- (mex)/HR A-	ALSEA, S.A.B. de C.V.
31 EDONL	7,898	0.67%	nd/nd/nd/nd	Red Estatal de Autopistas de Nuevo León
32 PASACB	7,856	0.67%	nd/nd/nd/nd	Pápagos Servicios para la Infraestructura, y Sarre Infraestructura y Servicios
33 HERDEZ	7,500	0.64%	mx AA/nd/AA (mex)/nd	Grupo Herdez, S.A.B. de C.V.
34 GPH	7,500	0.64%	nd/nd/AAA (mex)/HR AAA	Grupo Palacio de Hierro, S.A.B. de C.V.
35 FHIPO	6,537	0.56%	nd/nd/nd/HR AA	Fideicomiso Hipotecario (FHIPO)
36 UNIFIN	6,515	0.56%	mx A-/nd/A (mex)/HR AA-	Unifin Financiera, S.A.B. de C.V., SOFOM., E.N.R.
37 GCARSO	6,500	0.55%	nd/nd/AAA (mex)/HR AAA	Grupo Carso, S.A.B. de C.V.
38 CHIACB	6,381	0.54%	mx A/A1.mx/A- (mex)/nd	Estado de Chiapas
39 TOYOTA	6,335	0.54%	mx AAA/nd/AAA (mex)/nd	Toyota Financial Services México, S.A. de C.V.
40 CASITA	6,176	0.53%	nd/C.mx/nd/nd	Hipotecaria Su Casita, S.A. de C.V.
41 INCARSO	6,000	0.51%	nd/nd/AA+ (mex)/HR AA+	INMUEBLES CARSO, S.A.B. DE C.V.
42 IPORCB	5,934	0.51%	nd/nd/nd/nd	Operadora Metropolitana de Carreteras, S.A. de C.V.
43 LPSLCB	5,745	0.49%	nd/nd/nd/nd	Libramiento ICA La Piedad, S.A. de C.V., ICA San Luis, S.A. de C.V.
44 DANHOS	5,500	0.47%	nd/nd/AAA (mex)/HR AAA	Concentradora Fibra Danhos, S.A. de C.V.
45 FSHOP	5,492	0.47%	nd/nd/AA- (mex)/HR AA+	Fibra Shop Portafolios Inmobiliarios, S.A.P.I. de C.V.
46 AERMxCB	5,150	0.44%	nd/nd/nd/nd	Aerovías de México
47 FACILSA	5,099	0.44%	nd/nd/AAA (mex)/HR AAA	BBVA Leasing México, S.A. de C.V.
48 TELMEX	5,000	0.43%	mx AAA/Aaa.mx/nd/nd	Teléfonos de México, S.A. de C.V.
49 FERROMX	5,000	0.43%	mx AAA/nd/AAA (mex)/nd	Ferrocarril Mexicano
50 MFRISCO	5,000	0.43%	nd/B3.mx/BBB+ (mex)/HR A	Minera Frisco, S.A.B. de C.V.
51 OPI	4,986	0.43%	nd/nd/nd/nd	Organización de Proyectos de Infraestructura, S. de R.L. de C.V.
52 AMX	4,888	0.42%	mx AAA/Aaa.mx/AAA (mex)/nd	América Móvil S.A. De C.V.
53 GASN	4,800	0.41%	mx AA+/nd/AAA (mex)/nd	Naturgy México, S.A. de C.V.
54 NRF	4,640	0.40%	mx AA+/Aa3.mx/nd/nd	NR Finance Mexico S.A. de C.V.
55 TLEVISA	4,500	0.38%	mx AAA/Aa1.mx/AAA (mex)/nd	Grupo Televisa, S.A.B.
Total Sample*	989,106	84.40%		

Source: Banorte / BMV / PIP / Rating agencies, as of September 2020. * The sample does not consider the whole market, only 84.4% of outstanding volume. Includes CB's, PMP, CPO's & debentures.

Attachment 2. Main Issuers* - Short-term corporate bond market

	Ticker	Issued amount (mxn million)	%	Issuer credit rating S&P/Moody's/Fitch/HR	Issuer
1	FEFA	12,925	24.2%	mxA-1+ / - / F1+mex / HR+1	Fondo Especial para Financiamientos Agropecuarios
2	AFIRALM	4,997	9.3%	mxA-2 / - / - / HR1	Almacenadora Afirme S.A. de C.V., Org. Aux. del Créd., Afirme Gpo. Fin.
3	VWLEASE	3,843	7.2%	mxA-1+ / MX-1 / - / HR+1	Volkswagen Leasing, S.A. de C.V.
4	ARREACT	3,718	7.0%	- / - / F1+mex / HR1	Arrendadora Actinver, S.A. de C.V.
5	OSM	3,000	5.6%	- / - / F1+mex / HR1	Operador de Sites Mexicanos, S.A. de C.V.
6	START	2,917	5.5%	- / MX-1 / F1+mex / HR+1	Start Banregio, S.A. de C.V., S.O.F.O.M., E.R., Banregio Grupo Financiero
7	DAIMLER	2,684	5.0%	mxA-1+ / - / F1+mex / -	Daimler México, S.A. de C.V.
8	GMFIN	2,540	4.8%	mxA-1+ / - / F1+mex / -	GM Financiamientos de México, S.A. de C.V., SOFOM ENR
9	ELEKTRA	2,500	4.7%	- / - / F1+mex / HR1	Grupo Elektra S.A. de C.V.
10	PCARFM	1,308	2.4%	mxA-1+ / - / F1+mex / -	Paccar Financiamientos México, S.A. de C.V., SOFOM, E.N.R.
11	LAB	1,250	2.3%	- / - / F1+mex / HR1	Genomma Lab Internacional, S.A.B. de C.V.
12	FORD	1,200	2.2%	- / MX-1 / F1+mex / -	Ford Credit de México, S.A. de C.V. SFOM ENR
13	AEROMEX	1,162	2.2%	- / - / - / HRD	Grupo Aeroméxico, S.A.B. de C.V.
14	FACTOR	1,101	2.1%	- / - / F2mex / HR2	Factoring Corporativo, S.A. de C.V. SFOM ENR
15	FNCOT	1,000	1.9%	- / - / F1+mex / HR+1	INFONACOT
16	DOCUFOR	974	1.8%	mxA-2 / - / F2mex / HR2	Docuformas S.A.P.I. de C.V.
17	INVEX	950	1.8%	mxA-2 / - / F1mex / -	INVEX Controladora S.A.B. de C.V.
18	AFIRMAR	584	1.1%	mxA-2 / - / - / HR1	Arrendadora Afirme S.A. de C.V.
19	AUTLAN	531	1.0%	- / - / F2mex / HR2	Compañía Minera Autlán, S.A.B. de C.V.
20	CHDRAUI	500	0.9%	- / - / F1+mex / HR+1	Grupo Comercial Chedraui, S.A.B. de C.V.
21	MFRISCO	500	0.9%	- / - / F2mex / HR2	Minera Frisco, S.A.B. de C.V.
22	FINBE	500	0.9%	- / - / F1+mex / HR1	Financiera Bepensa, S.A. de C.V., SOFOM, E.R.
23	SFPLUS	395	0.7%	- / - / F2mex / HR2	Sofoplus, S.A.P.I. de C.V. SOFOM, Entidad Regulada
24	GFAMSA	358	0.7%	- / - / Dmex / -	Grupo Famsa, S.A.B. de C.V.
25	ION	356	0.7%	- / - / - / HR3	ION Financiera, S.A.P.I. de C.V., SOFOM, E.R.
26	MINSA	270	0.5%	- / MX-2 / - / -	Grupo Minsa S.A.B. de C.V.
27	MERCFIN	268	0.5%	- / - / F2mex / HR2	Mercader Financiamientos, S.A. de C.V., SOFOM, Entidad No Regulada
28	PDN	262	0.5%	- / - / F1mex / HR1	Portafolio de Negocios
29	FHIPO	251	0.5%	- / - / - / HR1	Fideicomiso Hipotecario
30	VASCONI	250	0.5%	- / - / F2mex / HR2	Grupo Vasconia, S.A.B.
31	GFMEGA	135	0.3%	mxA-2 / - / - / -	Operadora de Servicios Mega S.A. de C.V. SOFOM. ENR.
32	GVIVA	125	0.2%	- / - / - / HR2	Grupo Viva Aerobus, S.A. de C.V.
33	BIM	50	0.1%	mxA-3 / - / - / HR3	Banco Inmobiliario Mexicano, S.A. Institución de Banca Múltiple
34	COMERCI	43	0.1%	- / - / Dmex / -	Controladora Comercial Mexicana, S.A.B. de C.V.
Total *		53,448	100%		

Source: Banorte / BMV / PIP / BIVA / Rating agencies, as of October 2020. *Includes all commercial papers (D) and short-term CBs (92 and 93).

Attachment 3. Main issuers* - Banking Bond Market

	Ticker	Issued amount (mxn million)	%	Issuer credit rating S&P/Moody's/Fitch/HR	Issuer
1	NAFIN	60,450	16.4%	mxAAA/Aaa.mx/AAA (mex)/HRAAA	Nacional Financiera
2	BANOB	48,836	13.2%	mxAAA/Aaa.mx/AAA (mex)/	Banco Nacional de Obras y Servicios Públicos
3	BACOMER	46,513	12.6%	mxAAA/Aaa.mx/AAA (mex)/	BBVA Bancomer
4	HSBC	49,341	13.4%	mxAAA/Aaa.mx/AAA (mex)/	HSBC
5	SCOTIAB	33,104	9.0%	mxAAA/Aaa.mx/AAA (mex)/	Scotiabank Inverlat
6	BSANT	23,161	6.3%	mxAAA/Aaa.mx/AAA (mex)/	Banco Santander S.A.
7	BINBUR	21,483	5.8%	mxAAA/AAA (mex)/HRAAA	Banco Inbursa
8	BACMEXT	21,000	5.7%	mxAAA/Aaa.mx/AAA (mex)/	Banco Nacional de Comercio Exterior
9	BANORTE	13,902	3.8%	mxAAA/Aaa.mx/AAA (mex)/	Banco Mercantil del Norte
10	SHF	14,537	3.9%	mxAAA/Aaa.mx/AAA (mex)/	Sociedad Hipotecaria Federal
11	BLADEX	10,000	2.7%	mxAAA/AAA (mex)/	Banco Latinoamericano de Comercio Exterior
12	COMPART	8,360	2.3%	mxAA+//AA (mex)/	Banco Compartamos
13	KEXIM	7,000	1.9%	/Aaa.mx/HRAAA	Banco de Exportaciones e Importaciones de Corea
14	CSBANCO	3,700	1.0%	mxBBB+//A- (mex)/HRA	Consurbanco S.A.
15	BBAJIO	3,000	0.8%	/Aa2.mx/AA (mex)/HRAAA	Banco del Bajío
16	BACTIN	3,000	0.8%	//AA (mex)/HRAA-	Banco Actinver
17	VW BANK	1,000	0.3%	mxAAA/Aaa.mx//	Volkswagen Bank
18	BASE	500	0.1%	mxA-//A (mex)/	Banco Base
Total		368,886	100.0%		

Source: Banorte / BMV // BIVA Rating Agencies, as of October 2020. *Includes bonds issued by private Banks (94) and development banks (CD).

Attachment 4. Breakdown by type of risk (Structure)

As the private bond market grows, different types of classifications are emerging, depending on the type of risk and/or structure:

Unsecured

Corporate bonds. This category includes unsecured (“plain vanilla”) issues or issues backed directly by the parent company.

State-owned companies and federal agency corporate bonds. Issues whose issuer or trustor has a close relationship and interdependence with the government, although it is not directly endorsed. We break out these issues according to their risk (linked to the country's).

Structured

Collateralized Debt Obligations (CDO). These are securitizations of other loans from banks or financial institutions.

Asset-Backed Securities (ABS). Issues that have a payment structure or mechanism in which assets back the issue payment and thus the issue risk depends on the quality of the assets and/or their management.

Future Flows (FF). The sources of payment for these issues are future flows or contributions from some source or revenues (operations). The risk depends on the certainty and magnitude of those flows.

Totally or Partially Guaranteed Corporate Debt. The issue risk depends partly on the creditworthiness of the guarantor and partly on the credit risk of the issuer or trustor.

Attachment 5. Glossary

Rating Agencies: Credit-risk rating companies, specifically Standard & Poor's (S&P), Fitch Ratings, Moody's, HR Ratings and Verum.

CBs: Securities Certificates. A debt instrument whose ticker symbol on the Mexican Exchanges is 91 (for corporate CBs) or 90 (for government issues, including state-owned enterprises).

CPO's: Ordinary Debt Participation Certificates. Fixed-income instrument whose ticker symbol on the Mexican Exchange is R1.

Corporate Debt: Debt securities issued by companies (corporates) or government (states and municipalities). Includes CBs, CPO's, Debentures and Medium-Term Notes.

Structured Issues: Fixed-income issues that have some form of payment structure (future flows, ABS, etc.) and/or partial endorsement.

Unsecured Issues: Generally unsecured (without collateral or "plain vanilla") or without a payment structure.

Outstanding amount: In this document, the unpaid balance of current corporate debt issues.

"MXN Million".- Millon of pesos.

Gross up: To calculate the gross coupon rate, taxes are added back in (the issuer pays the tax).

Debentures: Debt obligations. A debt instrument whose ticker symbol on the Mexican Exchange is 2.

MTN: Medium-term note. Debt instrument whose ticker symbol on the Mexican Exchange is 71.

Basis points (bp): Hundredths of a percentage point.

Spread: Difference between one rate and another.

Placement Rate: Coupon rate paid by a debt issue at the time it is issued. Base rate + initial spread.

Yield to Maturity (YTM): Refers to the rate of the yield being paid on the market for a given debt security. Expected flows on the issue (interest and principal payment) are discounted from this rate to obtain its price.

Certification of Analysts.

We, GApriel Casillas Olivera, Alejandro Padilla Santana, Delia María Paredes Mier, Juan Carlos Alderete Macal, Manuel Jiménez Zaldívar, Marissa Garza Ostos, Tania Abdul Massih Jacobo, Francisco José Flores Serrano, Katia Celina Goya Ostos, SantiAug Leal Singer, José Itzamna Espitia Hernández, Valentín III Mendoza Balderas, Víctor Hugo Cortes Castro, Hugo Armando Gómez Solís, Miguel Alejandro Calvo Domínguez, Luis Leopoldo López Salinas, Leslie Thalía Orozco Vélez, Gerardo Daniel Valle Trujillo, Eridani Ruibal Ortega and Juan Barbier Arizmendi, 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.

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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 Aboard. 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.

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The Analysts of Grupo Financiero Banorte S.A.B. of C.V. do not maintain direct investments or through an intermediary person, in the securities or derivative instruments object of this analysis report.

Guide for investment recommendations.

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

Even though this document offers a general criterion of investment, we urge readers to seek advice from their own Consultants or Financial Advisors, in order to consider whether any of the values mentioned in this report are in line with their investment goals, risk and financial position.

Determination of Target Prices

For the calculation of estimated target prices for securities, analysts use a combination of methodologies generally accepted among financial analysts, including, but not limited to, multiples analysis, discounted cash flows, sum-of-the-parts or any other method that could be applicable in each specific case according to the current regulation. No guarantee can be given that the target prices calculated for the securities will be achieved by the analysts of Grupo Financiero 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.

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