

Corporate Bond Market Review

Low activity extended through August

- In August, only two issuances were placed in the debt capital markets for MXN 1.5 billion (-85.1% y/y), extending the low activity observed since the second half of July
- We would highlight that the placed bonds observed a lower spread than the expected according to its credit ratings, probably explained by a liquidity surplus in investors' portfolios
- We expect placement activity to return to normal levels, or slightly above the previous year with a balance between unsecured and structured bonds, including a few sustainable bonds
- Meanwhile, in the short-term market MXN 13.6 billion were placed, a 9.6% increase than in the same month in 2020. Likewise, the amount outstanding rose to MXN 46.7 billion (-7.6% y/y)

Long-term corporate bond market. In August 2021, the pause in placements remained for the most part of the month, with the placement of only two bonds for MXN 1.5 billion, a number 85.1% lower than the observed in the same period of 2020. Stands out that the floating bond of Betterware de México's issuances (BWMX 21X) was placed at a lower spread than the expected by its credit rating (40bp), which we attribute to the excess liquidity in corporate debt investors given the low supply of new bonds in the last few months. Going forward, with the conformation of the pipeline in the last week of August, we foresee a return to normal placement levels for September and October with auctions for over MXN 34 billion. Likewise, it's worth noting that the placement pipeline contains sustainability linked bonds (BANOB 21-4X / 21-5X, KOF 21L / 21-2L, VOLARCB 21L), a green bond (GAP 21V), as well as a gender social bond (FNCOT 21-2G)

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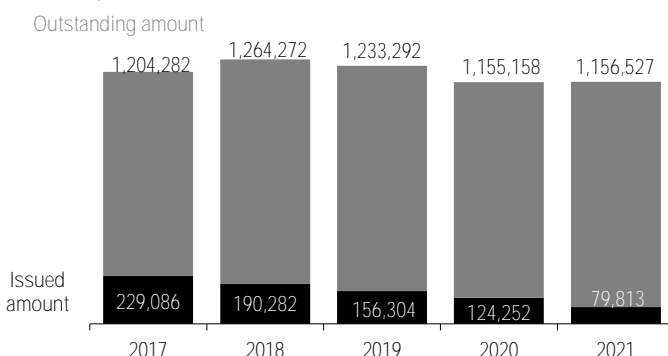
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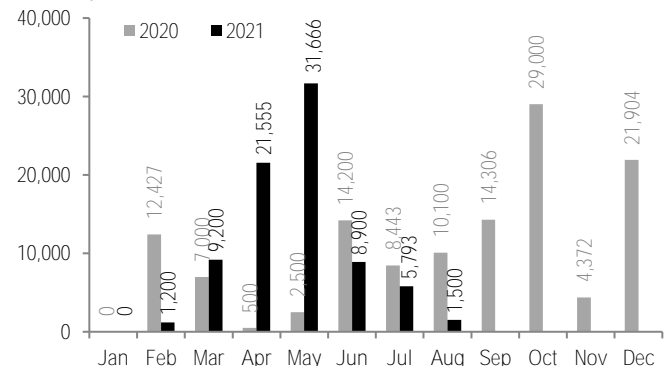
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Corporate bond market volume – Long-Term
MXN Million



Source: Banorte / BMV / BIVA / PIP as of August 2021.

Monthly issued volume – Long-Term
MXN Million

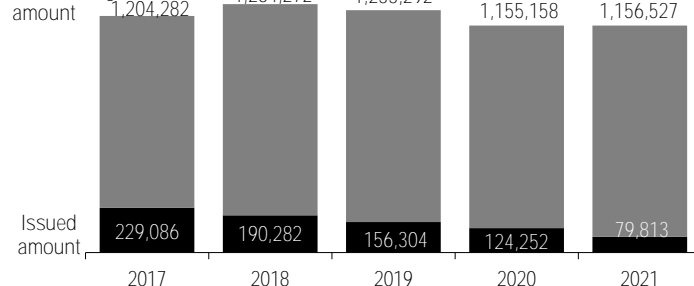


Corporate Bond Market – Long Term

Market Evolution. As of August 2021, the corporate mid- and long-term corporate bond market added up to MXN 1.16 trillion, considering securities 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
Outstanding
amount



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

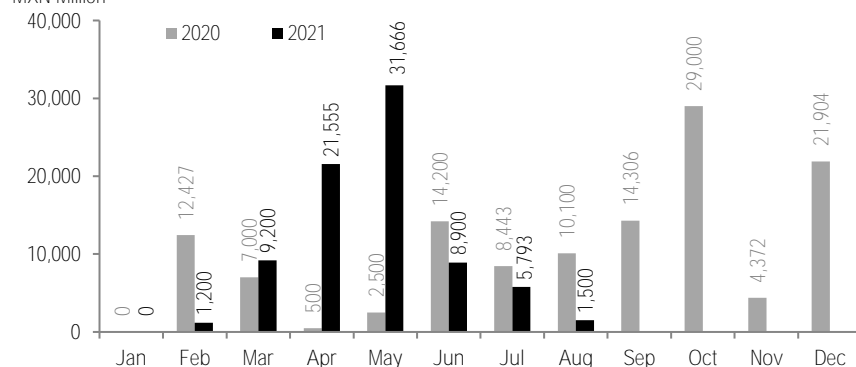
	2017	2018	2019	2020	2021*
Securities Certificates					
Issued	229,086	190,282	156,304	124,752	79,813
Outstanding	1,198,245	1,258,236	1,227,255	1,155,158	1,156,527
CPO's**					
Outstanding	6,037	6,037	6,037	0	0
Total Issued	229,086	190,282	156,304	124,752	79,813
YoY Growth*	127.9%	-16.9%	-17.9%	-20.2%	-35.8%
Total Outstanding	1,204,282	1,264,272	1,233,292	1,155,158	1,156,527
YoY Growth*	8.6%	5.0%	-2.5%	-6.3%	0.1%

Source: Banorte / BMV / PIP, as of August 2021. *August 2021 YTD vs 2020

August issuances. Throughout the month, two placements were carried out in the long-term market for MXN 1.5 billion, which was 85.1% lower than that observed in the same month of 2020.

Monthly issued volume

MXN Million



Source: Banorte / BMV / BIVA / PIP as of August 2021.

Monthly Issuances

MXN Million

Issue	Amount	Str.	Settlement Date	Maturity Date	Ref. Rate Spread %	Rating S&P/ Moody's / Fitch/ HR / Verum	Issuer
BWMX 21X	500	No	30-Aug-21	25-Aug-25	TIE28 + 0.4%	mxAAA/AAA(mex)/	Betterware de México
BWMX 21-2X	1,000	No	30-Aug-21	21-Aug-28	FIXED : 8.35%	mxAAA/AAA(mex)/	Betterware de México
Total	1,500						

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. Throughout the year, a preference has been observed for issuances referenced to 28-day TIIE with 62.5% of the total amount. With our [expectation that Banxico will raise interest rates by 25bps in each of the remaining three meetings of this year](#), we expect investors to keep the preference with floating rate bonds.

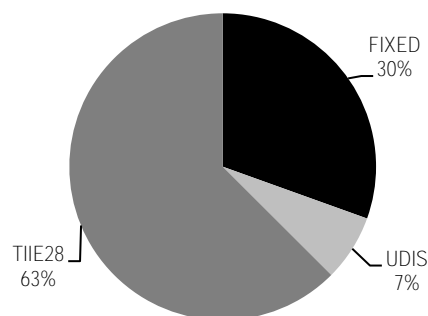
Regarding the **Federal Reserve**, in the minutes from their July 27-28 meeting, where the Fed kept unchanged the Fed Funds range at 0.0%-0.25%, a slightly more hawkish tone was observed, although with discrepancy in the opinions. Our Economic Research team reaffirmed their view of an early 2023 Fed Funds increase, without discarding that it could come before, even in late 2022.

Meanwhile, **Banxico** published the [minutes of the decision held on August 12th](#), in which, in line with expectations, they hiked the rate by 25bps to 4.50% in a majority decision (3-2). In line with expectations the tone remained hawkish with the debate about inflation remaining in the spotlight. Our Economic Research team still expects three additional 25bps for the rest of 2021, taking the reference rate to 5.25%. For 2022 they see two more hikes of the same magnitude at the start of the year and one more at the end, closing at 6.00%.

Securities Certificates – Reference Rate
MXN Million, %

Ref. Rate	2021 Issuances	%
FIXED	24,332	30.5%
UDIS	5,582	7.0%
Total floating rate	49,899	62.5%
TIIE28	49,899	62.5%
TIIE91	0	0.0%
CETE 182	0	0.0%
LIBOR	0	0.0%
MIX	0	0.0%
Total	79,813	100%

Reference Rate Breakdown, 2021
%

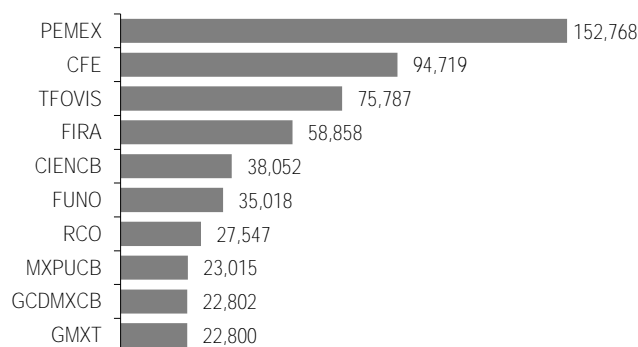


Source: Banorte / BMV / BIVA / PIP, as of August 2021.

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

Main Issuers. Ten issuers represented 47.7% of the market, of which state-owned companies PEMEX & CFE hold 21.4% of the total volume outstanding of long-term private debt, ranking first and second in the total market, respectively. It is worth noting that of the ten main issuers, only Pemex ('A2.mx' by Moody's) is not rated 'AAA' or equivalent.

Main issuers or trustors*
MXN Million

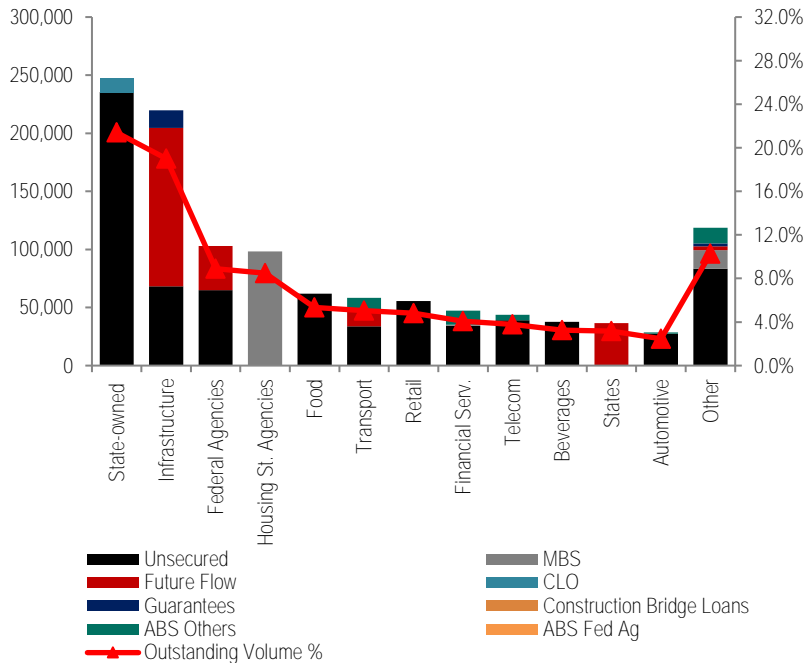


Issuer Credit Rating*										
	PEMEX	CFE	TFOVIS	FIRA	CIENCB	FUNO	RCO	MXPUCB	GCDMXCB	GMXT
S&P	mx AAA	mx AAA	mx AAA	mx AAA	nd	nd	nd	nd	mx AAA	mx AAA
Moody's	A3.mx	Aaa.mx	nd	nd	nd	nd	nd	nd	Aaa.mx	nd
Fitch	nd	AAA (mex)	nd	AAA (mex)	nd	AAA (mex)	nd	nd	AAA (mex)	AAA (mex)
HR	HR AAA	nd	nd	HR AAA	nd	HR AAA	nd	nd	nd	nd

Source: Banorte / BMV / BIVA / Rating agencies as of August 2021. nd: not available. * The outstanding amount of the "issuer" includes structured issues whose trustor is equal to the issuer; however, the ratings are from the issuer (unsecured).

Leading Industry Groups. As of August 2021, six sectors (State-owned companies, Infrastructure, Federal Agencies, Housing support, Food and Retail) make up 68.2% 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 21.4% of the total market. The remaining 31.8% is spread in 18 sectors.

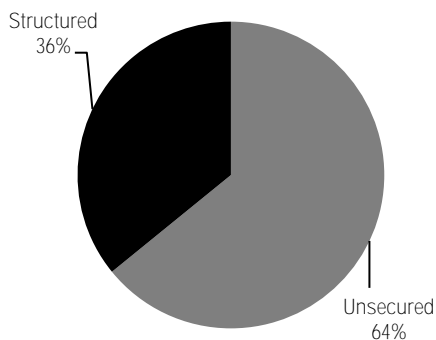
Corporate debt breakdown by industry and structure
MXN Million



Source: Banorte / BMV / BIVA / PIP as of August 2021.

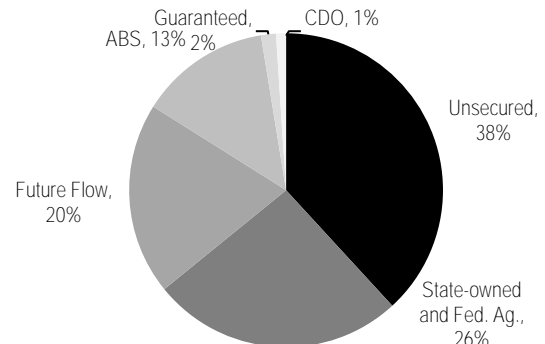
Breakdown by type of risk (Structure). As of August 2021, the market accounts for 240 structured issuances, which represent 35.9% (MXN 414.8 billion) of the total outstanding volume, below the 37.8% (MXN 439.0 billion) registered during the same period of 2020. Two types of structure make up 33.3% of the total outstanding volume of the market: (1) Asset Backed Securities with 13.5%; and (2) Future Flows with 19.8%. Meanwhile, there are 248 unsecured notes (64.1% of the outstanding volume) with seven sectors accounting for 48.6% of total long-term outstanding debt (State-owned companies 20.4%, Infrastructure 5.9%, Federal Agencies 5.6%, Food 5.3%, Retail 4.8%, Telecom 3.4%, and Beverages 3.2%).

Outstanding corporate debt
%



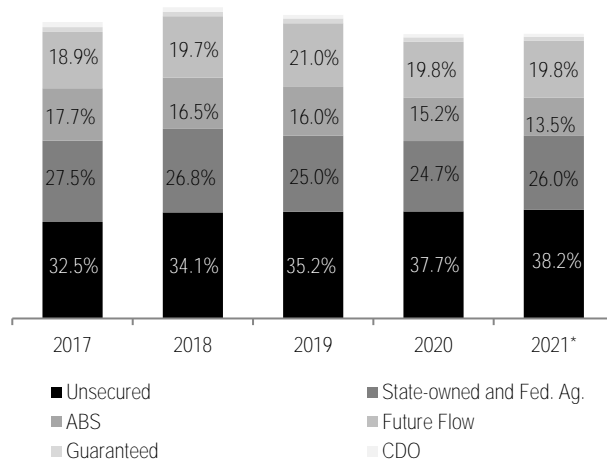
Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Breakdown by structure
%



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Outstanding volume by structure
MXN Million; %



Source: Banorte / BMV / BIVA / PIP, as of August 2021*.

Issued volume
MXN Million

	2019	2020	2021
Corporate			
Issued	84,361	68,356	51,513
Outstanding	433,888	435,197	441,415
State-Owned Entities / Fed. Agencies			
Issued	19,100	32,443	21,500
Outstanding	308,397	285,088	300,325
ABS			
Issued	25,678	23,450	6,800
Outstanding	197,434	175,604	156,080
Future Flow			
Issued	27,164	0	0
Outstanding	258,848	228,169	229,012
Total / Partially Guaranteed			
Issued	0	502	0
Outstanding	19,321	17,195	17,733
CLO			
Issued	0	0	0
Outstanding	15,404	13,905	11,963
Total			
Issued	156,304	124,752	79,813
Outstanding	1,233,292	1,155,158	1,156,527

Source: Banorte / BMV / PIP, as of August 2021*

Corporate Debt Maturities. During August, three long-term notes matured for an amount of MXN 3.2 billion; standing out that only one was on its legal maturity date.

Month's Maturities

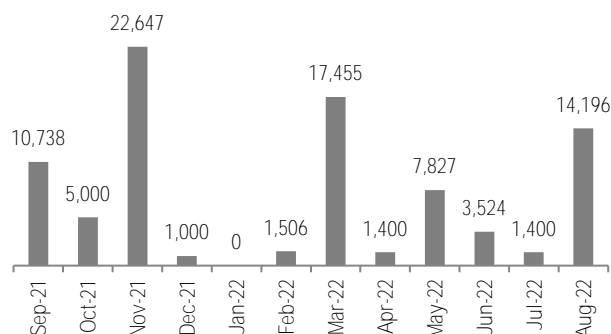
Issue	Amount (MXN Million)	Term (years)	Maturity	Coupon	Amort.	Credit Rating
91AUTLNCB17*	254	5.1	17-Aug-21	TIIE28 + 2.8%	Partial	///HR AA-/AA+/M
91MERCFCB18*	12	5.2	17-Aug-21	TIIE28 + 2.05%	Partial	mx AA+///HR AAA
91BBVALMX18	2,899	3.0	27-Aug-21	TIIE28 + 0.34%	Bullet	//AAA (mex)/HR AAA
Total	3,164					

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

In the next 12 months 7.5% (MXN 86.7 billion) of the total outstanding volume will mature. The most relevant issuances by amount are: PEMEX 11-3 for MXN 20.0 billion, ELEKTRA 19 and MFRISCO 18 for MXN 5.0 billion each, PEMEX 11U for MXN 4.5 billion, and FEFA 19-2 for MXN 3.0 billion. In addition, 8.8% (MXN 101.3 billion) of the outstanding volume will mature in 2022.

Maturities – Next 12 months

MXN Million

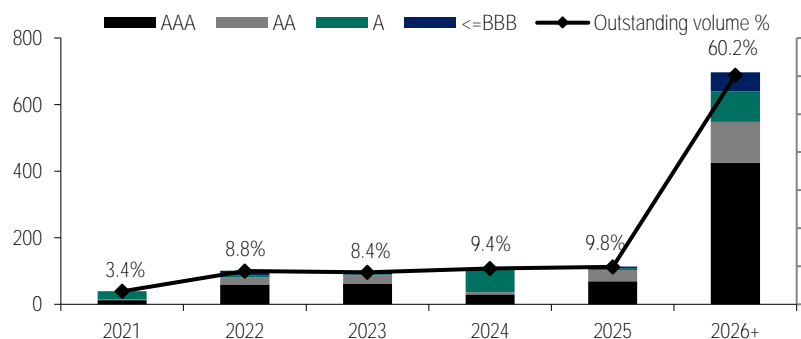


Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Maturities	
Sep. 21	PCARFM17 (\$750; AAA); PLANFCB16 (\$396.1; nd); PEMEX11U (\$4508.9; A-); DAIMLER18-4 (\$1082.9; AAA); VWLEASE18-2 (\$2500; AAA); CETELEM18-2 (\$1500; AAA)
Oct. 21	AC11-2 (\$2000; AAA); CIE17-2 (\$500; A); FEFA18V (\$2500; AAA)
Nov. 21	TOYOTA17-4 (\$646.7; AAA); PEMEX11-3 (\$20000; A-); INCARSO17 (\$2000; AA+)
Dec. 21	GCDMXCB16V (\$1000; AAA)
Jan. 22	nd
Feb. 22	DAIMLER19D (\$906.3; AAA); ARREACT19 (\$600; AA-)
Mar. 22	MONTPIO17 (\$500; AA+); ELEKTRA19 (\$5000; AA+); FEFA20 (\$1500; AAA); DAIMLER19 (\$1500; AAA); DAIMLER20 (\$1000; AAA); TOYOTA17 (\$333.3; AAA); LIVEPOL12-2 (\$1900; AAA); CETELEM19 (\$1400; AAA); ITTO17 (\$150; BBB-); GICSA19 (\$2671.7; B); GAP17 (\$1500; AAA)
Apr. 22	FEFA20-3 (\$1400; AAA)
May. 22	ACTINVR17-2 (\$350; A+); VWLEASE18 (\$2000; AAA); ADAMFIN07 (\$1400; BBB); FEFA19-2 (\$3076.5; AAA); GMFIN19-2 (\$1000; AA+)
Jun. 22	FEFA17-5 (\$2024; AAA); KOF17-2 (\$1500; AAA)
Jul. 22	FSHOP17 (\$1400; A+)
Aug. 22	BACHOCO17 (\$1500; AAA); MFRISCO18 (\$5000; BBB+); DAIMLER19-3 (\$1500; AAA); GEOCB11 (\$50; nd); GEOCB11-2 (\$80; nd); GEOCB12 (\$66; nd); LIVEPOL17-2 (\$1500; AAA); FNCOT19 (\$2000; AAA); TOYOTA17-3 (\$2500; AAA)

Maturity profile

MXN million



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

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/Ver	Book Runner	Issuer
KOF 21L	7,000	21-Sep-21	14-Sep-28	Fixed	Bullet	Beverages	////	BBVA - Santander	Coca-Cola FEMSA
KOF 21-2L		21-Sep-21	17-Sep-26	TIIE 28	Bullet	Beverages	////	BBVA - Santander	Coca-Cola FEMSA
CETELM 21-3	2,000	21-Sep-21	20-Sep-24	TIIE 28	Bullet	Fin. Serv.	///AAA(mex)//	Banorte - BBVA - Sant	Cetelem
CETELM 21-4		21-Sep-21	20-Sep-24	Fixed	Bullet	Fin. Serv.	///AAA(mex)//	Banorte - BBVA - Sant	Cetelem
FNCOT 21-2G	1,500	22-Sep-21	nd-nd-24	TIIE 28	Bullet	Fed. Ag.	///HR AAA	Actinver - Scotiabank	Instituto Fonacot
VWLEASE 21-2	2,000	22-Sep-21	15-Nov-24	TIIE 28	Bullet	Automotive	mxAAA/Aaa.mx//	Banorte - BBVA - Citi	Volkswagen Leasing
TOYOTA 21	2,000	07-Oct-21	07-Oct-24	TIIE 28	Bullet	Automotive	mxAAA////	BBVA - Citibanamex	Toyota Financial Services México
TOYOTA 21-2		07-Oct-21	06-Apr-26	Fixed	Bullet	Automotive	mxAAA////	BBVA - Citibanamex	Toyota Financial Services México
GAP 21V	2,500	13-Oct-21	nd-Oct-26	TIIE 28	Bullet	Airports	mxAAA/Aaa.mx//	BBVA - Sant - Scotia	Grupo Aeroportuario del Pacifico
GAP 21-2*		13-Oct-21	28-Apr-28	Fixed	Bullet	Airports	mxAAA/Aaa.mx//	BBVA - Sant - Scotia	Grupo Aeroportuario del Pacifico
Total	\$17,000								

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. * Tap Issue.

Structured Issuances MXN Million

MXN Million										
Issue	Called Amount	Auction Date	Maturity Date	Ref. Rate	Amort.	Sector	Str.	Credit Rating S&P/Moody's /Fitch/HR/Verum	Book Runner	Issuer
MERCFCB 21	450	08-Sep-21	nd-Sep-26	TIIE 28	Partial	Fin. Serv.	ABS	////	Intercom	Mercader Fin
FHIPOCB 21-2	3,500	23-Sep-21	nd-Sep-51	Fija	Partial	Housing	MBS	/Aaa.mx//	Banorte - BBVA - HSBC	Fhipo
ENCAPCB 21	2,000	29-Sep-21	nd-Mar-27	TIIE 28	Partial	Fin. Serv.	ABS	///AAA((mex))/HR AAA/	Banorte - Citi - Sant - Scotia	Engen Cap
ENCAPCB 21-2		29-Sep-21	nd-Mar-27	Fija	Partial	Fin. Serv.	ABS	///AAA((mex))/HR AAA/	Banorte - Citi - Sant - Scotia	Engen Cap
TFOVICB 21U	10,000	01-Oct-21	nd-nd-51	Udis	Partial	Housing	MBS	////	Banorte - BBVA - HSBC	FOVISSSTE
VOLARCB 21L	1,500	06-Oct-21	20-Oct-26	TIIE 28	Partial	Airlines	ABS	///HR AA/AA+/M	BBVA - HSBC	Volaris
Total	\$17,450									

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

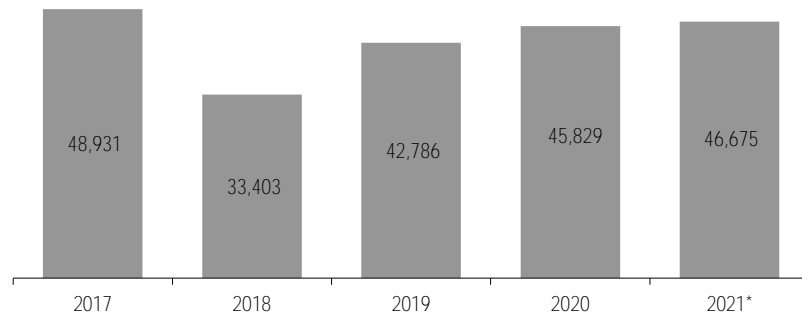
Issue	Called Amount	Auction Date	Maturity Date	Ref. Rate	Amort.	Credit Rating S&P/Moody's /Fitch/HR/Verum	Book Runner	Issuer
BANOB 21	7,500	09-Sep-21	09-Sep-24	TIIE 28	Bullet	mxAAA(Aaa.mx)/AAA(mex)	BBVA - Citibanamex - HSBC	Banobras
BANOB 21-4X		09-Sep-21	07-Sep-26	TIIE 28	Bullet	mxAAA(Aaa.mx)/AAA(mex)	BBVA - Citibanamex - HSBC	Banobras
BANOB 21-5X		09-Sep-21	01-Sep-31	Fixed	Bullet	mxAAA(Aaa.mx)/AAA(mex)	BBVA - Citibanamex - HSBC	Banobras
BANOB 21U		09-Sep-21	25-Aug-36	Udis	Bullet	mxAAA(Aaa.mx)/AAA(mex)	BBVA - Citibanamex - HSBC	Banobras
Total	\$7,500							

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 August 2021, the outstanding amount of the short-term (ST) Corporate Debt Market, which includes short-term securities certificates (tickers 92 and 93), totaled MXN 46.7 billion, a 7.6% decrease y/y. In this period, MXN 13.6 billion of short-term debt were placed, 9.6% higher than the amount recorded in the same month in 2020. In recent months, has been observed the reinstatement of major issuers in light of the COVID-19, seeking longer terms, leaving aside the growth in short-term emissions. Regarding the percentage issued, in August it was reduced with 88.1% of what was summoned, levels below the average observed in months prior to the COVID-19 pandemic.

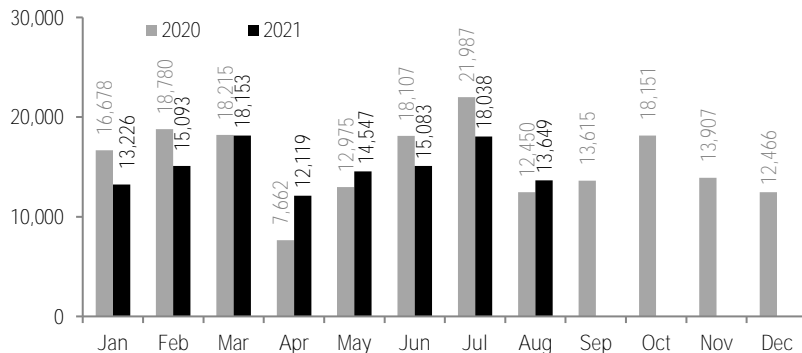
Corporate Debt Market Volume Short-Term (ST)
MXN Million



Source: Banorte / BMV / BIVA / PIP, *as of August 2021.

August issuances. The issued amount during the month (MXN 13.6 billion) was 9.6% higher than in August 2020 (MXN 12.4 billion). Moreover, the aggregated volume placed in 2021 (MXN 119.9 billion) was 6% lower than the recorded in 2020.

Monthly Issued amount
MXN Million



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Market Conditions –Auctions. During August 2021, 88.1% 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 0.40%, that is 43bps lower than the average of 0.83% recorded in August 2020. Meanwhile, of the amount placed in the month (MXN 13.6 billion), 68.3% maintains a national scale short-term rating of 'F1+'. During the month, issuers such as Almacenedora Afirme, GM Financial México and VW Leasing 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
Almacenedora Afirme S.A. de C.V., Org. Aux. Créd.	2,979	100%	Navistar Financial, S.A. de C.V. SFOM ENR	345	100%
GM Financial de México, SA de CV, SOFOM ENR	2,600	87%	Genomma Lab Internacional, S.A.B. de C.V.	550	57%
Volkswagen Leasing, S.A. de C.V.	2,800	74%	ION Financiera, S.A.P.I. de C.V., SOFOM, E.R.	298	100%
Daimler México, S.A. de C.V.	1,000	100%	Toyota Financial Services México S.A. de C.V.	400	47%
Ford Credit de México, S.A. de C.V. SFOM ENR	1,000	86%	Almacenedora Mercader, S.A., Org. Aux. Crédito	200	75%
Financiera Bepensa, S.A. de C.V., SOFOM, E.R.	700	100%	Factoring Corporativo, S.A. de C.V. SFOM ENR	140	100%
Start Banregio, S.A. de C.V., SOFOM, ER	570	100%	Mexarrend, S.A.P.I. de C.V.	130	100%
Arrendadora Actinver, S.A. de C.V.	505	100%	Fideicomiso Hipotecario	200	50%
Arrendadora Afirme S.A. de C.V.	481	100%	Compañía Minera Autlán, S.A.B. de C.V.	100	100%
Cetelem, S.A. de C.V., SOFOM, ER	400	100%	Mercader Financial, S.A. de C.V., SOFOM, ENR	100	62%
TOTAL				15,497	88.07%

Source: Banorte with information of Auctions and Public Offer Notices of August 2021 debt published by Emisnet and BIVA.

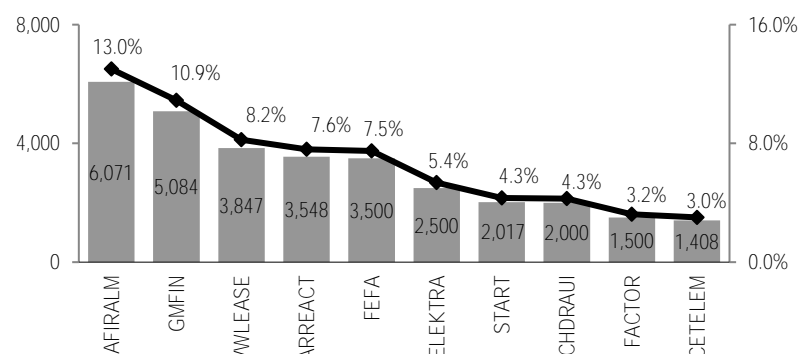
Short-term debt renewals per week
MXN Million

Week	Called Amount	Issued Amount	%	Spread	Avr Term	F1+	ST Ratings*							Main Issuers
August 2 to 6	2,834	2,382	84.0%	0.26%	75 days	64%	6%	27%	3%	0%	0%	0%	0%	VWLEASE, GMFIN, AFIRALM
August 9 to 13	3,735	3,035	81.2%	0.31%	129 days	67%	0%	31%	2%	0%	0%	0%	0%	AFIRALM, GMFIN, VWLEASE
August 16 to 20	4,447	3,867	87.0%	0.18%	96 days	84%	0%	15%	1%	0%	0%	0%	0%	FINBE, GMFIN, VWLEASE
August 23 to 31	4,481	4,366	97.4%	0.31%	95 days	57%	0%	40%	4%	0%	0%	0%	0%	AFIRALM, VWLEASE, GMFIN
Total	15,497	13,649	88.07%	0.26%	100 days	68.3%	1.1%	28%	2%	0%	0%	0%	0%	AFIRALM, GMFIN, VWLEASE

Source: Banorte with information of Auctions and Public Offer Notices of debt of August 2021. * Rating's percentage on the amount placed per week.

Main Issuers. Ten issuers account for 67.4% of the short-term Corporate Market, among which stand out for its outstanding amount: Almacénadora Afirme (MXN 6.1 billion), GM Financial (MXN 5.1 billion) and VW Leasing (MXN 3.8 billion). It should be noted that nine 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)

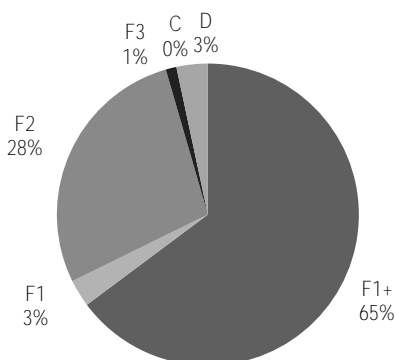
	AFIRALM	GMFIN	VWLEASE	ARREACT	FEFA	ELEKTRA	START	CHDRAUI	FACTOR	CETELEM
S&P	mxA-2	mxA-1+	mxA-1+	-	mxA-1+	-	-	-	-	mxA-1+
Moody's	-	-	MX-1	-	-	-	MX-1	-	-	-
Fitch	-	F1+mex	-	F1+mex	F1+mex	F1+mex	-	F1+mex	F2mex	F1+mex
HR Ratings	HR1	-	HR+1	HR1	HR+1	HR1	HR+1	HR+1	HR2	-
PCR Verum	-	-	-	1+/M	-	1+/M	1+/M	-	-	-

Source: Banorte / BMV / Rating agencies as of August 2021.

Main Sectors and Ratings. During August 2021 the Financial Services sector keeps leading with the highest percentage of the amount outstanding (47.5% vs. 52.1% in August 2020), explained by the contributions of Arrendadora Actinver and Almacénadora Afirme. This sector is followed by the Retail with a 14.2% share (vs. 10.5% in August 2020) due to the active auctions of Chedraui and Elektra.

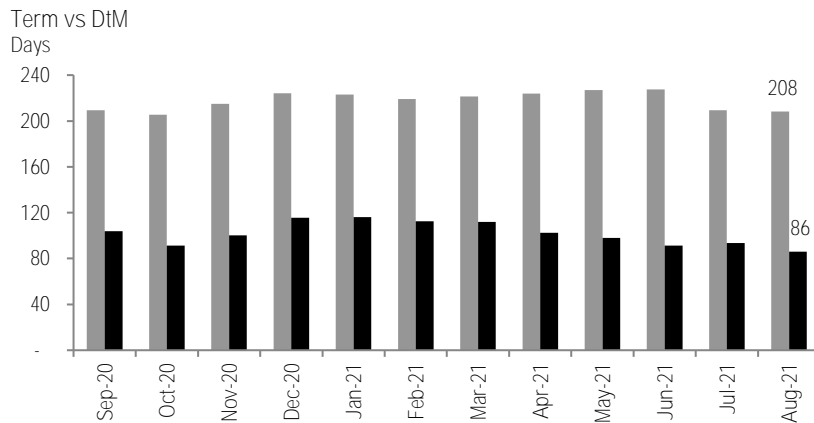
Distribution by sector and rating
MXN Million

Sector	2021*		2020 %	Var.
	Amount	%		
Financial Services	22,153	47.5%	52.1%	-4.6%
Retail	6,611	14.2%	10.5%	3.6%
Automotive	5,623	12.0%	11.2%	0.8%
NFE – Auto	2,093	4.5%	1.8%	2.7%
NFE – SME	2,017	4.3%	5.6%	-1.3%
NFE – Inter	1,500	3.2%	2.3%	0.9%
Others	6,679	14.3%		
Total*	46,675	100%		



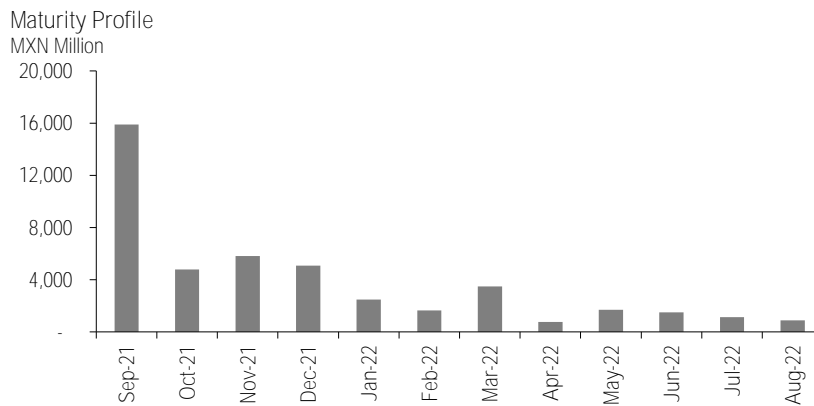
Source: Banorte / BMV / BIVA / Rating agencies, *as of August 2021.

Maturity profile. The average days to maturity at August 2021 are lower than the same level as those recorded in 2020. During August 2021, the weighted average days to maturity ST debt were 86 days, compared to the 120 days recorded in August 2020.



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

In September, we expect maturities for MXN 15.9 billion, equivalent to 34.0% of the outstanding ST Corporate Debt outstanding amount. While at the end of July 29.6% was expected to expire during August 2021. It is important to consider that the issuers of this market refinance their maturities on a frequent basis.

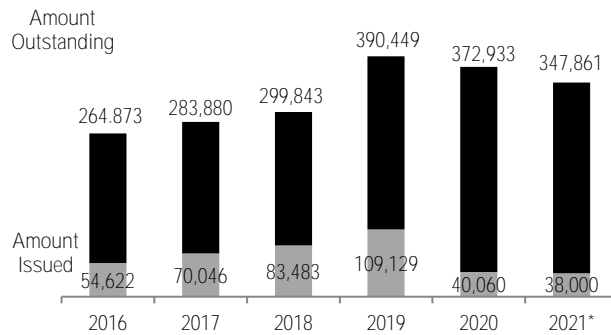


Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Banking Bond Market

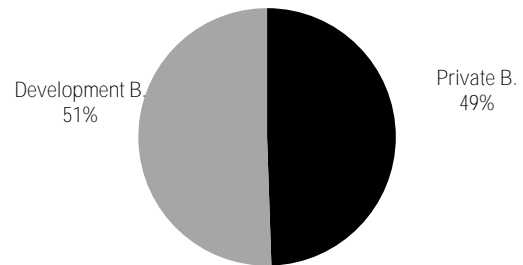
Market evolution. As of August 2021, the banking bond market outstanding amount totaled MXN 347.8 billion, a 7.1% decrease compared with the outstanding volume as of August 2020. For this market we consider bonds issued by private banks (94) and development banks (CD). In this regard, as of August 2021, 49.5% of the market amount outstanding comes from private banks.

Banking Bond Market Volume
MXN Million



Source: Banorte / BMV / BIVA / PIP, *as of August 2021.

Breakdown by bank type
%



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Last Issuances. During August there were no placements. The latest issuances were from July, four placements for MXN 12 billion by Nafin and Banco Actinver. Issuances recorded in 2021 (MXN 38 billion) were higher (31.7%) than the same period in 2020 (MXN 28.9 billion).

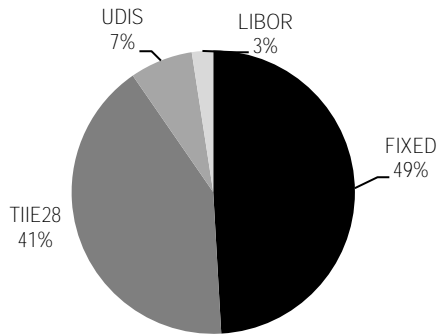
Last issuances
MXN Million

Issuance	Amount	Date Issued	Maturity	Reference Rate	Amort.	Rating S&P/Moody's/Fitch/HR	Sector	Issuer
CDNAFF310620	7,500	02-jul-21	20-jun-31	FIXED: 7.35%	Bullet	mxAAA/Aaa.mx/AAA (mex)/HRAAA	Development B.	Nacional Financiera
CDNAFR240628	1,385	02-jul-21	28-jun-24	TIIE28 - 0.09%	Bullet	mxAAA/Aaa.mx/AAA (mex)/HRAAA	Development B.	Nacional Financiera
CDNAFR260626	1,115	02-jul-21	26-jun-26	TIIE28 - 0.03%	Bullet	mxAAA/Aaa.mx/AAA (mex)/HRAAA	Development B.	Nacional Financiera
94BACTIN21	2,000	14-jul-21	08-jul-26	TIIE28 + 0.85%	Bullet	//AA (mex)/HRAA-	Private	Banco Actinver
Total	\$12,000							

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.

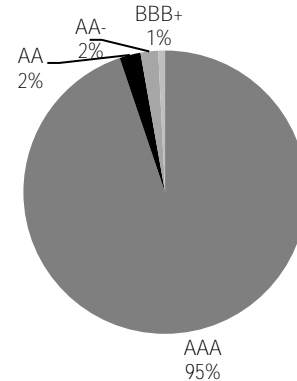
Market conditions. As of August 2021, 43.7% of the outstanding amount is pegged to a floating rate (28-day TIIE or LIBOR). Meanwhile, fixed rate placements are also found in this market (49.1%), as well as a smaller part in UDIS (7.2%). Moreover, it's worth noting that most bank issuances hold the highest local credit ratings 'AAA' (94.8% of the outstanding volume).

Breakdown by reference rate
%



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

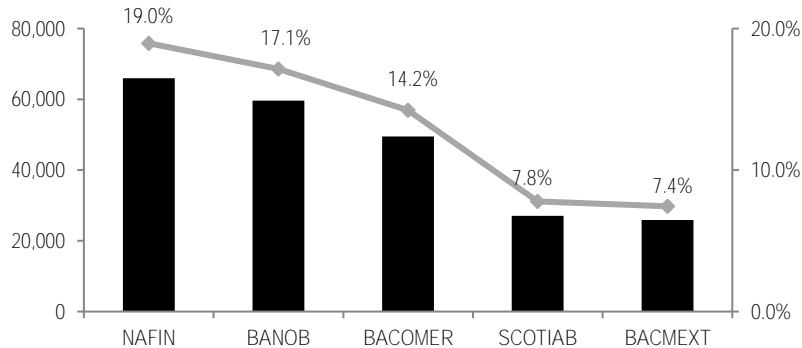
Credit rating distribution
%



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Main issuers. As of August 2021, five issuers make up for the 65.5% of the outstanding volume, of which Nafin leads the market with the 19.0%.

Largest Issuers
MXN Million / %

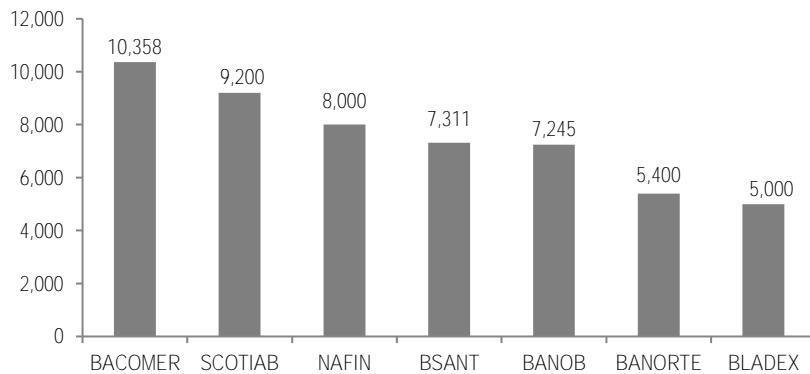


Source: Banorte / BMV / BIVA / PIP, as of August 2021.

Maturity profile. Throughout August of 2021, there were two maturities for MXN 8 billion by HSBC and Scotiabank. Moreover, for the next 12 months we expect maturities adding up to MXN 60.6 billion, which represent 17.4% of the outstanding amount. It's worth noticing that maturities from BBVA - Bancomer account for MXN 10.4 billion.

Forthcoming maturities (NTM)

MXN Million

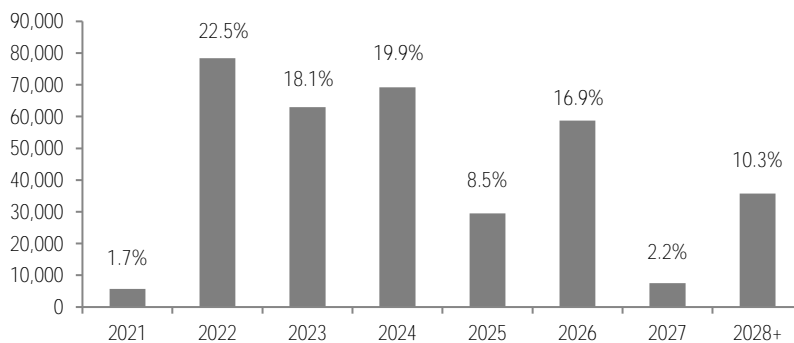


Source: Banorte / BMV / BIVA / PIP. *Early maturities.

In 2022, 22.5% (MXN 78.4 billion) of the total outstanding volume will mature, while in 2023 and 2024 we expect the maturity of 18.2% (MXN 62.9 billion) and 19.9% (MXN 69.3 billion). The most relevant issuances by amount are: SCOTIAB 18 (MXN 6.3 billion), SCOTIAB 19 (MXN 6.0 billion) and BANORTE 19 (MXN 5.4 billion).; as for 2024 (19.9% of outstanding), largest maturities expected are: NAFF 240308 (MXN 15 billion), BINBUR 14-7 (MXN 14.7 billion) and BANOB 14-2 (MXN 12 billion).

Maturity profile

MXN Million / %



Source: Banorte / BMV / BIVA / PIP, as of August 2021.

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	152,768	13.21%	mx AAA/A3.mx/nd/HR AAA	Petróleos Mexicanos
2	CFE	94,719	8.19%	mx AAA/Aaa.mx/AAA (mex)/nd	Comisión Federal de Electricidad
3	TFOVIS	75,787	6.55%	mx AAA/nd/nd/nd	FOVISSSTE
4	FIRA	58,858	5.09%	mx AAA/nd/AAA (mex)/HR AAA	Fondo Especial para Financiamientos Agropecuarios
5	CIENCB	38,052	3.29%	nd/nd/nd/nd	Corporación Mexicana de Inversiones de Capital, S.A. de C.V.
6	FUNO	35,018	3.03%	nd/nd/AAA (mex)/HR AAA	Fibra Uno Administración, S.A. de C.V.
7	RCO	27,547	2.38%	nd/nd/nd/nd	Red de Carreteras de Occidente, S.A.P.I.B. de C.V.
8	MXPUCB	23,015	1.99%	nd/nd/nd/nd	Fonadin
9	GCDMXCB	22,802	1.97%	mx AAA/Aaa.mx/AAA (mex)/nd	Gobierno del Distrito Federal
10	GMXT	22,800	1.97%	mx AAA/nd/AAA (mex)/nd	GMéxico Transportes, S.A. de C.V.
11	KOF	22,227	1.92%	mx AAA/Aaa.mx/AAA (mex)/nd	Coca-Cola Femsa
12	LALA	21,634	1.87%	nd/nd/AA (mex)/HR AA-	Grupo LALA, S.A.B. de C.V.
13	GAP	20,000	1.73%	mx AAA/Aaa.mx/nd/nd	Grupo Aeroportuario del Pacífico, S.A.B. de C.V.
14	OSM	18,848	1.63%	mx AA-/nd/AAA (mex)/HR AA+	Operadora de Sites Mexicanos, S.A. de C.V.
15	BIMBO	18,000	1.56%	mx AA+/Aa2.mx/AAA (mex)/nd	Grupo Bimbo, S.A. de C.V.
16	ELEKTRA	17,611	1.52%	nd/nd/A+ (mex)/HR AA+	Grupo Elektra, S.A.B. de C.V.
17	LIVEPOL	16,900	1.46%	mx AAA/nd/AAA (mex)/nd	El Puerto de Liverpool, S.A.B. de C.V.
18	ARCA	15,350	1.33%	mx AAA/Aaa.mx/AAA (mex)/nd	Arca Continental, S.A.B. DE C.V.
19	CHIHCB	14,847	1.28%	mx A+/A2.mx/BBB+ (mex)/nd	Gobierno del Estado de Chihuahua
20	TMMCB	14,522	1.26%	nd/nd/nd/nd	Transportación Marítima Mexicana y TMM División Marítima
21	CETELM	12,500	1.08%	mx AAA/nd/AAA (mex)/nd	Cetelem, S.A. de C.V., Sociedad Financiera de Objeto Múltiple, E.R.
22	CEDEVIS	12,450	1.08%	mx AAA/nd/AAA (mex)/nd	Infonavit
23	GICSA	10,160	0.88%	mx B/nd/nd/HR BBB+	Grupo GICSA, S.A.B. de C.V.
24	CONMEX	10,103	0.87%	mx AAA/nd/AAA (mex)/nd	Concesionaria Mexiquense
25	DAIMLER	9,689	0.84%	mx AAA/nd/AAA (mex)/nd	DAIMLER México, S.A. de C.V.
26	CAMS	9,356	0.81%	nd/nd/nd/nd	Concesionaria de la Autopista Monterrey Saltillo, S.A. de C.V.
27	VWLEASE	9,000	0.78%	mx AAA/Aaa.mx/nd/nd	Volkswagen Leasing, S.A. de C.V.
28	PAMMCB	8,976	0.78%	nd/nd/nd/nd	Red Estatal de Autopistas de Nuevo León
29	FIBRAPL	8,962	0.77%	nd/nd/AAA (mex)/HR AAA	Prologis Property México, S.A. de C.V.
30	FERROMX	8,500	0.73%	mx AAA/nd/AAA (mex)/nd	Ferrocarril Mexicano
31	EDONL	8,195	0.71%	nd/nd/nd/nd	Red Estatal de Autopistas de Nuevo León
32	FHIPO	8,144	0.70%	nd/nd/nd/HR AA	Fideicomiso Hipotecario (FHIPO)
33	GASN	8,100	0.70%	mx AA+/nd/AAA (mex)/nd	Naturgy México, S.A. de C.V.
34	ALSEA	8,000	0.69%	nd/nd/A- (mex)/HR A-	ALSEA, S.A.B. de C.V.
35	PASACB	7,633	0.66%	nd/nd/nd/nd	Pápagos Servicios para la Infraestructura y Sarre Infraestructura y Servicios
36	HERDEZ	7,500	0.65%	mx AA/nd/AA (mex)/nd	Grupo Herdez, S.A.B. de C.V.
37	GPH	7,500	0.65%	nd/nd/AAA (mex)/HR AAA	Grupo Palacio de Hierro, S.A.B. de C.V.
38	SORIANA	6,500	0.56%	nd/nd/AA+ (mex)/HR AA+	Organización Soriana, S.A.B. de C.V.
39	CHIACB	6,412	0.55%	mx A/A1.mx/A- (mex)/nd	Estado de Chiapas
40	CASITA	6,200	0.54%	nd/C.mx/nd/nd	Hipotecaria Su Casita, S.A. de C.V.
41	IPORCB	6,002	0.52%	nd/nd/nd/nd	Operadora Metropolitana de Carreteras, S.A. de C.V.
42	INCARSO	6,000	0.52%	nd/nd/AA+ (mex)/HR AA+	INMUEBLES CARSO, S.A.B. DE C.V.
43	FONACOT	5,943	0.51%	mx AAA/nd/AAA (mex)/HR AAA	Instituto del Fondo Nacional para el Consumo de los Trabajadores
44	LPSLCB	5,716	0.49%	nd/nd/nd/nd	Libramiento ICA La Piedad, S.A. de C.V., ICA San Luis, S.A. de C.V.
45	FSHOP	5,609	0.49%	nd/nd/A+ (mex)/HR AA+	Fibra Shop Portafolios Inmobiliarios, S.A.P.I. de C.V.
46	DANHOS	5,500	0.48%	nd/nd/AAA (mex)/HR AAA	Concentradora Fibra Danhos, S.A. de C.V.
47	TOYOTA	5,355	0.46%	mx AAA/nd/AAA (mex)/nd	Toyota Financial Services México, S.A. de C.V.
48	AERMxCB	5,150	0.45%	nd/nd/nd/nd	Aerovías de México
49	AMX	5,131	0.44%	mx AAA/Aaa.mx/AAA (mex)/nd	America Móvil S.A. De C.V.
50	OPI	5,127	0.44%	nd/nd/nd/nd	Organización de Proyectos de Infraestructura, S. de R.L. de C.V.
51	TELMEX	5,000	0.43%	mx AAA/Aaa.mx/nd/nd	Teléfonos de México, S.A. de C.V.
52	MFRISCO	5,000	0.43%	nd/B3.mx/A- (mex)/HR BBB+	Minera Frisco, S.A.B. de C.V.
53	OMA	5,000	0.43%	mx AAA/nd/AAA (mex)/nd	Grupo Aeroportuario del Centro Norte, S.A.B. de C.V. (OMA)
54	GRUMA	5,000	0.43%	mx AA+/nd/AAA (mex)/nd	GRUMA, S.A.B. de C.V.
55	TLEVISA	4,500	0.39%	mx AAA/Aa1.mx/AAA (mex)/nd	Grupo Televisa, S.A.B.
Total Sample*		985,220	85.19%		

Source: Banorte / BMV / PIP / Rating agencies, as of August 2021. * The sample does not consider the whole market, only 85.2% 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	AFIRALM	6,071	13.0%	mxA-2 / - / - / HR1	Almacenadora Afirme S.A. de C.V., Org. Aux. Créd., Afirme Gpo. Financiero
2	GMFIN	5,084	10.9%	mxA-1+ / - / F1+mex / -	GM Financiera de México, S.A. de C.V., SOFOM ENR
3	VWLEASE	3,847	8.2%	mxA-1+ / MX-1 / - / HR+1	Volkswagen Leasing, S.A. de C.V.
4	ARREACT	3,548	7.6%	- / - / F1+mex / HR1	Arrendadora Actinver, S.A. de C.V.
5	FEFA	3,500	7.5%	mxA-1+ / - / F1+mex / HR+1	Fondo Especial para Financiamientos Agropecuarios
6	ELEKTRA	2,500	5.4%	- / - / F1+mex / HR1	Grupo Elektra S.A. de C.V.
7	START	2,017	4.3%	- / MX-1 / - / HR+1	Start Banregio, S.A. de C.V., SOFOM, ER, Banregio Grupo Financiero
8	CHDRAUI	2,000	4.3%	- / - / F1+mex / HR+1	Grupo Comercial Chedraui, S.A.B. de C.V.
9	FACTOR	1,500	3.2%	- / - / F2mex / HR2	Factoring Corporativo, S.A. de C.V. SFOM ENR
10	CETELM	1,408	3.0%	mxA-1+ / - / F1+mex / -	Cetelm, S.A. de C.V., Sociedad Financiera de Objeto Múltiple, E.R.
11	LAB	1,334	2.9%	- / - / F1+mex / HR1	Genomma Lab Internacional, S.A.B. de C.V.
12	NAVISTS	1,231	2.6%	mxA-1+ / - / - / HR+1	Navistar Financiera, S.A. de C.V. SFOM ENR
13	AEROMEX	1,162	2.5%	- / - / - / HRD	Grupo Aeroméxico, S.A.B. de C.V.
14	MEXAMX	1,050	2.2%	mxA-2 / - / F2mex / HR2	Mexarrend, S.A.P.I. de C.V.
15	DAIMLER	1,000	2.1%	mxA-1+ / - / F1+mex / -	Daimler México, S.A. de C.V.
16	ELEMENT	1,000	2.1%	- / MX-2 / F2mex / -	Elementia, S.A.B. de C.V.
17	FORD	862	1.8%	- / MX-1 / F1+mex / -	Ford Credit de México, S.A. de C.V. SFOM ENR
18	SFPLUS	815	1.7%	- / - / F2mex / HR2	Sofoplus, S.A.P.I. de C.V. SOFOM, ER
19	TOYOTA	776	1.7%	mxA-1+ / - / F1+mex / -	Toyota Financiera Services México S.A. de C.V.
20	AFIRMAR	712	1.5%	mxA-2 / - / - / HR1	Arrendadora Afirme S.A. de C.V.
21	FINBE	700	1.5%	- / - / F1+mex / HR1	Financiera Bepensa, S.A. de C.V., SOFOM, E.R.
22	MINSA	544	1.2%	- / MX-2 / - / -	Grupo MinSA S.A.B. de C.V.
23	AUTLAN	541	1.2%	- / - / F2mex / HR2	Compañía Minera Autlán, S.A.B. de C.V.
24	ION	535	1.1%	- / - / - / HR3	ION Financiera, S.A.P.I. de C.V., SOFOM, E.R.
25	MFRISCO	500	1.1%	- / - / F2mex / HR2	Minera Frisco, S.A.B. de C.V.
26	MERCFIN	474	1.0%	- / - / F2mex / HR2	Mercader Financiera, S.A. de C.V., SOFOM, ENR
27	FHIPO	439	0.9%	- / - / - / HR1	Fideicomiso Hipotecario
28	GFAMSA	358	0.8%	- / - / Dmex / -	Grupo Famsa, S.A.B. de C.V.
29	ALMER	350	0.7%	- / - / F1mex / HR1	Almacenadora Mercader, S.A., Org. Aux. del Crédito
30	VASCONI	300	0.6%	- / - / F2mex / HR2	Grupo Vasconia, S.A.B.
31	HYCSA	200	0.4%	- / - / - / HR2	Grupo Hyc, S.A. de C.V.
32	PDN	200	0.4%	- / - / F1mex / HR1	Portafolio de Negocios
33	CIRCLEK	75	0.2%	- / - / - / HR2	Comercializadora Círculo CCK, S.A. de C.V.
34	COMERCI	43	0.1%	- / - / Dmex / -	Controladora Comercial Mexicana, S.A.B. de C.V.
	Total *	46,675	100%		

Source: Banorte / BMV / PIP / BIVA / Rating agencies, as of August 2021. *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	65,950	19.0%	mxAAA/Aaa.mx/AAA (mex)/HRAAA	Nacional Financiera
2	BANOB	59,637	17.1%	mxAAA/Aaa.mx/AAA (mex)/	Banco Nacional de Obras y Servicios Públicos
3	BACOMER	49,455	14.2%	mxAAA/Aaa.mx/AAA (mex)/	BBVA Bancomer
4	SCOTIAB	27,093	7.8%	mxAAA/Aaa.mx/AAA (mex)/	Scotiabank Inverlat
5	BACMEXT	25,880	7.4%	mxAAA/Aaa.mx/AAA (mex)/	Banco Nacional de Comercio Exterior
6	BINBUR	19,740	5.7%	mxAAA/AAA (mex)/HRAAA	Banco Inbursa
7	HSBC	19,082	5.5%	mxAAA/Aaa.mx/AAA (mex)/	HSBC
8	BSANT	17,461	5.0%	mxAAA/Aaa.mx/AAA (mex)/	Banco Santander S.A.
9	SHF	17,345	5.0%	mxAAA/Aaa.mx/AAA (mex)/	Sociedad Hipotecaria Federal
10	BANORTE	10,158	2.9%	mxAAA/Aaa.mx/AAA (mex)/	Banco Mercantil del Norte
11	BLADEX	10,000	2.9%	mxAAA/AAA (mex)/	Banco Latinoamericano de Comercio Exterior
12	COMPART	8,360	2.4%	mxAA/AA (mex)/	Banco Compartamos
13	KEXIM	7,000	2.0%	/Aaa.mx/HRAAA	Banco de Exportaciones e Importaciones de Corea
14	BACTIN	7,000	2.0%	//AA (mex)/HRAA-	Banco Actinver
15	CSBANCO	2,700	0.8%	mxBBB+//A- (mex)/HRA	Consurbanco S.A.
16	VWBANK	1,000	0.3%	mxAAA/Aaa.mx//	Volkswagen Bank
	Total	347,861	100.0%		

Source: Banorte / BMV // BIVA Rating Agencies, as of August 2021. *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, Gabriel Casillas Olvera, Alejandro Padilla Santana, Delia María Paredes Mier, Juan Carlos Alderete Macal, Manuel Jiménez Zaldívar, Marissa Garza Ostos, Francisco José Flores Serrano, Katia Celina Goya Ostos, Santiago Leal Singer, José Itzamna Espitia Hernández, Alik Daniel García Álvarez, Víctor Hugo Cortes Castro, Hugo Armando Gómez Solís, Miguel Alejandro Calvo Domínguez, Luis Leopoldo López Salinas, Leslie Thalia Orozco Vélez, Gerardo Daniel Valle Trujillo 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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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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