# Industrial production – Growth continues in May, driven by manufacturing

- Industrial production (May): 3.3% y/y nsa; Banorte: 3.0%; consensus: 3.0% (range: 1.2% to 4.9%); previous: 2.7%
- Sequentially, industry rose 0.1% m/m, boosted by manufacturing (0.2%). However, there were relevant declines in mining (-0.7%) and construction (-0.6%), partly impacted by a more challenging base effect
- This result is consistent with our view of a more modest expansion in 2Q22 relative to the previous quarter. Overall, activity remains limited by some supply shocks, trade disruptions, and the impact of inflationary pressures. However, we note that the setback was modest and partially reflects the usual volatility of certain components
- We believe the relative slowdown seen so far in 2Q22 can be reversed in coming months, mainly because of manufacturing. However, we remain cautious on external demand and the path of inflation. In addition, we will pay attention to the evolution of other risks, such as the conflict in Ukraine and possible new waves of contagion

Industry keeps advancing in annual terms. The sector increased 3.3% y/y (see Chart 1), higher than consensus (3.0%), which coincided with our estimate. This was favored by an additional working day compared to the previous year. Correcting for this with seasonally adjusted figures, growth was 3.1% y/y, lower than INEGI's *Timely Indicator of Economic Activity* estimate (+3.3%). In detail and back to original data, manufacturing accelerated its pace, growing 6.1% y/y, followed by construction at -0.1%. Finally, mining decreased 1.8% (see Chart 2). For details, please see Table 1.

Modest sequential uptick, adding three months higher. Activity rose 0.1% m/m (Chart 3). With this, the sector is 0.7% below February 2020 –pre-pandemic metric– and 4.4% lower than its historical high in September 2015 (Chart 4). In our opinion, some factors likely limited performance. Broadly speaking, domestic inflationary pressures are still the main drag. PPI (without oil) in May was 8.95% y/y –construction: 16.70%, manufacturing: 9.90% and mining: 6.86%. Additionally, the shutdown of some Chinese ports and factories at the end of April started to have negative effects on production chains in various industries and several fronts –due to supply shortages, inventory management, higher transportation costs, delivery times, etc. To the latter we must add the deterioration from previous and persistent supply shocks (e.g. war in Ukraine and more Omicron cases).

By sectors, we highlight the -0.7% in mining. It is worth mentioning that this comes after a strong uptick of 1.4% in April. Significant volatility persists in 'related services', with a 16.9% contraction after +40.4% in the previous month. Meanwhile, there is a divergence in the two main items, with oil at +0.9% and non-oil at -2.3%.

July 12, 2022

www.banorte.com @analisis\_fundam

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

Francisco Flores
Director of Economic Research, Mexico
francisco.flores.serrano@banorte.com

Yazmín Pérez Senior Economist, Mexico yazmin.perez.enriquez@banorte.com

Winners of the award for best economic forecasters for Mexico in 2021, granted by *Refinitiv* 



Document for distribution among the general public



In the first, the result is consistent with the *National Hydrocarbons Commission's* report, in which we saw a slight increase in oil extraction and a marginal drop in gas output. On the latter, the decline is consistent with a moderation in prices.

Construction fell 0.6%, modest considering previous increases. Edification (-2.2%) was the main drag, although also having the most challenging base effect. Civil engineering rose 7.7%, which may be connected to a renewed push in key projects such as the *Dos Bocas* refinery and ahead of the June 5<sup>th</sup> election. Also positive, specialized works rose 6.1%.

Lastly, manufacturing grew 0.2%, with 11 of 21 sectors positive, as seen in <u>Table 2</u>. The monthly increase is consistent with some hard data, albeit disagreeing with sentiment indicators. In exports, the <u>trade balance</u> was positive (1.4%), with non-auto exports accelerating (2.0%) and autos moderating their decline (-0.1%). Intermediate goods imports also grew (0.6%). In contrast, IMEF's manufacturing PMI, its US equivalent, and local business confidence, fell in the period. Looking at the breakdown, items with significant expansions were transportation (0.6%), beverages and tobacco (0.8%) and electric equipment (0.6%). On the contrary, we highlight oil and carbon (-3.5%) –consistent with reports of a decline in production at refineries—, chemicals (-1.1%) and electronic equipment (-0.2%).

Moderation towards the end of 1H22. So far this year, high uncertainty, various global supply shocks and higher dynamism of demand in certain regions have resulted in elevated prices and a change of central banks' monetary policy towards a more restrictive stance. This has pressured production chains. Nonetheless, Mexican industry has been resilient, making progress over the period. However, this resilience may be weakening. June's <a href="IMEF's manufacturing indicator">IMEF's manufacturing indicator</a> is below the expansion threshold, highlighting the slowdown in 'new orders' and 'production'. INEGI's manufacturing orders indicator show a similar trend, where 4 of the 7 subsectors declined. In the US, our main trading partner, the ISM manufacturing also fell in June and consumer confidence kept moderating, with a sharp drop in the expectations component. All this has been backed up by a gradual moderation in the second quarter of the year. However, such a slowdown may be brief. We maintain our view that manufacturing will be the driver in the second half of the year and that construction will provide an additional boost.

In manufacturing, although the auto sector has still not recovered its pre-pandemic levels of production, AMIA considers that supply chain issues seem to be recovering at a modest pace, and with it, both production and exports. In auto parts, the relocation of Asian companies to Mexico —as part of the trend to substitute imports from that region—is encouraging for the director of the National Auto Parts Industry. According to this organization's figures, the sector has received US\$524 million in FDI so far this year. Nearshoring has also benefited and will be a tailwind for non-auto manufacturing in the short- and medium-term. According to the IDB, potential gains from new manufactured exports in the country is equivalent to 2.6% of GDP.



Construction will also get a boost, especially edification. The Ministry of Finance reported that 4.7 million square meters are currently being built as industrial spaces. In addition, demand for this type of construction has increased by 42% compared to last year. On the other hand, we believe civil engineering works will be positively impacted by the federal project 'Corredor Interoceánico del Istmo de Tehuantepec', which includes the expansion and rehabilitation of railways and highways, modernization of the Coatzacoalcos and Salina Cruz ports, as well as construction of ten industrial parks along the Istmo, among other works. This comes on top of key projects such as the Dos Bocas refinery and the Mayan Train.

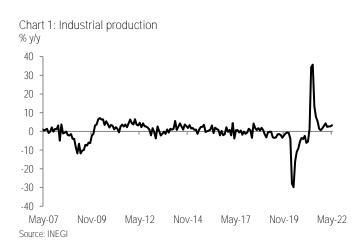
Lastly, we continue to see short-term uncertainty in mining, related to metal and energy prices –especially on the possible of an energy crisis in Europe during the coming winter. However, we believe public and private-public projects can stimulate the sector in the medium-term. Specifically, within the framework of the 'Corredor Interoceánico del Istmo de Tehuantepec', the development of a new gas pipeline –which starts in the Gulf of Mexico and ends in the Pacific– and a liquefaction plant –with the intention of exporting gas to Asia– are included, likely promoting higher extraction of natural gas. Following up on what we mentioned about NewFortress Energy's investment in the country in our previous report, the company gave more details last week. These include collaborations with CFE (a regasification terminal in Baja California Sur) and Pemex (exploitation of the Lakach deep-water natural gas field at the Gulf of Mexico). Together, they represent an investment of about US\$3.7 billion.



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

	nsa			sa		
	May-22	May-21	Jan-May <b>'22</b>	Jan-May <b>'21</b>	May-22	May-21
Industrial Production	3.3	35.7	3.1	9.0	3.1	35.8
Mining	-1.8	9.0	1.0	0.9	-1.7	9.4
Oil and gas	-2.4	2.8	-1.6	-1.3	-2.4	2.9
Non-oil mining	-1.4	41.3	0.6	15.1	-1.0	42.1
Services related to mining	1.4	2.2	18.9	-8.3	0.7	1.5
Utilities	4.3	9.5	2.7	-1.0	4.3	9.6
Electricity	5.1	10.4	2.9	-1.9	5.0	10.4
Water and gas distribution	1.6	6.6	1.8	2.4	1.6	6.6
Construction	-0.1	39.7	0.3	5.9	-0.2	40.3
Edification	-4.4	49.6	-1.4	6.1	-4.1	50.2
Civil engineering	6.4	-1.7	2.6	-5.1	5.7	-0.9
Specialized works for construction	15.5	47.0	5.9	15.4	13.6	46.0
Manufacturing	6.1	48.5	4.8	14.1	5.6	49.1
Food industry	3.8	2.4	3.2	-0.7	3.5	2.7
Beverages and tobacco	8.7	63.8	8.0	20.4	8.5	62.4
Textiles - Raw materials	5.7	245.7	8.9	37.2	4.7	249.3
Textiles - Finished products ex clothing	-2.6	70.0	-4.3	22.0	-3.3	72.0
Textiles - Clothing	3.2	235.1	12.2	17.3	1.0	235.8
Leather and substitutes	8.8	423.8	6.1	27.3	7.7	427.3
Woodworking	-3.3	65.3	1.8	15.4	-4.9	66.1
Paper	3.9	32.1	5.7	7.9	3.0	31.8
Printing and related products	11.7	50.8	14.3	14.0	10.2	51.9
Oil- and carbon-related products	23.2	8.3	18.9	17.0	23.9	9.1
Chemicals	6.5	5.1	6.6	-2.4	5.8	5.6
Plastics and rubber	5.9	77.7	6.8	25.7	4.2	77.9
Non-metallic mineral goods production	2.7	48.9	3.4	18.2	2.4	49.0
Basic metal industries	2.3	24.7	2.5	8.8	2.1	24.2
Metal-based goods production	3.6	79.0	1.5	26.1	3.6	78.9
Machinery and equipment	10.3	67.8	2.1	20.7	8.6	70.6
Computer, communications, electronic, and other hardware	8.4	44.8	9.0	13.4	10.9	43.9
Electric hardware	2.8	47.0	1.7	24.2	2.1	46.1
Transportation equipment	8.8	311.8	3.5	39.6	7.0	316.2
Furniture, mattresses, and blinds	6.2	190.9	6.9	35.2	3.8	187.4
Other manufacturing industries	5.1	46.1	5.7	11.3	3.2	45.5

Source: INEGI



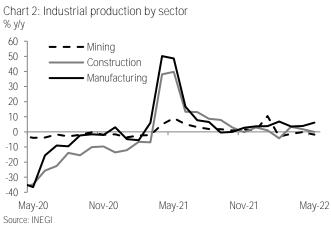




Table 2: Industrial production % m/m sa; % 3m/3m sa

	% m/m		% 3m/3m		
	May-22	Apr-22	Mar-22	Mar-May'22	Feb-Apr'22
Industrial Production	0.1	0.5	0.4	3.3	2.7
Mining	-0.7	1.4	-1.0	-1.8	-0.1
Oil and gas	0.9	-0.7	-2.7	-2.4	-3.3
Non-oil mining	-2.3	-0.4	-1.4	-1.4	1.5
Services related to mining	-16.9	40.4	2.0	1.4	23.7
Utilities	1.7	0.0	2.3	4.3	2.2
Electricity	2.2	-0.3	3.4	5.1	2.4
Water and gas distribution	0.2	0.7	0.1	1.6	1.4
Construction	-0.6	0.4	4.8	-0.1	1.7
Edification	-2.2	0.4	4.6	-4.4	2.7
Civil engineering	7.7	-5.4	1.7	6.4	-6.1
Specialized works for construction	6.1	2.9	3.8	15.5	4.1
Manufacturing	0.2	1.2	-0.1	6.1	3.9
Food industry	-0.1	1.4	-0.5	3.8	3.0
Beverages and tobacco	0.8	1.5	-4.6	8.7	8.0
Textiles - Raw materials	-2.2	3.3	-2.7	5.7	0.9
Textiles - Finished products ex clothing	0.3	-1.1	-1.7	-2.6	-5.8
Textiles - Clothing	-2.1	-3.2	2.6	3.2	4.4
Leather and substitutes	1.5	-1.5	4.8	8.8	1.6
Woodworking	-0.1	-4.8	5.7	-3.3	-6.5
Paper	0.9	6.4	-1.3	3.9	3.4
Printing and related products	-2.4	1.5	-0.4	11.7	10.9
Oil- and carbon-related products	-3.5	4.2	-0.8	23.2	39.8
Chemicals	-1.7	0.2	-0.2	6.5	8.0
Plastics and rubber	0.2	0.0	0.6	5.9	2.0
Non-metallic mineral goods production	-1.1	0.1	0.6	2.7	1.8
Basic metal industries	0.6	1.5	-1.3	2.3	2.1
Metal-based goods production	0.5	-0.2	0.5	3.6	-0.3
Machinery and equipment	0.6	5.4	1.0	10.3	4.0
Computer, communications, electronic, and other hardware	-0.2	4.2	-1.1	8.4	13.6
Electric hardware	0.6	4.1	-1.4	2.8	-1.9
Transportation equipment	0.6	1.4	0.6	8.8	-1.1
Furniture, mattresses and blinds	8.8	-8.5	-0.8	6.2	3.2
Other manufacturing industries	-1.5	7.8	-3.7	5.1	8.8

Source: INEGI

Source: INEGI

Chart 3: Industrial production % m/m sa 1.2 1.4 1.5 0.9 0.8 1.0 0.5 0.5 0.0 -0.1 -0.5 -0.7 -1.0 -1.0 -1.2 -1.5 Feb-22 May-22 May-21 Aug-21 Nov-21





# **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, Miguel Alejandro Calvo Domínguez, Daniela Olea Suárez, José De Jesús Ramírez Martínez, Gerardo Daniel Valle Trujillo, Luis Leopoldo López Salinas, Isaías Rodríguez Sobrino, Paola Soto Leal, Oscar Rodolfo Olivos Ortiz, Daniel Sebastián Sosa Aguilar and Salvador Austria Valencia 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.

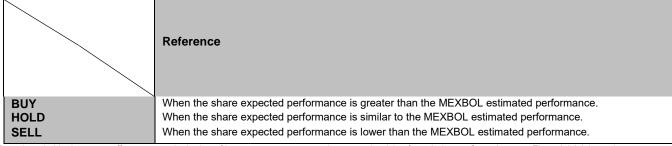
## Securities holdings and other disclosures.

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 2617
María Fernanda Vargas Santoyo	Analyst	maria.vargas.santoyo@banorte.com	(55) 1103 - 4000
Economic Research			
Juan Carlos Alderete Macal, CFA	Executive Director of Economic Research and Financial Markets Strategy	juan.alderete.macal@banorte.com	(55) 1103 - 4046
Francisco José Flores Serrano	Director of Economic Research, Mexico	francisco.flores.serrano@banorte.com	(55) 1670 - 2957
Katia Celina Goya Ostos	Director of Economic Research, Global	katia.goya@banorte.com	(55) 1670 - 1821
Yazmín Selene Pérez Enríquez	Senior Economist, Mexico	yazmin.perez.enriquez@banorte.com	(55) 5268 - 1694
Luis Leopoldo López Salinas	Manager Global Economist	luis.lopez.salinas@banorte.com	(55) 1103 - 4000 x 270
Market Strategy			
Manuel Jiménez Zaldívar	Director of Market Strategy	manuel.jimenez@banorte.com	(55) 5268 - 1671
Fixed income and FX Strategy			
Leslie Thalía Orozco Vélez	Senior Strategist, Fixed Income and FX	leslie.orozco.velez@banorte.com	(55) 5268 - 1698
Isaías Rodríguez Sobrino	Strategist, Fixed Income, FX and Commodities	isaias.rodriguez.sobrino@banorte.com	(55) 1670 - 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 - 2249
Carlos Hernández García	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	Analyst	paola.soto.leal@banorte.com	(55) 1103 - 4000 x 174
Oscar Rodolfo Olivos Ortiz	Analyst	oscar.olivos@banorte.com	(55) 1103 - 4000
Corporate Debt			(55) 4 (30, 0043
Hugo Armando Gómez Solís	Senior Analyst, Corporate Debt	hugoa.gomez@banorte.com	(55) 1670 - 2247
Gerardo Daniel Valle Trujillo	Analyst, Corporate Debt	gerardo.valle.trujillo@banorte.com	(55) 1670 - 2248
Quantitative Analysis			
Alejandro Cervantes Llamas	Executive Director of Quantitative Analysis	alejandro.cervantes@banorte.com	(55) 1670 - 2972
José Luis García Casales	Director of Quantitative Analysis	jose.garcia.casales@banorte.com	(55) 8510 - 4608
Daniela Olea Suárez	Senior Analyst, Quantitative Analysis	daniela.olea.suarez@banorte.com	55) 1103 - 4000
Miguel Alejandro Calvo Domínguez	Senior Analyst, Quantitative Analysis	miguel.calvo@banorte.com	(55) 1670 - 2220
José De Jesús Ramírez Martínez	Senior Analyst, Quantitative Analysis	jose.ramirez.martinez@banorte.com	(55) 1103 - 4000
Daniel Sebastián Sosa Aguilar	Analyst, Quantitative Analysis	daniel.sosa@banorte.com	(55) 1103 - 4000
Salvador Austria Valencia	Analyst, Quantitative Analysis	salvador.austria.valencia@banorte.com	(55) 1103 - 4000
Wholesale Banking			
Armando Rodal Espinosa	Head of Wholesale Banking	armando.rodal@banorte.com	(55) 1670 - 1889
Alejandro Aguilar Ceballos	Head of Asset Management	alejandro.aguilar.ceballos@banorte.com	(55) 5004 - 1282
		alejandro.faesi@banorte.com	(55) 5268 - 1640
Alejandro Eric Faesi Puente	Head of Global Markets and Institutional Sales	alejandro.iaesie bariorte.com	, ,
,	Head of Global Markets and Institutional Sales Head of Sólida Banorte	alejandro.frigolet.vazquezvela@banorte.com	(55) 5268 - 1656
Alejandro Frigolet Vázquez Vela		-	
Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros	Head of Sólida Banorte	alejandro.frigolet.vazquezvela@banorte.com	(55) 5268 - 1656
Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro	Head of Sólida Banorte Head of Investment Banking and Structured Finance	alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com	(55) 5268 - 1656 (55) 5004 - 5140
Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez	Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services	alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com	(55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091
Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales	Head of Sólida Banorte  Head of Investment Banking and Structured Finance  Head of Treasury Services  Head of Transactional Banking, Leasing and Factoring	alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com	(55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127
Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan	Head of Sólida Banorte  Head of Investment Banking and Structured Finance  Head of Treasury Services  Head of Transactional Banking, Leasing and Factoring  Head of Government Banking	alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com	(55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121
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	Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking	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) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423
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 Osvaldo Brondo Menchaca	Head of Sólida Banorte  Head of Investment Banking and Structured Finance  Head of Treasury Services  Head of Transactional Banking, Leasing and Factoring  Head of Government Banking  Head of Private Banking  Executive Director of Wholesale Banking  Head of Specialized Banking Services	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) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676 (55) 5004 - 1423
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 Osvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero	Head of Sólida Banorte  Head of Investment Banking and Structured Finance  Head of Treasury Services  Head of Transactional Banking, Leasing and Factoring  Head of Government Banking  Head of Private Banking  Executive Director of Wholesale Banking  Head of Specialized Banking Services  Head of Transactional Banking	alejandro.frigolet.vazquezvela@banorte.com arturo.monroy.ballesteros@banorte.com carlos.arciniega@banorte.com gerardo.zamora@banorte.com jorge.delavega@banorte.com luis.pietrini@banorte.com lizza.velarde@banorte.com osvaldo.brondo@banorte.com alejandro.arauzo@banorte.com	(55) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676 (55) 5004 - 1423 (55) 5261 - 4910
Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Osvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero René Gerardo Pimentel Ibarrola Ricardo Velázquez Rodríguez	Head of Sólida Banorte  Head of Investment Banking and Structured Finance  Head of Treasury Services  Head of Transactional Banking, Leasing and Factoring  Head of Government Banking  Head of Private Banking  Executive Director of Wholesale Banking  Head of Specialized Banking Services	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) 5268 - 1656 (55) 5004 - 5140 (81) 1103 - 4091 (81) 8173 - 9127 (55) 5004 - 5121 (55) 5249 - 6423 (55) 4433 - 4676 (55) 5004 - 1423