

**Banorte Research and Strategy** 

# Financial Markets Daily

# Main drivers for the financial markets today...

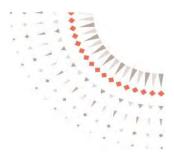
- Positive stock markets while S&P Futures, government bond yields and USD are down amid a softer stance by China on it's Zero-COVID Policy, confirmation of slower US rate-hiking pace from Fed's Chairman Jerome Powell and mixed economic indicators
- Markets will be attentive to comments from Fed speakers, including Logan, Bowman and Barr, looking for further signals on upcoming FOMC decisions
- Regarding economic figures, personal income and spending figures will be
  published in the US, as well as the PCE deflator for the same month where the
  consensus expects to see a moderation in both the headline and core. In
  addition, the ISM manufacturing for November will also be released. We
  estimate it at 49.7pts less than the previous 50.2pts amid greater challenges in
  the sector
- In Mexico, October's family remittances will be published, where we expect an acceleration in the amount, with the signals for the period having a negative bias, as well as IMEF indicators for November. Banxico's expectations survey will also be released. Focus will be on inflation, growth, the reference rate, and the exchange rate

## The most relevant economic data...

|            | Event/Period                               | Unit      | Banorte | Survey  | Previous |
|------------|--|-----------|---------|---------|----------|
| United Sta | tes  |           |         |         |          |
| 8:30       | Personal income* - Oct                     | % m/m     |         | 0.4     | 0.4      |
| 8:30       | Personal spending* - Oct                   | % m/m     |         | 0.8     | 0.6      |
| 8:30       | Real personal spending* - Oct              | % m/m     | 0.3     | 0.4     | 0.3      |
| 8:30       | PCE Deflator* - Oct                        | % m/m     |         | 0.4     | 0.3      |
| 8:30       | Core* - Oct                                | % m/m     |         | 0.3     | 0.5      |
| 8:30       | PCE Deflator - }Oct                        | % y/y     |         | 6.0     | 6.2      |
| 8:30       | Core - Oct                                 | % y/y     |         | 5.0     | 5.1      |
| 8:30       | Initial jobless claims* - Nov 26           | thousands | 235     | 232     | 240      |
| 9:20       | Fed's Logan Speaks at Dallas Breakfast Eve | ent       |         |         |          |
| 9:30       | Fed's Bowman Speaks at Strategy Forum      |           |         |         |          |
| 10:00      | ISM manufacturing* - Nov                   | index     | 49.7    | 49.8    | 50.2     |
| 15:00      | Fed's Barr Discusses Bank Capital          |           |         |         |          |
| Mexico     |  |           |         |         |          |
| 10:00      | Family remittances - Oct                   | US\$bn    | 5,215.7 | 5,105.0 | 5,030.8  |
| 10:00      | Survey of expectations (Banxico)           |           |         |         |          |
| 13:00      | PMI manufacturing (IMEF)* - Nov            | index     | 49.5    |         | 50.1     |
| 13:00      | PMI non-manufacturing (IMEF)* - Nov        | index     | 52.6    |         | 51.8     |

Source: Bloomberg and Banorte. (P) preliminary data; (R) revised data; (F) final data; \* Seasonally adjusted, \*\* Seasonally adjusted annualized rate

This document is provided for the reader's convenience only. The translation from the original Spanish version was made by Banorte's staff. Discrepancies may possibly arise between the original document in Spanish and it English translation. For this reason, the original research paper in Spanish is the only official document. The Spanish version was released before the English translation. The original document entitled "Apertura de Mercado Financieros" was released earlier today.



**December 1, 2022** 

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

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

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

Manuel Jiménez Zaldivar Director of Market Strategy manuel.jimenez@banorte.com

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





www.banorte.com



@analisis\_fundam

A glimpse to the main financial assets

| 77 giimpse to the main iii | idi icidi dəscis |            |
|----------------------------|------------------|------------|
|                            | Last             | Daily chg. |
| Equity indices             |                  |            |
| S&P 500 Futures            | 4,084.50         | 0.1%       |
| Euro Stoxx 50              | 3,991.35         | 0.7%       |
| Nikkei 225                 | 28,226.08        | 0.9%       |
| Shanghai Composite         | 3,165.47         | 0.4%       |
| Currencies                 |                  |            |
| USD/MXN                    | 19.29            | 0.1%       |
| EUR/USD                    | 1.04             | 0.4%       |
| DXY                        | 105.41           | -0.5%      |
| Commodities                |                  |            |
| WTI                        | 81.49            | 1.2%       |
| Brent                      | 87.90            | 2.9%       |
| Gold                       | 1,784.68         | 0.9%       |
| Copper                     | 374.55           | 0.4%       |
| Sovereign bonds            |                  |            |
| 10-year Treasury           | 3.59             | -1pb       |

Source: Bloomberg

Document for distribution among public



## Equities

- Equity markets with positive bias, following dovish comments from Jerome Powell yesterday, opening the possibility of a slower rate hike. Sentiment also received an additional boost after China mentioned that it may enter a new phase with softer COVID-zero policies
- US futures anticipates a slightly lower opening with the S&P 500 trading 0.1% below its theoretical value, after closing November with a second month of gains for the first time in more than a year. In Europe, markets advanced, with the Eurostoxx up 0.7% led by the technology sector. Asia closed mostly positive, with the Hang Seng rising 0.8% and the Nikkei 0.9%
- In Mexico, the Mexbol Index could hover around 51,900pts, following its international peers

## Sovereign fixed income, currencies and commodities

- Widespread gains in sovereign bonds. Europe assets print a 12bps rally, on average, while the US Treasuries' curve registers gains of up to 7bps in the long-end. Locally, Mbonos' yield curve recorded a 9bps rally, on average, yesterday
- Dollar weakens amid a positive performance in most of the developed currencies with JPY (+1.4%) as the strongest. In EM, the bias is mixed with KRW (+1.5%) and ZAR (-1.9%) at the extremes. Meanwhile, MXN trades at 19.29 per dollar (-0.1%), after a 0.2% depreciation yesterday
- Crude-oil extends the rally from the previous session as strict COVID-zero measures are eased in China. Brent trades slightly below 90 \$/bbl. In metals, the balance is positive with copper and gold gaining 0.2% and 0.8%, respectively

## Corporate Debt

- Grupo Axo reported that it entered into various operations with Komax shareholders to acquire, directly or indirectly, all of Komax's shares and therefore its operations in the countries of Chile, Peru and Uruguay. Komax, founded more than 32 years ago, is dedicated to single, multi-brand and multichannel retail in the categories of clothing, shoes and accessories
- HR Ratings upgraded Grupo Lamosa's rating to 'HR AAA' from 'HR AA+', maintaining the stable outlook. According to the agency, the upgrade revision is based on the refinancing of its loan for US\$200 million carried out at the end of 2Q22. This loan was used to finance the acquisition of Grupo Roca's flat ceramic tile division during 3Q21. For its part, the refinancing was carried out based on a new bank loan, a private placement and own resources

#### Previous closing levels

|                    | Last       | Daily chg. |
|--------------------|------------|------------|
| Equity indices     |            |            |
| Dow Jones          | 34,589.77  | 2.2%       |
| S&P 500            | 4,080.11   | 3.1%       |
| Nasdaq             | 11,468.00  | 4.4%       |
| IPC                | 51,684.86  | 3.0%       |
| Ibovespa           | 112,486.01 | 1.4%       |
| Euro Stoxx 50      | 3,964.72   | 0.8%       |
| FTSE 100           | 7,573.05   | 0.8%       |
| CAC 40             | 6,738.55   | 1.0%       |
| DAX                | 14,397.04  | 0.3%       |
| Nikkei 225         | 27,968.99  | -0.2%      |
| Hang Seng          | 18,597.23  | 2.2%       |
| Shanghai Composite | 3,151.34   | 0.1%       |
| Sovereign bonds    |            |            |
| 2-year Treasuries  | 4.31       | -16pb      |
| 10-year Treasuries | 3.61       | -14pb      |
| 28-day Cetes       | 10.02      | 34pb       |
| 28-day TIIE        | 10.29      | 1pb        |
| 2-year Mbono       | 10.31      | -5pb       |
| 10-year Mbono      | 9.23       | -7pb       |
| Currencies         |            |            |
| USD/MXN            | 19.27      | 0.2%       |
| EUR/USD            | 1.04       | 0.7%       |
| GBP/USD            | 1.21       | 0.9%       |
| DXY                | 105.95     | -0.8%      |
| Commodities        |            |            |
| WTI                | 80.55      | 3.0%       |
| Brent              | 85.43      | 2.9%       |
| Mexican mix        | 72.77      | 2.7%       |
| Gold               | 1,768.52   | 1.1%       |
| Copper             | 373.80     | 2.7%       |

Source: Bloomberg



## Certification of Analysts.

We, Alejandro Padilla Santana, Juan Carlos Alderete Macal, Alejandro Cervantes Llamas, Manuel Jiménez Zaldívar, Marissa Garza Ostos, Katia Celina Goya Ostos, Francisco José Flores Serrano, José Luis García Casales, Víctor Hugo Cortes Castro, José Itzamna Espitia Hernández, Carlos Hernández García, Leslie Thalía Orozco Vélez, Hugo Armando Gómez Solís, Yazmín Selene Pérez Enríquez, Cintia Gisela Nava Roa, Miguel Alejandro Calvo Domínguez, Daniela Olea Suárez, José De Jesús Ramírez Martínez, Gerardo Daniel Valle Trujillo, Luis Leopoldo López Salinas, Isaías Rodríguez Sobrino, Paola Soto Leal, 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.

|      | 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.

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  | 5) 1103 - 4043  |
| Raquel Vázquez Godinez  | Assistant   |  | s) 1670 - 2967  |
| Itzel Martínez Rojas  | Analyst   |  | 5) 1670 - 2251  |
| Lourdes Calvo Fernandez   | Analyst (Edition)   |  | 03 - 4000 x 2611  |
| María Fernanda Vargas Santoyo   | Analyst   | maria.vargas.santoyo@banorte.com (55   | 5) 1103 - 4000  |
| Economic Research   | J.  |  |   |
| Juan Carlos Alderete Macal, CFA   | Executive Director of Economic Research and   | juan.alderete.macal@banorte.com (55  | 5) 1103 - 4046  |
| Judit Carlos Aluerete Macai, Cr A   | Financial Markets Strategy  | juan.alacrete.macare banorte.com (55   | 7) 1103 4040  |
| Francisco José Flores Serrano   | Director of Economic Research, Mexico   | francisco.flores.serrano@banorte.com (55   | 5) 1670 - 2957  |
| Katia Celina Goya Ostos   | Director of Economic Research, Global   | •  | i) 1670 - 1821  |
| Yazmín Selene Pérez Enríquez  | Senior Economist. Mexico  |  | 5) 5268 - 1694  |
| Cintia Gisela Nava Roa  | Senior Economist, Mexico  |  | 5) 1103 - 4000  |
| Luis Leopoldo López Salinas   | Manager Global Economist  | •  | 5) 1103 - 4000  |
|   |   |  | ,   |
| Market Strategy Manuel Jiménez Zaldivar   | Director of Market Strategy   | manuel.jimenez@banorte.com (55   | 5) 5268 - 1671  |
|   | Direction of market directory   | a.raenjie.rez e barrertereen. (ee  | ,, 0200 1071  |
| Fixed income and FX Strategy Leslie Thalía Orozco Vélez   | Senior Strategist, Fixed Income and FX  | leslie.orozco.velez@banorte.com (55  | 5) 1670 - 1698  |
| Isaías Rodríguez Sobrino  | Strategist, Fixed Income, FX and Commodities  | •  | 5) 1670 - 2144  |
|   | Strategist, Fixed income, FX and commodities  | isalas.rodriguez.sobrino@banorte.com (55   | 7) 1070 2144  |
| Equity Strategy   | District of Early Chatery   | /FF  | 11/70 1710  |
| Marissa Garza Ostos   | Director of Equity Strategy   |  | 5) 1670 - 1719  |
| José Itzamna Espitia Hernández  | Senior Strategist, Equity   | · ·  | 5) 1670 - 2249  |
| Carlos Hernández García   | Senior Strategist, Equity   |  | 5) 1670 – 2250  |
| Víctor Hugo Cortés Castro   | Senior Strategist, Technical  |  | 5) 1670 - 1800  |
| Paola Soto Leal   | Analyst   | paola.soto.leal@banorte.com (55) 110   | 03 - 4000 X 1746  |
|   |   |  |   |
| Corporate Debt  | Conjor Analyst Cornerate Dobt   | hugaa gamaz@hanarta.com (FE  | 1/70 22/7   |
| Hugo Armando Gómez Solís  | Senior Analyst, Corporate Debt  |  | 5) 1670 - 2247  |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo   | Senior Analyst, Corporate Debt<br>Analyst, Corporate Debt   |  | s) 1670 - 2247<br>s) 1670 - 2248  |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo<br>Quantitative Analysis  | Analyst, Corporate Debt   | gerardo.valle.trujillo@banorte.com (55   | 5) 1670 - 2248  |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo<br>Quantitative Analysis<br>Alejandro Cervantes Llamas  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis  | gerardo.valle.trujillo@banorte.com (55<br>alejandro.cervantes@banorte.com (55  | i) 1670 - 2248<br>ii) 1670 - 2972   |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo<br>Quantitative Analysis<br>Alejandro Cervantes Llamas<br>José Luis García Casales  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis  Director of Quantitative Analysis   | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55   | i) 1670 - 2248<br>ii) 1670 - 2972<br>ii) 8510 - 4608  |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo<br>Ouantitative Analysis<br>Alejandro Cervantes Llamas<br>José Luis García Casales<br>Daniela Olea Suarez   | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55   | 5) 1670 - 2248<br>5) 1670 - 2972<br>5) 8510 - 4608<br>6) 1103 - 4000  |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo<br>Quantitative Analysis<br>Alejandro Cervantes Llamas<br>José Luis García Casales<br>Daniela Olea Suarez<br>Miguel Alejandro Calvo Domiguez  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55  | 5) 1670 - 2248<br>5) 1670 - 2972<br>5) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220  |
| Hugo Armando Gómez Solís<br>Gerardo Daniel Valle Trujillo<br>Quantitative Analysis<br>Alejandro Cervantes Llamas<br>José Luis García Casales<br>Daniela Olea Suarez<br>Miguel Alejandro Calvo Domiguez<br>José De Jesús Ramírez Martínez  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55  | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis   | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis  Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez  Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55  | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking   | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55  | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa  | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55  | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos   | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.aguilar.ceballos@banorte.com (55   | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1670 - 1889<br>6) 5004 - 1282  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente   | Analyst, Corporate Debt  Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales   | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.aguilar.ceballos@banorte.com (55 alejandro.faesi@banorte.com (55   | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>7) 1670 - 1889<br>6) 5004 - 1282<br>6) 5268 - 1640  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela   | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.faesi@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.cc (55  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>7) 1670 - 1889<br>6) 5004 - 1282<br>6) 5268 - 1640<br>6) 5268 - 1656  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros   | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance   | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.faesi@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.co (55 arturo.monroy.ballesteros@banorte.com (55  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1504 - 1889<br>6) 5064 - 1640<br>6) 5268 - 1640<br>6) 5268 - 1656<br>6) 5004 - 5140  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro  | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services   | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 alejandro.aguilar.ceballos@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 carlos.arciniega@banorte.com (81  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1670 - 1889<br>6) 5004 - 1282<br>6) 5268 - 1656<br>6) 5004 - 5140<br>103 - 4091  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Eric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez   | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 alejandro.faesi@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.co (55 arturo.monroy.ballesteros@banorte.com (81 gerardo.zamora@banorte.com (81  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1670 - 1889<br>6) 5004 - 1282<br>6) 5268 - 1640<br>6) 5268 - 1656<br>6) 5004 - 5140<br>1) 1103 - 4091<br>1) 8173 - 9127  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Fric Faesi Puente Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales   | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 alejandro.aguilar.ceballos@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.co (55 arturo.monroy.ballesteros@banorte.com (81 gerardo.zamora@banorte.com (81 jorge.delavega@banorte.com (55  | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1670 - 1889<br>6) 5004 - 1282<br>6) 5268 - 1640<br>6) 5268 - 1656<br>6) 5004 - 5140<br>1) 1103 - 4091<br>1) 8173 - 9127<br>6) 5004 - 5121  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan  | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Private Banking Head of Private Banking  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 alejandro.faesi@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.com (55 arturo.moroy.ballesteros@banorte.com (81 gerardo.zamora@banorte.com (81 jorge.delavega@banorte.com (55 luis.pietrini@banorte.com (55   | 5) 1670 - 2248<br>6) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>7) 1103 - 4000<br>8) 1670 - 1889<br>6) 5004 - 1282<br>7) 5268 - 1656<br>7) 5004 - 5140<br>7) 1103 - 4091<br>7) 1103 - 4091<br>7) 1103 - 4091<br>7) 1103 - 4091<br>8) 173 - 9127<br>8) 5004 - 5121<br>8) 5249 - 6423   |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Quantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres   | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking   | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.faesi@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 carlos.arciniega@banorte.com (81 gerardo.zamora@banorte.com (55 luis.pietrini@banorte.com (55 lizza.velarde@banorte.com (55 lizza.velarde@banorte.com (55 lista.valencia@banorte.com (55 lista.valencia@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 lizza.velarde@banorte.com (55 lizza.velarde@banorte.com (55 lizza.velarde@banorte.com (55 lizza.velarde@banorte.com (55  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>7) 1103 - 4000<br>8) 1670 - 1889<br>6) 5004 - 1282<br>7) 5268 - 1640<br>7) 5004 - 5140<br>7) 1103 - 4091<br>7) 8173 - 9127<br>7) 5004 - 5121<br>8) 5249 - 6423<br>8) 4433 - 4676  |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Fric 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                                 | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Government Banking Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services                              | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.faesi@banorte.com (55 arturo.monroy.ballesteros@banorte.com (81 jorge.delavega@banorte.com (85 luis.pietrini@banorte.com (55 osvaldo.brondo@banorte.com (55   | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 15004 - 1889<br>6) 5004 - 1282<br>6) 5268 - 1640<br>6) 5268 - 1656<br>6) 5004 - 5140<br>1) 1103 - 4091<br>1) 8173 - 9127<br>6) 5249 - 6423<br>6) 4433 - 4676<br>6) 5004 - 1423   |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Osvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero                                | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services Head of Transactional Banking  | gerardo.valle.trujillo@banorte.com (55 alejandro.cervantes@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 alejandro.faesi@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 arturo.arciniega@banorte.com (81 jorge.delavega@banorte.com (55 luis.pietrini@banorte.com (55 alejandro.faesi@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 arturo.arciniega@banorte.com (55 luis.pietrini@banorte.com (55 alejandro.arauzo@banorte.com (55 lizza.velarde@banorte.com (55 alejandro.arauzo@banorte.com (55 alejandro.arauzo@banorte.com (55  | (a) 1670 - 2248<br>(b) 1670 - 2972<br>(c) 8510 - 4608<br>(d) 1103 - 4000<br>(e) 1103 - 4000<br>(e) 1103 - 4000<br>(e) 1103 - 4000<br>(f) 1103 - 4000<br>(f) 1103 - 4000<br>(g) 1670 - 1889<br>(g) 5004 - 1282<br>(g) 5268 - 1640<br>(g) 5268 - 1656<br>(g) 5004 - 5140<br>(g) 1103 - 4091<br>(g) 8173 - 9127<br>(g) 5004 - 5121<br>(g) 5249 - 6423<br>(g) 4433 - 4676<br>(g) 5004 - 1423<br>(g) 5261 - 4910 |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantifative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Osvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero René Gerardo Pimentel Ibarrola | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Asset Management Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services Head of Transactional Banking Head of Corporate Banking | gerardo.valle.trujillo@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 miguel.calvo@banorte.com (55 jose.ramirez.martinez@banorte.com (55 daniel.sosa@banorte.com (55 salvador.austria.valencia@banorte.com (55 armando.rodal@banorte.com (55 alejandro.faesi@banorte.com (55 arturo.monroy.ballesteros@banorte.com (81 jorge.delavega@banorte.com (55 luis.pietrini@banorte.com (55 alejandro.arauzo@banorte.com (55 lizza.velarde@banorte.com (55 alejandro.frigolet.vazquezvela@banorte.com (55 arturo.monroy.ballesteros@banorte.com (55 luis.pietrini@banorte.com (55 lizza.velarde@banorte.com (55 alejandro.arauzo@banorte.com (55 pimentelr@banorte.com (55 pimentelr@banorte.com (55 pimentelr@banorte.com (55  | 5) 1670 - 2248<br>5) 1670 - 2972<br>6) 8510 - 4608<br>6) 1103 - 4000<br>6) 1670 - 2220<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>6) 1103 - 4000<br>7) 1670 - 1889<br>7) 5004 - 1282<br>7) 5268 - 1640<br>7) 5268 - 1656<br>7) 5004 - 5140<br>7) 1103 - 4091<br>7) 8173 - 9127<br>7) 5004 - 5121<br>7) 5249 - 6423<br>7) 6) 5004 - 1423<br>7) 5004 - 1423<br>7) 5004 - 1423<br>7) 5004 - 1051 |
| Hugo Armando Gómez Solís Gerardo Daniel Valle Trujillo  Ouantitative Analysis Alejandro Cervantes Llamas José Luis García Casales Daniela Olea Suarez Miguel Alejandro Calvo Domiguez José De Jesús Ramírez Martínez Daniel Sebastián Sosa Aguilar Salvador Austria Valencia  Wholesale Banking Armando Rodal Espinosa Alejandro Aguilar Ceballos Alejandro Frigolet Vázquez Vela Arturo Monroy Ballesteros Carlos Alberto Arciniega Navarro Gerardo Zamora Nanez Jorge de la Vega Grajales Luis Pietrini Sheridan Lizza Velarde Torres Osvaldo Brondo Menchaca Raúl Alejandro Arauzo Romero                                | Executive Director of Quantitative Analysis Director of Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Senior Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Analyst, Quantitative Analysis Head of Wholesale Banking Head of Global Markets and Institutional Sales Head of Sólida Banorte Head of Investment Banking and Structured Finance Head of Treasury Services Head of Transactional Banking, Leasing and Factoring Head of Private Banking Executive Director of Wholesale Banking Head of Specialized Banking Services Head of Transactional Banking  | gerardo.valle.trujillo@banorte.com (55 jose.garcia.casales@banorte.com (55 daniela.olea.suarez@banorte.com (55 jose.ramirez.martinez@banorte.com (55 jose.ramirez.martinez@banorte.com (55 salvador.austria.valencia@banorte.com (55 alejandro.faesi@banorte.com (55 arturo.monroy.ballesteros@banorte.com (81 jorge.delavega@banorte.com (55 luis.pietrini@banorte.com (55 lizza.velarde@banorte.com (55 alejandro.arauzo@banorte.com (55 jorge.delavega@banorte.com (55 luis.pietrini@banorte.com (55 alejandro.arauzo@banorte.com (55 lizza.velarde@banorte.com (55 jorge.delavega@banorte.com (55 lizza.velarde@banorte.com (55 lizza.velarde@banorte.com (55 jorge.delavega@banorte.com (55 lizza.velarde@banorte.com (55 lizza.velarde@banorte.com (55 jorge.delavega@banorte.com (55 lizza.velarde@banorte.com (55) | (a) 1670 - 2248<br>(b) 1670 - 2972<br>(c) 8510 - 4608<br>(d) 1103 - 4000<br>(e) 1103 - 4000<br>(e) 1103 - 4000<br>(e) 1103 - 4000<br>(f) 1103 - 4000<br>(f) 1103 - 4000<br>(g) 1670 - 1889<br>(g) 5004 - 1282<br>(g) 5268 - 1640<br>(g) 5268 - 1656<br>(g) 5004 - 5140<br>(g) 1103 - 4091<br>(g) 8173 - 9127<br>(g) 5004 - 5121<br>(g) 5249 - 6423<br>(g) 4433 - 4676<br>(g) 5004 - 1423<br>(g) 5261 - 4910 |