



Corporate &
Investment Banking

Nearshoring: banks monitor

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Mexico City, 13 December 2023
(16:50 CST)
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Thematic Report

Sector Report
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We are introducing our NS Banks Monitor, with which we will be tracking the nearshoring dynamics in the banking industry, with a focus on loans to the non-financial business sector (NFBS). Furthermore, if nearshoring is a good enough pretext to track these dynamics, this new dashboard aims at becoming a tool to get a deeper understanding of lending to the private non-financial business sector and is part of our efforts to enhance our research of the industry and its broader role in fostering economic activity and impact on specific industries.

What is included in this dashboard? The reason we have opted to focus on the business segment is that financing investment activities should be one of the most visible ways, at least in the near term, to track the dynamism, or lack thereof, in nearshoring. For visibility, we focus our analysis on the Top 5 banks operating in the segment at national and regional levels, but we can expand this to a larger number of banks if it is useful. In this note you will find the regions we have defined to track nearshoring and how each of the Top 5 banks is exposed geographically. Information is organised into five sections (national + four regions) each including a detailed chart and table showing banks' market share on an aggregate regional basis and per sector and the share of wallet each economic sector represents. The third page of each section contains growth dynamics for the aggregate portfolio and the top 10 sector in each region (we use 2021 as our base year) and the fourth is focused in understanding the relative positioning of a broader set of banks and the relative importance of sectors over the course of the last years.

In looking at lending and, in particular to the non-financial business segment, we find **some differences between the relative contributions of each region to GDP and the relative importance of lending to the same regions.** For instance, Region 1, which would arguably be the first and largest beneficiary of the NS phenomenon contributes with c.43% of GDP (1H23 data) and c.39% of total loans to the non-financial business segment (NFBS as of Sept 2023). Region 2 amounts to 15% of GDP and 10.6% of NFBS. Region 3 represents 19% of GDP and takes only 5.3% of NFBS. Lastly, Region 4 accounts for 24% of GDP and 45.3% of NFBS. **This mismatch, particularly evident in regions 3 and 4, is perhaps explained** by: i) some states in Region 3 have a larger concentration of primary activities which could arguably be considered less capital intensive and/or more likely to receive some kind of government or development bank support; and, ii) the Mexico city metro area (MCMA) still concentrates a large amount of decision making (government, administrative services and financing, among others), with companies possibly still finding it easier to set-up shop in the MCMA vs. other regions when thinking about operating on a national scale, bringing expats to the country, etc.

Although there are some differences in the sector classifications found in national accounts and bank-sector segmentation (or aggregation), **bank funding is clearly geared towards the service economy** (64.4% of GDP) with technical & professional services, trade (retail, wholesale and trade finance) and hotels, restaurants and leisure services altogether making up a little over 51% of total NFBS (**NFBS to activities that are predominantly services accounts for 57%**). To some extent surprising, **primary activities** that represent 3.6% of GDP take about **8% of total bank lending to NFBS**, which does not include Pemex or CFE but does include its supply chain and mining, which is arguably more capital intensive as well. Lastly, **secondary activities** that represent c.32% of GDP take up a more than a proportionate **35% of NFBS**.

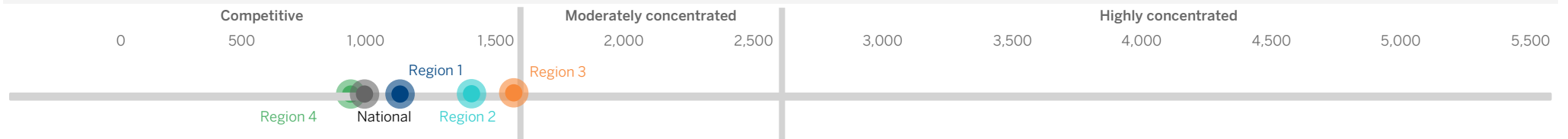
Nearshoring could be an opportunity for banks to have an increased role in capital formation. According to CNBV data, 77% of NFBS are reportedly used to finance working capital needs (including working capital, credit card, liquidity loans, factoring and trade finance). Another 8% of loans are reportedly used to manage liabilities. Lastly, 4.9% of NFBS are used to finance fixed assets investments (including capitalised leases), 4.9% is earmarked for public works and infrastructure projects and another 4.2% is labelled as bridge loans for residential (3.4%) and commercial (0.8%) construction. We believe that some companies may invest in fixed assets a portion of what is reported as working capital or liability management when banks lack specific products to finance fixed-asset investment or to circumvent the guarantee/mortgage. However, **the concepts clearly related to fixed-capital formation make up just 16%, which is not far away from an economy where investment represents c.20% of GDP.**

For companies to invest in fixed assets they first expect increased demand for their products/services to the extent that it merits increasing installed capacity. As of November 2023, Banxico's soft data on utilised capacity is at 76.7% (roughly in line with the 76.3% average since 2017, excluding 2020-21). On the other hand, Banxico's survey of the investment climate among analysts shows the highest optimism since before Trump took office (44% of analysts consider it is a good time to invest, vs. a prior peak of 27% in July 2021 and an 11% average since June 2016). So, we believe the answer will probably lie in: i) the extent to which the optimism shown by analysts is a lagged effect of a better-than-expected 2023, in terms of investment; and/or, ii) the extent to which real-economy investors feel the same way about Mexico's growth prospects and the potential benefits from nearshoring. **The burden of companies relying little on banks to fund their fixed capital investments may not lie in full on banks. Yet, if the intended use of loans is accurately reported by companies/banks to CNBV, we do think banks may need to be self-critical and evaluate the role they want to play in this part of the economy and develop products and creative solutions that better suit companies' needs.**

Besides competing with debt capital markets in the upper segments of business lending, **loans to non-financial businesses could be considered a competitive market** despite that the top five players have a market share of a little over 60%. **But a quick review of concentration in a regional/sector shows an uneven result, which could bring about opportunities and threats.** A traditional Herfindahl-Hirschman index of 1,055 is considered a competitive market, considering all banks reporting segment data (41). A modified calculation of this HHI (MHHI), using the 12 largest banks in our sample that accumulate an 89% market share, and treating all others as one single entity results in a slightly higher concentration index of 1,150, which is still considered competitive (<1500). Using the same modified calculation on a regional

basis, it is unsurprising that Region 4 (which includes the MCMA) is the most competitive market, with an MHHI of 1,148. To a lower extent, it can be argued that with a MHHI of 1,208, Region 1 is also a reasonably competitive market. However, Region 2 shows a MHHI of 1,453, which is nearly on the fringe of being a moderately concentrated market; whereas in Region 3 we arrive at a MHHI of 1,520.

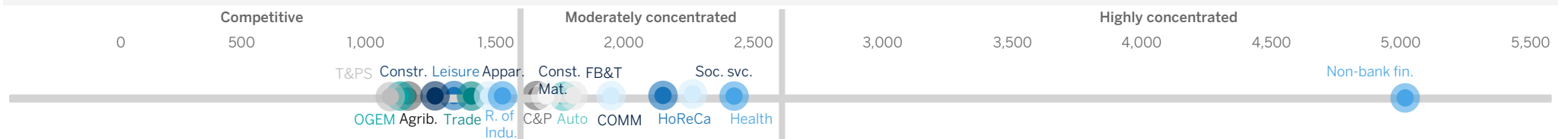
Figure 1
Herfindahl-Hirschman index by region (BBVA modified HHI)



Source: BBVA CER

And then there is relative risk appetite among banks, which we think shows in that, on a national scale, concentration in NFBS to the different sectors of the economy is far from uniform. In the most concentrated sectors like lending to non-bank financials, our MHHI is of nearly 5,000; while activities such as technical & professional services, 'oil, gas, energy and mining', agribusiness, leisure services and construction are of more generalised interest for banks. Curiously, the second largest sector in terms of loans, trade, remains competitive with a MHHI of 1,416, but shows a relatively higher concentration than the sectors mentioned before. That said, we take these relative figures with a pinch of salt. With a market that is reasonably competitive on a national scale, reaching to conclusions of low competitiveness at a regional/sector level might be erroneous. The reasons for a higher/lower regional/sector concentration could range from banks geographic footprint and region of origin, access to competitive funding, levels of services, global interconnectedness or the level of concentration of the industries that are of higher economic significance in each region.

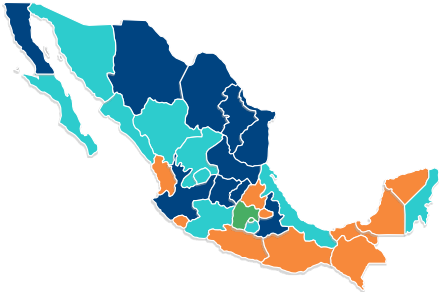
Figure 2
Herfindahl-Hirschman index by sector (BBVA modified HHI)



Source: BBVA CER

Regions are the same defined for our BBVA NS Dashboards. We categorised the states in each region according to the flows of foreign direct investment (FDI). Moreover, we grouped Mexico City and the State of Mexico in the fourth region, due to the complexity in both states of indicators comprising the Metropolitan area that could distort the visibility of nearshoring.

Figure 3
States considered in each region (BBVA Nearshoring Dashboards)

Regions defined by BBVA	Region 1	Region 2	Region 3	Region 4	
<p>The states in each region were categorised according to the flows of foreign direct investment (FDI). We grouped Mexico City and the State of Mexico in the fourth region, due to the complexity on both states' indicators comprising the Metropolitan area that could distort the feasibility of nearshoring.</p>		<p>Nuevo Leon Jalisco Chihuahua Baja California Guanajuato Tamaulipas Sinaloa Coahuila Puebla Queretaro</p>	<p>Baja California Sur Aguascalientes Durango Yucatan Sonora Nayarit Quintana Roo Hidalgo San Luis Potosi Tlaxcala</p>	<p>Guerrero Chiapas Oaxaca Michoacan Colima Morelos Campeche Tabasco Zacatecas Veracruz</p>	<p>Mexico City State of Mexico</p>

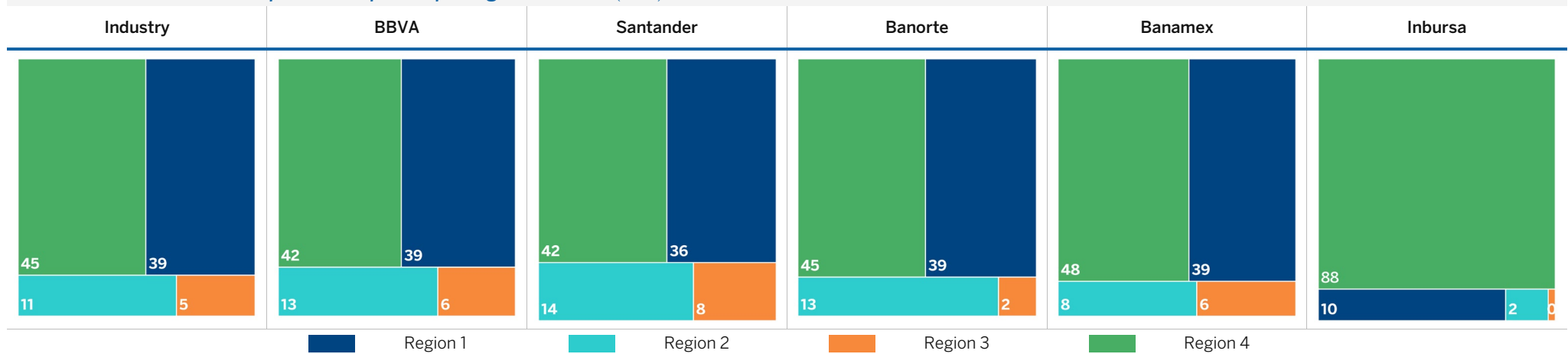
Source: BBVA CER

General snapshot

Lending to non-financial companies is mainly concentrated in the metropolitan area of Mexico City (Region 4), which could be explained by: i) centralisation in decision-making and administrative procedures with the government; and ii) by the number of companies that have a hub in the Mexico city metro area (MCMA) and that may have operations in other states.

Region 4 weighs 45% of total loans to non-financial businesses, followed by Region 1 (39%), Region 2 (11%) and Region 3 (5%). The Top 5 largest banks within this segment include BBVA (market share of 21%), Santander (12%), Banorte (12%), Banamex (8%) and Inbursa (7.4%), and they hold a broadly similar regional exposure. But some other players like Scotiabank and Bajio make the Top 5 in some regions. After a soft start in 1H23, loans to non-financial companies accumulates a portfolio of c.MXN3,000bn and as of 3Q23 it grew 5.7% YoY. The most relevant sectors are professional and technical services (28%), trade (19%) and construction (13%). The first encompasses a high number of activities, from law, accountancy, and auditing to specialised engineering, architecture, management and administrative services, etc.

Figure 4
Non-financial business loans portfolio exposure per region and bank (in %)



Source: CNBV and BBVA CER

Figure 5
National: Non-financial business loans portfolio mix and market share by bank

How to read the chart?

Hierarchy 1 represents the “loans mix”, which implies the weight of each sector in the loan portfolio. Hierarchy 2 represents the market share of the Top 5 banks within those sectors.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under “Others”.

Key takeaways - National

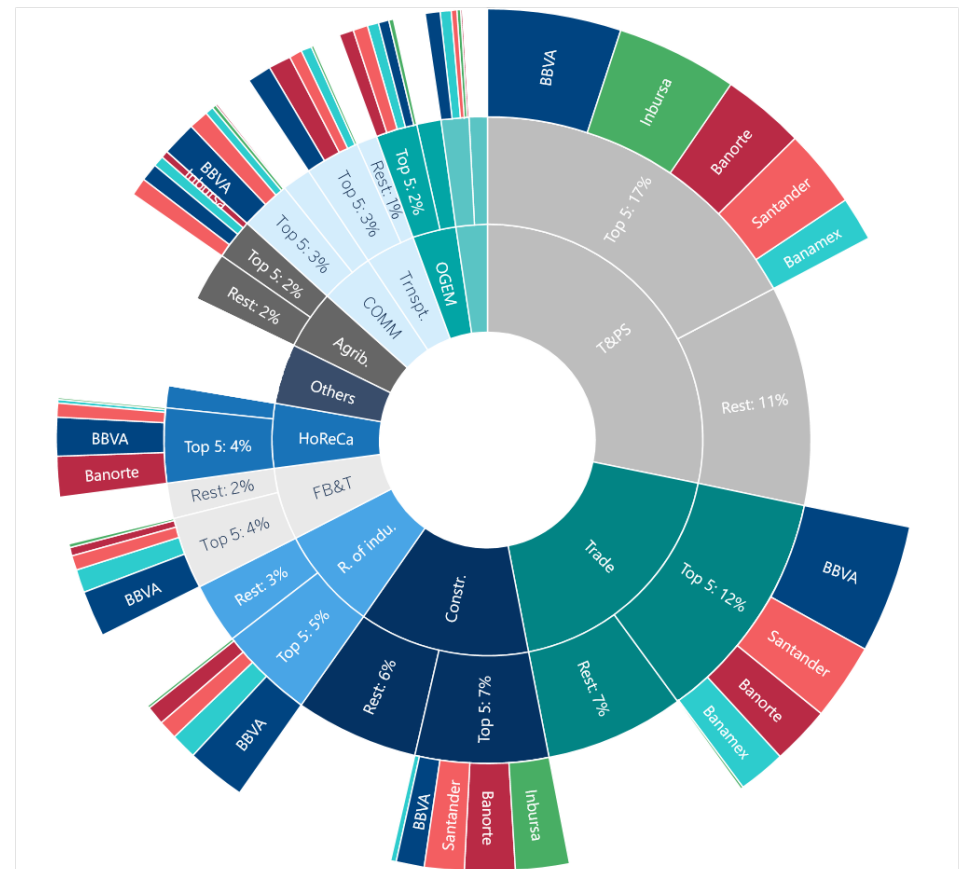
- The sector that weighs the most at a national level is technical & professional services, comprising 28% of the total loan portfolio. The Top 5 banks accumulate a market share of 61% in the segment.
- The trade sector accounts for 18% of the total portfolio. The Top 5 banks have a market share of 63% in the segment.
- The third largest sector is construction (13%). The Top 5 banks have a market share of 52% in the segment.

Top banks (market share in region, %)



Sectors

Technical & professional services (T&PS)	28%
Trade	18%
Construction (Constr.)	13%
Rest of industry (R. of indu.)	8%
Food, beverages & tobacco (FB&T)	5%
Hotels, restaurants & cafe (HoReCa)	5%
Agribusiness (Agrib.)	4%
Communications (COMM)	4%
Transport (Trnspt.)	4%
Oil, gas, energy & mining (OGEM)	3%
Auto	2%
Others	6%



Source: CNBV and BBVA CER

Figure 6
National: Non-financial business loans portfolio mix and market share by bank (detail Hierarchy 2)

How to read the table?

The table provides the detailed market share of each bank included in the Top 5 list (Hierarchy 2) within the sectors of the loan portfolio mix shown in the graph above.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under "Others".

Key takeaways - National

- Within the top five sectors and on a national scale, FB&T (5% of NFBS) seems to be the least crowded segment, with the top two players taking 48% of the market. Lending to trade and non-auto industry remains within the broad range of a competitive market, but not by a wide margin.
- Lending to T&PS and construction seems to be the segment with which most banking players feel comfortable and shows the lowest concentration.
- Overall, our modified Herfindahl-Hirschman index (MHHI) shows lending to non-financial businesses is a competitive market with a reading of 1,150.

Top banks (market share in region, %)

 BBVA: (21.2%)	 Santander: (12.1%)	 Banorte: (11.8%)	 Banamex: (8.2%)	 Inbursa: (7.4%)
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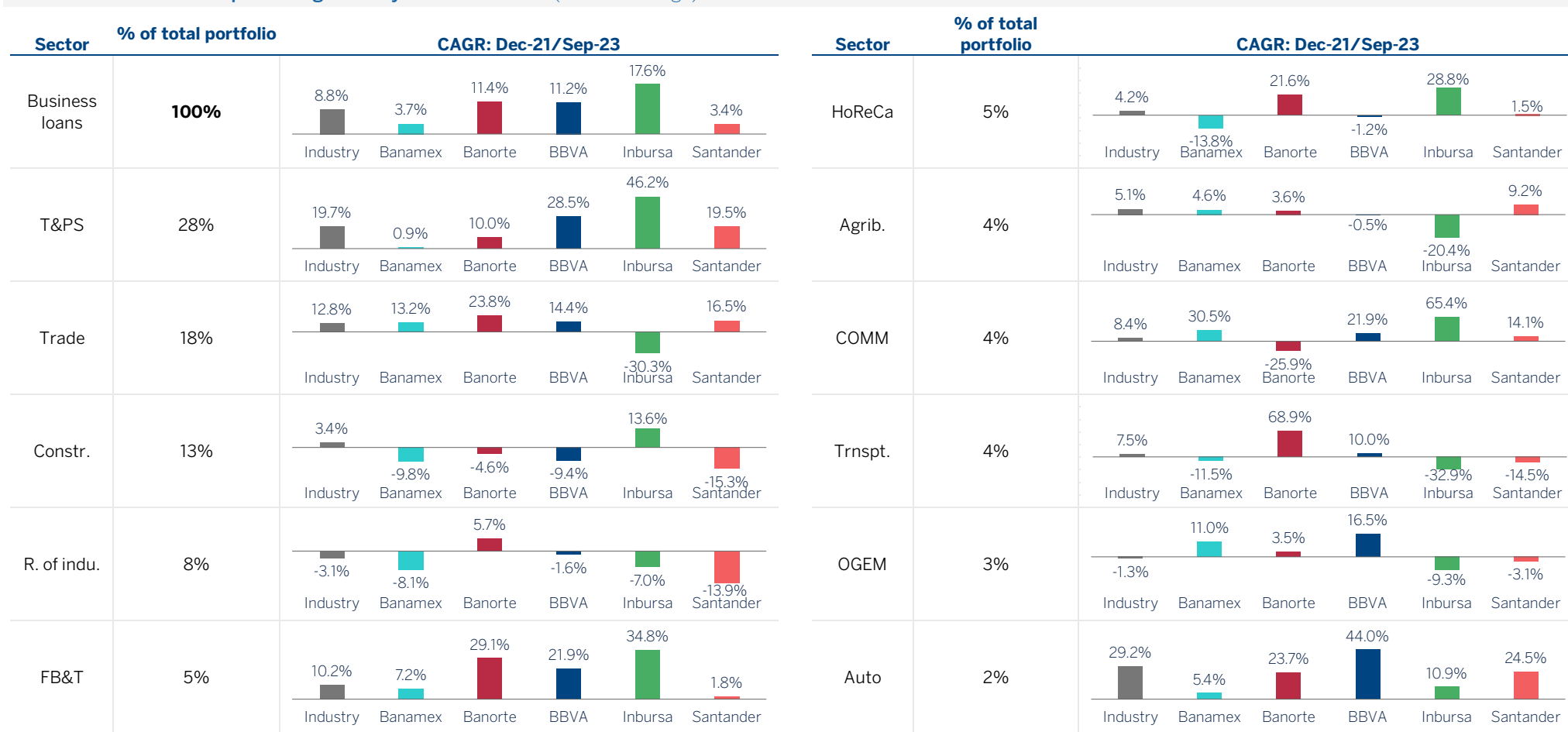
Sectors

Market share by sector and bank

Sectors		BBVA: (21.2%)	Santander: (12.1%)	Banorte: (11.8%)	Banamex: (8.2%)	Inbursa: (7.4%)
Technical & professional services (T&PS)	28%	18%	10%	11%	6%	16%
Trade	18%	26%	15%	12%	10%	0%
Construction (Constr.)	13%	8%	11%	15%	2%	16%
Rest of industry (R. of indu.)	8%	28%	9%	9%	13%	1%
Food, beverages & tobacco (FB&T)	5%	32%	10%	6%	16%	2%
Hotels, restaurants & cafe (HoReCa)	5%	30%	11%	31%	2%	2%
Agribusiness (Agrib.)	4%	14%	16%	6%	9%	0%
Communications (COMM)	4%	32%	18%	2%	8%	4%
Transport (Trnspt.)	4%	24%	13%	22%	10%	3%
Oil, gas, energy & mining (OGEM)	3%	12%	16%	17%	13%	5%
Auto	2%	25%	9%	3%	18%	6%
Others	6%					

Source: CNBV and BBVA CER

Figure 7
National: Business loans portfolio growth by sector and bank (under coverage)



Source: CNBV and BBVA CER

Figure 8
National: Historic non-financial business loans portfolio mix and market share by bank (since 2016)

How to read the charts?

Historic non-financial business loans portfolio. Shows the historic amount and growth of the portfolio.

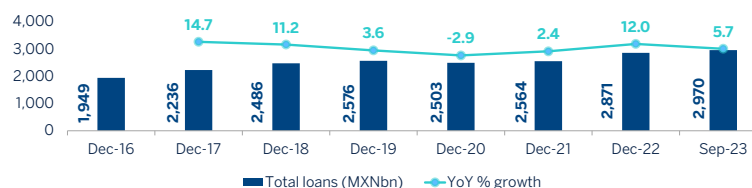
Historic non-financial business loans portfolio mix. Shows how the sectors mix has evolved in each region.

Historic market share in non-financial business loans portfolio. Shows how the market share of the top 10 banks in Mexico has evolved within the non-financial business loans portfolio.

Key takeaways - National

- The sector grew 5.7% YoY as of Sept 2023.
- In recent years, within the top 3 banks, only Banorte has traded spots with Banamex; with the former becoming the third largest player in 2020.
- Competition seems higher in the spots 5-7, where Inbursa has overcome Scotiabank and HSBC.
- T&PS, trade and construction have been the dominant activities for banks. The first two continue to increase their relevance in the mix, growing faster than the rest of the loan book; while construction and industry ex-autos saw a soft 2022 but have been recovering through 2023.

Historic non-financial business loans portfolio



Historic market share in non-financial business portfolio

	2018	2019	2020	2021	2022	Sep-23
1	BBVA 20.5%	BBVA 20.2%	BBVA 20.0%	BBVA 20.4%	BBVA 21.7%	BBVA 21.2%
2	Santander 14.1%	Santander 13.9%	Santander 13.2%	Santander 13.2%	Santander 12.0%	Santander 12.1%
3	Banamex 12.1%	Banamex 11.3%	Banorte 11.5%	Banorte 11.4%	Banorte 10.9%	Banorte 11.8%
4	Banorte 10.9%	Banorte 10.1%	Banamex 10.0%	Banamex 8.9%	Banamex 8.7%	Banamex 8.2%
5	HSBC 8.6%	HSBC 8.3%	HSBC 7.4%	Scotiabank 7.5%	Scotiabank 8.0%	Inbursa 7.4%
6	Inbursa 6.4%	Scotiabank 7.0%	Scotiabank 7.4%	HSBC 6.9%	Inbursa 6.5%	Scotiabank 7.1%
7	Scotiabank 6.3%	Inbursa 5.7%	Inbursa 6.1%	Inbursa 6.5%	HSBC 6.1%	HSBC 6.2%
8	Bajio 4.9%	Bajio 5.1%	Bajio 5.5%	Bajio 5.6%	Bajio 5.6%	Bajio 5.6%
9	Banregio 2.7%	Banregio 2.9%	Banregio 3.1%	Banregio 3.1%	Banregio 3.0%	Banregio 3.1%
10	Sabadell 1.4%	Sabadell 2.2%	Sabadell 2.3%	Sabadell 2.1%	Sabadell 1.9%	Sabadell 2.0%
11	Mifel 1.3%	Azteca 1.2%	Mifel 1.1%	Mifel 1.3%	Mifel 1.6%	Mifel 1.6%
12	Azteca 0.8%	Mifel 1.1%	Azteca 1.0%	Azteca 1.0%	Azteca 1.2%	Azteca 1.2%

Historic non-financial business loans portfolio mix

	2018	2019	2020	2021	2022	Sep-23
1	T&PS 22.3%	T&PS 21.7%	T&PS 22.5%	T&PS 23.5%	T&PS 23.7%	T&PS 27.9%
2	Trade 19.9%	Trade 19.8%	Trade 18.3%	Trade 17.3%	Trade 16.6%	Trade 18.5%
3	Constr. 13.6%	Constr. 13.6%	Constr. 13.7%	Constr. 13.8%	Others 12.6%	Constr. 12.6%
4	R. of indu. 8.7%	R. of indu. 9.3%	R. of indu. 8.9%	R. of indu. 9.4%	Constr. 12.1%	R. of indu. 7.7%
5	Others 7.2%	Others 6.9%	Others 7.5%	Others 7.7%	R. of indu. 7.6%	Others 5.8%
6	OGEM 5.5%	OGEM 5.4%	FB&T 5.4%	FB&T 5.2%	FB&T 5.3%	FB&T 5.3%
7	FB&T 5.3%	FB&T 5.0%	HoReCa 5.2%	HoReCa 5.1%	Agrib. 4.6%	HoReCa 4.8%
8	Agrib. 4.4%	Agrib. 4.5%	OGEM 4.7%	Agrib. 4.7%	HoReCa 4.3%	Agrib. 4.4%
9	COMM 3.7%	COMM 4.3%	Agrib. 4.4%	COMM 4.0%	COMM 4.2%	COMM 4.0%
10	HoReCa 3.5%	HoReCa 4.0%	COMM 4.1%	OGEM 3.8%	OGEM 3.6%	Trnspt. 3.7%

Sector abbreviations:

- T&PS: Technical & Professional services
- Constr.: Construction
- R. of indu.: Rest of Industry
- OGEM: Oil, mining, gas & energy
- FB&T: Food, beverages and tobacco
- HoReCa: Hotels, restaurants and cafe
- Agrib: Agribusiness
- Const. mater: Construction materials
- COMM: Communications
- Trnspt: Transport
- Appar.: Apparel
- C&P: Chemical & pharma

Source: CNBV and BBVA CER

Figure 9

Region 1: Non-financial business loans portfolio mix and market share by bank

How to read the chart?

Hierarchy 1 represents the “loans mix”, which implies the weight of each sector on the loan portfolio. Hierarchy 2 represents the market share of the Top 5 banks within those sectors.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under “Others”.

Nuevo Leon, Jalisco, Chihuahua, Baja California, Guanajuato, Tamaulipas, Sinaloa, Coahuila, Puebla, Queretaro

Key takeaways – Region 1

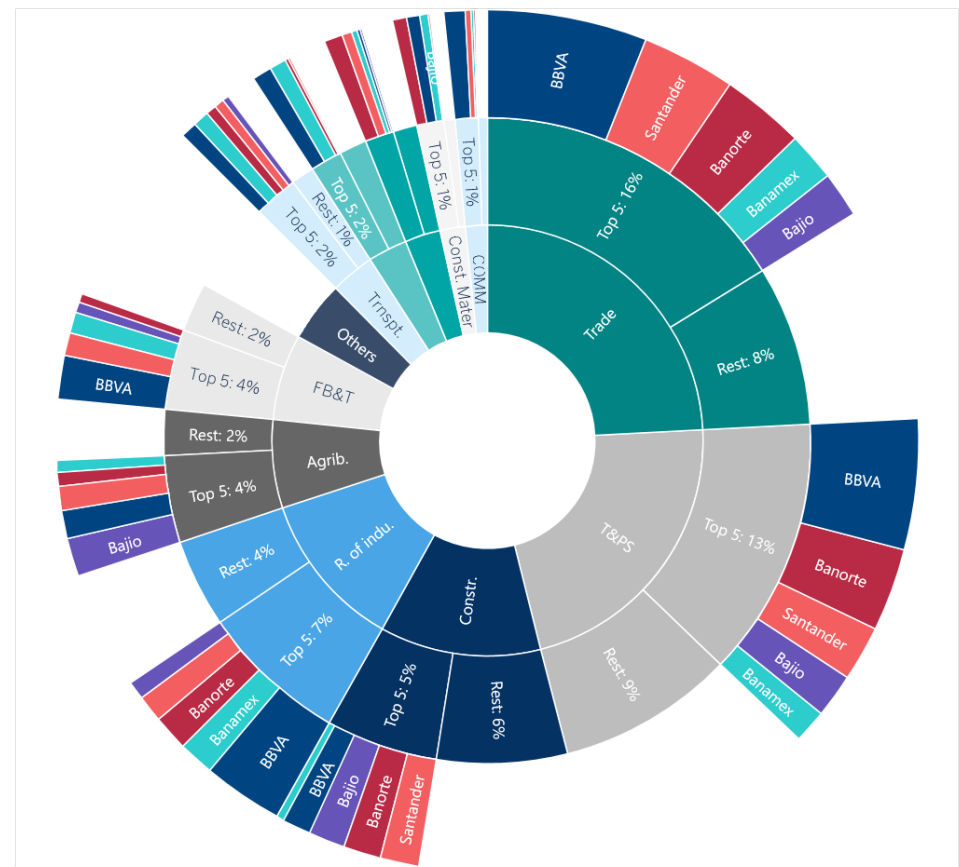
- Alike at national level, Trade, TP&S, and construction are the sectors that stand out for their larger weight in the region.
- Relative to national-level data, Trade, Industry, Autos and the Agribusiness have a larger presence in region 1.
- T&PS, HoReCa and COMM have a lower relevance in the region compared to the national average.

Top banks (market share in region, %)



Sectors

Trade	24%
Technical & professional services (T&PS)	22%
Construction (Constr.)	12%
Rest of industry (R. of indu.)	12%
Agribusiness (Agrib.)	7%
Food, beverages & tobacco (FB&T)	6%
Transport (Trnspt.)	3%
Auto	3%
Oil, gas, energy & mining (OGEM)	3%
Construction materials (Const. Mater)	2%
Communications (COMM)	2%
Others	6%



Source: CNBV and BBVA CER

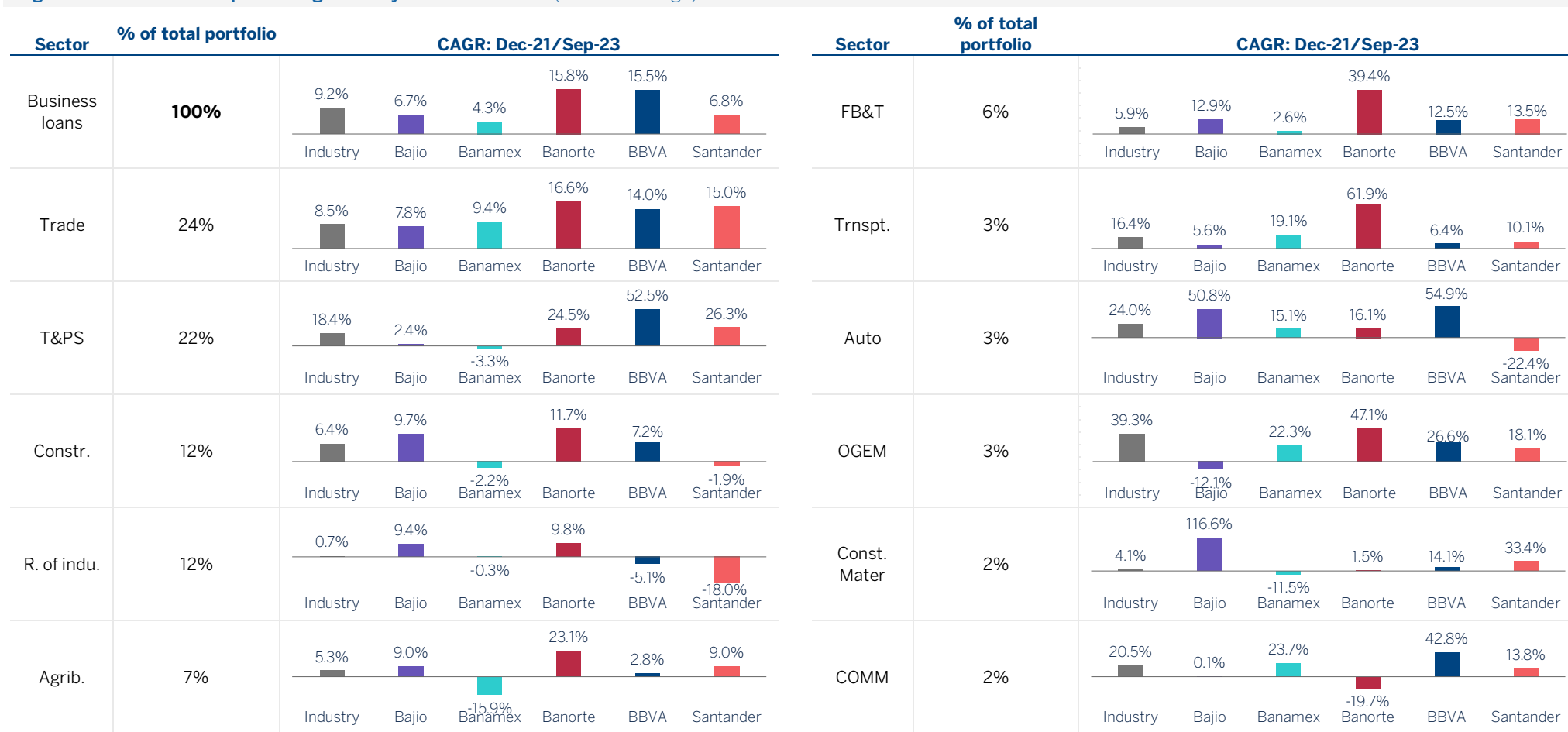
Figure 10

Region 1: Non-financial business loans portfolio mix and market share by bank (detail Hierarchy 2)

How to read the table?		Top banks (market share in region, %)		BBVA: (21.3%)	Banorte: (12.1%)	Santander: (11.1%)	Banamex: (8.2%)	Bajio: (8.1%)
		Sectors		Market share by sector and bank				
<p>The table provides the detailed market share of each bank included in the Top 5 list (Hierarchy 2) within the sectors of the loan portfolio mix shown in the graph above.</p> <p>Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under "Others".</p> <p>Nuevo Leon, Jalisco, Chihuahua, Baja California, Guanajuato, Tamaulipas, Sinaloa, Coahuila, Puebla, Queretaro</p>		Trade	24%	12%	6%	7%	4%	3%
		Technical & professional services (T&PS)	22%	7%	4%	3%	2%	2%
		Construction (Constr.)	12%	3%	4%	4%	1%	4%
		Rest of industry (R. of indu.)	12%	15%	7%	5%	7%	3%
		Agribusiness (Agrib.)	7%	9%	4%	8%	4%	12%
		Food, beverages & tobacco (FB&T)	6%	12%	3%	6%	6%	3%
		Transport (Trnspt.)	3%	6%	4%	4%	6%	3%
		Auto	3%	12%	2%	1%	10%	1%
		Oil, gas, energy & mining (OGEM)	3%	1%	8%	4%	3%	1%
		Construction materials (Const. Mater)	2%	18%	19%	2%	12%	0%
		Communications (COMM)	2%	8%	1%	2%	1%	0%
		Others	6%					

Source: CNBV and BBVA CER

Figure 11
Region 1: Business loans portfolio growth by sector and bank (under coverage)



Source: CNBV and BBVA CER

Figure 12

Region 1: Historic non-financial business loans portfolio mix and market share by bank (since 2016)

How to read the charts?

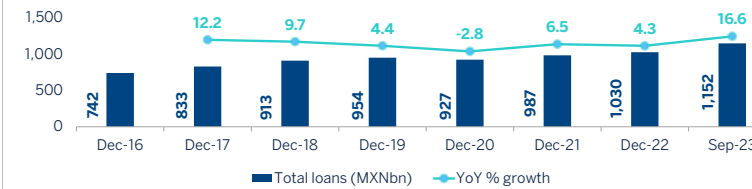
Historic non-financial business loans portfolio. Shows the historic amount and growth of the portfolio. **Historic non-financial business loans portfolio mix.** Shows how the sectors mix has evolved in each region. **Historic market share in non-financial business loans portfolio.** Shows how the market share of the top 10 banks in Mexico has evolved within the non-financial business loans portfolio.

Nuevo Leon, Jalisco, Chihuahua, Baja California, Guanajuato, Tamaulipas, Sinaloa, Coahuila, Puebla, Queretaro.

Key takeaways – Region 1

- The non-financial companies segment accumulates a portfolio of c.MXN1,152bn. Since 2021, the region has grown at a CAGR of 9.2%, slightly faster than the 8.8% seen on a national scale.
- The industry has seen several changes in market share in the 2nd-4th place over the last three years. Banorte rose to second place, from fourth. Banamex has been the main loser dropping from second to a technical tie with Bajio in 4th/5th.
- Unlike the national portfolio, where T&PS is the dominant sector, in Region 1 trade is the main sector, followed by T&PS and construction. The latter has traded spots with the industry (ex-autos) in recent years.

Historic non-financial business loans portfolio



Historic market share in non-financial business portfolio

	2018	2019	2020	2021	2022	Sep-23
1	BBVA 20.2%	BBVA 19.4%	BBVA 18.7%	BBVA 19.3%	BBVA 14.9%	BBVA 21.3%
2	Banamex 13.8%	Banamex 13.3%	Santander 12.1%	Santander 12.1%	Banorte 11.8%	Banorte 12.1%
3	Santander 13.3%	Santander 13.0%	Banamex 11.2%	Banorte 10.9%	Santander 11.6%	Santander 11.1%
4	Banorte 10.1%	Banorte 9.3%	Banorte 10.6%	Banamex 8.9%	Banamex 9.3%	Banamex 8.2%
5	Bajio 7.2%	Bajio 7.8%	Bajio 8.6%	Scotiabank 8.4%	Bajio 9.2%	Bajio 8.1%
6	Scotiabank 7.0%	Scotiabank 7.1%	Scotiabank 7.6%	Bajio 8.4%	Scotiabank 9.0%	Scotiabank 7.3%
7	HSBC 6.8%	HSBC 6.5%	HSBC 6.5%	HSBC 7.4%	HSBC 6.6%	HSBC 6.4%
8	Banregio 5.3%	Banregio 5.8%	Banregio 6.2%	Banregio 6.2%	Banregio 6.5%	Banregio 6.1%
9	Inbursa 2.1%	Inbursa 1.8%	Sabadell 1.8%	Inbursa 1.9%	Inbursa 1.9%	Inbursa 1.8%
10	Sabadell 1.5%	Sabadell 1.8%	Inbursa 1.7%	Sabadell 1.4%	Sabadell 1.4%	Sabadell 1.4%
11	Mifel 0.6%	Mifel 0.5%	Mifel 0.5%	Mifel 0.8%	Mifel 0.9%	Mifel 0.9%
12	Azteca 0.1%	Azteca 0.1%	Azteca 0.0%	Azteca 0.0%	Azteca 0.4%	Azteca 0.6%

Historic non-financial business loans portfolio mix

	2018	2019	2020	2021	2022	Sep-23
1	Trade 26.9%	Trade 27.6%	Trade 25.0%	Trade 24.1%	Trade 24.0%	Trade 23.8%
2	T&PS 16.4%	T&PS 16.3%	T&PS 17.9%	T&PS 18.7%	T&PS 19.0%	T&PS 21.6%
3	R. of indu. 11.8%	R. of indu. 11.9%	Constr. 13.2%	R. of indu. 13.4%	Constr. 12.7%	Constr. 11.9%
4	Constr. 11.0%	Constr. 11.9%	R. of indu. 11.8%	Constr. 12.5%	R. of indu. 12.3%	R. of indu. 11.6%
5	Others 7.2%	FB&T 7.1%	FB&T 7.1%	Others 7.2%	Agrib. 7.2%	Agrib. 6.5%
6	FB&T 7.1%	Others 7.1%	Others 7.0%	Agrib. 7.0%	FB&T 6.9%	FB&T 6.4%
7	Agrib. 6.4%	Agrib. 6.6%	Agrib. 6.7%	FB&T 6.7%	Others 6.3%	Others 5.8%
8	Const. Mater 3.2%	Const. Mater 2.7%	Trnspt. 2.8%	Trnspt. 3.0%	Auto 3.3%	Trnspt. 3.3%
9	OGEM 3.0%	Trnspt. 2.7%	Auto 2.5%	Auto 2.3%	Trnspt. 3.3%	Auto 2.9%
10	Trnspt. 2.8%	Auto 2.5%	OGEM 2.3%	Const. Mater 2.0%	OGEM 2.3%	OGEM 2.6%

Sector abbreviations:

- T&PS: Technical & Professional services
- Constr.: Construction
- R. of indu.: Rest of Industry
- OGEM: Oil, mining, gas & energy
- FB&T: Food, beverages and tobacco
- HoReCa: Hotels, restaurants and cafe
- Agrib: Agribusiness
- Const. mater: Construction materials
- COMM: Communications
- Trnspt: Transport
- Appar.: Apparel
- C&P: Chemical & pharma

Source: CNBV and BBVA CER

Figure 13

Region 2: Non-financial business loans portfolio mix and market share by bank

How to read the chart?

Hierarchy 1 represents the “loans mix”, which implies the weight of each sector on the loan portfolio. Hierarchy 2 represents the market share of the Top 5 banks within those sectors.

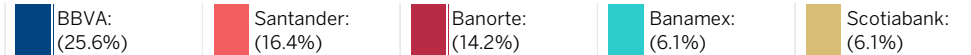
Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under “Others”.

Baja California Sur, Aguascalientes, Durango, Yucatan, Sonora, Nayarit, Quintana Roo, Hidalgo, San Luis Potosi, Tlaxcala

Key takeaways – Region 2

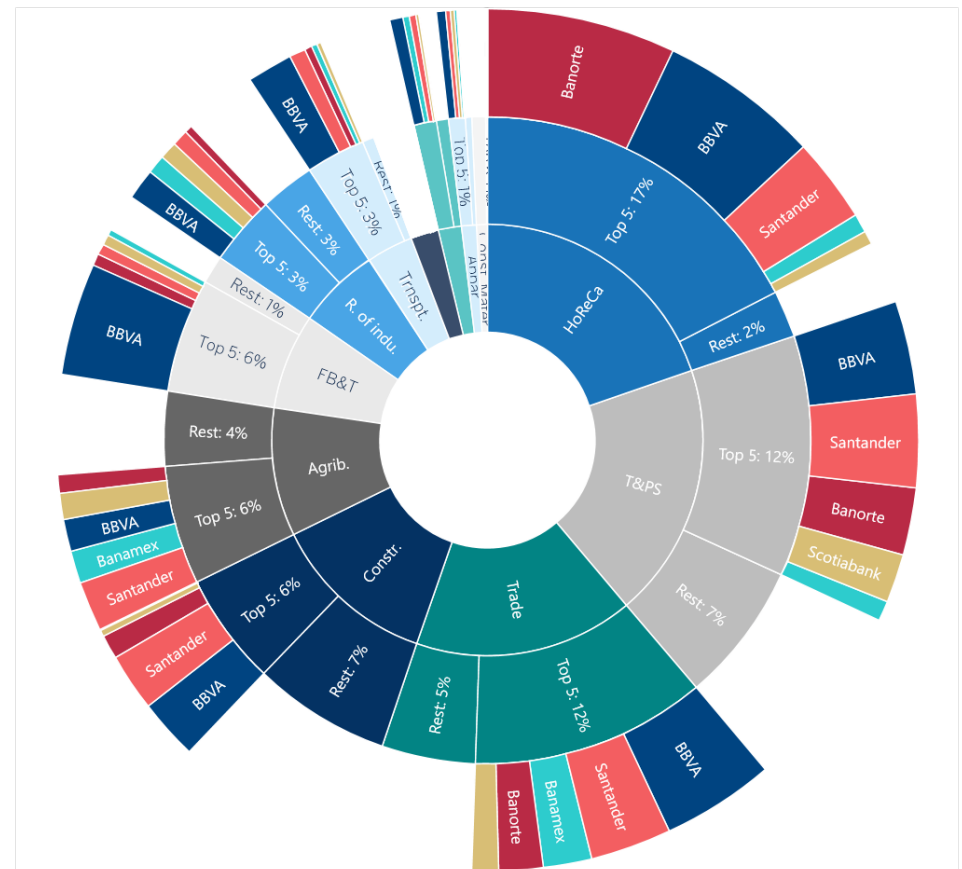
- In the region, HoReCa is the most relevant activity for banks, as the region includes some tourist states like Quintana Roo and Baja California Sur.
- HoReCa, agribusiness and FB&T are the three activities that show the largest positive deviation in the region vs. national standards.
- Relative to national-level data, T&PS, COMM and OGEM have a smaller weight compared to the national average.

Top banks (market share in region, %)



Sectors

Hotels, restaurants & cafe (HoReCa)	20%
Technical & professional services (T&PS)	19%
Trade	16%
Construction (Constr.)	12%
Agribusiness (Agrib.)	10%
Food, beverages & tobacco (FB&T)	7%
Rest of industry (R. of indu.)	6%
Transport (Trnspt.)	4%
Auto	2%
Apparel (Appar.)	1%
Construction materials (Const. Mater)	1%
Others	3%



Source: CNBV and BBVA CER

Figure 14

Region 2: Non-financial business loans portfolio mix and market share by bank (detail Hierarchy 2)

How to read the table?

The table provides the detailed market share of each bank included in the Top 5 list (Hierarchy 2) within the sectors of the loan portfolio mix shown in the graph above.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under "Others".

Baja California Sur, Aguascalientes, Durango, Yucatan, Sonora, Nayarit, Quintana Roo, Hidalgo, San Luis Potosi, Tlaxcala

Key takeaways – Region 2

- With a MHHI of 1,453, region 2 can still be considered a competitive market, but one that is in fringe of being considered moderately competitive. The Top 5 players in the region accumulate a market share of 68.4% (60.7% at national level).
- Within the region, only loans to activities of trade, agribusiness, T&PS and 'rest of industry' show a sufficiently diversified MHHI to consider them competitive.
- Lending to COMM, HoReCa, construction materials, OGEM seems highly concentrated among just a few players.
- The mean MHHI on a sector basis is of 2,712 (1,610 at national level) and the standard deviation is of 1,783, vs. 387 at national level.

Top banks (market share in region, %)

BBVA:
(25.6%)

Santander:
(16.4%)

Banorte:
(14.2%)

Banamex:
(6.1%)

Scotiabank:
(6.1%)

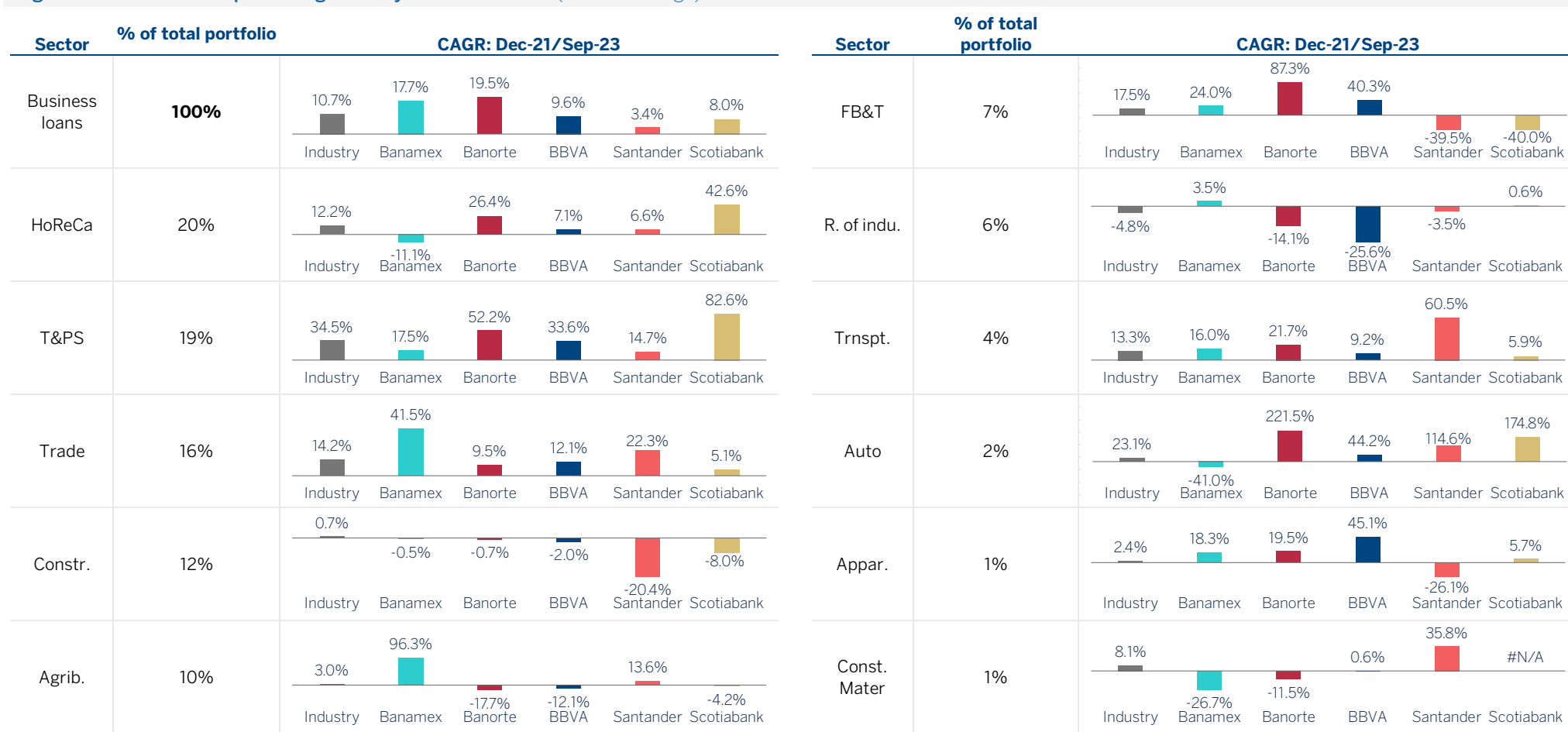
Sectors

Market share by sector and bank

Sectors	Market share	BBVA	Santander	Banorte	Banamex	Scotiabank
Hotels, restaurants & cafe (HoReCa)	20%	13%	7%	16%	2%	1%
Technical & professional services (T&PS)	19%	1%	1%	1%	0%	1%
Trade	16%	2%	2%	1%	1%	1%
Construction (Constr.)	12%	2%	2%	1%	0%	0%
Agribusiness (Agrib.)	10%	3%	4%	2%	3%	2%
Food, beverages & tobacco (FB&T)	7%	8%	1%	1%	0%	1%
Rest of industry (R. of indu.)	6%	2%	1%	0%	1%	1%
Transport (Trnspt.)	4%	5%	2%	1%	1%	0%
Auto	2%	2%	1%	0%	1%	0%
Apparel (Appar.)	1%	5%	2%	0%	1%	2%
Construction materials (Const. Mater)	1%	0%	0%	0%	0%	0%
Others	3%					

Source: CNBV and BBVA CER

Figure 15
Region 2: Business loans portfolio growth by sector and bank (under coverage)



Source: CNBV and BBVA CER

Figure 16

Region 2: Historic non-financial business loans portfolio mix and market share by bank (since 2016)

How to read the charts?

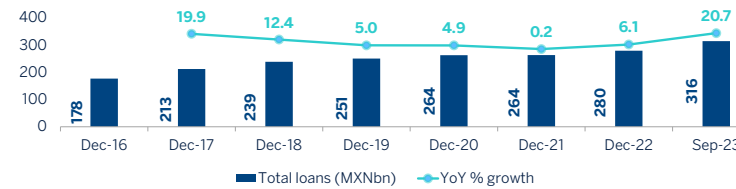
Historic non-financial business loans portfolio. Shows the historic amount and growth of the portfolio. **Historic non-financial business loans portfolio mix.** Shows how the sectors mix has evolved in each region. **Historic market share in non-financial business loans portfolio.** Shows how the market share of the top 10 banks in Mexico has evolved within the non-financial business loans portfolio.

Baja California Sur, Aguascalientes, Durango, Yucatan, Sonora, Nayarit, Quintana Roo, Hidalgo, San Luis Potosi, Tlaxcala

Key takeaways – Region 2

- The non-financial companies segment accumulates a portfolio of c.MXN316bn. Since 2021, the region has grown at a CAGR of 10.7%, 2pp faster than the 8.8% seen on a national scale.
- The top three banks have maintained their posts in the last five years and altogether have increased their market share of total NFBS. Competition has been fiercer among players ranked 4-6, changing places in multiple occasions over the last five years, but with each having a market share less than half of the 3rd place.
- Lending to T&PS has become increasingly relevant in the region, growing nearly three times as fast as the industry since 2021.

Historic non-financial business loans portfolio



Historic market share in non-financial business portfolio

	2018	2019	2020	2021	2022	Sep-23
1	BBVA 26.0%	BBVA 27.2%	BBVA 25.8%	BBVA 26.0%	BBVA 20.4%	BBVA 25.6%
2	Santander 15.4%	Santander 17.0%	Santander 19.0%	Santander 18.5%	Santander 18.3%	Santander 16.4%
3	Banorte 12.0%	Banorte 11.7%	Banorte 12.1%	Banorte 12.4%	Banorte 14.5%	Banorte 14.2%
4	Banamex 9.7%	Banamex 9.2%	Banamex 7.3%	Bajio 6.6%	Scotiabank 6.7%	Banamex 6.1%
5	Scotiabank 6.6%	Scotiabank 6.5%	Scotiabank 6.8%	Scotiabank 6.4%	Bajio 6.6%	Scotiabank 6.1%
6	HSBC 6.1%	Bajio 5.8%	Bajio 6.2%	Banamex 5.5%	Banamex 6.2%	Bajio 6.0%
7	Bajio 5.5%	HSBC 4.3%	HSBC 3.8%	HSBC 4.2%	HSBC 5.1%	HSBC 4.6%
8	Banregio 2.1%	Banregio 2.1%	Banregio 2.4%	Banregio 2.5%	Banregio 2.5%	Banregio 2.4%
9	Sabadell 1.5%	Sabadell 1.7%	Sabadell 1.9%	Sabadell 2.0%	Sabadell 2.0%	Sabadell 2.3%
10	Inbursa 1.5%	Inbursa 0.9%	Mifel 1.0%	Mifel 1.3%	Mifel 1.4%	Inbursa 1.5%
11	Mifel 0.8%	Mifel 0.8%	Azteca 0.8%	Azteca 0.8%	Inbursa 1.1%	Mifel 1.4%
12	Azteca 0.4%	Azteca 0.4%	Inbursa 0.7%	Inbursa 0.6%	Azteca 0.7%	Azteca 0.0%

Historic non-financial business loans portfolio mix

	2018	2019	2020	2021	2022	Sep-23
1	Trade 19.6%	Trade 18.2%	HoReCa 19.3%	HoReCa 19.2%	HoReCa 19.3%	HoReCa 19.7%
2	HoReCa 14.8%	Constr. 15.4%	Trade 15.9%	Trade 15.5%	T&PS 16.0%	T&PS 18.9%
3	T&PS 14.3%	HoReCa 15.1%	Constr. 14.3%	Constr. 14.6%	Trade 15.2%	Trade 16.3%
4	Constr. 13.3%	T&PS 13.3%	T&PS 13.2%	T&PS 13.5%	Constr. 12.8%	Constr. 12.4%
5	Agrib. 11.1%	Agrib. 11.1%	Agrib. 10.4%	Agrib. 10.9%	Agrib. 12.3%	Agrib. 9.6%
6	FB&T 8.8%	R. of indu. 8.7%	R. of indu. 8.3%	R. of indu. 8.0%	FB&T 7.4%	FB&T 7.0%
7	R. of indu. 6.7%	FB&T 6.9%	FB&T 7.5%	FB&T 6.3%	R. of indu. 6.8%	R. of indu. 6.2%
8	Others 4.8%	Others 4.4%	Others 4.9%	Others 5.0%	Others 3.9%	Trnspt. 3.5%
9	Trnspt. 3.1%	Trnspt. 3.2%	Trnspt. 3.3%	Trnspt. 3.4%	Trnspt. 2.5%	Others 2.7%
10	Appar. 1.4%	Auto 1.7%	Appar. 1.1%	Auto 1.4%	Auto 2.0%	Auto 1.7%

Sector abbreviations:

- T&PS: Technical & Professional services
- Constr.: Construction
- R. of indu.: Rest of Industry
- OGEM: Oil, mining, gas & energy
- FB&T: Food, beverages and tobacco
- HoReCa: Hotels, restaurants and cafe
- Agrib: Agribusiness
- Const. mater: Construction materials
- COMM: Communications
- Trnspt: Transport
- Appar.: Apparel
- C&P: Chemical & pharma

Source: CNBV and BBVA CER

Figure 17

Region 3: Non-financial business loans portfolio mix and market share by bank

How to read the chart?

Hierarchy 1 represents the “loans mix”, which implies the weight of each sector on the loan portfolio. Hierarchy 2 represents the market share of the Top 5 banks within those sectors.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under “Others”.

Guerrero, Chiapas, Oaxaca, Michoacan, Colima, Morelos, Campeche, Tabasco, Zacatecas, Veracruz

Key takeaways – Region 3

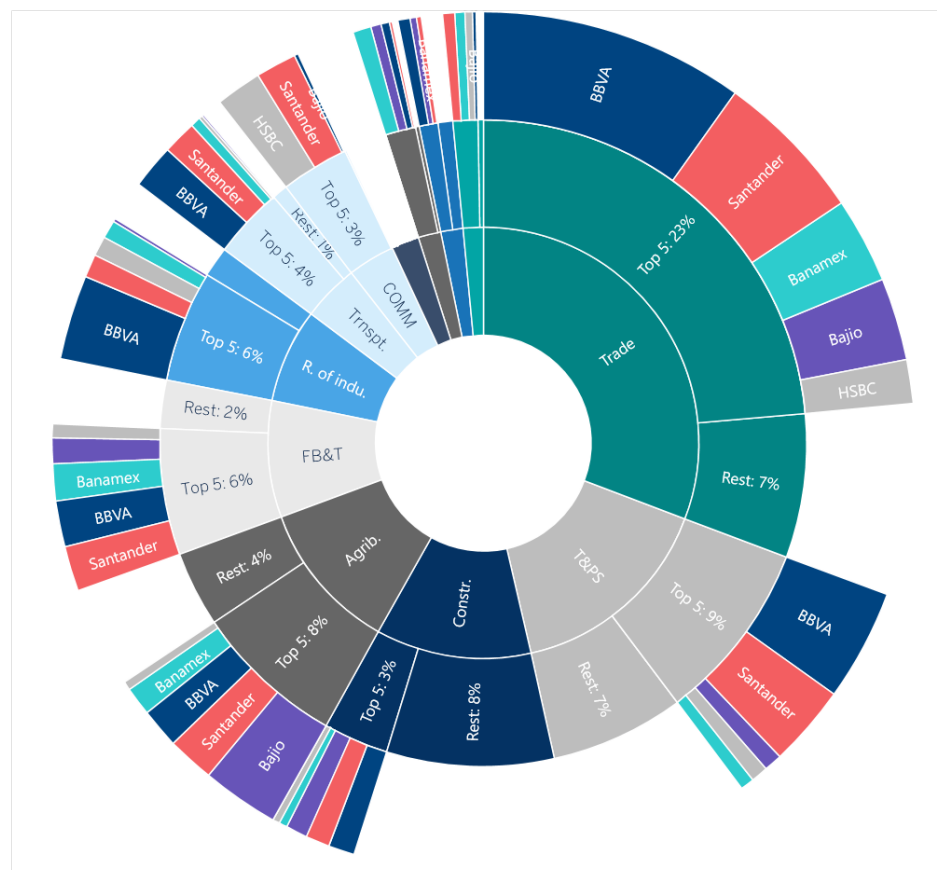
- In the region, lending to trade, TP&S and construction are also the leading activities, as is the case at national level. But here, lending to the agribusiness is nearly as important as construction, making 11.3% of NFBS.
- Trade, agribusiness and FB&T are the activities that require substantially more funding compared to the rest of the nation.
- Compared to national-level data, the activities that demand less funding from banks in this region are T&PS, HoReCa, auto and OGEM.
- Arguably, including the states of Campeche and Tabasco, this region should see larger relative lending to OGEM. But this sector’s activities seem to be more split between regions 1, 2 and 3.

Top banks (market share in region, %)



Sectors

Trade	31%
Technical & professional services (T&PS)	16%
Construction (Constr.)	12%
Agribusiness (Agrib.)	11%
Food, beverages & tobacco (FB&T)	9%
Rest of industry (R. of indu.)	7%
Transport (Trnspt.)	4%
Communications (COMM)	3%
Chemical and pharma (C&P)	2%
Hotels, restaurants & cafe (HoReCa)	2%
Oil, gas, energy & mining (OGEM)	2%
Others	3%



Source: CNBV and BBVA CER

Figure 18

Region 3: Non-financial business loans portfolio mix and market share by bank (detail Hierarchy 2)

How to read the table?

The table provides the detailed market share of each bank included in the Top 5 list (Hierarchy 2) within the sectors of the loan portfolio mix shown in the graph above.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under "Others".

Guerrero, Chiapas, Oaxaca, Michoacan, Colima, Morelos, Campeche, Tabasco, Zacatecas, Veracruz

Key takeaways – Region 3

- With a MHHI of 1,520, region 3 is arguably the least competitive under our scope of analysis and would be considered moderately concentrated under a traditional HHI ranges. Still, the Top 5 players in the region sum up 67.2% of total NFBS (68.4% in region 2 and 60.7% at national level).
- The reduced presence of several banks in the region also translates into much higher concentration of lending to the different sectors. In the region, only lending to companies in the FB&T spaces seems sufficiently widespread.
- The mean MHHI on a sector basis is of 2,620 (1,610 at national level) and the standard deviation is of 1,005, vs. 387 at national level.

Top banks (market share in region, %)

BBVA: (25.0%)

Santander: (17.7%)

Bajío: (9.3%)

Banamex: (8.8%)

HSBC: (6.4%)

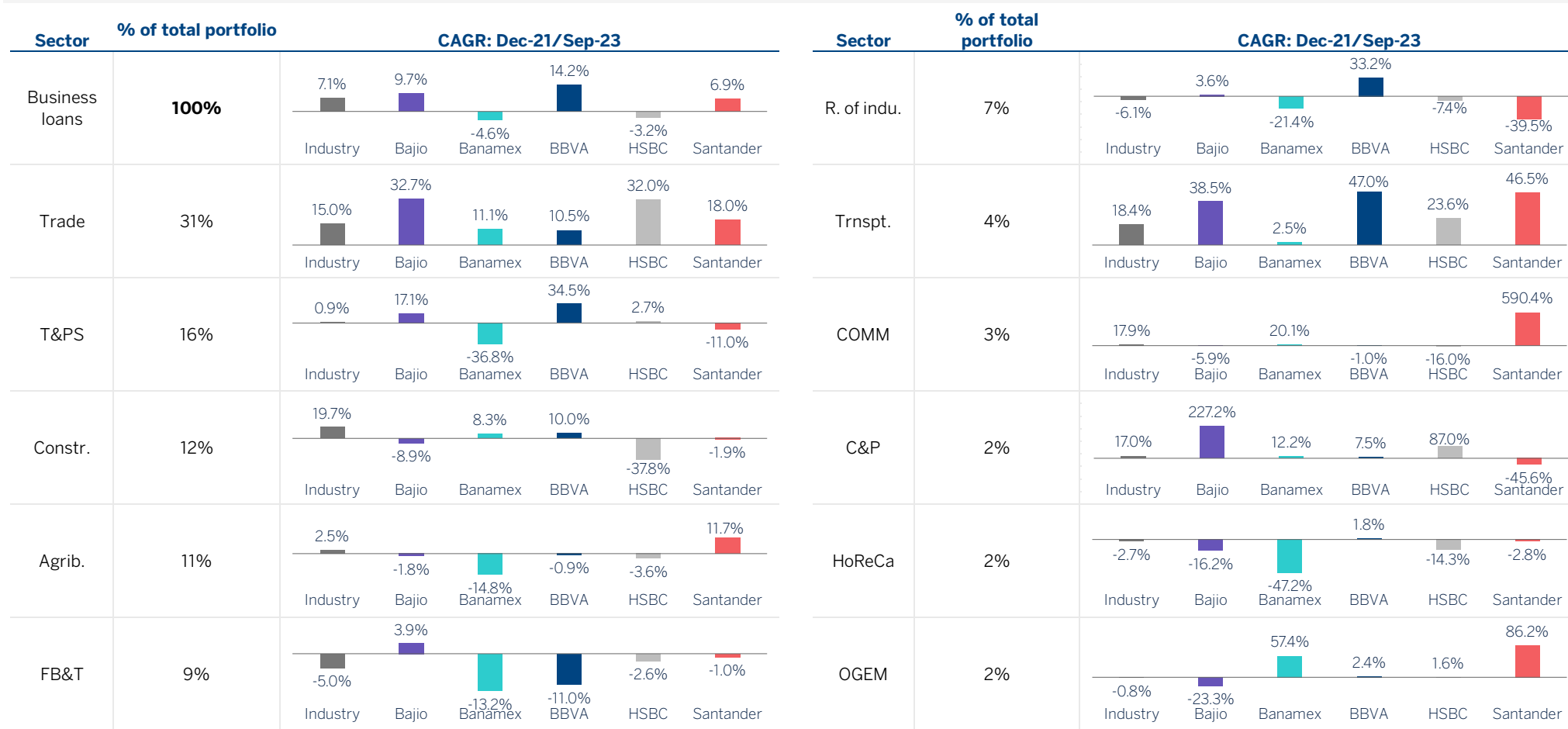
Sectors

Market share by sector and bank

Sectors		BBVA: (25.0%)	Santander: (17.7%)	Bajío: (9.3%)	Banamex: (8.8%)	HSBC: (6.4%)
Trade	31%	3%	2%	1%	1%	0%
Technical & professional services (T&PS)	16%	1%	1%	0%	0%	0%
Construction (Constr.)	12%	0%	0%	0%	0%	0%
Agribusiness (Agrib.)	11%	2%	2%	3%	1%	0%
Food, beverages & tobacco (FB&T)	9%	2%	2%	1%	1%	1%
Rest of industry (R. of indu.)	7%	2%	1%	0%	0%	1%
Transport (Trnspt.)	4%	2%	2%	0%	1%	0%
Communications (COMM)	3%	0%	2%	0%	0%	2%
Chemical and pharma (C&P)	2%	1%	0%	1%	2%	0%
Hotels, restaurants & caffè (HoReCa)	2%	0%	0%	0%	0%	0%
Oil, gas, energy & mining (OGEM)	2%	0%	1%	0%	1%	0%
Others	3%					

Source: CNBV and BBVA CER

Figure 19
Region 3: Business loans portfolio growth by sector and bank (under coverage)



Source: CNBV and BBVA CER

Figure 20

Region 3: Historic non-financial business loans portfolio mix and market share by bank (since 2016)

How to read the charts?

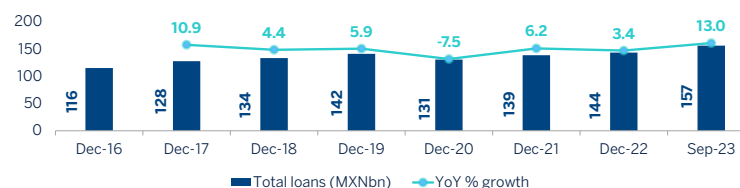
Historic non-financial business loans portfolio. Shows the historic amount and growth of the portfolio. **Historic non-financial business loans portfolio mix.** Shows how the sectors mix has evolved in each region. **Historic market share in non-financial business loans portfolio.** Shows how the market share of the top 10 banks in Mexico has evolved within the non-financial business loans portfolio.

Guerrero, Chiapas, Oaxaca, Michoacan, Colima, Morelos, Campeche, Tabasco, Zacatecas, Veracruz

Key takeaways – Region 3

- The non-financial companies segment accumulates a portfolio of c.MXN157bn, the smallest region. Since 2021, the region has grown at a CAGR of 7.1%, 1.6pp less than the 8.8% seen on a national scale.
- The top two banks have maintained their posts. Over the last three years, Bajio has debunked Banamex and overcome HSBC and Banorte to become third.
- Over the last years, trade and construction have recovered from the COVID drop. But transport, COMM and C&P have also outpaced regional growth. Also, compared to national level, these sectors are growing materially faster in region 3.

Historic non-financial business loans portfolio



Historic market share in non-financial business portfolio

	2018	2019	2020	2021	2022	Sep-23
1	BBVA 21.9%	BBVA 21.9%	BBVA 22.4%	BBVA 22.3%	BBVA 18.7%	BBVA 25.0%
2	Santander 17.9%	Santander 17.9%	Santander 15.6%	Santander 17.7%	Santander 18.3%	Santander 17.7%
3	Banamex 14.4%	Banamex 12.1%	Banamex 11.8%	Banamex 10.7%	Bajio 10.5%	Bajio 9.3%
4	HSBC 10.5%	HSBC 10.4%	Banorte 10.2%	Bajio 8.9%	Banamex 9.7%	Banamex 8.8%
5	Banorte 8.6%	Banorte 8.7%	Bajio 9.3%	Banorte 8.0%	HSBC 7.1%	HSBC 6.4%
6	Bajio 7.5%	Bajio 7.3%	HSBC 8.3%	HSBC 7.6%	Banorte 6.1%	Banorte 5.4%
7	Scotiabank 5.3%	Scotiabank 6.9%	Scotiabank 5.3%	Scotiabank 4.8%	Scotiabank 5.8%	Scotiabank 5.1%
8	Sabadell 0.8%	Sabadell 1.7%	Sabadell 2.2%	Sabadell 2.9%	Sabadell 3.5%	Sabadell 3.3%
9	Inbursa 0.7%	Inbursa 0.4%	Inbursa 0.5%	Inbursa 1.5%	Inbursa 0.9%	Banregio 0.5%
10	Banregio 0.5%	Banregio 0.4%	Mifel 0.4%	Banregio 0.4%	Banregio 0.4%	Inbursa 0.5%
11	Mifel 0.4%	Mifel 0.4%	Banregio 0.4%	Mifel 0.2%	Mifel 0.3%	Mifel 0.3%
12	Azteca 0.0%	Azteca 0.0%	Azteca 0.0%	Azteca 0.0%	Azteca 0.0%	Azteca 0.0%

Historic non-financial business loans portfolio mix

	2018	2019	2020	2021	2022	Sep-23
1	Trade 31.6%	Trade 30.5%	Trade 27.1%	Trade 26.9%	Trade 28.1%	Trade 30.5%
2	T&PS 15.7%	T&PS 13.8%	T&PS 14.1%	T&PS 17.4%	T&PS 14.3%	T&PS 15.7%
3	Agrib. 10.7%	R. of indu. 11.7%	Agrib. 11.7%	Agrib. 12.2%	Agrib. 12.9%	Constr. 11.5%
4	FB&T 9.8%	Agrib. 10.6%	FB&T 10.8%	FB&T 10.7%	Constr. 12.1%	Agrib. 11.3%
5	Constr. 9.6%	FB&T 9.4%	R. of indu. 10.5%	Constr. 9.5%	R. of indu. 9.2%	FB&T 8.7%
6	R. of indu. 8.0%	Constr. 8.6%	Constr. 8.7%	R. of indu. 8.9%	FB&T 8.7%	R. of indu. 7.1%
7	Trnspt. 3.7%	Trnspt. 4.2%	Trnspt. 4.6%	Trnspt. 3.6%	COMM 4.2%	Trnspt. 4.3%
8	Others 3.0%	OGEM 3.1%	OGEM 3.4%	COMM 3.0%	Trnspt. 3.2%	COMM 3.5%
9	COMM 2.5%	Others 2.6%	COMM 2.8%	Others 2.9%	Others 2.4%	Others 2.7%
10	OGEM 2.0%	COMM 2.4%	Others 2.7%	HoReCa 1.9%	C&P 1.9%	C&P 1.7%

Sector abbreviations:

- T&PS: Technical & Professional services
- Constr.: Construction
- R. of indu.: Rest of Industry
- OGEM: Oil, mining, gas & energy
- FB&T: Food, beverages and tobacco
- HoReCa: Hotels, restaurants and cafe
- Agrib: Agribusiness
- Const. mater: Construction materials
- COMM: Communications
- Trnspt: Transport
- Appar.: Apparel
- C&P: Chemical & pharma

Source: CNBV and BBVA CER

Figure 21

Region 4: Non-financial business loans portfolio mix and market share by bank

How to read the chart?

Hierarchy 1 represents the “loans mix”, which implies the weight of each sector on the loan portfolio. Hierarchy 2 represents the market share of the Top 5 banks within those sectors.

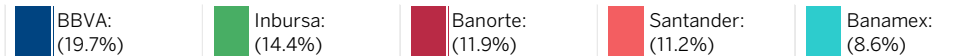
Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under “Others”.

Mexico City, State of Mexico

Key takeaways – Region 4

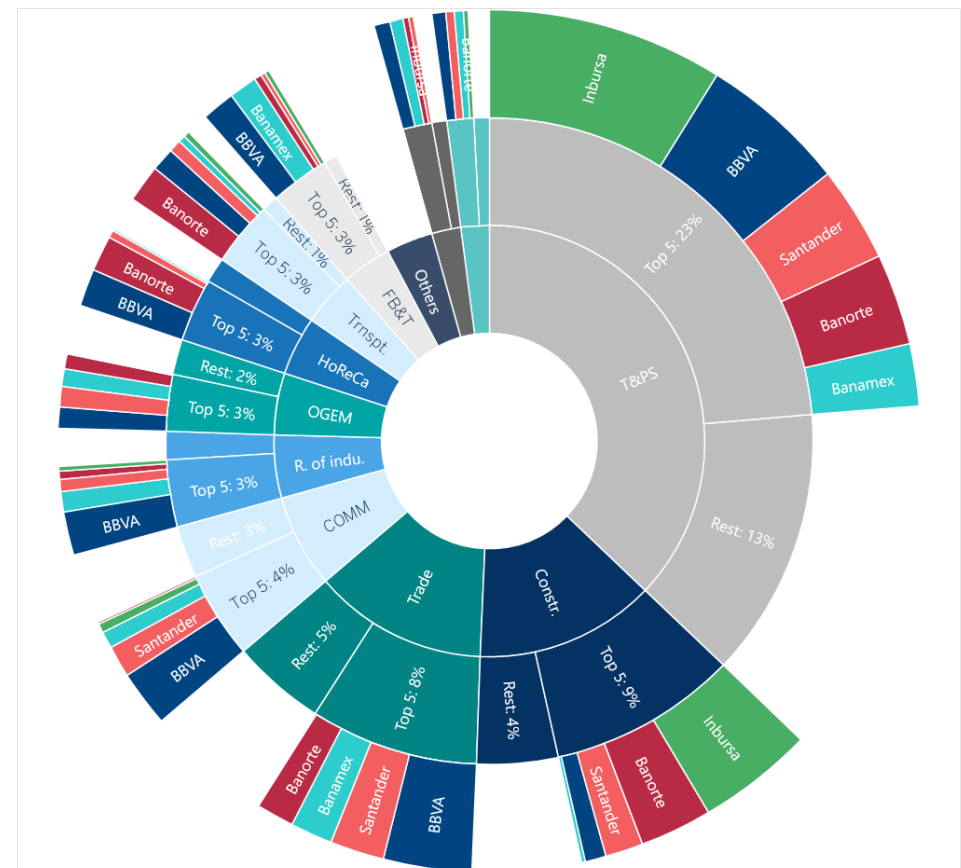
- With a still centralised decision taking at government level, it is unsurprising that T&PS is the most relevant activity in region 4, which takes on about c.37% of NFBS.
- Trade and construction are also quite relevant in region 4, with c.13% of loans each, but lending to COMM companies is more concentrated here.
- Relative to national averages, trade, agribusiness, rest of industry and FB&T are under-represented in region 4.

Top banks (market share in region, %)



Sectors

Technical & professional services (T&PS)	37%
Construction (Constr.)	13%
Trade	13%
Communications (COMM)	7%
Rest of industry (R. of indu.)	5%
Oil, gas, energy & mining (OGEM)	5%
Hotels, restaurants & cafe (HoReCa)	4%
Transport (Trnspt.)	4%
Food, beverages & tobacco (FB&T)	4%
Chemical and pharma (C&P)	2%
Auto	2%
Others	5%



Source: CNBV and BBVA CER

Figure 22
Region 4: Non-financial business loans portfolio mix and market share by bank (detail Hierarchy 2)

How to read the table?

The table provides the detailed market share of each bank included in the Top 5 list (Hierarchy 2) within the sectors of the loan portfolio mix shown in the graph above.

Sectors shown represent more than 2% of the loan portfolio. Sectors with less weight have been grouped under "Others".

Mexico City, State of Mexico

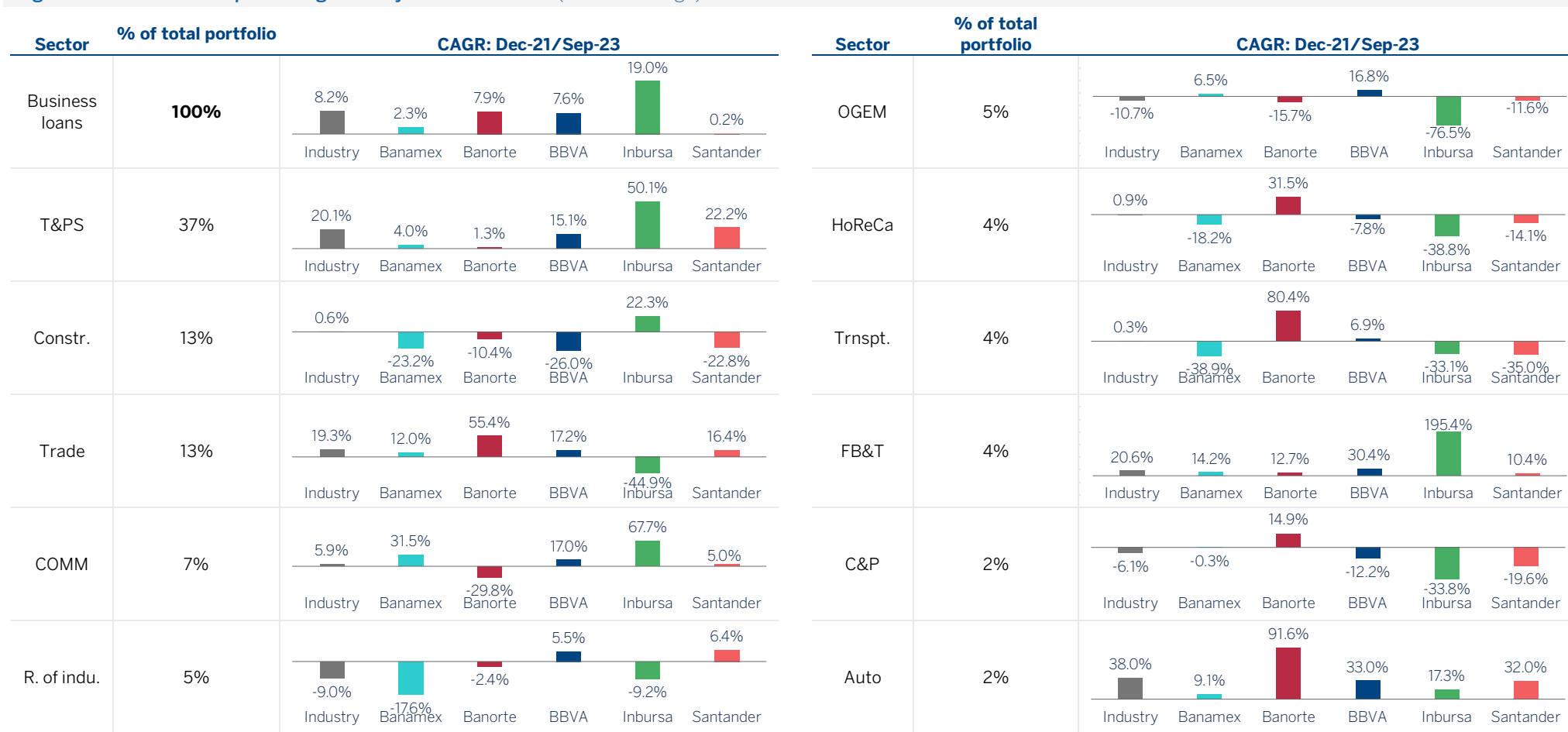
Key takeaways – Region 4

- With a MHHI of 1,148, region 4 is the most competitive region of all as it is the home to subsidiaries of global banks (both diversified and investment banks), to the largest domestically owned banks and is also too an appealing market not to attract regional banks seeking to garner national presence.
- The Top 5 players in the region sum up 57.1% of total NFBS (60.7% at national level).
- Curiously, a lower concentration of the regional market is not a feature shared at sector level. The mean MHHI on a sector basis is of 2,016 (1,610 at national level and 1,731 on region 1) and the standard deviation is of 829, vs. 387 at national level. It rather seems that bank risk appetite for certain sectors is mirrored between regions and 'consolidated' in region 4.

Top banks (market share in region, %)		BBVA: (19.7%)	Inbursa: (14.4%)	Banorte: (11.9%)	Santander: (11.2%)	Banamex: (8.6%)
Sectors		Market share by sector and bank				
Technical & professional services (T&PS)	37%	9%	14%	6%	6%	4%
Construction (Constr.)	13%	3%	15%	10%	5%	0%
Trade	13%	8%	0%	3%	5%	4%
Communications (COMM)	7%	24%	4%	1%	13%	7%
Rest of industry (R. of indu.)	5%	10%	1%	2%	3%	4%
Oil, gas, energy & mining (OGEM)	5%	11%	0%	8%	10%	10%
Hotels, restaurants & cafe (HoReCa)	4%	13%	0%	13%	2%	1%
Transport (Trnspt.)	4%	11%	3%	17%	6%	3%
Food, beverages & tobacco (FB&T)	4%	10%	1%	2%	1%	9%
Chemical and pharma (C&P)	2%	16%	0%	6%	4%	14%
Auto	2%	10%	4%	0%	7%	6%
Others	5%					

Source: CNBV and BBVA CER

Figure 23
Region 4: Business loans portfolio growth by sector and bank (under coverage)



Source: CNBV and BBVA CER

Figure 24

Region 4: Historic non-financial business loans portfolio mix and market share by bank (since 2016)

How to read the charts?

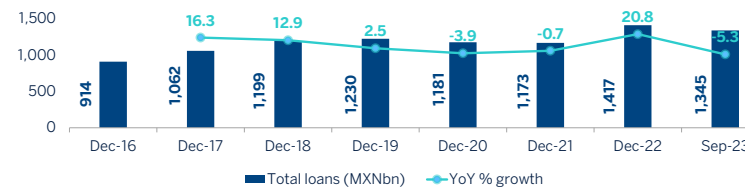
Historic non-financial business loans portfolio. Shows the historic amount and growth of the portfolio. **Historic non-financial business loans portfolio mix.** Shows how the sectors mix has evolved in each region. **Historic market share in non-financial business loans portfolio.** Shows how the market share of the top 10 banks in Mexico has evolved within the non-financial business loans portfolio.

Mexico City, State of Mexico

Key takeaways – Region 4

- The non-financial companies segment accumulates a portfolio of c.MXN1,345bn, the largest region. Since 2021, the region has grown at a CAGR of 8.2%, 0.6pp less than the 8.8% seen on a national scale.
- Since 2019, Inbursa has jumped to the second spot, leaving Banorte and Santander behind. The sector has become less concentrated, with the Top 5 banks summing up 65.8% of the market, -1.6pp since 2018.
- T&PS claims 37% of funding, while construction and trade switch places over the years. T&PS, trade, FB&T and auto have been the fastest growing sectors since the end of 2021.

Historic non-financial business loans portfolio



Historic market share in non-financial business portfolio

	2018	2019	2020	2021	2022	Sep-23
1	BBVA 19.4%	BBVA 19.1%	BBVA 19.5%	BBVA 19.8%	BBVA 27.3%	BBVA 19.7%
2	Santander 14.0%	Santander 13.4%	Santander 12.4%	Santander 12.8%	Inbursa 11.5%	Inbursa 14.4%
3	Banorte 11.5%	Banorte 10.7%	Banorte 12.1%	Inbursa 12.2%	Santander 10.4%	Banorte 11.9%
4	Inbursa 11.2%	HSBC 10.3%	Inbursa 11.4%	Banorte 11.9%	Banorte 10.0%	Santander 11.2%
5	Banamex 11.1%	Inbursa 10.3%	Banamex 9.5%	Banamex 9.5%	Banamex 8.6%	Banamex 8.6%
6	HSBC 10.3%	Banamex 10.1%	HSBC 8.9%	Scotiabank 7.4%	Scotiabank 7.8%	Scotiabank 7.3%
7	Scotiabank 5.7%	Scotiabank 7.0%	Scotiabank 7.5%	HSBC 7.0%	HSBC 5.7%	HSBC 6.3%
8	Bajio 2.7%	Bajio 2.6%	Sabadell 2.8%	Sabadell 2.7%	Bajio 2.4%	Bajio 2.9%
9	Mifel 2.1%	Sabadell 2.6%	Bajio 2.5%	Bajio 2.6%	Mifel 2.2%	Mifel 2.4%
10	Azteca 1.5%	Azteca 2.4%	Azteca 1.9%	Azteca 2.0%	Azteca 2.1%	Sabadell 2.3%
11	Sabadell 1.3%	Mifel 1.8%	Mifel 1.7%	Mifel 2.0%	Sabadell 2.0%	Azteca 2.2%
12	Banregio 1.0%	Banregio 1.0%	Banregio 1.0%	Banregio 1.0%	Banregio 0.9%	Banregio 1.1%

Historic non-financial business loans portfolio mix

	2018	2019	2020	2021	2022	Sep-23
1	T&PS 29.1%	T&PS 28.6%	T&PS 29.2%	T&PS 29.2%	T&PS 29.5%	T&PS 36.8%
2	Constr. 16.0%	Constr. 15.2%	Constr. 14.6%	Constr. 15.1%	Others 17.5%	Constr. 13.4%
3	Trade 13.3%	Trade 12.8%	Trade 12.6%	Trade 10.9%	Constr. 11.5%	Trade 13.0%
4	OGEM 8.7%	OGEM 9.0%	OGEM 7.4%	COMM 7.1%	Trade 10.3%	COMM 6.9%
5	R. of indu. 6.8%	COMM 7.5%	COMM 7.2%	Others 6.8%	COMM 7.5%	R. of indu. 4.7%
6	COMM 6.2%	R. of indu. 7.1%	Others 6.8%	OGEM 6.4%	OGEM 5.1%	OGEM 4.6%
7	Others 5.2%	Others 5.3%	R. of indu. 6.7%	R. of indu. 6.4%	R. of indu. 4.2%	Others 4.5%
8	Trnspt. 4.0%	Trnspt. 3.7%	HoReCa 4.7%	HoReCa 4.9%	HoReCa 3.6%	HoReCa 4.4%
9	C&P 2.8%	HoReCa 3.5%	Trnspt. 3.8%	Trnspt. 4.6%	FB&T 3.4%	Trnspt. 4.0%
10	FB&T 2.7%	FB&T 2.5%	FB&T 2.9%	FB&T 3.0%	Trnspt. 3.3%	FB&T 3.6%

Sector abbreviations:

- T&PS: Technical & Professional services
- Constr.: Construction
- R. of indu.: Rest of Industry
- OGEM: Oil, mining, gas & energy
- FB&T: Food, beverages and tobacco
- HoReCa: Hotels, restaurants and cafe
- Agrib: Agribusiness
- Const. mater: Construction materials
- COMM: Communications
- Trnspt: Transport
- Appar.: Apparel
- C&P: Chemical & pharma

Source: CNBV and BBVA CER

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