



New Frontier Solutions – Management Resultants

New Frontier Solutions is a Management Resultant firm. The word 'Resultant' expresses our philosophy that we provide practical Solutions to our clients' needs. We provide a wide range of services. Starting with advisory services and risk modeling solutions, our services extend to tailor-made Risk management systems. The needs of our clientele are diverse. While some of our clients need



a strategic analysis on their portfolio risk, other clients need to implement an operational financial system to assist in the operational decision-making on loan approvals. In the first case, we deliver first class consultants with an extensive background in executive banking , supported by financial modelers. In the latter case, we implement a NFS proprietary software solution. The implementation is led by a group of banking consultants, supported by our IT staff and financial modeling staff.

NFS started as a financial engineering company, a firm that employs world-class modelers with a background in financial econometrics, applied mathematics and statistics. To meet the clients' demand for end solutions, NFS has expanded into a 1-stop-shop for the financial service industry. Besides financial modelers we employ bankers, IT specialists and business consultants. The diversity in disciplines allows us to take a holistic view on the clients' challenges and to successfully provide and implement the right solutions to your needs.



The key to success in projects is to incorporate the principle that the business requirement is driving the needs. The formulation of the exact business requirement may be complex in an agile and fast moving complex financial market. We tailor the solution to your specific needs.

Our core services include:

1. Risk modeling

Relevant BASEL II concepts as credit-market and operational risk modeling. NFS has among other developed advanced credit risk models for the emerging markets. We have tapped in a wealth of strategic and operational knowledge from emerging market bankers that have provided extensive feedback on the assessments of loan applicants. Using historic data from major banks have been used to thoroughly test and validate the models. Keywords are concentration risk, industry sectors, collateral, risk based pricing and portfolio optimization.

2. Financial modeling

Modeling in the field of corporate finance, investment and derivatives. Extensive work has been done in these fields. A notably increasing demand exists due to a business environment characterized by a continuous need for re-invention.

3. Data-mining

In case you have the availability of extensive data, our modelers can assist in providing – and training of tools to unlock the hidden information in your dataset. NFS employs reputable statistical experts with significant experience in the industry.



4. Bank consulting



Our bank consultants bring extensive banking knowledge to the table in the areas of risk management, process management and model implementation. The success of model implementation thrives on the capability to understand the business and a thorough understanding of the principle of change

management.

5. Financial system implementation

Development and implementation of NFS proprietary financial risk software systems
NFS core financial system is CAT, the acronym of Credit Assessment Tool. The enterprise wide web-application is a credit risk management system for loan applications from small and medium sized enterprises, with an emphasis on emerging markets. For more details please contact info@nfs-asia.com.

Case studies

Case I – SME credit scoring

A large Dutch bank in Indonesia was in the process of merging with a local bank. The original need was to assess the credit worthiness of the local Bank's credit portfolio. NFS developed a model to predict the probability of default and to measure the risk-rank order of the individual and enterprise loan applicants. The model was validated and tested on historical data and upon acceptance it was decided to use the model as a decision support tool for the credit analysts and credit committee members. A pilot project was set-up, which included not only the use of the model by the credit analyst, but also to provide access to branch managers, marketing officers and regional heads. At this point in time, the model is implemented at multiple branches with the inclusion of work-flow, audit trails, etc...

Case 2 – Asset & Liability Management

A large Australian bank was successfully hedging the interest rate risk on their consumer loan portfolio, which was funded by short term deposits. However, it was felt that a decision support tool could unlock hidden information in the portfolio and would provide an edge in deciding the timing for unwinding certain swaps. NFS developed a mathematical model to be used by the treasury officer.

Case 3 – SME credit scoring + Risk Based Pricing

Management of a large Bank in Indonesia and Pakistan decided to growth their volume of loans in the SME sector. In order to materialize growth, the Banks needed a decision support tool that allowed for quick analysis of the probability of default of the applicants. NFS developed mathematical model to assess the credit worthiness of the loan applicants. In addition, we developed a model to price the risk. The pricing model allows the Bank to advice upon specific products to their clientele. The system is carried by a web-based application in order to enable use in 100plus branches.

Our team

1. Frank van Gelder, M.Sc. (Managing Partner)

Frank has been with ABN-AMRO bank for more than 12 years and held key positions in Bahrain, Indonesia and Amsterdam. He was a Jakarta-based World Bank consultant on Financial Sector issues in 2000-2001. Besides his partnership with NFS, Frank is commissioner with a top-5 public listed firm and holds several advisory functions. He holds a degree in law from the University of Leiden, the Netherlands.

2. Peter Serhalawan, M.Sc. (Managing Partner)

Peter holds a master degree in econometrics from the Erasmus University Rotterdam, the Netherlands. He has been involved in numerous projects both in the logistic and financial sector. His current interest is in the application and implementation of credit – market – and operational risk models within a BASEL II context.

3. Dr. Nil Chakravarti (Principal consultant operations research)

Nil has a lifelong career as consultant. Nil holds a PhD in operations research from the university of Waterloo, Canada. He has published numerous scientific articles in major journals and has led dozens of modeling projects.

4. Achmad Kartasasmita

Achmad has spent 16 years working with an International bank in Indonesia. All his assignments were either in commercial management or credit-related. Currently he is a lecturer on banking matters, as well as senior banking consultant at NFS.

5. Yenny Subhawani

Yenny is an honors graduate in Industrial Engineering from Trisakti University, Indonesia. With her skills in mathematics and statistics, Yenny has been a valuable team member on all NFS's bank related projects.

Some clients



Prime Bank Pakistan and others.

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