A brief introduction

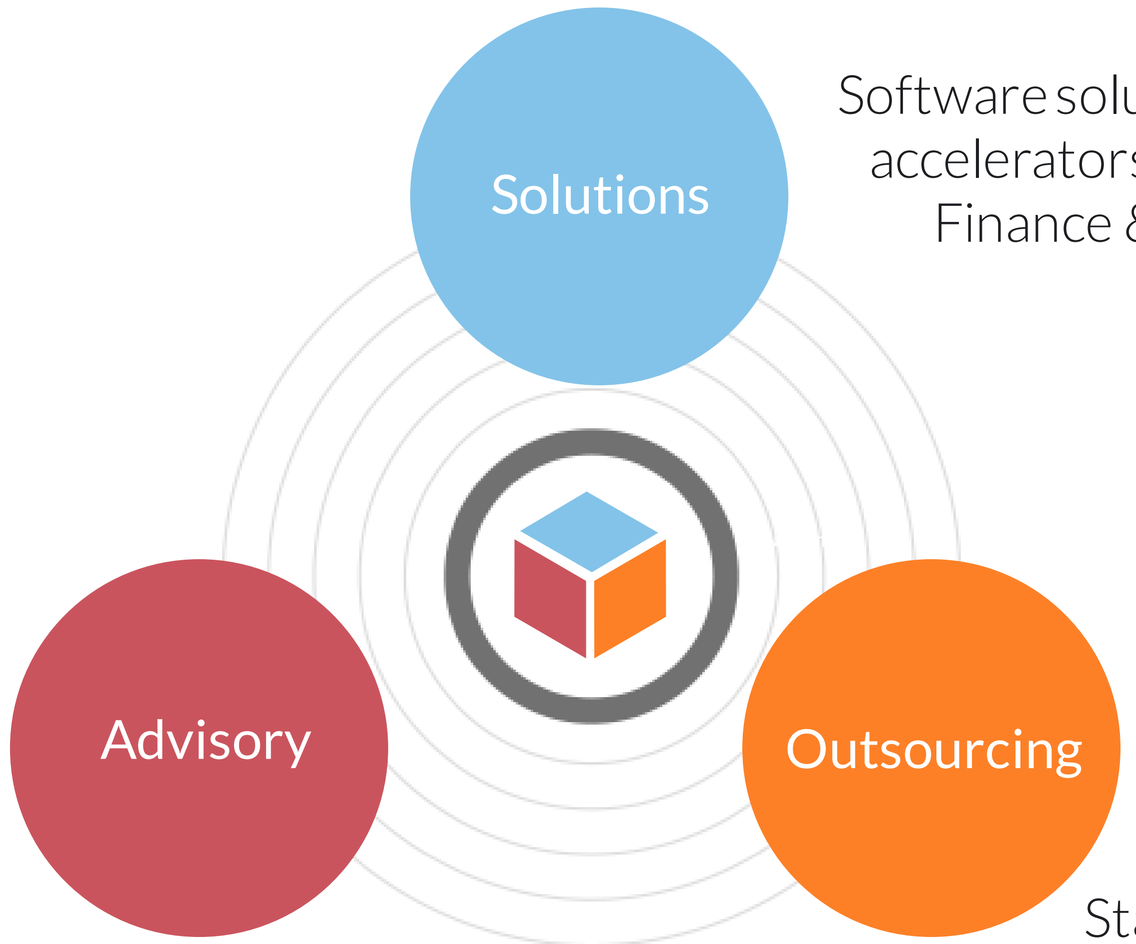
Capabilities and know-how

Introduction

Redefining services and solutions for the Financial Services industry

Global reach

We have grown significantly over the last 8 years, becoming a reference in our market. We operate in 17 global locations employing 500+ talented people with deep financial services industry knowledge



Software solutions and accelerators around Finance & Risk

Staff augmentation or full managed services for specialised/complex Financial Services processes

Advisory services around front office, operations, risk, finance and regulatory compliance

A different approach

We provide highly specialised teams and solutions, accelerating change and innovation in Financial Services. Our aim is to **disrupt the traditional consulting model** which is primarily based on generic skills with limited value

Knowledge. Talent. Innovation.

Advisory

We are organised into different practice areas enabling our people to focus on deep skill mastery in order to drive real client value within the Banking, Capital Markets and Insurance sectors

The Nfq advisory practice areas are:

- Deep pools of specialists and talent that differentiate us from our competition
- Building blocks of capabilities that address and scope client needs quickly
- Homes for our people to master their skills within specific industry circles and knowledge domains
- Focus areas that drive innovation
- Part of a wider ecosystem, interconnected with other partners and industry bodies for end to end solutioning and collaboration

Practice Areas

Treasury & Capital Markets

#NfqTCM

- Pricing & distribution
- Deal capture & pre-trade analytics
- Clearing & Settlement
- Collateral Management
- Market Risk
- Counterparty Credit Risk
- Accounting sub-ledgers

Finance, Risk & Regulation

#NfqFRR

- Credit Risk
- Liquidity Risk
- Interest Rate Risk
- Capital Assessment
- Capital Planning
- Stress Testing
- ALM
- Financial Planning
- Accounting & Reconciliations
- Funds Transfer Pricing
- Statutory & Regulatory Reporting
- Regulatory & Supervisory Strategy
- Regulatory Change
- Financial Crime
- Compliance

Digital Innovation & Technology

#NfqDigital

- Big Data & Analytics
- Cloud
- Blockchain
- AI & Machine Learning

Advisory

We provide a diverse set of services within each of our practice areas covering the end to end project lifecycle

Business Strategy & Analysis

- New markets or products strategy
- Treasury & capital markets optimisation
- Risk management & governance reviews
- Regulatory impact assessments & strategy
- Own funds assessment and optimisation
- Stress testing advisory
- ALM optimisation
- Cost reduction advisory

Business Design

- Business and technology reviews
- Target operating models
- Transformational roadmaps
- Procedures

Solution Delivery

- Programme/Project management
- System upgrades and migrations
- Custom solutions delivery
- Architectural designs
- Systems selections

Solution Assurance

- Testing management
- System & Integration Testing
- User Acceptance Testing

Innovation

- Rapid prototyping
- Impact assessments of emerging technologies
- Business model re-invention

Solutions

Throughout the years we have invested in creating a micro-services based platform that can be leveraged to rapidly deploy specialised solutions within the areas of Finance, Risk and Regulatory reporting

Nfq's solutions framework offers:

- High degree of modularisation allowing users to pick and mix various functional components
- Robust framework to assemble solutions quickly accelerating time to market based on best practices used by other Global Systemically Important entities
- Built on open standards with no dependencies on any proprietary software/hardware
- Various deployment and support options spanning from Cloud based SaaS to on premise fully owned code base
- Ease of integration to other systems through "Smart Data" layer and embedded scalability and resiliency through Cloud

Ready made functional components

User Interface

ETL
NFQ SMART DATA

Data Integration

Data Quality
- Data validation
- Amendments
- Traceability
- Data Lineage

Data Enrichment
- Refinement
- Precision algos.
- Extrapolations
- Mappings

Data Aggregation

Market Risk
NFQ SZENARISK VAR

Calculation, analysis and measurement of market risks

Market Risk VaR Historical, Parametric & Monte Carlo

Mark-to-model

Expected Shortfall

"What if" scenarios

CVA
NFQ SZENARISK CVA

Calculation of Credit Valuation Adjustments

Expected exposure calculation by Monte Carlo method

PDs calculation by Bootstraping of CDS

Calculation of CVA and DVA both at Total and incremental levels per counterparty

ALM
NFQ ALQUID

End to End Solution for ALM

Scenario based simulations

Cash flows generation

Economic valuation of contracts and financial margin computation

Budgeting and financial planning

Liquidity calculation

Integration with Capital Planning

Capital
NFQ ECAP

Calculation of economic and regulatory capital (based on standard and IRB methods)

NFQ ECAP IRC

Calculation of incremental Risk Charge based on IFRS9

Other
NFQ SZENARISK HEDGE

Hedge Accounting (prospective, retrospective hedge effectiveness)

NFQ SOLVAR

SCR and MCR using standard method for Solvency II

NFQ RORAC

Pre-Trade pricing adjusted to capital consumption

NFQ PRICING

Pre-Trade pricing for Global Lending ops

Security and admin
NFQ ROSA

DevOps Virtual Assistant for automated Cloud management

NFQ REMO

Network Security Monitoring tool

-Traffic Control
-User Login
-Attack detection

Security and Auditing

Deployment Options

On Premise

SaaS / Cloud

BPaaS & Managed Service

Technologies

mongoDB, docker, cassandra, amazon webservices, Google Cloud Platform, HIVE, python, Spark

Solutions

Nfq's software solutions are already fully operational and deployed in the Cloud or on various clients premises

How we do it?

Forming a Multidisciplinary Team

We form a team to work closely with our clients. The assembled team brings both in depth Finance & Risk capabilities as well as Technology expertise.

Leveraging a robust solution framework with high degree of customisation

Our solution framework acts as an accelerator and can be used "out of the box" or can be highly customised for our clients needs.

Integrating multiple components leveraging agile methods

Based on the requirements and in an agile, iterative manner, the final solution is assembled. Typically it is based on a number of pre-existing micro-services which could also be integrated with other external or in house solutions.

What we deliver?

Flexible Solutions

Highly customised Finance & Risk solutions based on a proven delivery framework

Mathematical & highly quantitative models

Most of our solutions involve the use of existing or new quantitative models and algorithms

Short release cycles

Our development is based on short release cycles guaranteeing quicker time to market solutions

Wide range of Deployment and Support options

We provide a range of deployment and support options spanning from true Cloud SaaS to on premise deployments supported by our client teams

Knowledge. Talent. Innovation.

Outsourcing

Leveraging an “Open Book” approach Nfq can provide business process expertise through staff augmentation or can take on specific business processes as a full managed service

Key elements of Nfq’s outsourcing include:

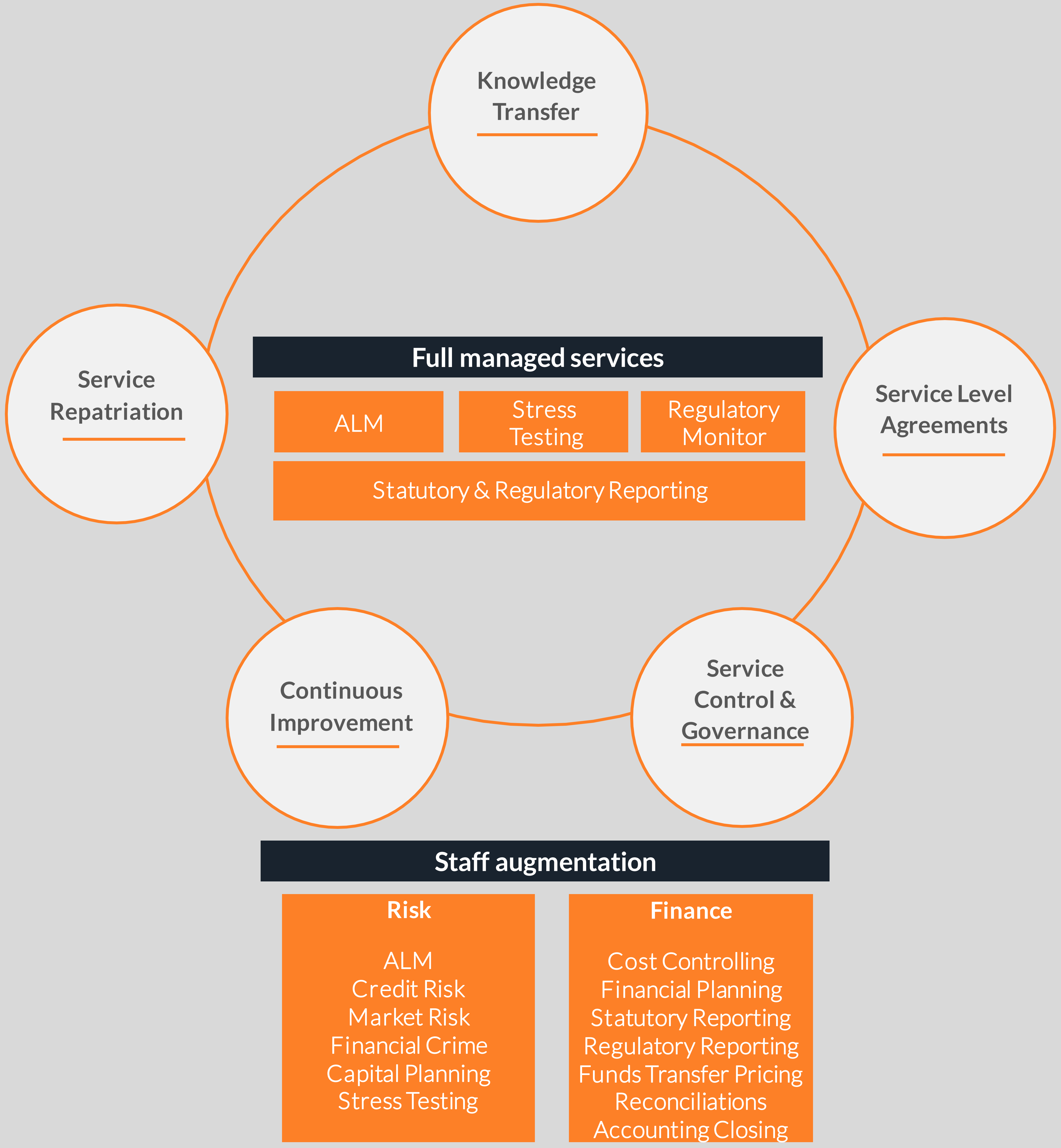
Service Level Agreements: Contractual commitment based on specific SLAs and KPIs

Service Governance: Embedded clarity around service control, reporting and management

Continuous Improvement: Operational excellence through committed YoY productivity improvements

Service Repatriation: Contractual assurance around transitioning back the outsourced services

Staff Augmentation: Deployment of domain SMEs across specific Finance & Risk functions for remediation work or short term assignments



Indicative Experience

We help our clients rationalise and drive change for their front to back Treasury and Capital Markets processes leveraging third party packages or innovative custom made solutions

Typical engagements that we have carried out include:

1. Front to back impact assessment and implementation for rolling out new products (tri-party repos, CDS, EQDs, syndicated loans) in different jurisdictions for a Universal Bank
2. Solution definition, package selection and integration of new cross asset class front to back trading platform(s)
3. Definition of Target Operating Model for a Universal Bank's Global Trading and Treasury Operations. Implementation of selected platform into various subsidiaries and jurisdictions.
4. Impact assessment and implementation of new regulations (Dodd-Frank, MIFID, EMIR, FRTB) in the Front Office and Operations areas of a Universal bank
5. Implementation of custom EoD cross asset class Risk reporting solution

Treasury & Capital Markets

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Third party package experience

Delivered Solutions

- Custom built trade flow monitoring and trade analytics platform
- Third party trading platforms implementations
- Reference and transactional data migrations
- Front to back process and systems change for regulatory compliance
- Reference data management solutions

Indicative Experience

We help clients manage Risks end to end as well as assessing the impact of upcoming regulatory requirements and implement the required changes. From a finance perspective, we help clients around Financial Planning, Accounting & Cost Controlling as well as Funds Transfer Pricing

Typical engagements that we have carried out include:

1. Impact analysis and implementation of new regulatory risk requirements (RDA, RRF, SA-CCR, FRTB, CRR/CRD, Volcker, Dodd-Frank, UK Banking reform, IRRBB)
2. Target Operating model for better management of Structural/Prudential Risks including new policies definition
3. Best practice assessment and implementation of new Asset Liability Management (ALM) system for a Universal Bank
4. Capital planning and Stress Testing solutions. Review of existing models and recommendations for capital optimisation
5. Development of economic capital and risk adjusted return models (RAPM). Definition and implementation of analytical accounting (FTP Models, Costs Allocation, RoRac Models, etc)

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- Compliance

Third party package experience

MUREX, FINASTRA, Algorithmics, Moody's Analytics, QRM, MicroStrategy, FIS, Qlik

Delivered Solutions

Multiple third party package implementations and custom made solutions based on our in house components

NFQ SZENARISK VAR, NFQ ALQUID, NFQ SOLVAR, NFQ ECAP

Indicative Experience

We help clients leverage latest technologies to innovate and disrupt costly legacy business processes and systems architectures

Typical engagements that we have carried out include:

1. **Cloud (Mastr):** An applications scalability framework that allows the creation of distributed applications, where the components are able to run in different locations and Cloud environments

2. **Big Data & Analytics (Qdos):** Application that allows the analysis, classification and extraction of information from social networks to obtain indicators around the reputational risk of an entity

3. **AI (Chatbot HR):** A solution that interacts with employees assisting them around various HR topics. It learns based on feedback and continuously optimises the end user experience

4. **Blockchain:** Interest Rate Swap end to end lifecycle management based on Ethereum Quorum and Hyperledger Fabric

Digital Innovation & Technology #NfqDigital

Big Data & Analytics	Cloud	Blockchain	AI & Machine Learning

RE[*]

Re [Invent]
Re [Think]
Re [Build]
Re [Design]

Nfq Clients

Over the years we have worked with a diverse set of clients in 17 different locations

nfq

| Banks

- BBVA
- Santander
- VALLBANC
- Caixa Geral de Depositos
- Bolsa Comercio Santiago
- BBVA Compass
- CSU Technology
- Santander Consumer Finance
- isban
- BNP PARIBAS
- LarrainVial
- PENSIONISSSTE Fondo Nacional de Pensiones de los Trabajadores al Servicio del Estado
- Bankia
- "la Caixa"
- BARCLAYS
- BCS Financial Group
- CORPBANCA
- BancaMarch
- Sabadell
- UniCredit Bank
- Popular
- BPA
- INTESA SANPAOLO
- Banco Rendimento
- Banco Pichincha
- Warburg Pincus
- bankinter.
- mediterraneanbank Think Ahead. Bank Ahead.
- HSBC
- BCP
- BBVA Bancomer
- ANDBANK Private Bankers
- BMN
- universal pay
- Crèdit Andorrà al vostre servei i al servei del país
- Privat Bank Degroof
- "Sa Nostra" Caixa de Balears
- ABANCA
- Sainsbury's Bank
- CM Cajamurcia
- COMMERZBANK
- HAYA Real Estate
- Crédit Agricole Banque et Assurances — Le bon sens a de l'avenir
- Santander Asset Management
- Sareb
- IBERIA Cards
- VISA
- ALTAMIRA
- BANCO MADRID

| Insurance

- Santander Mediación Seguros
- Inverseguros
- Audatex a Solera company
- Seguros RGA
- Santander seguros
- MUSAAT
- liberbank Vida y Pensiones Seguros y Reaseguros, S.A.
- MetLife
- Caser Seguros
- MAPFRE
- AEGON
- CARDIF BNP Paribas Group
- Liberty Seguros
- AVIVA
- Unión Duero

| Corporate Treasuries

- IBERDROLA
- REPSOL
- Telefónica
- ferrovial
- CSN Consejo de Seguridad Nuclear

Knowledge. Talent. Innovation.

Nfq Clients

Nfq's software solutions have been deployed on Cloud or on premise in various Financial Services organisations

Solution Components

ETL

NFQ SMART DATA

Data Integration

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NFQ RORAC

Pre-Trade pricing adjusted to capital consumption

NFQ PRICING

Pre-Trade pricing for Global Lending ops

Clients

- ETL: BBVA
- Market Risk: Banca d'Italia, Corpbanca, BBVA Asset Management, UniCredit, Sainsbury's Bank, Inverseguros
- CVA: Telefónica, ferrovial, vivo
- ALM: BBVA Asset Management, EVO Banca Inteligente, Banco Pichincha, BBVA*
  * Switzerland
  Argentina
  Colombia
  Peru
- Capital: CaixaBank, Bankia, Sainsbury's Bank
- Other: BBVA, Corpbanca, ferrovial

FCA Financial Conduct Authority

Part of the official list of approved RegTech providers

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