



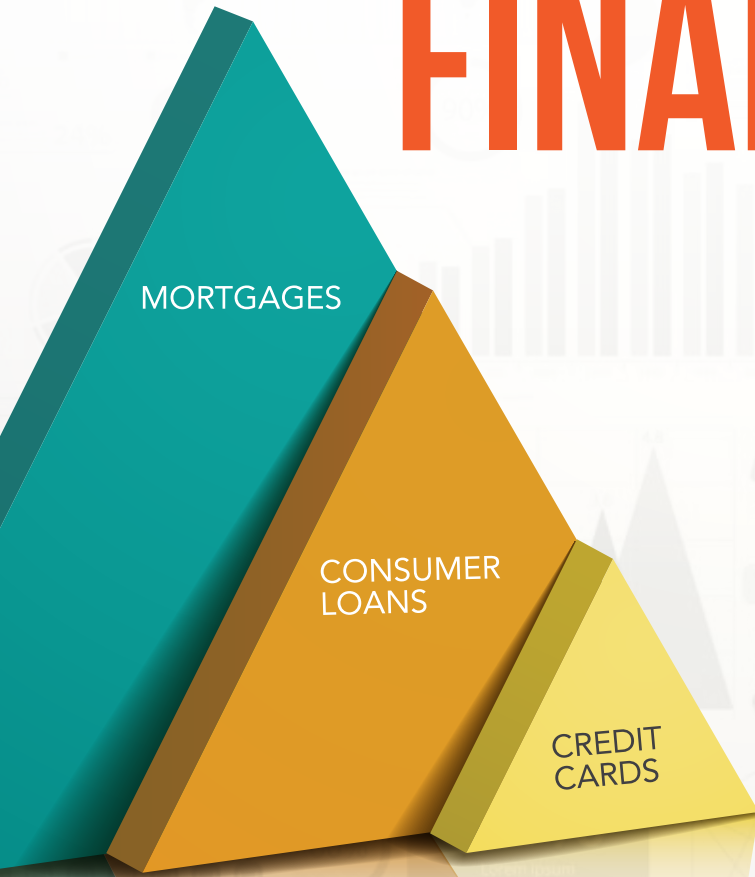
AE CONSUMER FINANCE

PRACTICE

MORTGAGES

CONSUMER
LOANS

CREDIT
CARDS



27%

Our Approach

Helping forward-thinking professionals make fact-based decisions.

Antilles Economics is a data analytics and research consultancy that applies economic techniques to solving business problems. This approach helps enable our clients to achieve continued and higher levels of success.

Uncover Insights

We employ a unique combination of analytical techniques, industry experience and creativity to reveal hidden insights. We then translate the output of our often complex models into clear, honest and concise intelligence that drives corporate decision-making.

Support Strategy Development

We advise our clients on how to leverage insights when developing corporate strategy. We base our strategic recommendations on a combination of data analytics and hypothesis testing of the future of our client's market and firm. We then provide ongoing support throughout the execution of the strategy to ensure that clients continue to make decisions based on the best information.

Strengthen Analytical Capabilities

We support our clients' continued development by helping to strengthen their analytical capabilities. We believe that fact-based decisions are only possible when staff are equipped with the necessary tools and knowledge. Our training, workshops and dashboards ensure that clients are always prepared to maximise the opportunities in their market.



Fig. 1: Our Approach 'Tree'

Our Consumer Finance Practice

Intelligence solutions for the backbone of Caribbean economies.

Antilles Economics' Consumer Finance practice is focused on mortgage banking, credit cards and other forms of consumer credit (including student loans, car loans and revolving credit lines).

We support not just retail banking institutions, but also insurance companies, finance companies,

credit unions, car dealerships, store cards and hire purchase facilities.

We assist our clients with understanding their market – consumer trends, the competitive landscape and economic developments – and discovering and leveraging their unique capabilities.

Insight Discovery Solutions

Featured Product – Market Research. Our market research solution embraces a number of quantitative and qualitative techniques, including stakeholder interviews, focus groups, surveys (online, telephone and in person), online communities and secondary/desk research. Using any combination of techniques, we help clients delve deeper into the demographic, societal and emotional components of market demand.

- Market Research
- Customer satisfaction and brand loyalty surveys
- Employee satisfaction surveys
- Experience sampling
- Business drivers identification
- Brand and image assessments

Strategy Development Solutions

Featured Product – Ongoing Strategic Support. We aim to be strategic information partners for our clients by providing customised, ongoing support. Examples could include periodic economic briefings, independent strategic reviews or full or partial outsourcing of the analytics function.

- Strategy development and market positioning
- Brand development
- Competitive analysis and competitor profiles
- Feasibility studies and cost-benefit analysis
- Ongoing strategic support
- Economic simulations

Analytical Support Solutions

Featured Product – Dashboards. We develop client-specific dashboards to track both internal and external metrics that affect our clients' businesses. We typically include both market and firm information, thus ensuring that our clients effectively adapt to evolving conditions. We can further enhance the dashboards by including monthly, quarterly or annual forecasts of both external and firm-specific indicators.

- Consumer finance forecast reports
- Country Economic Monitors
- Dashboards
- Training and workshops
- Webinars
- Economic briefings

Why Choose Antilles Economics

Helping forward-thinking professionals
make fact-based decisions.

As experienced economists, we go beyond the traditional Caribbean macroeconomics practice and apply our unique combination of techniques and approaches to problem solving in the corporate world. We have built on a strong foundation in econometric and statistical analysis by expanding into market research and qualitative techniques. Our research methods include statistical modelling, regression, conjoint and correlation analysis, Monte Carlo simulation, hypothesis testing, interviews, focus groups, surveys, online communities and secondary research.

By combining techniques, we glean richer insights and make more relevant recommendations. Our clients benefit from their ability to tailor our solutions to ensure more targeted problem-solving, and leverage our findings and recommendations for more effective strategy development and execution.

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