

SHORT BIOGRAPHY

Nicholas Wilson is Professor of Credit Management at Leeds University Business School and is Director of the Credit Management Research Centre (CMRC). He is an Honorary Fellow of the Institute of Credit Management (FICM) and has held a number of senior advisory positions in government and the credit industry. His collaborative work with the financial services industry was recognised in 2007 by a national award for work on 'Knowledge Transfer' from the Economic and Social Research Council. He was awarded a University of Leeds Certificate of Outstanding Achievement for "Academic Excellence in Enterprise and Knowledge Transfer" in 2006. He was recently a member of a Government 'Expert Working Group' on consumer credit information and has been a regular adviser to the National Audit Office.

Professor Wilson gained a BA honours degree in Industrial Economics from the University of Nottingham and completed a Phd at the same institution. He was appointed as a Research Fellow at the Wissenschaftszentrum Berlin (Industrial Policy Unit) in 1980. His work at the WZB involved modelling multivariate times series and macroeconomic forecasting, modelling the impact of advertising at macro and micro levels, modelling labour demand and investigating the impact of internal organisation, participation and profit-sharing on the productivity performance of British and German companies. He was appointed senior Research Fellow at the Department of Economics at the University of Warwick in 1983 to work on an ESRC funded study of productivity performance in British and German Manufacturing with Professor John Cable. This work led to publications in international journals including the Economic Journal and Industrial and Labor Relations Review and collaboration with the London School of Economics, Centre for Economic Performance.

Professor Wilson was appointed to a lectureship in Applied Economics at the University of Bradford in 1984 and was appointed to the first Chair in Credit Management in July 1993, establishing the Credit Management Research Group. In 1998 the ICM Chair and the Credit Management Research Centre moved to the University of Leeds with £400,000 of commercial sponsorship. The first MSc in Credit Management was launched in 2000. Commercial sponsors continued to support the CMRC for the period 2004-8. During this period Professor Wilson was awarded a number of ESRC grants and Knowledge Transfer Partnership awards.

Professor Wilson has held visiting academic, lecturing and research positions at the Centre for Economic Performance, London School of Economics, The European University in Florence, The Dauer Institute, Sao Paulo, Brazil, and The China-EC Management Institute, Beijing, China. In 1989 he taught Decision Sciences in Beijing MBA programme. He has acted as external examiner for the University of Nottingham, University of Wales (Overseas Programmes in Cyprus and Spain), University of Huddersfield, University of Lancaster, Dublin Institute of Technology, the University of Mauritius and the University of Loughborough.

Professor Wilson has acted as a consultant on issues of credit and debt management, credit scoring and modelling and policy for major organisations in the financial services, corporate sector and government. He has acted as a consultant for the National Audit Office, Office of Fair Trading, Department of Trade and Industry, and UK Water Industry Research (UKWIR) amongst others. He represented the CMRC on the Better Payment Practice Group (BPPG). He has completed commissioned reports on diverse subjects such as: debt management in the

government sector (e.g. Inland Revenue); advertising and competition policy (OFT); labour demand and training in the Museums sector; advertising on BBC radio (Peacock Inquiry). He recently collaborated with Business Environment and Regulatory Reform (BERR formerly DTI) on an evaluation of late payment legislation in the UK, 1997-2007 and the NAO on a study of the collection and recovery of tax debt. CMRC produced the Credit Management Quarterly Review, The Atradius Export Survey, the Euler Hermes Survey of European Businesses, the CSA survey of Debt Management and Collection and a regular survey of SME's in the UK. The Credit Management Research Centre developed 'www.Paymentleague.com' to monitor the payment behaviour of UK Plc's.

Professor Wilson's academic work has focussed recently on insolvency risk, private equity and the relationship between director characteristics and company performance. Other work includes corporate finance including studies of trade credit, financial and working capital management, credit management practice, credit scoring and modelling, and new statistical and econometric methodologies for credit risk modelling. His work combines academic rigour with practitioner and policy relevance. He has, as a result, published widely in academic journals, government policy documents and the business press. He has published over 50 papers in leading academic journals in economics, finance, labour relations, marketing and business forecasting including: *Economic Journal*, *Journal of Banking and Finance*, *Managerial and Decision Economics*, *Small Business Economics*, *Industrial and Labor Relations Review*, *British Journal of Industrial Relations*, *Journal of Business Finance and Accounting*, *Journal of Market Research Society*, *International Business Review*.

His work is regularly referred to in government publications, the House of Commons (Hansard) and the Press (see Press Coverage) TV and Radio. Recent studies have been reported in the *'Economist'*, *'New York Times'*, *'Financial Times'*, *'The Times'*, *'The Observer'* and professional magazines. He has presented key note speeches, papers and seminars at Credit Conferences across Europe, the US, South America, Australia and the Far East.

In September 2001 Professor Wilson set up CreditScorer Ltd, a Leeds University spin-out company specialising in corporate risk scoring and Basel II IRB Implementation for major Banks.. CreditScorer Ltd was established with funding from the White Rose Innovation Fund (£250,000) and built a credit reference data-base for the population of UK businesses. The company developed an on-line benchmarking and risk management service for businesses (CreditScorer.com; RiskScorer.com), the Utilities sector and a debt pricing service for the debt sale and purchase market. Professor Wilson has developed algorithms that generate real time risk scores and default probabilities (PDs) for the population of UK Companies and Small Businesses and on-line portfolio management facilities. CreditScorer built commercial risk scores for the credit agency ICC Ltd (part of the Bisnode Group) and Basel II compliant risk management systems for major banks. The company received a second round investment of £1,000,000 from the Bonnier Group in July 2003 and was acquired by Bisnode in 2007.