Błażej Kochański

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Over 20 years of experience in risk, especially consumer finance and retail banking. In 2000-2007, risk specialist/manager at GE Capital. In 2008-2012, Chief Risk Officer at Meritum Bank; currently a self-employed management consultant, supervisory board member, and lecturer/researcher at Gdańsk University of Technology.

Professional experience:

- 2017-present **Politechnika Gdańska (Gdańsk University of Technology) – Assistant Professor**

  Teaching statistics and financial market models. Research on credit scoring, financial and banking markets.

- 2016-present **Nest Bank S.A., Member of the Supervisory Board, Risk Committee Chairman**

  I was appointed to the Supervisory Board and the Risk Committee after the new investor (AnaCap) took over the Bank's ownership.

- 2013-present **Self-employed consultant**

  Consulting primarily in the area of credit risk management, retail banking, and statistics.

  Examples of projects:

  - Credit risk and profitability modelling for a credit card portfolio, implementing improvements and adaptation to new markets for a consumer finance bank (Germany, France).

  - Analysis of the management of the portfolio of consumer loans for an international consumer lender (Norway, Poland, Germany).

  - Due diligence team member assessing credit risk levels, processes, data, delinquency, and provisioning in nonbanking lending companies in Poland and the EU (three projects).

  - Interim risk manager position in a nonbanking credit institution.

  - Review of retail credit risk and collections management for a Polish bank.

  - Internal workshops for banks, cash loan companies, and credit unions on scoring model management, external retail risk data sources, delinquency measurement, stress tests, and credit product/customer profitability.

  - Training on credit risk management and measurement for credit bureau / economic information bureau employees.

  - Analysis of the business opportunities of peer-to-peer lending in Poland.

- 2008 – 2012 **Meritum Bank ICB S.A., Gdańsk, Management Board Member, Chief Risk Officer**

  Responsible for risk management in a start-up bank. Supervised SME credit decisions and collections, retail credit risk policy, market, liquidity, operational, and fraud risk management. As a result of the reallocation of the Bank's headquarters from Wrocław to Gdańsk, I hired a new risk management team - ~40 people. I managed the introduction of consumer loans to the Bank's offer. We developed a consistent and automated underwriting strategy; we achieved a more than threefold reduction in consumer credit delinquency through the iterative development of scoring models. I built an overall risk management system that encompassed credit, operational (fraud), market, and liquidity risk management.

- 2006 –2007 **GE Money Bank S.A., Gdańsk, Head of Risk Planning and Analysis**

  I led a team of 20 people. Responsible for consumer finance and mortgage risk modelling (scorecards, collection and debt sales strategies, structural models, stress testing), data management (Risk MIS, Oracle-based data warehouse), risk planning, loss reserves, Basel 2 implementation, economic capital models, regulatory compliance and operational risk. I actively participated in an interbank project aimed at the assessment of additional capital requirements for FX-denominated loans. I played a leading role in formulating the bad debt sales strategy for the Bank. I supervised the introduction of an integrated Basel 2 compliant risk management system in the Bank.

- 2002 – 2005 **GE Money Bank (until 2004 GE Capital Bank), Gdańsk, Planning, Analytics and Data Management Leader**

  I developed a team responsible for data management, planning, and scorecards – practically from scratch. I introduced regular monitoring of scorecard performance and, with the team, developed behavioral scorecards for underwriting, collections, and capital allocation. I initiated the development of a data warehouse for Risk Department – based on the Oracle platform, which resulted in 10+ times improvement in processing performance.

During the merger with GE Housing Bank, I was responsible for the integration of database solutions, provisioning standardization, scorecard introduction, and stress testing methodology.

- 2001 – 2002   **GE Capital Czech Republic, Prague**
  International Rotation in GE Capital's Risk Department

  Developed provisioning models for sales finance and cash loans – based on Markov stochastic processes. Introduced new risk assessment methods for revolving loans.

- 2000-2001   **GE Capital Bank, Gdańsk**
  Risk Analyst

  Automated regular portfolio quality review and provisioning model.

- 1998-1999   **Combidata Poland, Sopot,**
  Trainer

  Responsible for training on the new software introduced in insurance companies.

Education:
- 2014   PhD (doktorat) in Economics (thesis on systemic liquidity risk in the Polish banking system).
- 2010-2014   PhD studies at Gdansk University of Technology (Faculty of Management and Economics).
- 2000   MA Master's thesis on the pricing of automobile insurance in Europe.
- 1995-2000   Gdańsk University
  Management Faculty, Statistics and Actuarial Mathematics

Languages:
- Polish – mother tongue; English – fluent; Czech – working; German – basic; Russian – basic

Selected academic publications:
- Which Curve Fits Best: Fitting ROC Curve Models to Empirical Credit-Scoring Data, Risks, 2022
- A Simulation Model for Risk and Pricing Competition in the Retail Lending Market, Finance a Uver - Czech Journal of Economics and Finance, 2021
- Bifractal receiver operating characteristic curves: a formula for generating receiver operating characteristic curves in credit-scoring contexts, Journal of Risk Model Validation, 2021

Selected conference speeches:
- Credit Scoring and Credit Control XVII Conference, Edinburgh 2021: "*Economic Benefits of Combining Credit Scorecards*"
- WhyR, Warsaw 2019 – *Benefits of better credit scoring*
- International Days of Statistics and Economics, Praha 2018 – presentation, paper: 'How *to model ROC curves – a credit scoring perspective'.*
- Credit Scoring and Credit Control XV Conference, Edinburgh 2017: presentation: "*A fractal ROC curve – a simple model for the impact of Gini coefficient's improvement on credit losses*".
- IV Congress of Non-banking Lenders (2015): presentation: "*Credit risk management in a nonbanking lender and a bank – similarities and differences".*
- International Days of Statistics and Economics, Praha 2013 – presentation, paper: "*Trends in Polish banking system's liquidity risk measured by Basel III standards*".
- Loan Market Forum (2013) – presentation: "*External data in credit risk management - selected aspects.*"
- IVth Anti-Fraud Congress (2013) – presentation: "*Costs and benefits of anti-fraud actions.*"

Selected courses, training, and conference participation:
Credit Scoring and Credit Control Conference, Edinburgh (2021), Credit Scoring and Credit Control Conference, Edinburgh (2019), Banking Risk Congress (2016), IX Congress of Polish Economists (2013), IIIrd Central-Eastern Europe Fraud & Risk Conference (2013), "Assets and Liabilities Management" (2011); "Capital management in Banks" (2011); VII Kongres Consumer Finance (2010), Mortgage Risk Peer Review – GE Money Mexico (2007); US-GAAP, E&Y (2007); Basel II and CRD4 IRIP/PWC (2006); Quantitative Risk Measurement Training, GE (2005); GE Leadership Academy (2005); New Manager Development Course, GE (2004); Microstrategy 7i (2004); International Accounting Standards, IRIP/KMPG (2004); Scorecard Development Training, GE (2003); Simulation Game Banrisk – WIB (2003); Six Sigma Black Belt (2002); Reserving Training, GE (2002); 2nd Thailand Risk Review – GE Capital Bangkok (2001); Introduction to SAS System (2000);