



**World Credit Congress & Exhibition**  
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## Simon Trupp

Simon Trupp is an Executive Director of PIC Solutions, having joined the firm in August 2000 as a risk management specialist. For more than a decade, Simon has advised financial services executives and credit strategy across the lending lifecycle. This extensive experience in leading-edge advanced scoring model development, portfolio analysis and management techniques have delivered more than R1bn in realised value to South African lenders. Internationally, Simon has developed scoring models for numerous clients, including HSBC Asset Finance, Egg (leading UK Internet bank), and was responsible for the development and implementation of the first data-driven StrategyDesigner TRIAD strategies to be implemented in the world. He is a member of the UK and SA Institutes of Credit Management, the South African Statistical Association and the Operations Research Society of South Africa.

