



INDEPENDENT

A young protégé of banking guru Steve Davis, consultant to the likes of Salomon Brothers, Barclays, the Norwegian government and the Pru, is causing a stir in the arcane world of financial management consulting.

Simon Thomas, 37, is so sure that fund managers are fed up with endless market research questions about what they want from stockbrokers, custodian banks and so on, that he and a colleague have left Mr Davis, now nearly 60, and set up their his own firm, Thomas Murray.

"Traditional management consultants typically ring round the top 500 pension funds in Europe on behalf of say, Barclays, and ask for information," Thomas says. "Three months later they do it on behalf of NatWest and the funds don't want to talk. We want to build up an updateable database so both suppliers and buyers come to us."

He'd better get his own data in order first. So fast has Thomas Murray been set up, complete with client list, that its founders have not yet decided on their own titles.

