



STEVEN I. DAVIS: Managing Director

Steven I Davis has spent his career in the banking and financial services sector as a senior executive, strategy consultant, author, analyst and teacher. He is a graduate (*magna cum laude*) of Amherst College and of the Harvard Business School.

His 20 year career in international banking commenced at J.P. Morgan, where he managed a Paris-based research and M & A unit. For Bankers Trust Company, he ran a venture capital subsidiary in New York and later the bank's European businesses from a London headquarters. Subsequently he set up and managed for six years the London-based merchant banking subsidiary of First International Bancshares of Dallas, Texas.

Since establishing Davis International Banking Consultants (DIBC) in 1980, he has managed several hundred strategy assignments for commercial and investment banks, global fund managers, insurers and other financial institutions. In 1993, he headed a DIBC team which advised the Norwegian Ministry of Finance on the restructuring of the country's banking sector during the Nordic banking crisis. In addition, he and his colleagues have prepared over 60 research reports on the financial sector for publication by investment banks and other clients.

Mr. Davis is also the author of 17 books and reports published on best practice in the financial services sector. For Macmillan/Palgrave in London, they include *Excellence in Banking; Managing Change in the Excellent Banks; Leadership in Financial Services; Bank Mergers: Lessons for the Future; Investment Banking: Addressing the Management Issues: Excellence in Banking – Revisited*, and most recently *Banking in Turmoil: Strategies for Sustainable Growth*. For publisher VRL Knowledgebank, his reports have included: *Cross-Selling in Retail Banking: Meeting the Revenue Growth Challenge; Bancassurance: the Lessons of Global Experience; Best Practice in Banking the Affluent Client, Bank Mergers and Acquisitions: the Lessons of Experience, and Best Practice in Banking the High Net Worth Client*. More recently, he has written 'Effective Bank Regulation and Supervision: Lessons from the Financial Crisis' and *Retail Banking 2011* for Searching Finance Ltd.

In 2005, he received his MSc in Career Management and Counselling at the University of London and commenced a parallel activity in executive coaching.

As a strategy consultant, Mr. Davis has worked with over 100 financial institutions since founding Davis International Banking Consultants. His assignments have covered the following broad topics:

- identify and introduce banking partners for specific products or investments;
- evaluate the current strategy of individual banking institutions;
- identification and analysis of acquisition opportunities;
- interview clients and competitors to provide input for strategic planning;
- feasibility studies for new banking units;
- best practice benchmarking of key issues;
- seminar leadership, team management and coaching.