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The Institutional Coverage business is a specialist sector which sits within the Corporate & Institutional Bank. The business is focused on supporting the specific needs and services required by Institutional Coverage clients – Global Banks, Insurance, Wealth, Asset Managers & Sponsors – through a dedicated team of relationship managers.

Further to our UK presence, we have offices in key locations such as New York and Frankfurt in support of our client's global needs.

Lisa Francis

Managing Director, Institutional Coverage

Lisa was appointed Head of Institutional Coverage in July 2023, having joined in March 2023 to lead on the Group's Corporate & Institutional strategy. Lisa is also a standing member of the CIB executive committee.

Prior to joining Lloyds Bank, Lisa was most recently CEO for the UK & Crown Dependencies Private Bank, Barclays, having transformed the business through her 5-year tenor to an award-winning proposition, serving clients across the UK and internationally. She originally joined Barclays in 2012 within the Investment bank, latterly running European FX sales.

Lisa has over 25 years of banking experience and a passion for growing and transforming businesses, having started her career at NatWest Corporate and Investment bank in the 1990s. She has additionally held positions across UK and the US in sales, risk and coverage.

Lisa also sits on the advisory board for WealthiHer, and is formerly a member on the UK Finance Private Strategic Advisory Committee.

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We provide seamless support across multiple asset classes and products, including foreign exchange, capital and collateral management, credit, gilts and rates, commodities, money markets and cash management.

See products and services

- **International** expandable section

Through our hubs in Europe, North America and Asia, we support our international customers with a range of services from risk management and international trade to transaction banking and capital markets.

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Our suite of economic reports and market intelligence provide leading insights, considered views and sound forecasts to help you respond to market developments with confidence. Subscribe for timely, topical insight direct to your inbox.

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This annual report gives an up-to-date insight into the outlook for financial services firms, including the threats and opportunities that are driving their decision-making.

Read the full report

- **Sibos** expandable section

Find commentary and expert insight leading up to Sibos and beyond, including our API and payment solution capabilities.

Visit Sibos hub

- **ISO 20022 payments**

regulation expandable section

An outline of what you need to know about the new messaging standards, key dates and what Lloyds Bank is doing to support clients during the transition period.

Read about ISO 20022 regulation

Speak to a Relationship Manager

To get you to the right person we need to ask you a few questions.

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As the UK's largest financial services group, we can make a real difference to tackling climate change.

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[Make the decisions that matter](#)

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Eligible deposits with us are protected by the Financial Services Compensation Scheme (FSCS). We are covered by the Financial Ombudsman Service (FOS). Please note that due to FSCS and FOS eligibility criteria not all business customers will be covered.

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