

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.

We leverage our banking strength, insight and expertise across our core specialist sector teams to provide the most effective industry insights and strategic solutions to the institutions we serve. These strengths shape our insight into global trade, market volatility, regulatory change and financial flow. They inform our understanding of regulatory issues and our approach to capital, financing and risk on an international basis.

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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