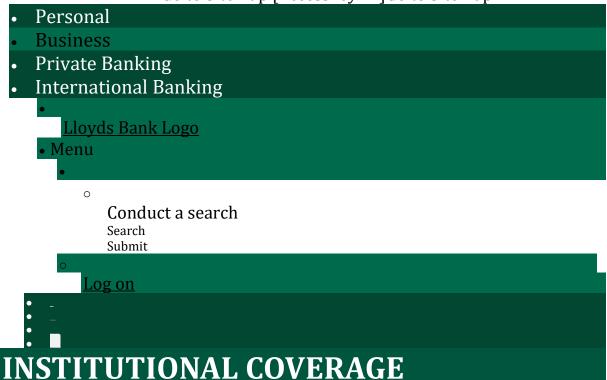
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The Institutional Coverage business is a specialist sector which sits within the Corporate & Institutional Bank. The business is focused on supporting the specific needs and services required by Institutional Coverage clients – Global Banks, Insurance,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

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.

# **Products and services**

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### section

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

# <u>International</u>

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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.

Visit the International hub page

# **Economic Research**

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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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# **Financial Institutions Sentiment**

# **Survey** expandable section

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. Start

### **Sustainable Business**

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

Financing a sustainable future

## **Corporate Solutions**

Financing
International Trade
Working Capital
Liquidity & Accounts
View all corporate solutions

# Keep your business informed

Economics and market insight

We can help you make informed decisions in today's dynamic markets. Stay connected to the latest developments through experts who provide a range of economic reports, market intelligence, considered views and intelligent forecasts.

Make the decisions that matter

## **Important Legal Information**

Calls may be monitored or recorded in case we need to check we have carried out your instructions correctly and to help improve our quality of service.

The products and services outlined on this site may be offered by legal entities from across Lloyds Banking Group, including Lloyds Bank plc and Lloyds Bank Corporate Markets plc. Lloyds Bank plc and Lloyds Bank Corporate Markets plc are separate legal entities within the Lloyds Banking Group.

Lloyds Bank is a trading name of Lloyds Bank plc, Bank of Scotland plc and Lloyds Bank Corporate Markets plc. Lloyds Bank plc. Registered Office: 25 Gresham Street, London EC2V 7HN. Registered in England and Wales no.2065. Bank of Scotland plc. Registered Office: The Mound, Edinburgh EH1 1YZ. Registered in Scotland no. SC327000. Lloyds Bank Corporate Markets plc. Registered office 25 Gresham Street, London EC2V 7HN. Registered in England and Wales no. 10399850. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority under registration number 119278, 169628 and 763256 respectively.

We adhere to The Standards of Lending Practice which are monitored and enforced by the LSB: <a href="www.lendingstandardsboard.org.uk">www.lendingstandardsboard.org.uk</a>.

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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