

# Landesbank Baden-Württemberg

## LBBW London Branch



### Your contact

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### Your banking partner in the EMEA region

The LBBW London Branch has a longstanding, well-established presence in the **E**uropean, **M**iddle **E**ast and **A**frican (EMEA) economic region. Established in 1978, the Branch offers a broad range of products and services based on the overall business model of LBBW and its core clients. In addition, the London Branch is responsible for coordinating the business activities of the Representative Offices within the EMEA region, including Representative Offices in Istanbul, Moscow, Dubai and Tashkent.

London is the gateway to the EMEA region and the centre of both capital markets business and international loan syndication. As a result, the Branch works very closely with the EMEA Representative Offices, as well as our colleagues at LBBW in Germany to assist our customers in the EMEA region.

This is what our customers can expect from us:

- Wide range of services and products to tailor financial solutions for international business
- Both German and English-speaking staff who have in-depth knowledge of the needs of German companies in the EMEA economic region
- Personal commitment to our customers

## Services and Products offered by LBBW London Branch

### Capital Markets:

#### Treasury

- The Branch is part of LBBW's global approach in managing all Treasury activities
- Main focus: the management of all market price and liquidity risks
- To provide local market access to central banks and investors
- We are valued by our clients because of our strong rating, our location and our reputation as a constant and reliable partner.

#### Credit Markets

- The Credit Markets International Development team combines trading and structuring from London and Stuttgart
- The Credit Linked Note (CLN) and Credit Default Swap (CDS) team within Credit Markets is an issuer of and market maker in CLNs
- The Growth Markets team offers financing solutions within the Gulf Cooperation Council (GCC) region to highly reputable banks and official institutions
- We also offer growth markets financing solutions to our core customer base (DACH / EU / UK) investors

#### Sales

- Our Fixed Income Sales team covers investors in the UK, Ireland and the Netherlands
- The focus is on SSAs, covered bonds and German credit
- The team has excellent relationships across our target markets, ensuring best execution for our clients
- LBBW's securities finance business operates worldwide, with traders and sales located in Stuttgart, London and New York

### Real Assets:

- Dedicated Real Estate and Project Finance teams in London covering the UK and Ireland market
- Objective is to support sponsors and project partners with a proven and long-standing track record
- Excellent reputation in structuring and arranging transactions

### Corporates:

- LBBW London Branch conduit management acts for the Weinberg ABCP Program
- The Weinberg program provides LBBW's corporate customers with a complementary financing instrument by way of receivable purchases