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Helaba realigns its capital markets activities for financial institutions

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Thomas Cohrs, head of the new business line for financial instititons within the Capital Markets division

As part of its "Scope" restructuring project, Helaba has realigned its capital market activities with financial institutions and similar clients. A separate business line for financial institutions has been established within the Capital Markets division in addition to the existing business lines for commercial customers and Sparkassen. The new department encompasses all aspects of investor-driven capital market activities with banks, financial institutions, local authorities and SSAs, both in Europe and beyond. This is the first time that Helaba has pooled its primarily transaction-based

capital and money market activities with its more strategy-driven structuring and sales activities, in which financial institutions and SSAs act as investors or issuers. "In this way, we want to give institutional investors access to Helaba's entire range of investment and financing services in the most optimal format possible", explains Hans-Dieter Kemler, a member of Helaba's Board of Managing Directors. "Helaba also wants to further enhance its profile as a covered bond issuer." Helaba is one of the largest Pfandbrief issuers on the market.

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Hans-Dieter Kemler
Member of the Board of Manging Directors

The aim of this is also to generate added value for one of the bank's most important target clients - the German savings banks, or Sparkassen - even though Helaba already operates a department within Capital Markets focused exclusively on this segment. The Financial Institutions department will therefore be placed on an equal footing with the departments for Sparkassen and commercial customers that have already been successfully established. Thomas Cohrs, who joined Helaba at the end of 2019, is heading up the new business line. In recruiting Cohrs, Helaba has gained a proven capital market expert with more than three decades of experience in covered bonds, not only in the public sector but also in the cooperative and private banking sectors in Germany and abroad. In his new function, Cohrs reports to Thomas Leicher, the head of the Capital Markets division.

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