CLEMENZ
Interim Leadership & Advisory

Thies Clemenz



Interim Executive & Senior Advisor

Banking · Asset Servicing · Asset Management

More than 20 years of international leadership experience, with executive assignments in seven countries. Most recently Country Managing Director of CACEIS Germany, previously CEO and COO roles at HSBC and leadership positions at Deutsche Asset Management.

SERVICES

Interim Leadership

Bridging leadership vacancies
Stabilisation and business repositioning
Full P&L responsibility and business steering

Transformation & Integration

Post-merger integration
Cross-border operating models
Restructuring and profitability

Senior Advisory

Business models and commercial strategy
Pricing and client profitability
Market entry and international growth

SELECTED RESULTS

Profitable
Sustained business turnaround

OPERATING MODEL & TURNAROUND

More than 1 million transactions a day. Over €100bn assets under depositary. No headcount increase.

≈ 12 months
to stabilise the business

POST-MERGER INTEGRATION

Full integration without client loss. Repriced clients and exited non-core activities.

+60%
new business

COMMERCIAL REPOSITIONING

Increased annual new revenues from €10m to €16m. A contribution to the business's sustained profitability.

+21%
growth in the loan portfolio

UNIVERSAL BANKING

Led a universal bank as CEO. Redesigned the sales approach and achieved a return on equity of 15.6%.

-24%
costs over two years

ASSET MANAGEMENT

Integrated and restructured an asset management business. Returned to profitability following a loss in the previous year.

Selected results from previous executive roles.

lic. oec. HSG · University of St. Gallen
Working languages: German, English and French

thies.clemenz@clemenz-advisory.com · +49 1525 3767025

Munich · International assignments