Bodo Gauer

STRATEGIC BUSINESS BUILDER | FINANCIAL SERVICES EXECUTIVE | BOARD ADVISOR

Executive Biography

Executive Profile

Bodo Gauer is an experienced financial services executive, business builder and strategic advisor with more than three decades of experience across retail banking, private banking, investment banking and global markets. He has a strong track record of establishing new business lines, transforming existing businesses and delivering sustainable revenue growth through strategic leadership, product innovation and operational excellence.

Throughout his career, he has combined a deep understanding of financial markets and investment products with entrepreneurial thinking and the ability to turn strategic concepts into successful, scalable businesses.

Business Leadership & Achievements

At DZ Bank, Bodo Gauer established and developed the structured notes business from scratch, introducing Germany's first capital-protected structured note linked to the EURO STOXX 50 in 2000. He played a pivotal role in establishing structured notes as a new business segment within the German cooperative banking sector. Through continuous product innovation, strategic partnerships with leading international investment banks and an integrated approach to trading, documentation and distribution, he helped build the bank's second-largest revenue-generating business after lending.

At Credit Suisse, where he joined in 2006 as Head of Structured Notes for Germany and Austria, he led a comprehensive restructuring and repositioning of the business. He strengthened the product offering, rebuilt the team, expanded the distribution footprint and diversified the revenue base. Within two years, revenues had tripled, and the business developed into a recognised quality issuer in the German-speaking structured products market.

One of his most significant achievements was the transformation of the structured notes issuance process from manual production into a fully automated and integrated platform. After leading the initiative from concept to implementation, the new platform reduced issuance costs by approximately 80%, significantly shortened time to market and enabled the business to produce more than 600 bespoke products annually. Initially developed for Germany and Austria, the platform was subsequently rolled out across other Credit Suisse EMEA jurisdictions.

His leadership experience includes managing multidisciplinary teams of up to 13 direct reports, complemented by responsibility for additional indirect reports.

Strategic Expertise & Market Experience

Bodo Gauer's expertise covers the full spectrum of financial services, including retail and private banking, investment banking, global markets, investment funds and structured investment products.

His product expertise spans equities, indices, commodities, foreign exchange, interest rates, fixed income and capital markets. He has extensive experience in product development, business strategy, distribution, risk management, operational transformation and the development of strategic partnerships.

Over the years, he has established a broad network of relationships across the German financial services industry, particularly among Sparkassen, cooperative banks (Volksbanken and Raiffeisenbanken), private banks and major asset management companies. His network also extends to leading financial institutions in Austria, Central and Eastern Europe and the international investment banking community.

Beyond traditional banking, he has worked on developing commodity hedging opportunities for corporate clients in sectors including energy, aviation and metals.

Between 2012 and 2018, he also served on the advisory board of Credit Suisse Custom Markets in Luxembourg, a Credit Suisse asset management platform focused on investment solutions without direct issuer risk.

Current Activities – Strategic Advisory

Following his departure from Credit Suisse in September 2024, Bodo Gauer shifted his focus towards selected advisory and business development projects.

Since January 2025, he has been advising the Board of Directors of Dericon, a fintech company specialising in digital solutions for retail and private banking. His role combines strategic advice, business development and the identification of new market opportunities and partnerships.

He supports the company's strategic development, leverages his extensive industry network to establish new client relationships and contributes ideas for expanding Dericon's service portfolio. Recent initiatives include a cooperation with MSCI for the development of new index concepts and the expansion of business activities into the Czech Republic and Hungary. Further strategic initiatives include opportunities in Switzerland and a stronger presence within the German cooperative banking sector.

Education & Early Career

Bodo Gauer began his professional career at Sparkasse Kaiserslautern, where he completed a comprehensive banking apprenticeship covering all major areas of retail, private and corporate banking. He graduated in January 1989 as the second-best student in his class and subsequently worked as Deputy Branch Manager, with responsibility for investment business.

From 1989 to 1995, he studied Economics at the University of Trier, Germany, specialising in Marketing. He graduated with the German academic degree of Diplom-Kaufmann, a qualification at master's level.

His academic background, combining economics, marketing and practical banking experience, has been a defining element of his ability to connect financial products, customer needs and commercial strategy.

Languages

German (native), English and Portuguese (fluent). French (very good comprehension) and Spanish (comprehension).

Beyond Business

Bodo Gauer divides his time between Germany and Portugal, spending approximately seven months in Germany and five months in Portugal each year. This international lifestyle reflects his strong connection to both countries and his appreciation of different cultures and perspectives.

Outside his professional activities, he is passionate about long-distance running, including the challenge of preparing for and completing marathon-distance races. Running reflects his personal commitment to discipline, perseverance and long-term goal setting.