

# 10 years already —

2015–2025



**BIC-BRED (SUISSE) SA**  
Commodity Trade Finance & Corporate Banking



# HISTORY OF BIC-BRED (SUISSE) SA

Over the past decade, BIC-BRED (Suisse) SA has gone from being a new subsidiary to a recognised player in commodity trade finance. Supported by a solid shareholder structure, driven by the entrepreneurial spirit of its teams and guided by a clear vision of the role it wishes to play with its clients, the Bank has grown by balancing rapid development with rigorous risk management.

The past decade has been defined by a series of constants: close client relationships, a desire to have a deep understanding of their businesses, cooperation with trusted partners and continuous transformation of both tools and practices.

This special publication marks BIC-BRED (Suisse) SA's 10th year, retracing its journey through key dates, figures, testimonials and images. More than a look back at the past, it is a way of thanking our clients, partners and employees who have made this journey possible.

# TIMELINE

1999



**INTEGRATION INTO THE BRED GROUP**

The BRED Group acquires all the shares of Banque Internationale de Commerce SA, which becomes BIC-BRED SA, Paris. The Bank's Geneva branch joins the BRED Group.

2016 to 2018

**STRUCTURING AND GROWTH**

These three years are marked by a strong entrepreneurial spirit, the recruitment of numerous experts and sustained commercial development. The Bank structures its teams, consolidates its trade finance offering and lays the foundations for its organisation.

1991



**BEGINNINGS**

Banque Internationale de Commerce SA in Paris establishes a Geneva branch dedicated to financing commodities trading and international trade.

2015

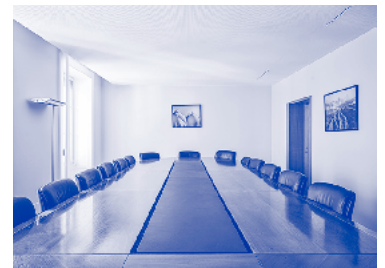


**CREATION OF THE SWISS SUBSIDIARY**

The Geneva branch becomes a subsidiary: BIC-BRED (Suisse) SA is formed and obtains its banking licence. It is headquartered in Place Longemalle in the centre of Geneva.

The Bank employs 17 people. It is headed up by Emmanuel Lemoigne, Chief Executive Officer, alongside François Monnier, Deputy Chief Executive Officer and Head of Sales, and Franck Nater, Deputy Chief Executive Officer and Chief Operating Officer.

2019



**NEW PREMISES**

BIC-BRED (Suisse) SA moves to the centre of Geneva's banking district to support the growth of its workforce, now with 50 employees.

## 2020



### RESILIENCE IN THE PUBLIC HEALTH CRISIS

Anne-Ly Zumbino joins the Executive Committee as Chief Risk Officer.

The Covid-19 pandemic sends the global economy into turmoil. In this unprecedented environment, the Bank moves quickly to introduce effective teleworking arrangements, enabling it to continue its activities without interruption.

The milestone of 100 client groups is reached.

## 2022



### INTERNATIONAL EXPANSION AND AFFIRMATION OF VALUES

The Russian-Ukrainian conflict intensifies, with lasting consequences for trade.

The Bank continues to expand its business by opening a branch in Dubai and entering into a partnership agreement with the World Bank Group's International Finance Corporation (IFC) to finance a grain importer in Africa.

Internally, it defines its values, reinforcing a sense of commitment and pride among its teams.

## 2024

### INCREASED COMMITMENTS AND RECORD RESULTS

The Bank participates in charitable and humanitarian actions (blood donations and "Colis du cœur").

Digitisation continues, with the roll-out of MITech's Credoc5G tool to manage documentary credit flows and Regnology's FiRE software to prepare regulatory reports.

NBI passes the CHF 50 million mark for the first time.

## 2021

### DIGITISATION AND STRONG GROWTH

Customer loans and commitments exceed CHF 1 billion, with nearly CHF 3 billion in credit lines, underpinning an exceptional 43% increase in NBI.

The Bank steps up its digitisation and boosts its operational efficiency with the implementation of the Vanilla tool developed by comoswiss to track economic positions, as well as an electronic document management system.

## 2023

### 100th EMPLOYEE MILESTONE

The Bank celebrates the arrival of its 100th employee.

Christelle Lefebvre joins the Executive Committee as Secretary General.

The Bank enters into its first partnership agreements with PROPARCO, a subsidiary of the Agence Française de Développement, to finance a grain importer in Africa and then a cocoa and coffee trader.

## 2025



### CELEBRATING A DECADE OF SUCCESS

The Bank's financial strength is rewarded with an external rating of A-.

BIC-BRED (Suisse) SA celebrates its 10th anniversary at the Domaine de Malagny with an evening attended by more than 400 clients, partners and employees.

# 10 FIGURES TO MARK 10 YEARS

Since 2015, BIC-BRED (Suisse) SA has been helping companies achieve their ambitions, both in Switzerland and internationally. Our Bank is grounded in expertise and long-term relationships, built on recognised know-how in commodity trade finance. Behind the numbers are teams, stories and strategic choices. Here are 10 figures, chosen for their symbolic significance.



200 k

trade finance transactions  
processed since 2015

155

client groups

38%

average annual growth in NBI  
over the decade

420 k

coffees drunk (excluding decafs)

2

geographical locations:  
Geneva and Dubai

9

languages spoken fluently

2

indoor plants that have  
survived more than 3 years

34

countries in which the Bank  
supports its clients

112

employees

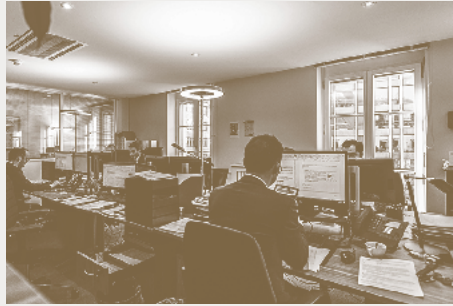
10

years of trust,  
serving our clients

# A DECADE OF GROWTH



## A decade of strategic growth



In the space of a decade, faces, tools and environments have changed. These images tell the story of our Bank's evolution, from our first offices to our current premises, from paper records to digital solutions, and from the people of yesterday... to the people of today.



BANQUE INTERNATIONALE DE COMMERCE-BRED

 **BIC-BRED (SUISSE) SA**  
Commodity Trade Finance & Corporate Banking

Forward by design



Forward by design



# from origins to —

## THE BEGINNING

BIC-BRED (Suisse) SA was established in 2015, driven by a founding team that combined strategic vision, hands-on expertise and bold ambition.

These four people look back today at the beginnings, the founding choices, the challenges and the insights that shaped our institution's development.

A behind-the-scenes look at a collective journey, where every decision has mattered and a pioneering spirit has made a real difference.

# sustained

—



Emmanuel Lemoigne

In 2015, BRED entrusted you with a strategic mission: to take over responsibility for the Swiss entity as Chief Executive Officer. What were the challenges you faced and how did you approach these new duties?

We had a clear roadmap: to build a bank almost from scratch, with the highly energising sense of stepping into the unknown.

This meant that there were multiple challenges. The first was to develop commercial activity in a business line that BRED was not very familiar with. The second was in terms of people: we had to redeploy the existing teams while also integrating new trade finance specialists. Lastly, we needed to structure a solid organisational framework to transform what was initially just a branch into a bank in its own right.

What were your first impressions when you arrived in Switzerland, when you discovered this bank, its employees and the market?

It was a bit of a leap into the unknown. The environment was very (perhaps too) calm, and the risk would have been to not shake up the landscape. However, to achieve our objectives, we had to quickly start up commercial operations by acquiring customers and setting up credit lines.

The market, meanwhile, presented an interesting paradox: the main banking operator was pulling back, while demand from commodity traders remained strong. So there was a real opportunity for a bank like ours.

What was your vision, your ambitions and how did you set your priorities to turn that vision into reality?

My vision was based on the ability to immediately capitalise on our new talents, all of them recognised experts, who were able to quickly bring in customers they had known for a long time.

At the same time, while structuring the bank by building an efficient organisation, we balanced speed with caution, knowing that, in any new venture, the risks emerge early on when there are still quite a few vulnerabilities, just as you want to move fast!

We genuinely did not think we would achieve so much so fast, but everything fell into place gradually, within a context of strong, steady growth that was ultimately sustainable.

# growth



In 2015, you joined BIC-BRED (Suisse) SA as Head of Sales and Deputy Chief Executive Officer, with the ambitious goal of building a team specialising in trade finance to launch commercial operations. Tell us about that.

The main challenge was to build a team capable of handling trade finance transactions end-to-end, an activity that BIC-BRED (Suisse) SA had not yet embarked upon.

I put together a team of five specialists, each with a key role in developing the business. We needed such experts on our team to make sure all transactions would be handled efficiently from day one.

Our client base mainly includes small and medium-sized companies active in one or more commodity trading niches, and hinges on relationships of trust. My previous experience had enabled me to build a strong network, which greatly facilitated initial onboarding. The relationship managers we hired then developed their own portfolios on this same basis.

The success of our development lies as much in the quality of our client base as in the trust that BRED places in us. This trust is what has driven virtually uninterrupted growth over the last ten years.



Franck Nater



Anne-Ly Zumbino

You joined in 2015 as Chief Operating Officer and Deputy Chief Executive Officer to build a structural and organisational framework capable of safely supporting the development of the new entity. What were your first impressions and what was your roadmap?

Taking up this new role was less about integration and more about a “creative” takeover. My first impression was one of huge enthusiasm and a breath of fresh air, as the technical and structural aspects were almost a blank slate, a rare opportunity not to be limited by legacy or existing ways of doing things.

The roadmap was clear and very simple, but it involved great responsibility: to lay foundations that would be decisive for the future.

This meant that strategic choices needed to be made: defining tools, choosing the architecture, establishing standards, by involving all the teams and ensuring everyone worked as one. It was the pure excitement of building something, coupled with healthy pressure to ensure every brick we laid was solid and built to last. It was about turning the vision BRED had as our parent company into a concrete, ambitious structure capable of supporting our clients with complete security.

In 2015, BIC-BRED (Suisse) SA entrusted you with the task of setting up the Credit and Commitments department, an essential pillar for a bank. How have you ensured that credit risk is rigorously controlled?

In such a venture, you have to roll up your sleeves, focus on the essentials and not let go: it is important to sustain strong motivation over the long term, because the “start-up” spirit is very motivating but also very demanding!

The aim was to lay the foundations of the Credit and Commitments department, while also supporting business development and building a solid relationship with our parent company, BRED.

I was given a great deal of freedom to structure the department, but the success we have had in achieving these three objectives was really down to a collective effort. Credit risk management is only effective if the objective is clear and supported by Management, so that credit becomes a daily priority for everyone, whether they are on the commercial or the operational side. Ultimately, it is essentially a matter of aligning objectives between individuals.

The people behind the performance



The people behind the performance

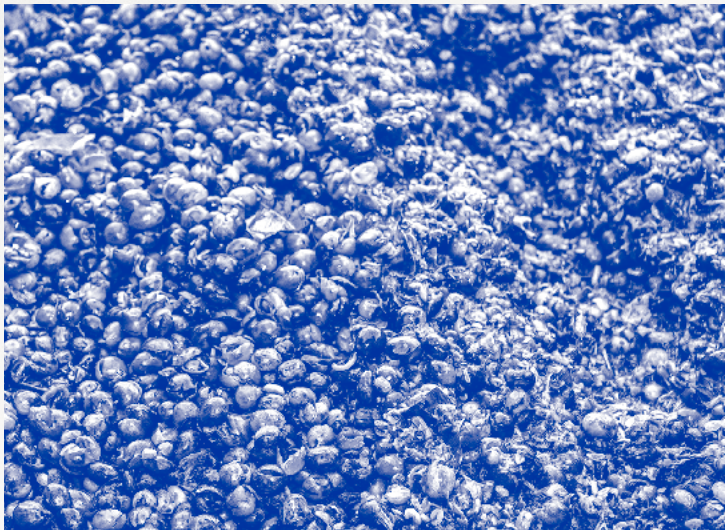


# A DECADE OF FINANCING AND CLOSE RELATIONSHIPS

In 10 years, BIC-BRED (Suisse) SA has built 155 trusted client relationships, with an emphasis on proximity and quality. This desire to be close to existing and prospective clients, but also to the market, is a key strength in building and developing long-term relationships.

In a world where information is flowing ever more freely, the role of commodity traders has changed profoundly over the years. From a profession centred on optimising buying and selling conditions, it has

**BIC-BRED (Suisse) SA offers a range of secure and agile financial solutions designed to support commodity traders in their international operations.**



*Fruits of the coffee plant, which give coffee beans*

now become closer to that of a country and market risk manager, as well as a provider of logistics and financial services. In certain sectors, particularly soft commodities, this change has led to the establishment of traceable and certified supply chains.

With this in mind, the Bank takes great care to acquire a deep understanding of the role, activity and needs of its existing and prospective clients, in order to support their ambitions through targeted expertise and long-term partnership. It draws on daily exchanges, the analysis of flows and financing transactions entrusted to it, as well as on-site visits to countries in which its partners operate, in order to fully grasp the sectoral and geopolitical factors shaping the markets.

Convinced that cooperation is a key driver of growth, the Bank has developed strategic partnerships with multilateral institutions and commercial banks. These alliances strengthen the Bank's ability to support ambitious projects and broaden its scope of action.

In 10 years, BIC-BRED (Suisse) SA has forged lasting relationships, fuelled by recognised expertise, client trust and constant immersion in the realities on the ground. It reflects a journey shaped by proximity, rigour and cooperation, values that have firmly established it at the centre of global trade flows.

### Our mission

In a society marked by profound environmental, demographic, technological and geopolitical transition, BIC-BRED (Suisse) SA draws on its expertise to enable its clients to take action and approach the future with confidence.



*Production of steel bars*



*Pipelines*

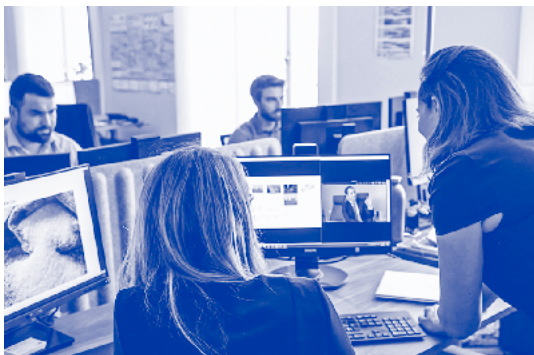
# ROOTED HERE, CONNECTED THERE

2022 marked the opening of our Dubai branch, a key milestone in BIC-BRED (Suisse) SA's development.

Located within a leading financial hub, this local presence strengthens the Bank's ability to support clients as closely as possible to their activities.

In a constantly changing international environment, marked by complex geopolitical dynamics, the Bank strives to support its clients with clarity and flexibility. More than ever, it aims to remain useful by offering concrete solutions, adapting to local realities and making human collaboration a driver of shared success.

The opening of a branch in Dubai therefore goes far beyond geographical expansion. It is a continuation of a committed approach grounded in proximity, trust and concrete impact. It is with this conviction that the Bank is moving forward, remaining true to its roots while firmly focusing on the future.



**“Dubai and the UAE’s heritage are firmly rooted in trade, and the industry continues to play an important role in our economy. We are pleased that Banque Internationale de Commerce-BRED (Suisse) SA has chosen DIFC for its regional office and we look forward to seeing the bank’s commodity trading expertise develop the industry using a range of financial solutions.”**

— Arif Amiri, CEO of DIFC,  
at the opening of the branch





Challenge met!



# WHAT DEFINES US

BIC-BRED (Suisse) SA embodies strong values.

Embedded in a long-term strategy, they support sustainable growth while ensuring stability, strength of commitment and the smooth integration of new employees.

These five values form the basis of the Bank's identity and guide every one of our actions:

## Agile expertise

Drawing on our employees' high level of expertise and knowledge to deliver agile responses to commercial and operational challenges.

## Responsible ambition

Choosing opportunities boldly, with prudent risk management.

Creating a harmonious working environment that encourages knowledge sharing and mutual support.

## Effective cohesion

# Mutual consideration

Communicating openly and respectfully, valuing every voice, in a spirit of cooperation.

# Pragmatic integrity

Contributing proactively to the Bank's development, adapting to market conditions and operational constraints, in full compliance with laws, internal rules and ethical standards.

**BIC-BRED (Suisse) SA is shaped by core values that have enabled us to balance growth and lasting stability.**



# SPORT IS A BINDING FORCE

Running, swimming, cycling... Sport occupies a special place at BIC-BRED (Suisse) SA. It creates bonds, strengthens cohesion and reminds us that performance is above all a collective journey. In sport as in business, the essential ingredients are the same: effort, trust, respect and the ability to push beyond limits together.







# HARNESSING DIGITAL TOOLS TO SIMPLIFY AND SECURE

Digitalisation is not about the “optics” or jumping on trends.

It addresses two very concrete challenges:

- Simplifying the day-to-day work of our teams;
- Reinforcing the security of both internal and client operations.

There are many benefits for our teams:

- Fewer repetitive, time-consuming tasks;
- Fewer errors and re-entries;
- More time devoted to core duties: advice, customer relations and quality of service.

For our clients, the benefits are just as tangible:

- Faster procedures;
- Better visibility on the status of their requests;
- Enhanced sense of security through better traceability and control of their transactions.

Digitalisation is therefore not about adding complexity to our daily tools, but entrusting these tools with repetitive and risky tasks, so that human energy can be focused on what creates the most value.

# — what next?

## KEEP BUILDING

### 10 years.

A decade of building, supporting and financing global trade players, key drivers of essential exchanges. A decade serving those around the world who turn raw materials into essential goods: ores into essential finished products to drive vehicle electrification; grains into poultry feed to support food security; bottled gas for everyday cooking; and in Europe, roasted coffee beans that end up in the pods we use every day.

So how do we want to use the experience we have acquired going forward? How do we want to keep growing and supporting those who build, innovate and take risks to meet essential needs?

The next ten years will, of course, not be a simple repeat of the past decade. We will be operating in a world permanently reshaped by geopolitical shifts, changing regimes and alliances, whose contours no one can predict. These changes, alongside the deep transformations brought by artificial intelligence, will redefine supply chains and international trade financing models.

Against this backdrop, we must rely on the most likely structural trends, starting with a key driver: demographic growth, a fundamental reference for our business. In this respect, BIC-BRED (Suisse) SA has every reason to look to the future with confidence.



# 10 years

With the global population expected to reach nearly 9.6 billion by 2050 according to United Nations projections, up from 8.2 billion today, world demand for essential goods is likely to grow.

Supporting our clients in meeting these needs is both a responsibility and a source of excitement. It will undoubtedly prompt us to rethink our approach: new locations like Dubai, stronger partnerships in strategic regions and innovative solutions for evolving value chains.

Over the next decade, we will continue to grow with the same vigilance, the same focus on results and the same commitment to excellence that marked our first ten years. We want to pursue this journey with the same pleasure of working together, in both good times and more demanding ones, convinced that

strong human relationships remain a key advantage in an increasingly digital world. Our business only makes true sense when it is based on strong and shared values. Those that our employees have defined together now serve as our compass: they will guide our choices, inspire our innovations and sustain our commitment to our clients and partners.

It is with this ambition, and with the conviction that the best part of our journey has yet to be written, that we look ahead to the next decade, fully committed to supporting our clients, seizing the opportunities that a changing world has to offer and showing, day after day, that finance can be a driver of progress to support the real economy.

**“10 years already!  
A wonderful journey  
that is still unfolding.  
Congratulations to all  
the teams!”**

— Luc Viennet, Head of Corporate  
and Investment Banking - BRED

**“IFC, a member of the World Bank Group, is  
delighted with its collaboration with BIC-BRED  
(Suisse) SA, whose professionalism and expertise  
in commodity trade finance have contributed to  
the success of BRED’s Swiss subsidiary since 2015.”**

— Pierre Ligneul-de Villeneuve,  
Head of Commodity Trade Finance - IFC

**“Congratulations on your  
growth, which is the result of  
dynamic management and an  
enthusiastic team that is close  
to customers.”**

— Angelo Lorenzon, CEO Unisteeel

## IN THEIR WORDS

**“Congratulations on a  
fantastic performance!”**

— Edouard Cuendet, Managing Director of the Geneva Financial Centre Foundation

**“Congratulations to the entire  
BIC-BRED (Suisse) SA team  
for these magnificent results!  
I am proud to have been one  
of the bank’s first employees  
in Geneva.”**

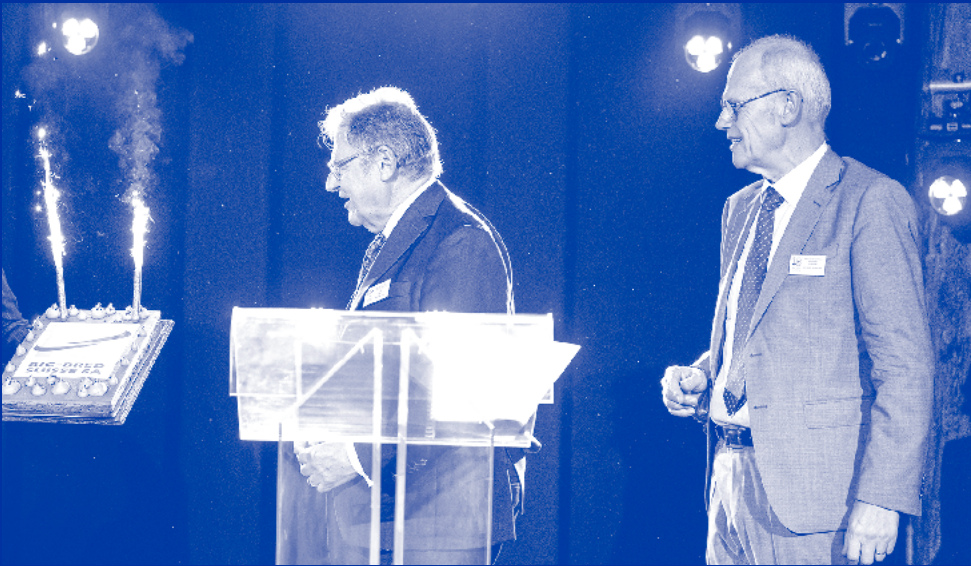
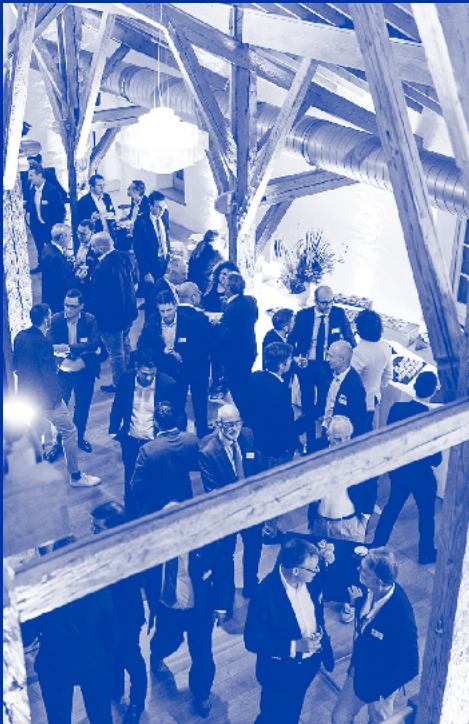
— Xuan Uong-Nguyen, retired former employee

**“Throughout this journey, your trust,  
commitment, and support have been  
fundamental to the success of many  
of our projects and international  
operations. Your professionalism and  
partnership have not only strengthened  
our collaboration but also contributed  
to the sustainable growth of both our  
institutions.**

**We are proud to count your bank  
among our key partners, and we look  
forward to building new opportunities  
and achieving further success together  
in the years ahead.”**

— Timbro team

Success built together



2015  
2025 —