

## ING in Switzerland announces new Trade and Commodity Finance set up

As of 1 February 2024, Patrick Arnaud and François Broussard joined the Management Committee of ING in Switzerland and are responsible for TCF GMG Switzerland coverage and Transactional Commodity Finance teams in Switzerland, respectively. In their capacities, they both succeed Gregory Lambillon, Head of TCF Switzerland who was appointed CEO and Country Manager as of 1 November 2023. They continue to report to Gregory Lambillon from a country perspective and functionally to Global Head TCF, Maarten Koning, as they become members of the Global TCF Management team.

*“Switzerland is the undeniable European hub for the sourcing and delivery of more than a third of the world trading flows in energy, metals and agri markets. The ING office in Geneva has evolved as the centre of excellence as well as the European, Middle East and Africa (EMEA) hub for TCF activities within ING. We have decided to revise the set up of the TCF business to better address the global ambitions of our clients with a clear portfolio segmentation, allowing us to provide tailor-made advisory services and targeted sector expertise. I have no doubt the Swiss TCF franchise will be in good hands with Patrick and François.”* – says Gregory Lambillon, CEO & Country Manager of ING in Switzerland.

*“This is an exciting time to lead ING’s commodity business in the EMEA for Patrick and Francois, which is a critical and very significant contributor to ING’s global TCF business. With the appointment of Patrick and François we promote home-grown talents to lead the TCF growth ambition in EMEA.”* – says Maarten Koning, Global Head TCF at ING.

As of 1 February 2024, the responsibilities of the Head of TCF in Switzerland are split into two distinct roles, namely Global Merchants Group (GMG) Switzerland, led by Patrick Arnaud and Transactional Commodity Finance Switzerland, led by François Broussard.

Under the new set up, the portfolio of the Global Merchants Groups (GMG) Switzerland includes global trading-houses and larger TCF clients with a multi-locations and multi-products angle. The portfolio of Transactional Commodity Finance Switzerland includes clients where the relationship anchor lies primarily with TCF specialized lending, as well as the product/technical sector expertise.



**Patrick Arnaud** joined ING in 2007 and holds more than 20 years’ international banking experience. A Director in TCF Energy and Metals teams and Managing Director since 2016, in charge of the Large Trader desk most recently. Patrick is now responsible for the GMG coverage groups.



**François Broussard** holds an industry experience of nearly 20 years. He joined ING in 2010 since then has been responsible for the TCF Metal desks and was Global Lead Structured Commodity Finance. He was promoted to Managing Director in 2019. In his new role, Francois’s responsibilities include Energy and Metal teams and the local reporting line for the Swiss Soft desk and SCF.



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