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2026

Credit Insurance Market 2026

AU GROUP
Tomorrow is today's business

Key developments

affecting the business climate in 2025 - 2026

THE RETURN OF TRADE PROTECTIONISM

The defining event was the United States' return to a highly protectionist trade policy in 2025, with the introduction of new tariffs and a proliferation of bilateral trade negotiations.

→ **OBSERVED CONSEQUENCES FOR BUSINESSES:** overstocking strategy, slowdown in international trade flows, disruption of many supply chains, higher logistics costs, and high uncertainty over prices and margins.

CONTINUED RISE IN BUSINESS INSOLVENCIES

After several years of post-COVID normality, insolvencies have continued to climb: +6% worldwide in 2025, with a further +4% expected in 2026. The hardest-hit sectors are construction, retail and distribution, automotive, manufacturing, and business services.

→ **THE MAIN CONSEQUENCES** are a deterioration in payment behavior following a default, longer payment terms, and increased cash flow requirements.

GEOPOLITICS HAS BECOME A CREDIT RISK

In 2025-2026, geopolitical conflicts had a direct impact on customer risk. The main flashpoints are the war in Ukraine, persistent tensions in the Middle East, tensions around the Strait of Hormuz, and the US/China rivalry.

→ **OBSERVED CONSEQUENCES:** a deterioration in the creditworthiness of companies exposed to rising raw material costs; freight costs; and energy costs.

A critical look at the 2026 market: a paradoxical situation

Increasing Risks, Declining Prices

RISK APPETITE

Despite the overall increase in economic and political uncertainty, the credit insurance market remains highly resilient, with insurers continuing to provide good risk support. Notably, insurers' exposures have grown faster (+3%) than premiums (+1%). The growing number of insurance companies providing cover and the continued development of MGAs and CDS (Credit Default Swap) providers are further evidence of the dynamism of this market.
Credit insurers' main concern remains the prolonged slowdown of the global economy, which weakens the most vulnerable companies and directly impacts the insurers' business, since premiums earned are closely correlated with policyholders' sales turnover.

COST OF RISK

In an environment where risks appear to be at their peak, credit insurance pricing remains competitive (except for policies with a high claims record). Strong competitive pressure between insurers and low loss ratios are the main apparent reasons.
But the real underlying explanation is actually quite simple: risk prevention has increased considerably in recent years:

- The granularity of financial analysis (algorithms)
- The use of real-time data
- Faster decision-making enabled by technology (APIs)
- The detection of warning signals from payment behavior (AI)

Have resulted in:

- More frequent reduction and cancellation of credit limits
- Faster, more proactive decisions
- Near-continuous monitoring of buyers
- Better anticipation of insolvencies

These developments mean that insurers are focusing increasingly on risk prevention (counterparty monitoring, limit optimization, country and sector risk arbitrage) rather than the mere indemnification of unpaid receivables. The growing integration of credit management tools within companies' ERP systems is also contributing to more refined monitoring of customer risk.

INSURANCE AND FINANCING

The reinsurance of financing programs (factoring, securitization, leasing) remains one of the main drivers of market growth, accounting for more than 50% of credit insurers' new business.
Whether for banks, payment institutions, and fintechs seeking to transfer credit risk to the market and reduce their capital requirements, or for corporates looking to set up flexible financing (whether for off-balance-sheet purposes or not), this trend remains the leading source of new business for insurance companies.

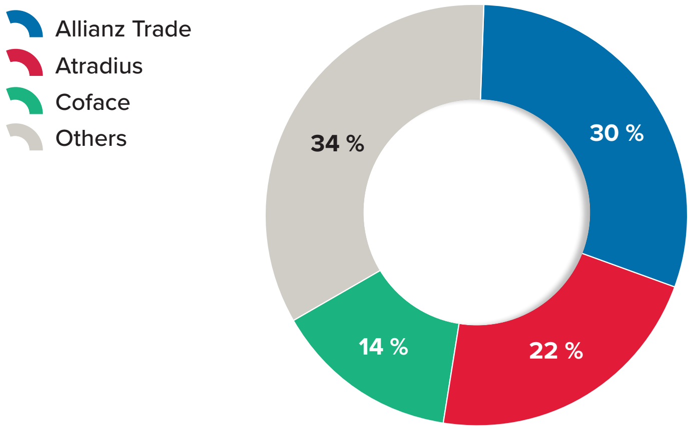
ZOOM MIDDLE EAST

The Middle East credit insurance market has navigated a period of heightened uncertainty, driven by renewed regional conflict and the attendant risk of disruption to the Strait of Hormuz — a chokepoint of critical importance to global trade and energy flows. Against this backdrop, credit insurers have notably refrained from withdrawing cover in haste. Rather than reacting abruptly to escalating headlines, the market has largely adopted a measured «wait-and-watch» posture, allowing the situation to evolve before committing to any material repositioning of risk appetite. To date, no significant curtailment of capacity or cover has materialised, reflecting a more disciplined and mature response than has characterised some previous episodes of regional instability. This restraint, however, should not be mistaken for complacency: should conditions deteriorate — particularly any sustained closure of the Strait — insurers retain the flexibility to reassess their exposure, and future developments may yet warrant a firmer stance.

As a specialist broker, AU Group continues to be at the forefront of innovation. Our roadmap is simple: secure and finance trade, innovate for our clients, help make faster decisions, automate processes, and optimize pricing terms and coverage.

Market shares

The credit insurance market remains highly concentrated, with 3 "global" insurers accounting for more than 65% of total premiums. We estimate the size of the global market at around $11 billion in 2025 (slow growth versus 2024). Allianz Trade (formerly Euler Hermes) is still the leader with a 30% market share, followed by Atradius with 22% and Coface with 14% as of December 31, 2025.



This calculation is an AU Group estimate, which excludes China Export & Credit Insurance Corporation ("Sinosure"), the Chinese state-owned insurance company, which generated revenue of approximately $1.5 billion (net premiums).

TWO MAIN TYPES OF PLAYERS CAN BE DISTINGUISHED:

THE "GLOBAL" INSURERS, CHARACTERISED BY:

- the information contained in their worldwide databases
- their strong international presence
- their comprehensive customer risk management services

Notably the following insurers: Allianz Trade, Atradius and Coface.

THE "NICHE" INSURERS, CHARACTERISED BY THEIR SPECIALISATION:

- in specific solutions: Excess of Loss (pure or concentrated), Top Up, Single Risk, Single Buyer, E-commerce (e.g. AIG, Amynta, AXA XL, Chubb, Credendo TCI, Liberty Mutual, Lloyd's, Markel, Mercury, Nexus, Tokio Marine, etc.)
- in specific geographic areas (e.g. ATI, Cesce, Credendo, FCIA, ICIC, Intact, Sace, etc.)
- in different types of risk: political risk, non-transfer (e.g.: Beazley, Liberty Mutual, Lloyd's...).

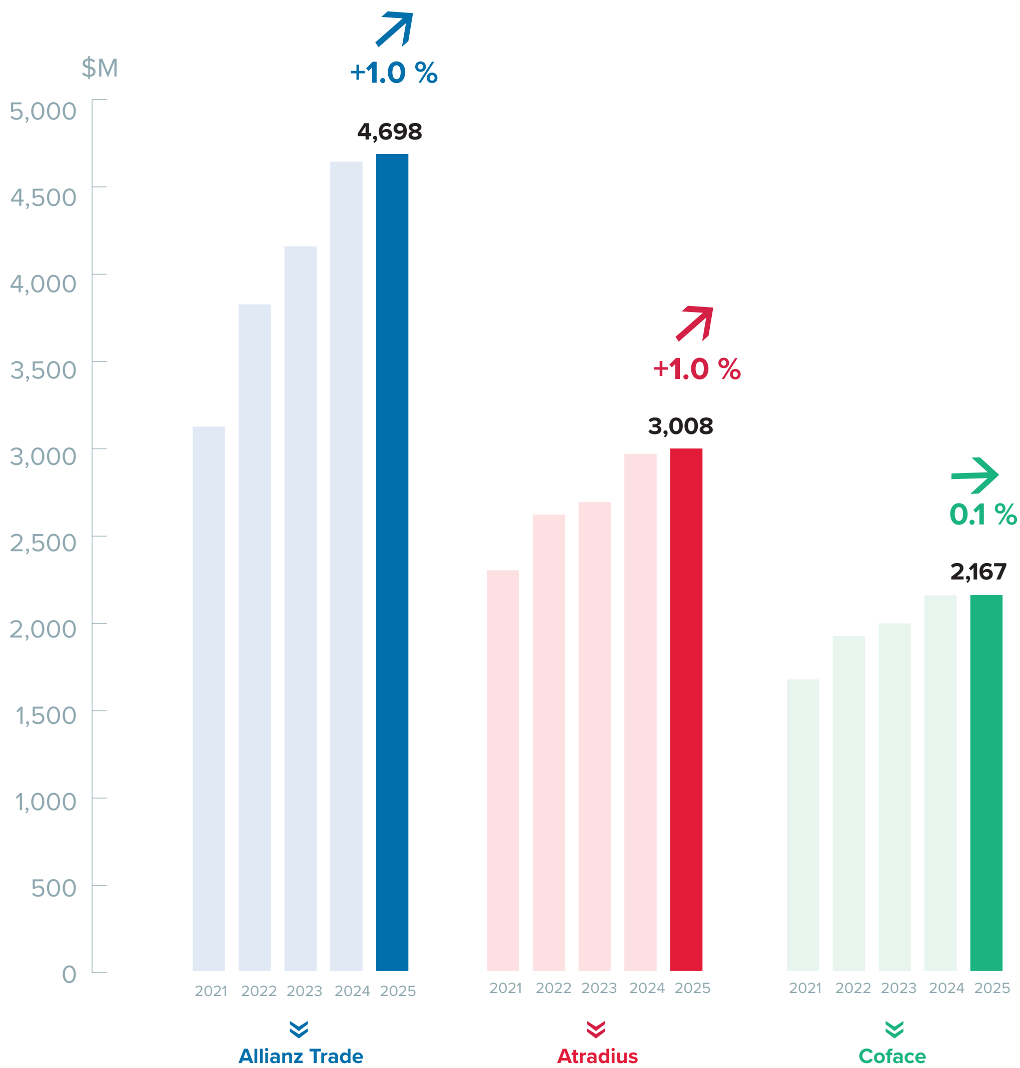
FOCUS ON MGAS:
The growth of MGAs continues. An MGA (Managing General Agent) is a specialist intermediary to which one or more insurers — or reinsurers — delegate their underwriting authority. Under a specific mandate (risk appetite, sectors, capacity limits), the MGA sets premiums, issues policies and, often, manages claims, in the name and on behalf of the insurer.
Examples:
• Cartan Trade: An MGA established in late 2021, this new European player in credit insurance is showing strong growth across Europe and is backed by Intact Insurance shareholder since 1 May 2026. SCOR now holds a minority stake.
• Mercury, established in 2015, is a dynamic Dutch insurer specializing in 'supplementary' insurance, which is reinsured by Lloyd's.

Revenue of the main insurers ($m) and key facts

Persistent geopolitical tensions, from the war in Ukraine to the recent conflicts in the Middle East, have continued to disrupt global value chains after several years of turbulence. Against this backdrop of rising risks, economic slowdown, and sluggish client activity, credit insurers posted only modest growth, averaging just 0.8%. This was their weakest growth in five years. Nevertheless, despite business insolvencies at a ten-year high, claims remained under control thanks to risk prevention that keeps improving with technological progress.

This moderate trend has been accompanied by unwavering support for policyholders, as shown by the +3% increase in average risk exposure compared with 2024 (see "total insured receivables" below), demonstrating that the growth in risks taken on by the market exceeds that of its business.

At AU Group, we estimate the size of the market at approximately $11.6 billion in premiums in 2025, versus $11.5 billion in 2024. However, as recently pointed out by ICISA (International Credit Insurance & Surety Association), this estimate remains uncertain due to the difficulty of accessing data.



Allianz Trade

Allianz Trade's revenue reached an all-time high to $4.7 billion. Growing for the fourth consecutive year, the Allianz subsidiary posted +1% revenue growth, consolidating its leadership position and maintaining its lead over competitors. Benefiting from its "AA" rating from S&P, the insurer is in high demand from banks for risk-transfer transactions, enabling them to optimize their capital requirements under prudential standards.

Atradius

Atradius posted record revenue of $3 billion in 2025 (+1% vs 2024). A reshuffled board, the establishment of a Lloyd's syndicate, and investment in technology and in its ESG program were the highlights of the year for the Spanish-Dutch insurer. With a steady, well-managed growth trajectory, Atradius confirms its resilience in a turbulent international environment.

Coface

Coface reported stable revenue of $2.17 billion in 2025. Despite the continued rise in business insolvencies, the loss ratio remains under control as the company celebrates its 80th anniversary (founded in 1946), demonstrating its ability to weather economic shocks. Midway through its "Power the Core" strategic transformation plan (2024-2027), Coface is pursuing its investment policy in data and technology, with the creation of a division dedicated to innovation and connectivity. Its business information services continue to grow (+4% vs 2024).

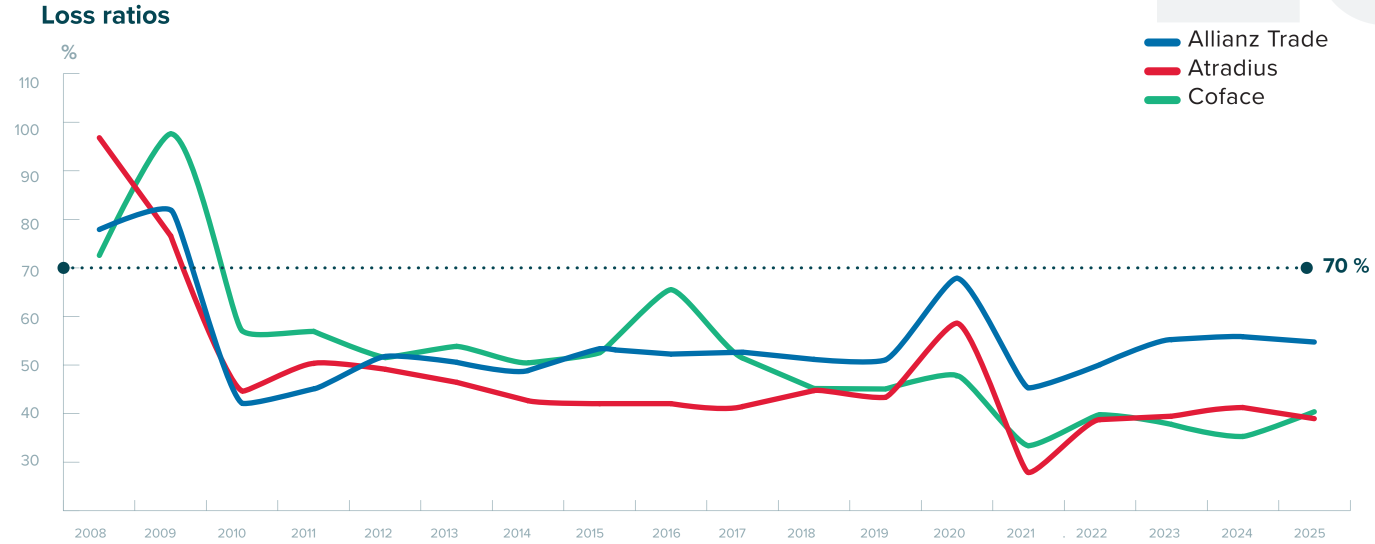
Focus : The strategic importance of access to Lloyd's.
The launch of Lloyd's Syndicates by Coface (2546) and Atradius (1864) in 2025 represents a significant structural development in the trade credit insurance market. Establishing a presence within Lloyd's gives both insurers access to its underwriting platform and its superior financial strength rating, enabling them to develop solutions for banks and other financial institutions, particularly for financing transactions that require counterparties with a top-tier credit rating.

Profitability of the players

Loss ratios and net combined ratios (%)

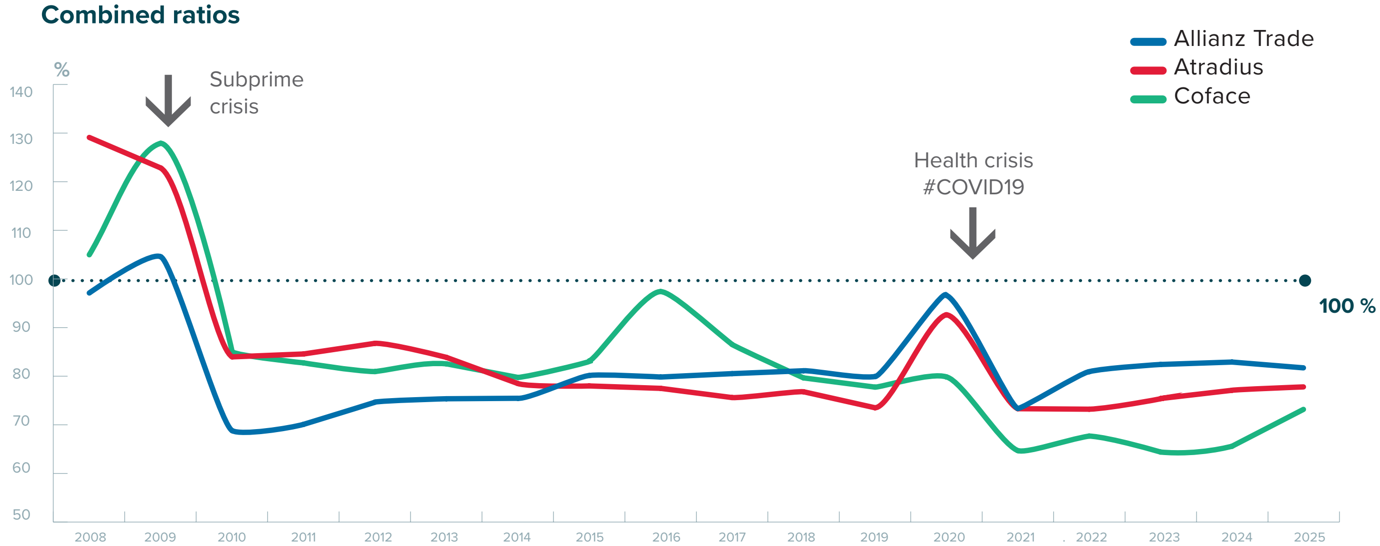
Insurers' profitability is analyzed through loss ratios (claims over premiums) and combined ratios (loss ratios plus overhead costs).

Loss ratios



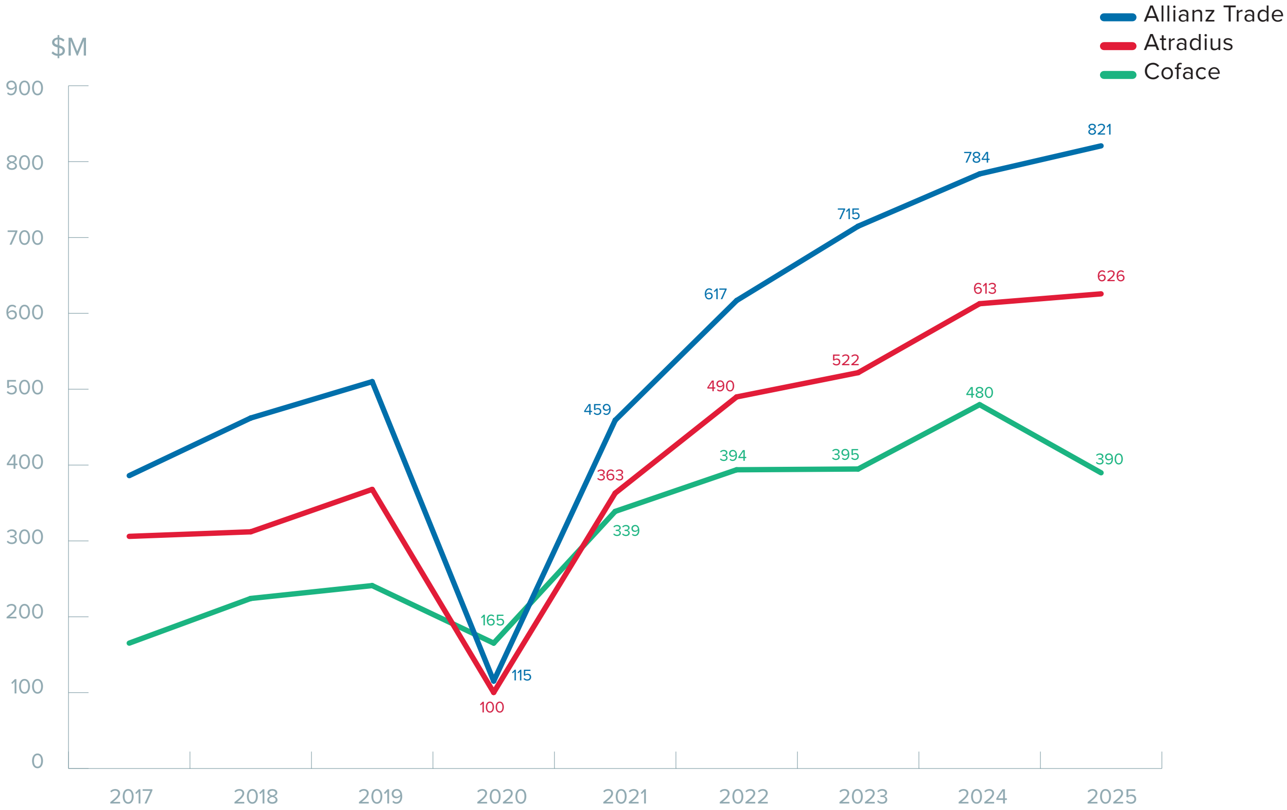
The theoretical break-even point for this ratio is 70%: companies consider operations loss-making above 70%, given their overhead and reinsurance costs. In 2025, Allianz posted a stable loss ratio of 54.7%. Coface's ratio rose by 5.1 pts, mainly due to an increase in claims paid (particularly in North America and Latin America). Atradius, by contrast, saw its ratio fall by 2.3 pts to 38.9%, the lowest loss ratio of the "Big 3".

Combined ratios



- The theoretical break-even point for the net combined ratio is 100%: companies consider operations loss-making above 100%.
- Two major crises have significantly impacted insurers' combined ratios over the past 20 years: the subprime crisis, with a very sharp rise in business insolvencies and therefore in claims paid to policyholders, and the COVID-19 crisis, which caused a marked deterioration in insurers' combined ratios due to premium sharing with governments under state reinsurance schemes.
- The end of government support schemes for businesses and the upward trend in insolvencies confirm the return to normal, with the curves converging once again (Allianz: 81.7%, Atradius: 77.7%, Coface: 73.1%).

Operating results ($M)



Since 2021, the recovery in profitability has been remarkable:
• Allianz Trade posted a record operating result of $821 (+5%),
• Atradius also reached an all-time high: $626M (+2% vs 2024),
• Coface, by contrast, recorded a -19% decline in its operating result, down to $390M. This is mainly explained by its technology investment policy and higher staff costs.

When measured against revenue, Atradius shows the best profitability ratio at 21%, ahead of Coface (18%) and Allianz Trade (17%).

Net results ($M)

The still-contained level of claims explains these good results. **Net profit after tax** followed the same trend:

Allianz Trade does not disclose its net result, but based on an operating result of $821 million, we estimate that the German insurer posts (by far) the highest net profit in the sector.

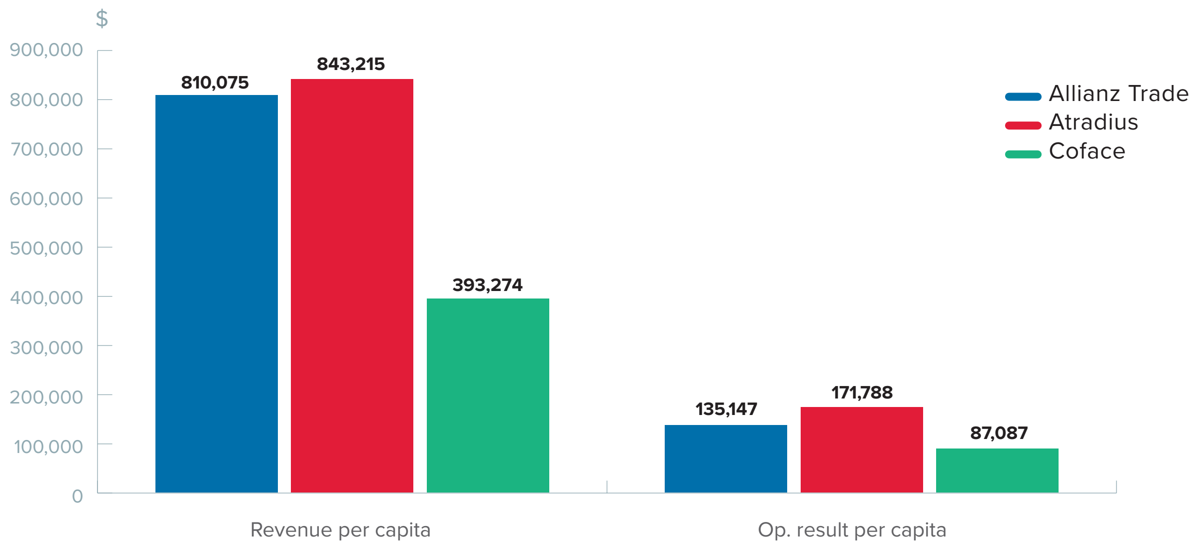
Atradius recorded a record profit of $469M, up +2% (vs 2024).

Coface's net profit came to $260M, although below its 2024 level.

Headcount and productivity

Productivity	Allianz Trade	Atradius	Coface
Headcount	5,800	3,567	5,511
Revenue per capita	**810,075**	**843,215**	**393,274**
Op. result per capita	**135,147**	**171,788**	**87,087**

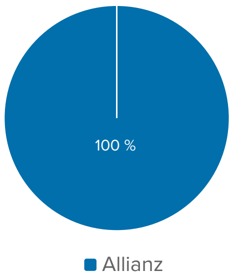
Allianz Trade employs around 5,800 people, compared with 5,511 at Coface and "only" 3,567 at Atradius.
The ratio of revenue to headcount reflects the company's productivity, while operating results per employee reflect profitability per employee.



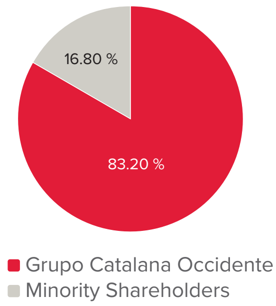
Atradius has achieved the best per-employee ratios for the past 5 years. However, Allianz Trade's ratios improved very significantly this year, and the gap is narrowing year after year. It should be noted that Coface is the insurance company with the most extensive global footprint (see geographical presence below), and that it has implemented a strategy to develop a business intelligence offering, which has required an increase in personnel costs.

Shareholding structure

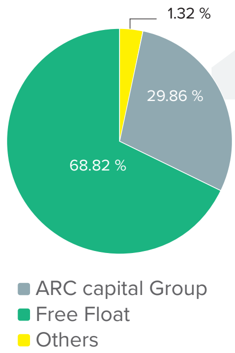
Allianz Trade



Atradius



Coface



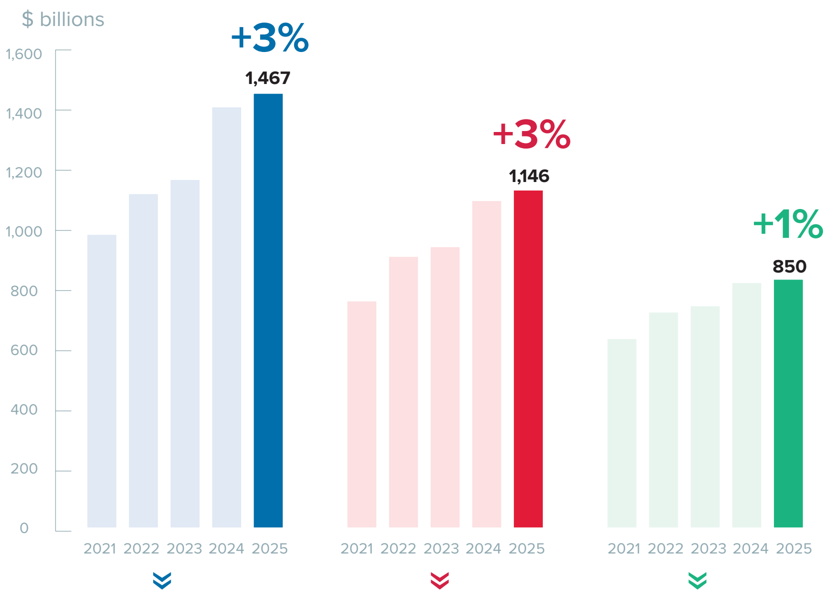
Allianz Trade is fully integrated (100%) into the German insurance group Allianz.

Atradius is based in Amsterdam but belongs to a Spanish family-owned holding company, Grupo Catalana Occidente, which owns more than 80% of its capital.

69% of Coface's capital is free float, with 29% held by Arch Capital, a US insurer based in Bermuda.

Total insured receivables (in $ billions)

THE MAIN CREDIT INSURERS HAVE ALL INCREASED THEIR RISK EXPOSURE, AS FOLLOWS:



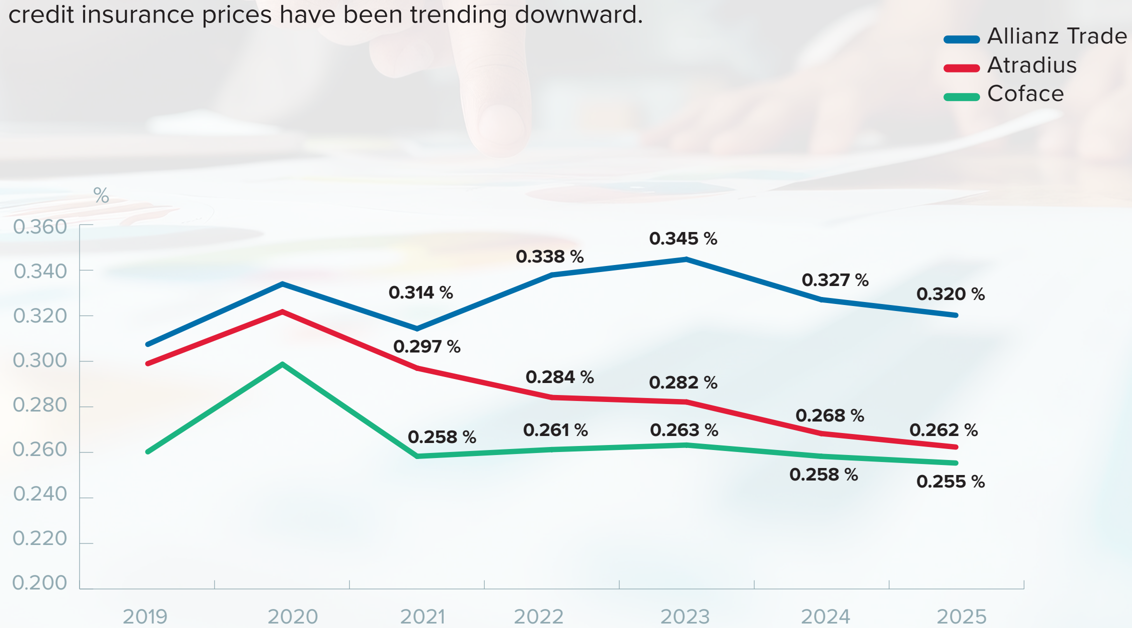
As of December 31, 2025, insurers' exposures amounted to approximately:

- $1,500 BB (*) for Allianz Trade (+3% vs 2024)
- $ 1,146 BB for Atradius (+3%)
- $ 850 BB for Coface (+1%)

Note that Sinosure confirmed in its 2024 annual report that it had reached the threshold of USD 1,000 billion in credit limits issued.

(*) Allianz Trade's exposure is an estimation.

Comparing risk exposure with the main players' revenue gives an average cost of risk transfer per company. Over the past 3 years, credit insurance prices have been trending downward.



Financial ratings

The following ratings were updated as of June 30, 2026.

COMPAGNIES	FINANCIAL STRENGH RATINGS			
	Standard & Poor's	Moody's	Fitch	A.M. Best
AIG	AA- outlook stable	A1 outlook stable	AA- outlook stable	A outlook positive
ALLIANZ TRADE	AA outlook stable	Aa2 outlook stable		A+ outlook stable
ATRADIUS		A1 outlook stable		A outlook stable
AXA	AA outlook stable	Aa2 outlook stable		A+ outlook stable
CHUBB	AA outlook stable	Aa2 outlook stable	AA outlook stable	A++ outlook stable
COFACE		A1 outlook stable	AA- outlook stable	A/a+ outlook stable
CREDENDO	A outlook stable			
GROUPAMA			A+	
LIBERTY MUTUAL	A outlook stable	A2 outlook stable		A outlook stable
MARKEL	A outlook stable	A2 outlook stable		A outlook stable

Geographic presence of the top 3 credit insurers

Directly or via "fronting" partners, the top 3 credit insurers have a worldwide network in order to provide local service to their policyholders and, in particular, to make underwriting decisions close to the risk. Coface still has the most comprehensive coverage, with its own offices or partners in 101 countries.

AFRICA

	Allianz Trade	Atradius	Coface
South Africa	•	•	•
Algeria			•
Benin			•
Burkina Faso			•
Cameroon			•
Côte d'Ivoire			•
Djibouti			•
Gabon			•
Gambia			•
Ghana			•
Guinea			•
Kenya		•	
Mali			•
Morocco	•		•
Mauritius			•
Mauritania			•
Niger			•
Nigeria			•
Uganda			•
Senegal			•
Togo			•
Tunisia	•	•	•

ASIA PACIFIC

	Allianz Trade	Atradius	Coface
Australia	•	•	•
Bangladesh			•
China	•	•	•
South Korea	•	•	•
Hong Kong	•	•	•
India	•	•	•
Indonesia	•	•	•
Japan	•	•	•
Malaysia	•	•	•
New Zealand	•	•	•
Pakistan			•
Philippines		•	•
Singapore	•	•	•
Taiwan	•	•	•
Thailand	•	•	•
Vietnam	•	•	•

LATIN AMERICA

	Allianz Trade	Atradius	Coface
Argentina	•	•	•
Brazil	•	•	•
Chile	•	•	•
Colombia	•		•
Ecuador			•
Guatemala			•
Mexico	•	•	•
Panama			•
Paraguay			•
Peru		•	•
Uruguay			•

NORTH AMERICA

	Allianz Trade	Atradius	Coface
Canada	•	•	•
United States	•	•	•

NORTHERN EUROPE

	Allianz Trade	Atradius	Coface
Germany	•	•	•
Denmark	•	•	•
Estonia	•		•
Finland	•	•	•
Iceland		•	•
Latvia	•	•	•
Liechtenstein			•
Lithuania	•	•	•
Norway	•	•	•
Netherlands	•	•	•
Sweden	•	•	•

WESTERN EUROPE

	Allianz Trade	Atradius	Coface
Belgium	•	•	•
Spain	•	•	•
France	•	•	•
Greece	•	•	•
Ireland	•	•	•
Italy	•	•	•
Luxembourg		•	•
Malta			•
Portugal	•	•	•
United Kingdom	•	•	•
Switzerland	•	•	•

CENTRAL EUROPE

	Allianz Trade	Atradius	Coface
Albania			•
Austria	•	•	•
Bosnia			•
Bulgaria	•	•	•
Cyprus			•
Croatia		•	•
Hungary	•	•	•
Kazakhstan			•
Macedonia		•	•
Montenegro			•
Poland	•	•	•
Czech Republic	•	•	•
Romania	•	•	•
Russia			•
Serbia		•	•
Slovakia	•	•	•
Slovenia		•	•

MIDDLE EAST

	Allianz Trade	Atradius	Coface
Saudi Arabia	•	•	•
Bahrain	•		•
Brunei			•
United Arab Emirates	•	•	•
Egypt			•
Israel	•	•	•
Jordan			•
Kuwait	•		•
Lebanon			•
Oman	•		•
Qatar	•		•
Turkey	•	•	•

FOOTPRINT

	Allianz Trade	Atradius	Coface
Number of countries	56	58	101

AU Group

1929 founding of AU Group	**100%** independent	**+5,100** clients
50 countries where AU Group is present	**310** staff with deep expertise	**+ $430 Bn** in annual guaranteed commercial transactions

CREDIT INSURANCE | FACTORING | POLITICAL RISK

SURETY | CREDIT MANAGEMENT PLATFORM | E-COMMERCE / BNPL

AU Group is an insurance brokerage and advisory firm specialising in credit and political risk insurance, factoring and surety. Its mission is to support companies at every stage of their lifecycle, helping them grow and secure their transactions in an ever-changing world. To achieve this, AU Group arranges insurance for commercial transactions against non-payment risks and for export contracts and assets against political risks, as well as facilitating access to financing and bonding solutions.

91 rue du Faubourg Saint-Honoré
75008 Paris - France
+33 1 42 66 66 46

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