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2025

Global Credit Insurance market survey

AU GROUP

Tomorrow
is today's business

Key events

in 2024/2025 impacting the business climate

GEOPOLITICAL INSTABILITY

The past few months have been marked by the proliferation and escalation of armed conflicts across the globe — in Ukraine, Israel, Palestine, Iran, India, Lebanon, and Pakistan — as well as rising tensions between China and Taiwan. These developments have been compounded by exceptional political events, including Narendra Modi's lukewarm victory in India (securing a third term but losing his parliamentary majority), the unexpected dissolution of the French National Assembly at the beginning of the summer, Donald Trump's victory in the United States, and the collapse of the ruling coalition in Germany.

SLUGGISH ECONOMIC OUTLOOK

Following a fading post-COVID recovery, eurozone growth has remained stagnant. China's economic outlook, dampened by escalating trade tensions with the United States, points to a slowdown, with growth forecasts ranging between 4.5% and 4.8%. More broadly, Trump's protectionist policies have hindered hopes of a global economic rebound by driving up the prices of imported goods, eroding household purchasing power, and curbing consumption and investment across major economies.

RESURGENCE IN CORPORATE INSOLVENCIES

The year 2024, along with the early months of 2025, has seen a significant rise in global corporate insolvencies which are up by 10% compared to 2023. The eurozone has experienced a particularly sharp acceleration, with an average increase of 19%. While a post-COVID catch-up effect remains evident, the trend is increasingly concerning in the following countries:

- Singapore, Italy, and Turkey: +45% vs 2023
- Brazil, the Netherlands, and Ireland: over +30%
- Canada, Hong Kong, the United States, and Germany: over +20%

The most affected sectors include construction, retail, and services, which remain highly exposed to these pressures.

2025

AU Group's outlook on the credit insurance market 2024–2025

RISK APPETITE

Despite the warning signs mentioned above, no significant withdrawal of cover by insurers has been observed thus far. On the contrary, exposures taken by insurance companies continued to grow in 2024, rising by 7% according to ICISA — a pace that outstrips the growth in premiums, which have remained broadly stable compared to 2023. The primary concern for credit insurers remains the prolonged global economic slowdown, which is putting increased pressure on the most vulnerable companies and reducing the revenue of insurers, given that premiums are closely correlated with the sales turnover of policyholders.

RESILIENCE

Despite ongoing economic volatility, the credit insurance business model has proven highly resilient. Its ability to withstand market cycles while remaining profitable underscores the financial strength of the various insurers in this sector. This environment is also conducive to the emergence of new entrants — including insurers, MGAs, and credit default swap providers.

CREDIT ENHANCEMENT

The use of credit insurance to support receivables financing programmes (factoring, securitisation, asset-based lending) remains one of the market's main growth drivers. Whether for banks, payment institutions, or fintechs seeking to transfer credit risk to the market and optimise capital requirements, or for corporates looking to implement flexible financing solutions (off-balance-sheet or not), this trend remains the primary source of new business for trade credit insurers. Ongoing geopolitical instability is also contributing to increased credit insurance penetration, particularly among SMEs and mid-sized companies.

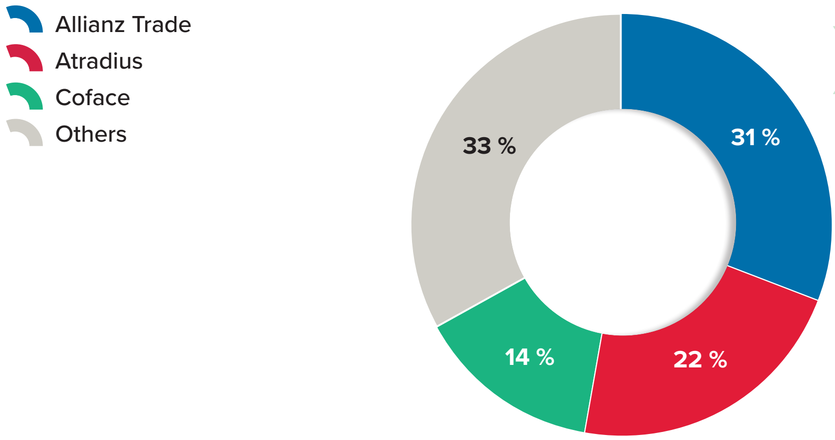
AI IN CREDIT MANAGEMENT

While true artificial intelligence remains rare, related technologies such as RPA (Robotic Process Automation), scoring models, and APIs are widely adopted. Credit insurers, Fintechs, rating agencies, and platform providers are leveraging algorithmic models to automate risk analysis, accelerate decision-making processes, and optimise collections. Brokers, meanwhile, continue to play a key role by providing advisory services and escalation in risk underwriting. Despite technological advances, risk-taking on complex cases remains a human responsibility, underscoring that AI is a powerful tool — but not a substitute for human expertise.

As a specialist broker, AU Group continues to be at the forefront of the trade credit insurance market innovation. Our roadmap is simple: secure and finance trade, innovate for our clients, help to deliver faster decisions, optimise costs and automate processes.

Market share

The market remains dominated by 3 "global" insurers representing more than 65% of the total global market. We estimate the total market premium to be approx. €10.5 billion (stable versus 2023). Allianz Trade is the largest credit insurer with 31% market share followed by Atradius with 22% and Coface with 14% as of December 31st, 2024.



This calculation is an estimate by AU Group, excluding China Export & Credit Insurance Corporation ("Sinosure"), the public Chinese insurance company which had a turnover of approximatively €1.5 billion (net premium earned).

TWO KINDS OF INSURERS CAN BE DISTINGUISHED: "GLOBAL" AND "NICHE".

«Global» insurers, characterised by:
- a strong international presence
- detailed information on very large numbers of buyers in their global databases
- global capabilities in providing credit management services

Leading insurers in this category: Allianz Trade, Atradius and Coface.

«Niche» insurers, characterised by expertise in:
- particular products: Excess of loss, shared excess cover, top-up, single risk, single buyer, e-commerce (e.g.: AIG, Amynta, Axa XL, Chubb, Credendo TCI, Liberty Mutual, Lloyd's, Markel, Mercury, Nexus, QBE, Tokio Marine, etc.)
- certain geographical areas (e.g.: ATI, Cartan Trade, Cesce, Credendo, FCIA, ICIC, Intact, QBE, Sace etc.)
- different types of risk: political risk, non-transfer (e.g.: Beazley, Liberty Mutual, Lloyd's...)

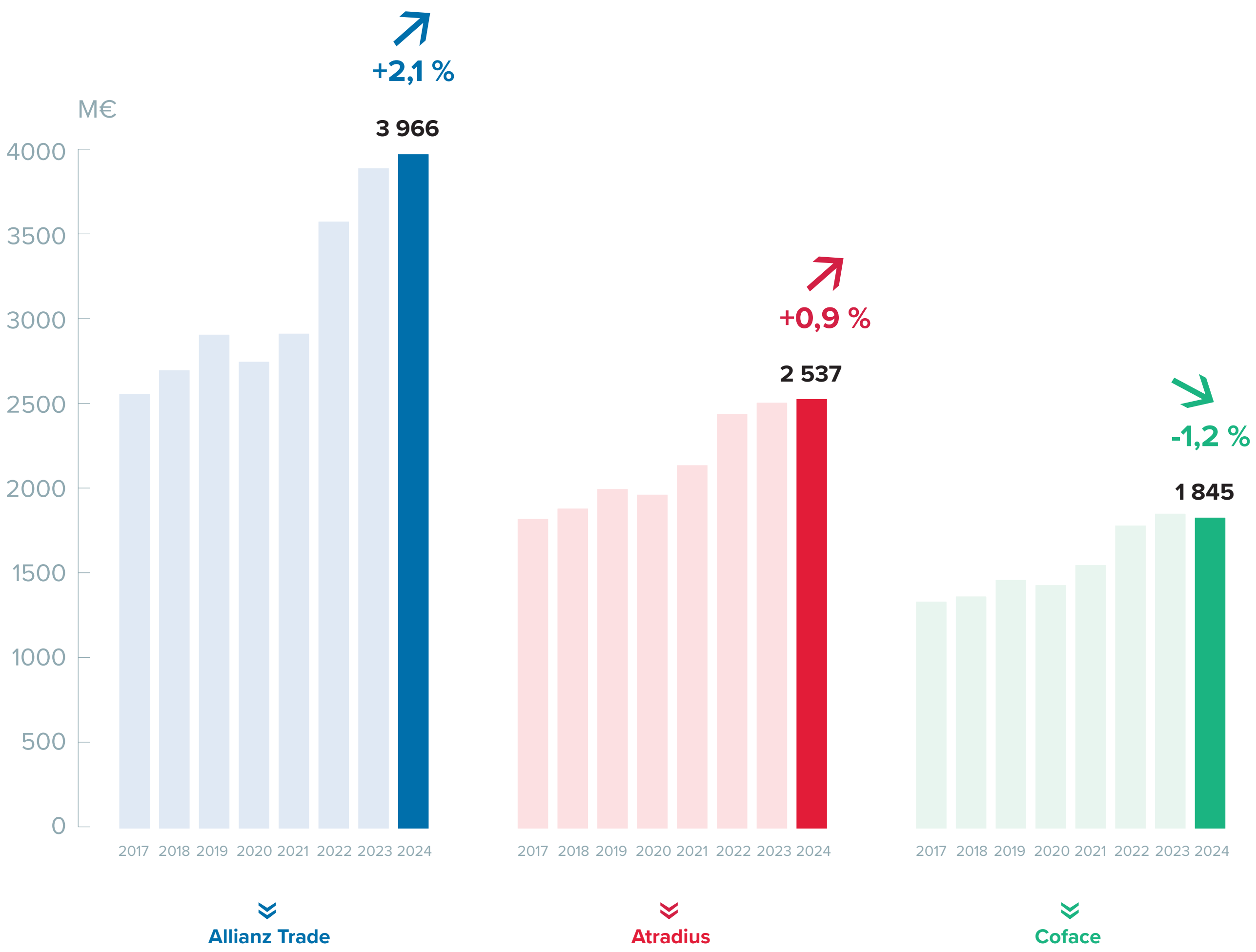
FOCUS ON MGA

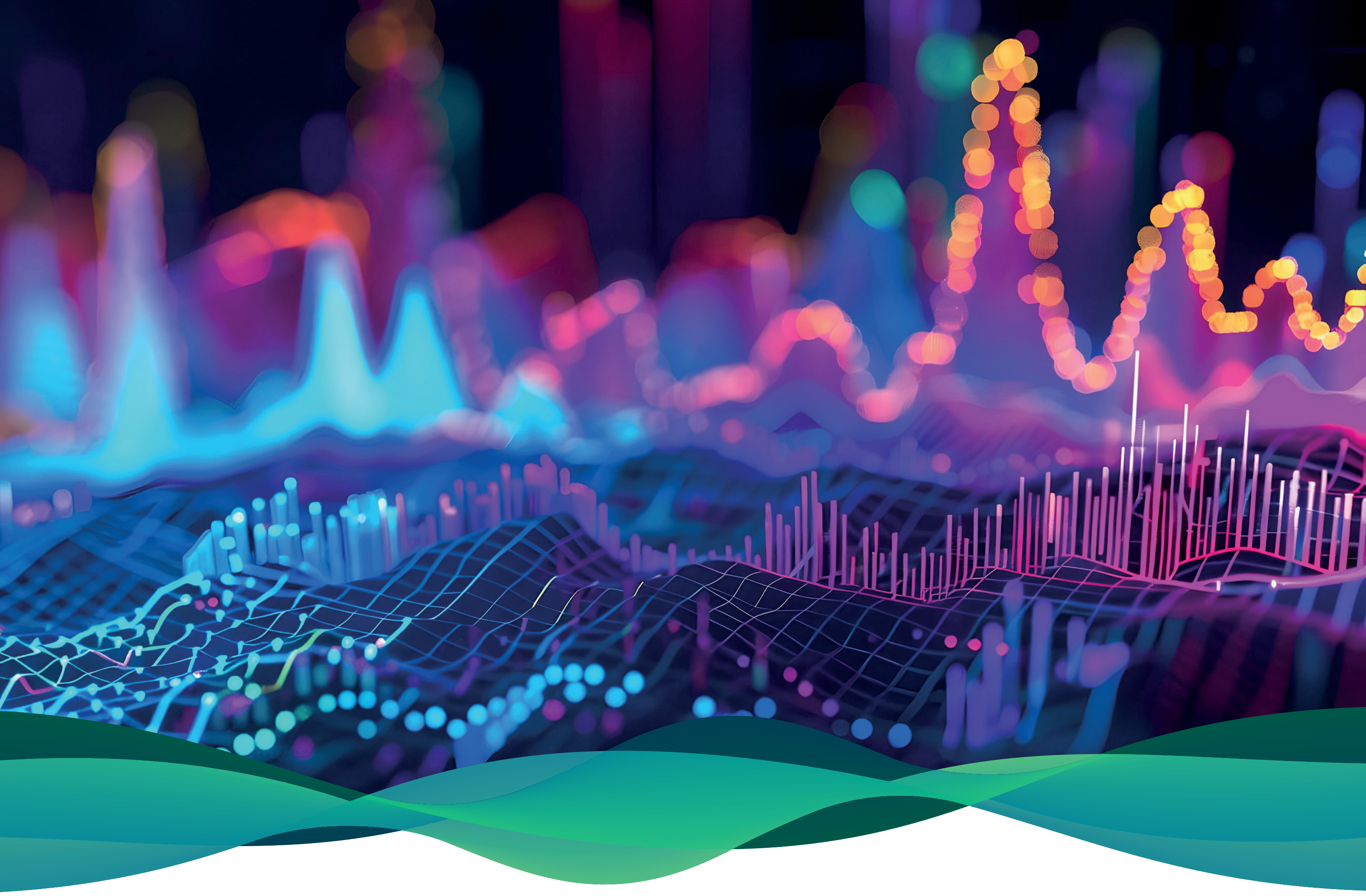
The MGA boom continues. MGAs stand for Managing General Agents and underwrite policies on behalf of insurers. MGAs do not bear the risk of the insurance policies they underwrite. This risk is transferred to the insurance companies they represent. MGAs concentrate on distribution, underwriting and customer service.

Turnover of the main insurers (M€) and key facts

Reflecting the broader economic stagnation, credit insurers have reported average revenue growth of less than 1% their weakest performance in four years. By comparison, average growth stood at 6% in 2024 and +15% in 2023. Nonetheless, in a context marked by geopolitical tensions and a slowdown in policyholders' activity, the sector's fundamentals remain solid. This moderate growth is accompanied by continued support to insured clients, as evidenced by a +5% increase in average risk exposure compared to 2023 (see below: "total potential exposure").

At AU Group, we estimate the size of the market at around 10.5 billion euros in premiums in 2024 (in line with 2023). It should be noted that, as the International Credit Insurance & Surety Association (ICISA) pointed out in a recent press release, estimating market size remains an uncertain task, as access to data is complicated.





Allianz Trade

Allianz Trade reached a historic revenue milestone, approaching €4 billion, marking its fourth consecutive year of sustained growth. Once again, the Allianz Group subsidiary delivered the strongest performance in the sector, with a +2.1% increase in revenues — further reinforcing its leadership and widening the gap with its competitors. Backed by its “AA” rating from S&P, the insurer remains a preferred partner for banks seeking credit risk transfer solutions to optimise capital requirements under regulatory frameworks. In parallel, Allianz Trade has also made notable strides in the surety bond market, expanding its footprint in this segment.

Atradius

Atradius, the Spanish-Dutch insurer, also recorded the highest level of income in its history (2.54 billion euros as of 31/12/24) ensuring a steady growth. This performance is underpinned by strong client retention and an active diversification strategy, two key pillars for this family-governed group. As part of its international expansion strategy, Atradius has announced the opening of new office in Lithuania further strengthening its presence in both the credit insurance and surety markets.

Coface

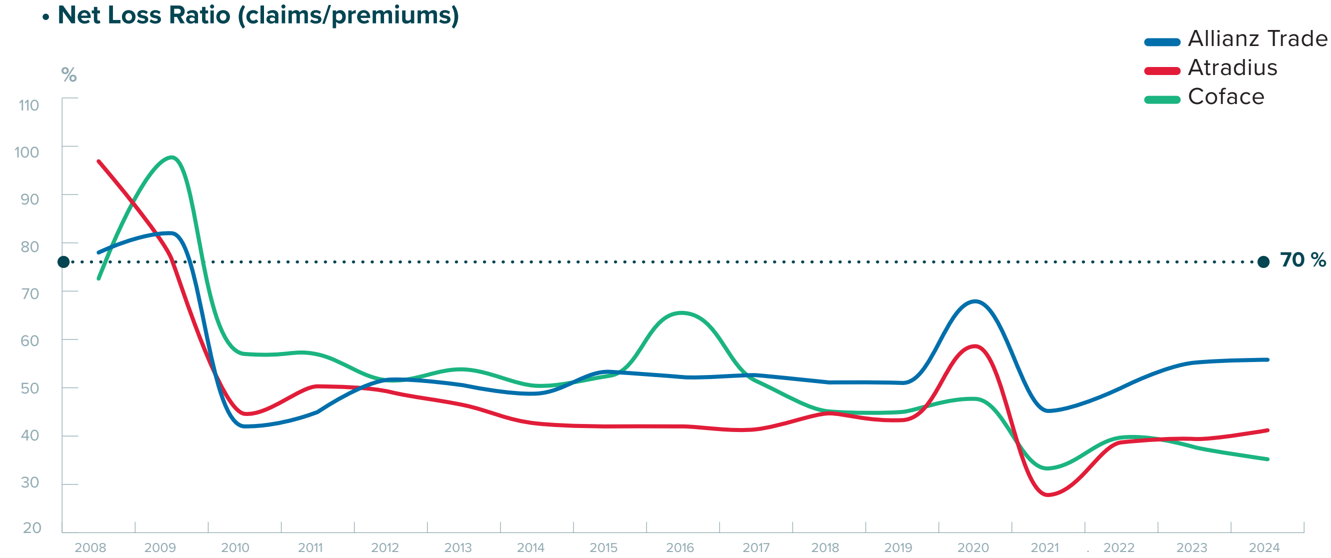
In 2024, Coface reported stable revenues despite a deteriorating credit risk environment, characterised by a continued rise in corporate insolvencies. This commercial resilience is underpinned by strong momentum in its service activities, particularly Business Information (sales of commercial and financial data) and third-party debt collection for uninsured clients.
The year also marked the launch of its new strategic plan, «Power the Core», which confirms the insurer’s focus on organic growth and revenue diversification.

Profitabiliy of the main insurers (M€)

Loss ratio (claims/premiums) and combined ratio (%)

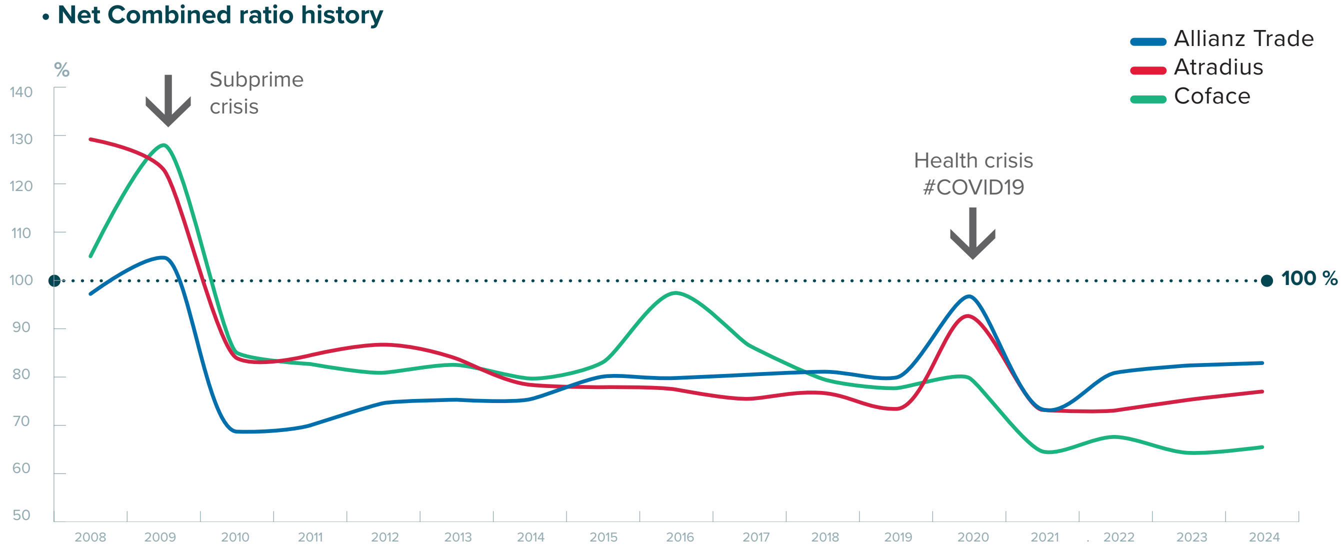
Insurers' profitability is determined by their Loss Ratio (claims/premiums) and their Combined Ratio (Loss ratio plus overhead expenses).

• Net Loss Ratio (claims/premiums)



The theoretical break-even point for this ratio is 70%, with companies considering that they are operating at a loss above 70%. In 2024, Allianz Trade reported a stable claims-to-premium ratio, with a slight increase of +0.6 percentage points, while Atradius saw a rise of +1.8 points. In contrast, Coface recorded a 2.5 point decrease, continuing a downward trend in claims frequency.

• Net Combined ratio history

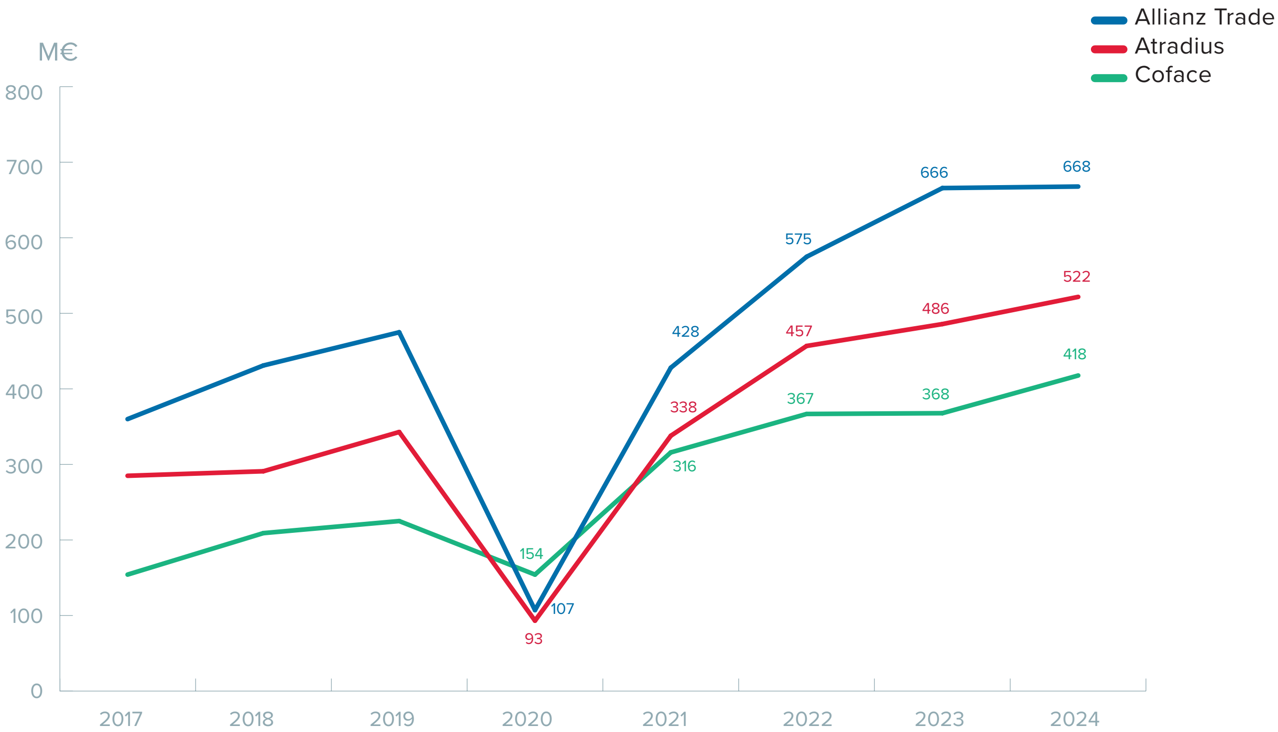


- The theoretical break-even point of the combined ratio is 100% (above which Insurers consider that their operations generate a loss).

- Two major crises have had a major impact on insurers' combined ratios in the last 20 years: the subprime crisis, with a sharp rise in corporate failures and consequent compensation payments to policyholders. The COVID 19 crisis, for its part, led to a deterioration in insurers' combined ratios due to the sharing of premiums with governments under state reinsurance agreements.

- The end of government business support schemes and the trend towards a gradual increase in claims confirm a return to normal levels of insolvencies.

Operating result (M€)



Since 2021, the industry has experienced a solid rebound in profitability — a trend that continued strongly in 2024:

- Allianz Trade reported a stable operating income of €668 million,
- Atradius posted €522 million, up 7% year-on-year,
- Coface recorded the strongest growth, with a 14% increase to €418 million.

When measured against revenues, Coface delivered the highest profitability ratio at 23%, ahead of Atradius (21%) and Allianz Trade (17%).

Net profit after tax

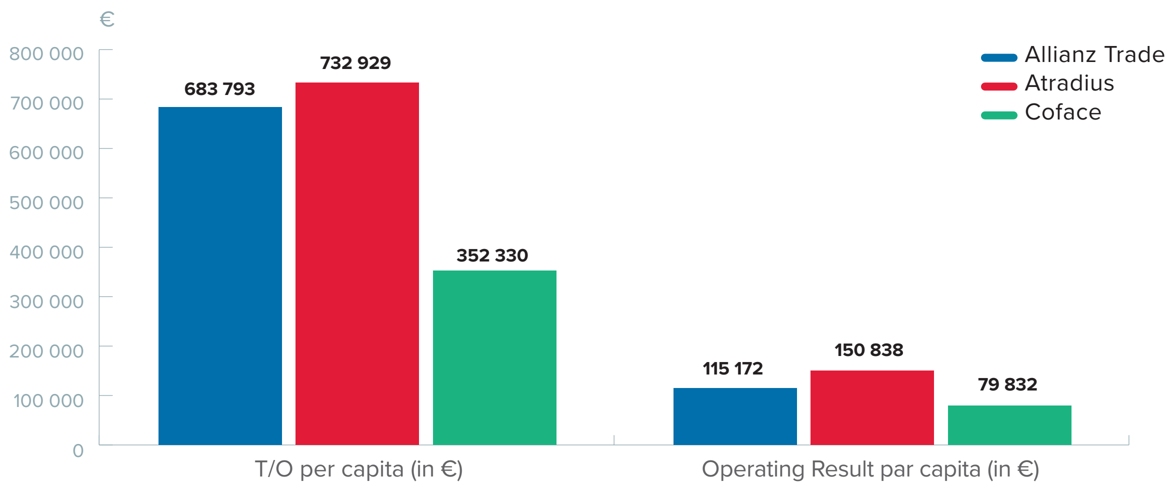
The still-contained level of claims explains these strong results. **Net income after tax** followed the same trend:

- Allianz Trade does not disclose its net income, but based on an operating profit of €668 million, we estimate that the German insurer has by far the highest net income in the industry.
- Atradius reported a profit of €392 million, up 5.4% compared to 2023.
- Coface recorded a net income of €261 million, an increase of 8.6% compared to 2023 (€240 million).

Headcount & productivity

Productivity	Allianz Trade	Atradius	Coface
Headcounts	5 800	3 462	5 236
T/O per capita (in €)	**683 793**	**732 929**	**352 330**
Operating Result par capita (in €)	**115 172**	**150 838**	**79 832**

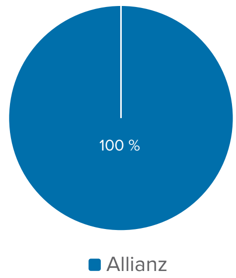
Allianz Trade employs approximately 5,800 people, compared to 5,236 for Coface and just 3,462 for Atradius. The revenue-to-headcount ratio reflects the companies' productivity, while operating profit per employee indicates profitability per staff member.



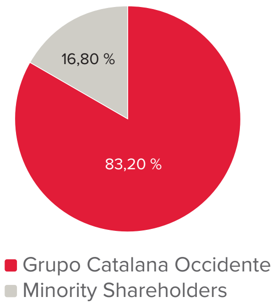
For the past 5 years, Atradius has posted the best ratio Turnover per employee. Nevertheless, Allianz Trade saw its ratios improve sharply this year, and the gap is narrowing year by year.

Shareholder

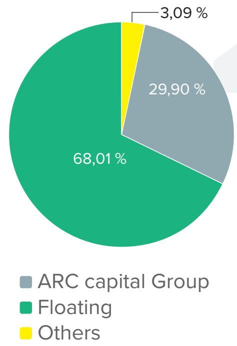
Allianz Trade



Atradius



Coface



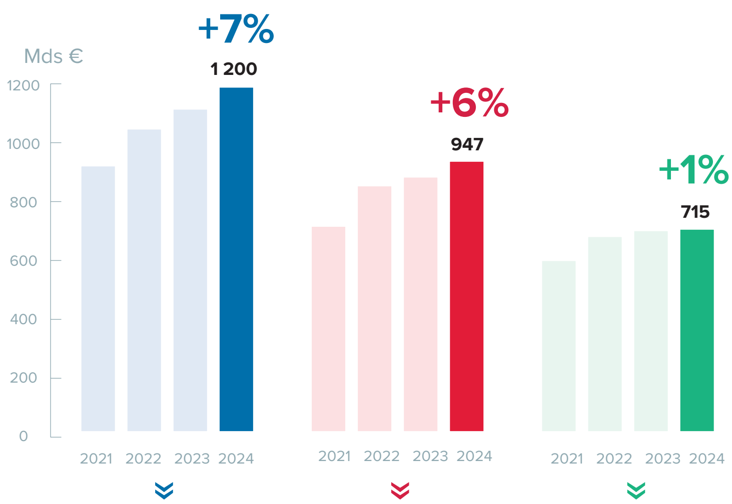
Allianz Trade is fully integrated into the German insurance group Allianz.

Atradius is based in Amsterdam but belongs to Spanish family holding company : Gruppo Catalane Occidente.

68% of Coface's capital is held by floating shareholders and 29% is held by Arch Capital, an American fund based in Bermuda.

Total potential exposure (in bn€)

THE MAIN CREDIT INSURERS HAVE INCREASED THEIR TOTAL POTENTIAL EXPOSURE IN 2024 AS FOLLOWS:



As of year-end 2024, total exposure levels for the main credit insurers are estimated as follows:

- €1,200 billion for Allianz Trade (+7% vs 2023), making it the only insurer to exceed the €1 trillion threshold,
- €947 billion for Atradius, compared to €893 billion in 2023,
- €715 billion for Coface, versus €710 billion in 2023.

Largely driven by Allianz Trade, the average exposure growth across the three main credit insurers reached +5%. Meanwhile, ICISA, which consolidates data from most market participants, reported a +7.5% increase in insured exposures, reaching €3.5 trillion, up from €3.3 trillion in 2023.Despite the challenging economic and geopolitical context, it is worth noting that insurers' exposure grew by more than 5% — outpacing premium growth (+1%) — reflecting strong risk support and sustained market confidence in an uncertain environment.

(*) Estimate

Ratings

(Update june 2025)

INSURERS	FINANCIAL STRENGHT RATINGS			
	Standard & Poors	Moody's	Fitch	A.M. Best
AIG	A+ outlook positive	A2 outlook positive	A+ outlook stable	A outlook stable
ALLIANZ TRADE	AA outlook stable	Aa2 outlook stable		A+ outlook stable
ATRADIUS		A1 outlook stable		A outlook stable
AXA	AA-positive	Aa3 positive		A+ outlook stable
CHUBB	AA outlook stable	Aa2 outlook stable	AA outlook stable	A++ outlook stable
COFACE		A1 outlook stable	AA- outlook stable	A+ outlook stable
CREDENDO	A outlook stable			
GROUPAMA			A+ outlook stable	
LIBERTY MUTUAL	A outlook stable	A2 outlook stable		A outlook stable
MARKEL	A outlook stable	A2 outlook stable		A outlook stable
QBE	AA- outlook stable		A+ outlook positive	A outlook stable

“Big 3” footprint

Directly or via fronting partners, the “Big 3” have a global network to provide local service to their policyholders and in particular to assess local risk. Coface has the broadest network in 101 countries.

AFRICA

	Allianz Trade	Atradius	Coface
Algeria			●
Benin			●
Burkina Faso			●
Cameroon			●
Djibouti			●
Gabon			●
Gambia			●
Ghana			●
Guinea			●
Ivory Coast			●
Kenya		●	
Mali			●
Mauritania			●
Mauritius			●
Morocco	●		●
Niger			●
Nigeria			●
Senegal			●
South Africa	●	●	●
Togo			●
Tunisia	●	●	●
Uganda			●

ASIA PACIFIC

	Allianz Trade	Atradius	Coface
Australia	●	●	●
Bangladesh			●
China	●	●	●
Hong Kong	●	●	●
India	●	●	●
Indonesia	●	●	●
Japan	●	●	●
Malaysia	●	●	●
New Zealand	●	●	●
Pakistan			●
Philippines		●	●
Singapore	●	●	●
South Korea	●	●	●
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	●	●	●
USA	●	●	●

NORTHERN EUROPE

	Allianz Trade	Atradius	Coface
Denmark	●	●	●
Estonia	●		●
Finland	●	●	●
Germany	●	●	●
Iceland		●	●
Latvia	●	●	●
Lichtenstein			●
Lithuania	●	●	●
Netherlands	●	●	●
Norway	●	●	●
Sweden	●	●	●

WESTERN EUROPE

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

CENTRAL EUROPE

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

MIDDLE EAST

	Allianz Trade	Atradius	Coface
Bahrain	●		●
Brunei			●
Egypt			●
Israel	●	●	●
Jordan			●
Kuwait	●		●
Lebanon			●
Oman	●		●
Qatar	●		●
Saudi Arabia	●	●	●
Turkey	●	●	●
UAE	●	●	●

FOOTPRINT

	Allianz Trade	Atradius	Coface
NUMBER OF COUNTRIES	55	58	101

What to expect in 2025?

RISK POLICY

Since the beginning of 2025, the credit insurance market is shifting toward stricter risk management by major players. Persistently high corporate insolvency rates, escalating geopolitical tensions, ongoing conflicts, trade frictions, and the increasing fragmentation of global value chains are prompting insurers to adopt a more selective approach. This is reflected in a tightening of risk appetite, particularly in sensitive regions or highly exposed sectors.

We are already observing stricter underwriting policies, resulting in a slight reduction in average coverage rates. Nevertheless, insurers' response to this volatile mix of risk factors has remained relatively measured.

PRICING POLICY

In this context, companies with persistently high claims ratios will continue to face premium adjustments, while others will see their policies renewed on largely unchanged terms. Conversely, the strong appetite for new business — at a time when premiums on existing portfolios remain flat due to lacklustre turnover growth — is pushing insurers to adopt increasingly aggressive pricing strategies, especially for previously uninsured clients, without compromising on the level of coverage granted.

WORDING ADJUSTMENTS

At the same time, insurers are seeking to streamline their IT systems, underwriting standards, and policy wordings. This drive toward efficiency is limiting flexibility when it comes to negotiating exceptions or tailoring contractual terms to specific situations. Exceptions are becoming rarer, in favour of greater standardisation of coverage frameworks.

Strategic Implications: In the face of this threefold shift — tighter risk selection, targeted pricing adjustments, and increasing contractual rigidity — companies will need to anticipate and adopt a more strategic approach to managing customer credit risk. Now more than ever, in this uncertain environment, AU Group stands ready to support businesses of all sizes, working to protect their coverage lines, advocate their interests, and secure terms best suited to their risk profile.

in

AU Group

1929
founding of AU Group

100%
independent

+5 100
clients

50
countries where AU Group is present

310
staff with deep expertise

+ €380 Bn
in annual guaranteed commercial transactions

AU Group, a brokerage and consultancy firm specialising in credit & political risk management and working capital financing, advises and supports its customers in an innovative way to develop bespoke solutions :

CREDIT INSURANCE
FACTORING
POLITICAL RISK
SURETY
CREDIT MANAGEMENT PLATFORM
E-COMMERCE / BNPL

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