

# **Trade Credit Insurance Market – Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Component (Products, Services), By Coverage (Whole Turnover Coverage, Single Buyer Coverage), By Application (Domestic, International), By Enterprise Size (Large Enterprises, Small & Medium Enterprises), By Industry Vertical (Food & Beverages, IT & Telecom, Metals & Mining, Healthcare, Energy & Utilities, Automotive, and Others), By Region, By Competition , 2018-2028**

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## **Abstracts**

Global Trade Credit Insurance Market was valued at USD 10.45 billion in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 10.23% through 2028. Global trade credit insurance, also known as export credit insurance or trade credit risk insurance, is a specialized financial tool that safeguards businesses engaged in international trade against the risks associated with selling goods or services on credit terms. This insurance product offers protection against non-payment or insolvency of buyers, helping companies maintain financial stability and continuity.

Key features of global trade credit insurance include risk mitigation, which shields businesses from the financial impact of buyer defaults, enhancing market expansion by reducing risk barriers to entering new markets, improving financing options as insured receivables are more attractive to lenders, and supporting effective risk assessment through the evaluation of buyer creditworthiness.

In an increasingly globalized economy, global trade credit insurance plays a critical role in promoting international commerce by providing businesses with the confidence to engage in cross-border transactions, mitigate uncertainties, and manage credit risk effectively. It is an indispensable tool for companies looking to expand their global reach, optimize working capital, and protect themselves against the challenges of the dynamic and interconnected world of trade.

## Key Market Drivers

### Globalization and International Trade Expansion

The relentless march of globalization has significantly expanded international trade, with businesses of all sizes engaging in cross-border transactions. As companies seek opportunities in new markets, they encounter diverse economic environments, regulatory frameworks, and payment practices. This diversity increases the risk of non-payment or delayed payment from foreign buyers. Trade credit insurance becomes a crucial tool in mitigating these risks, allowing companies to explore new markets and expand their international footprint with confidence. The driver of globalization necessitates the need for trade credit insurance as a safety net for businesses navigating the complexities of the global marketplace.

### Economic Uncertainty and Market Volatility

Economic uncertainty and market volatility are perennial challenges in the world of business. Factors like fluctuating exchange rates, geopolitical tensions, and economic downturns can disrupt supply chains and create uncertainties in the payment behavior of buyers. Trade credit insurance steps in to provide stability and security in such uncertain times. Businesses can protect their accounts receivable and guard against the financial impact of buyer defaults or insolvency. This driver is particularly evident during economic crises when businesses turn to trade credit insurance as a means to weather the storm and ensure their financial viability.

### Access to Financing and Working Capital Optimization

Trade credit insurance not only safeguards businesses from potential losses but also enhances their access to financing and improves working capital management. Insured receivables are viewed more favorably by lenders, which means businesses can secure better loan terms and lower interest rates. This access to financing can be a critical driver for companies looking to invest in growth, expand operations, or even fund day-to-

day operations. Additionally, by minimizing the risk of unpaid invoices, trade credit insurance helps businesses optimize their working capital by reducing the need for large cash reserves to cover potential bad debts. This driver underscores the financial benefits that trade credit insurance brings to the table.

## Compliance and Risk Management

In today's complex global business environment, regulatory compliance and risk management are top priorities for companies. Trade credit insurance providers often offer valuable services beyond coverage, such as in-depth credit risk assessment of potential buyers. This risk assessment not only helps companies make informed decisions about trading partners but also ensures compliance with internal risk management policies and external regulatory requirements. Businesses can align their risk exposure with their risk appetite, striking a balance between growth and risk mitigation. As regulatory scrutiny intensifies, trade credit insurance serves as a proactive tool for companies to demonstrate due diligence in their risk management efforts.

As a result, these four drivers underscore the importance of global trade credit insurance in the modern business landscape. It enables companies to navigate the challenges of globalization, manage economic uncertainty, optimize their finances, and maintain rigorous risk management practices. As international trade continues to evolve, trade credit insurance remains a crucial instrument for businesses seeking growth and stability in an increasingly interconnected world.

## Key Market Challenges

### Economic and Geopolitical Uncertainty

Economic and geopolitical uncertainties pose one of the most significant challenges for global trade credit insurance. Factors such as trade tensions, currency fluctuations, and political instability can create an unpredictable business environment. In such circumstances, assessing the creditworthiness of buyers becomes more challenging, and the risk of defaults or insolvencies increases. Insurance providers must continually update their risk models and underwriting practices to adapt to these uncertainties. Additionally, sudden economic downturns, as witnessed during the global financial crisis of 2008 and the COVID-19 pandemic, can lead to a surge in claims, straining the financial resources of insurance companies. Balancing the need to provide coverage with the need to manage these economic and geopolitical risks is a constant challenge

in the world of trade credit insurance.

### Complexity of Global Supply Chains

Modern supply chains are complex and interconnected, often spanning multiple countries and involving numerous suppliers, manufacturers, and distributors. This complexity introduces a web of potential credit risks, making it challenging for insurance providers to assess and monitor the creditworthiness of all parties involved. A disruption or default at any point in the supply chain can have a cascading effect, impacting multiple businesses. Insurance providers must grapple with the intricacies of these supply chains to offer effective coverage. Additionally, the global nature of supply chains means that a credit event in one part of the world can have repercussions on the other side of the globe, further complicating risk assessment and coverage.

### Adverse Selection and Moral Hazard

Adverse selection and moral hazard are inherent challenges in the insurance industry, and they are no different in the realm of trade credit insurance. Adverse selection occurs when businesses with higher credit risk are more likely to seek coverage, leading to an imbalanced risk pool for insurers. On the other hand, moral hazard arises when insured companies take on more risk because they know they are protected, leading to riskier behavior. Insurance providers must carefully manage these challenges by setting appropriate premiums, deductibles, and coverage limits. Striking the right balance is essential to ensure that trade credit insurance remains financially sustainable while providing meaningful protection to policyholders.

### Regulatory and Compliance Issues

Trade credit insurance is subject to a complex web of international, national, and regional regulations, which can vary significantly from one jurisdiction to another. Navigating these regulatory landscapes and ensuring compliance can be daunting for insurance providers. Furthermore, regulatory changes, such as alterations to trade policies or the introduction of new tariffs, can have a profound impact on the risk landscape for insured businesses. Providers must stay abreast of these changes and adapt their offerings accordingly. Additionally, compliance with anti-money laundering (AML) and know-your-customer (KYC) regulations is crucial to prevent insurance from being used for illicit purposes. Striking a balance between compliance and the efficient delivery of trade credit insurance services presents an ongoing challenge for the industry.

In conclusion, global trade credit insurance faces several formidable challenges in its quest to provide protection and support to businesses engaged in international trade. These challenges include navigating economic and geopolitical uncertainties, managing the complexity of global supply chains, addressing adverse selection and moral hazard, and staying compliant with a constantly evolving regulatory landscape. Overcoming these challenges requires a combination of industry expertise, innovation, and adaptability to ensure that trade credit insurance remains a valuable tool for businesses navigating the complexities of the global marketplace.

## Key Market Trends

### Digital Transformation and Technological Innovation

The global trade credit insurance industry is undergoing a digital transformation, driven by technological innovation. Insurers are harnessing the power of data analytics, artificial intelligence (AI), and machine learning to enhance their risk assessment capabilities. Advanced algorithms can now analyze vast datasets to provide more accurate and timely assessments of buyer creditworthiness. This trend not only enables insurers to better evaluate risk but also allows them to offer more tailored coverage and pricing to their clients.

Moreover, the use of blockchain technology is gaining traction in trade credit insurance. Blockchain offers a transparent and tamper-proof ledger of transactions, which can help reduce fraud and improve trust among parties in international trade. It also simplifies the claims process by providing a secure and verifiable record of trade-related information.

Another aspect of technological innovation is the emergence of insurtech startups specializing in trade credit insurance. These startups are leveraging digital platforms to streamline the application and claims processes, making it more convenient for businesses to obtain coverage and receive payments quickly.

Overall, the trend toward digitalization and technological innovation is reshaping the trade credit insurance landscape, making it more efficient, data-driven, and accessible to a broader range of businesses.

### COVID-19 Pandemic and Supply Chain Resilience

The COVID-19 pandemic had a profound impact on global supply chains and trade

credit insurance. As businesses faced disruptions, lockdowns, and economic uncertainties, the demand for trade credit insurance surged. The pandemic highlighted the vulnerability of supply chains to unforeseen events, emphasizing the importance of resilience in international trade.

Many businesses reevaluated their supply chain strategies, seeking ways to diversify their supplier base and reduce concentration risks. Trade credit insurance played a critical role in mitigating the risks associated with these strategic shifts, allowing companies to navigate the pandemic-induced uncertainties with more confidence.

In response to the pandemic, insurers also introduced new coverage options, such as pandemic-related extensions to policies, to address the specific challenges faced by businesses. These extensions provided coverage for delays or defaults caused directly by the pandemic, offering businesses additional protection in unprecedented circumstances.

While the pandemic showcased the value of trade credit insurance in managing supply chain risks, it also highlighted the need for continuous innovation and adaptability to address emerging threats to global trade.

### Expansion of Coverage and Market Growth

The trade credit insurance market is expanding, both in terms of the scope of coverage and geographic reach. Traditionally, trade credit insurance primarily covered trade credit risks, such as non-payment due to buyer insolvency or default. However, insurers are increasingly offering coverage for political risks, including trade disputes, export bans, and government interventions. This expanded coverage provides businesses with comprehensive protection against a wider range of risks that can impact their international operations.

Additionally, as emerging markets become increasingly important in global trade, insurance providers are expanding their presence in these regions. Companies operating in countries with less-developed financial infrastructure often face higher credit risks. Trade credit insurance can be a critical tool for mitigating these risks and enabling businesses to tap into the growth opportunities offered by emerging markets.

Furthermore, the growing awareness of trade credit insurance's benefits is driving market growth. More businesses are recognizing its value in protecting their accounts receivable, enhancing access to financing, and facilitating international expansion. As a

result, the demand for trade credit insurance is on the rise, and insurers are actively expanding their offerings to cater to a broader client base.

## Sustainability and ESG Considerations

Environmental, social, and governance (ESG) considerations are becoming increasingly important in the global trade credit insurance industry. Companies are under pressure from stakeholders, including investors and customers, to demonstrate their commitment to sustainability and responsible business practices. This trend is driving insurers to incorporate ESG factors into their underwriting and risk assessment processes.

Trade credit insurance providers are evaluating the environmental and social risks associated with their insured companies and their supply chains. For example, they may assess how a company's sustainability practices or human rights record can impact its creditworthiness. Insurers are also considering the potential reputational risks associated with insuring businesses that do not align with ESG principles.

In response to these considerations, some trade credit insurance providers are developing ESG-focused insurance products that cover sustainability-related risks. These products can include coverage for disruptions caused by environmental events, labor disputes, or regulatory changes related to sustainability standards.

Overall, the integration of sustainability and ESG factors into trade credit insurance reflects a broader shift toward responsible and sustainable business practices in the global economy. It also highlights the growing awareness of the interconnectedness of financial and ESG risks.

In conclusion, global trade credit insurance is evolving in response to digital transformation, supply chain resilience challenges, expanded coverage options, and the integration of sustainability and ESG considerations. These trends are reshaping the trade credit insurance landscape, making it more sophisticated, adaptable, and aligned with the evolving needs of businesses engaged in international trade. As the global economy continues to evolve, trade credit insurance will remain a crucial tool for managing risk and facilitating international commerce.

## Segmental Insights

## Coverage Insights

Single Buyer Coverage is experiencing remarkable growth within the global trade credit insurance industry. This specialized insurance product, often tailored to meet the unique needs of businesses selling to a single major customer or a select group of buyers, has gained popularity due to its flexibility and cost-effectiveness. Companies are increasingly recognizing the value of protecting their key revenue streams against the risk of non-payment or buyer insolvency. As a result, Single Buyer Coverage has emerged as the fastest-growing segment, offering businesses tailored solutions to safeguard their financial stability and confidently pursue strategic partnerships with significant clients in today's dynamic and interconnected global marketplace.

### Application Insights

The domestic trade credit insurance segment is experiencing remarkable growth within the global trade credit insurance market. With businesses operating within their home countries seeking robust protection against the risks associated with domestic trade, this segment offers tailored solutions. It safeguards companies against potential defaults or insolvencies by their domestic customers, ensuring financial stability and business continuity. As economic uncertainties persist and companies prioritize risk management, the demand for domestic trade credit insurance is surging. This trend reflects the increasing recognition of the importance of protecting accounts receivable within a company's own borders, making domestic trade credit insurance one of the fastest-growing segments in the global market.

### Regional Insights

Europe stands as the dominant region in the global trade credit insurance landscape. With a well-established and mature trade credit insurance market, Europe boasts a rich history in providing coverage for businesses engaged in international commerce. The region's economic stability, extensive network of insurers, and proactive risk management practices contribute to its leading position. Additionally, stringent regulatory frameworks and a strong focus on risk assessment ensure the reliability and effectiveness of trade credit insurance in Europe. This dominance underscores the region's pivotal role in facilitating global trade and supporting businesses in navigating the complexities of an interconnected world economy.

### Key Market Players

American International Group Inc.



China Export & Credit Insurance Corporation

Chubb Limited (ACE Limited)

QBE Insurance Group Limited

Nexus Underwriting Management Ltd.

Euler Hermes (Allianz SE)

Aon plc

Zurich Insurance Group Ltd

Axa S.A.

Willis Towers Watson Public Limited Company

Report Scope:

In this report, the Global Trade Credit Insurance Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Trade Credit Insurance Market, By Component:

Products

Services

Trade Credit Insurance Market, By Coverage:

Whole Turnover Coverage

Single Buyer Coverage

Trade Credit Insurance Market, By Application:

Domestic

International

Trade Credit Insurance Market, By Enterprise Size:

Large Enterprises

Small & Medium Enterprises

Trade Credit Insurance Market, By Industry Vertical:

Food & Beverages

IT & Telecom

Metals & Mining

Healthcare

Energy & Utilities

Automotive

Others

Trade Credit Insurance Market, By Region:

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Asia-Pacific

China

India

Japan

Australia

South Korea

South America

Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

Turkey

Egypt

## Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the Global Trade Credit Insurance Market.

## Available Customizations:

Global Trade Credit Insurance market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

## Company Information

Detailed analysis and profiling of additional market players (up to five).

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