Press release

DUAL Europe launches Trade Credit Insurance offering

Frank Masteling appointed Head of Trade Credit Europe

23 July 2025

DUAL Europe announced the launch of its Trade Credit Insurance business, marking a significant expansion of its specialty lines across the continent.

The new European Trade Credit business is led by **Frank Masteling**, who joined the company as Head of Trade Credit, DUAL Europe. With over 25 years of experience in the trade credit sector, Masteling brings deep expertise and leadership to launch this new business. Prior to joining DUAL, he served as Managing Director at Nexus Trade Credit, overseeing operations in the UK and Europe. He has also held senior commercial and underwriting roles at Atradius and Rabobank.

The new capacity is provided by **Axeria**, an A-rated and pan-European carrier, further reinforcing the strength and reliability of DUAL Europe's Trade Credit offering.

DUAL Europe has also established dedicated Trade Credit teams based in the Netherlands, Germany, and Spain, with Italy to follow shortly, reinforcing DUAL's commitment to providing localized expertise and customized solutions to brokers and clients.

The strength of DUAL Europe's Trade Credit proposition lies in its best-in-class newly established international team:

- **Joost van Steen**, Head of Trade Credit, DUAL Benelux, brings over 25 years of experience in the industry. He previously held leadership roles at Howden Nederland / VLC & Partners, Marsh, Allianz Trade, and Coface, where he spent 14 years in claims and commercial roles.
- **Frederik Weiss**, Head of Trade Credit, DUAL Deutschland, is a seasoned credit insurance professional with nearly 20 years in underwriting, business development, and broker management. He held various senior roles at Allianz Trade.
- **Almudena Arribas**, Financial Analyst, DUAL Ibérica, brings over 20 years in credit risk, including 18 years at Coface. Her expertise spans underwriting, analysis, and client support.
- **Robert de Bruyn**, Head of Trade Credit, DUAL Iberica, has over 13 years of experience at Coface and previously worked at Nexus Trade Credit in commercial roles selling credit insurance policies to Spanish corporates.

“We’re seeing a clear need from businesses across Europe for greater flexibility and reliability in their credit insurance,” said Masteling. “Our dedicated teams based in local markets are perfectly placed to deliver responsive, tailored solutions that help clients manage credit risk more effectively and continue growing with confidence.”

The offer will focus on two innovative credit insurance products: **Top-Up** and **Non-Cancellable Credit Limits**, designed to meet growing demand for enhanced coverage and certainty in an increasingly volatile global trade environment.

Top-Up coverage enables clients to secure additional capacity above the limits provided by their primary insurers, ensuring uninterrupted trade with key buyers. Two new products will be launched under this category: **Top-up Easy Start** and **Top-up Easy Limits**. Meanwhile, **Non-Cancellable Credit Limits** offer peace of mind by providing stable coverage regardless of market conditions, giving companies the predictability they need to plan.

Sébastien Seux, CEO, Axeria, commented: “We are delighted to extend our partnership with DUAL Europe into the Trade Credit space. This represents a strong opportunity led by a renowned expert, and we look forward to the success of this strategic collaboration.

Olaf Jonda, CEO, DUAL Europe, added: “With a dedicated team of professionals across Europe, bringing over 100 years of cumulative expertise, we are confident that Frank’s appointment and these new products clearly strengthen our position as the partner of choice for brokers, particularly in Trade Credit where we see significant opportunities to help our brokers deliver bespoke solutions to their clients”.

This launch represents another key milestone in DUAL Europe’s strategy to diversify its portfolio of 20+ products, further enhancing its integrated and comprehensive offering.