

Gracher becomes member of UnisonSteadfast broker network

PRESS RELEASE Trier /Hamburg, Germany, 16 February 2024

Addition to the largest independent network for medium-sized insurance brokers worldwide with Gracher's proven surety and credit insurance know-how // Alfons-Maria Gracher: "We are excited to become part of this global community."

With its membership in the leading global network for independent medium-sized insurance brokers, Gracher facilitates co-operation with other brokerage companies in the important fields of surety and credit insurance.

Founder and Managing Director Alfons-Maria Gracher comments on the new co-operation as follows: "We are delighted to be a member of this prestigious and comprehensive insurance broker network! As Germany's leading surety service provider, we bring a level of expertise to the network that most medium-sized insurance brokers have lacked so far. Our specialization on surety and credit insurance means that we are not competing with the other members, but rather complementing their range of services. This will benefit everyone - not least our corporate clients."

The UnisonSteadfast network was founded in 2005 by President & CEO Wolfgang Mercier. More than 700 brokerages from more than 140 countries (about 50 German members) consider themselves members of the network and generate a total premium volume of US\$ 40 bn. UnisonSteadfast is headquartered in Hamburg, Germany, and has further coordination hubs in Australia, North America, Europe, Asia and Africa.

Wolfgang Mercier explains: "Credit and surety insurance have become ever more important for our clients and our global network in recent years. We are delighted to have Gracher, a proven specialist for this area, among our ranks. In the guarantee sector, Gracher places new business with an annual volume of around 2 billion euros; no other competitor in Germany comes close to this. The aim of our network is to sustainably strengthen the business success of all members with our services, but also through top brokers and partners."

At Gracher, Meral Kömen, Senior Consultant Cooperations, will be responsible for working with the UnisonSteadfast network. “I look forward to serving as a central point of contact for the other members from Germany and around the world and to working together cooperatively and successfully,” she emphasizes.

Gracher maintains various collaborations and memberships, e.g. in the international Surety Alliance or the digital platform for Leveraged Finance, Leverest. As a special advisor, Gracher can support, among others, financial advisors with its know-how in guarantee, factoring and trade credit insurance. “Our experience has shown that new growth potential can be realized through strategic cooperation,” says Alfons-Maria Gracher.

About UnisonSteadfast AG

UnisonSteadfast AG is the world’s largest insurance broker network in terms of numbers, with more than 700 highly qualified broker members, around 24,000 employees and more than 2,000 offices worldwide, generating a gross premium volume of more than USD 40 billion. The global UnisonSteadfast network is managed from Hamburg, Chicago, Miami, London, Xàbia (Spain), Johannesburg, Shanghai and Sydney and provides its members with access to high-quality cross-border insurance solutions with excellent service.

Contact: Polina Balko, polina.balko@unisonsteadfast.com,

Tel: +49 (0)40 80 90 729 – 15, www.unisonsteadfast.com

About Gracher Kredit- und Kautionsmakler GmbH & Co. KG

Gracher is Germany’s leading surety service provider with more than 18 billion euros in cover volume, an annual new business volume of around 2 billion euros and over 1,000 clients. The company has been certified in accordance with DIN EN ISO 9001 and ISO 27001 for many years. Gracher has offices in Germany, the Netherlands, Bulgaria and the UK. The membership in the international Surety Alliance enables Gracher a direct or indirect presence in all of the world’s major markets. In addition to the established business areas of surety and credit insurance, Gracher also offers comprehensive consulting on corporate financing.

Contact: Meral Kömen, meral.koemen@gracher.de, Tel +49 (0)651 981 27 173, www.gracher.de