

MARKEL
at a glance

Markel is a leading, global specialty insurer, with a truly people-first approach.



We are Markel

At Markel, we believe that what we do really matters. And that every one of us has the power to make a difference.

To us, insurance is more than a piece of paper. It's a promise to help people get back on their feet. It's a commitment that gives people the courage to take chances. And in uncertain times, it's the fuel that moves the world forward.

Since the very start, we've used our ingenuity to insure risks that others can't. Finding smart solutions to complex problems, so people can live their lives and seize opportunities. Our style is about focusing on people's needs, not just words on a page. It's about building relationships and connecting as humans.

And ultimately, it's about being there for people when they need us most. In our eyes, our journey is just beginning. Together, we're building a business that supports more people, in more places. But unlike our peers, we'll never lose our people-first focus as we grow. Because you will always be what makes Markel special. And what continues to power this business forward.



Markel at a glance

5,000+

Employees

64

Insurance offices
in 17 countries

\$9.2b

Insurance
gross premiums

\$1.0b

Reinsurance
gross premiums



Insurance offerings

We're committed to helping you meet your insurance coverage needs.

As a global specialty insurance provider, we have the tools, knowledge and experience to offer you unique solutions across a wide variety of risks. But it's our people and the relationships they develop with colleagues, brokers and clients that makes us so unique.

Primary insurance

- Direct-to-consumer
- Commercial
 - Admitted
 - Excess and surplus lines

Excess insurance

Lloyd's syndicates

Program services/fronting

Reinsurance

Insurance-linked securities

Where we specialize

Markel has assembled one of the broadest array of tools in the industry—insurance, reinsurance, fronting and insurance linked securities—to address our clients' most complex risk management needs. Our underwriters have knowledge and experience in product lines that range from hard-to-place to fairly common:

- | | |
|------------------------------|------------------------|
| Casualty | Inland marine |
| Commercial property | Management liability |
| Construction | Ocean marine |
| Cyber liability | Personal lines |
| D&O, E&O | Professional liability |
| Energy and environmental | Small businesses |
| General and excess liability | Special events |
| Health care | Trade credit |
| Horse and farm | Workers compensation |





The story of Markel

- **(1920–1950s) Foundation in the brokerage business**
Markel Service, formed in 1930 to handle the service requirements of insurance brokerage clients, is recognized as an expert on transportation risks
- **(1950s–1985) Exploring the E&S side**
Markel expands into underwriting excess and surplus (E&S) lines through subsidiaries such as Essex Insurance Company
- **(1986–2000) A stronger underwriting focus**
Markel begins to shift its strategic focus to underwriting, including professional liability, malpractice and errors & omissions
- **(2000–2019) Global growth and unmatched capabilities**
Markel establishes its position as a global specialty (re)insurer by acquiring Terra Nova (2000) and Alterra (2013), and expands its capabilities to include program services and insurance linked securities with State National (2017) and Nephila (2018)
- **(2020–today) Expanded markets, sharpened focus**
Markel continues to expand in selected geographies (Middle East, Asia Pacific and Australia) while establishing distinct retail and wholesale strategies under a consistent global insurance brand

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