



Press Release

Markel's Asia Pacific network strengthened by new Kuala Lumpur office

Markel International, London, February 29, 2012 - Markel International, the specialist insurer with a worldwide product portfolio, has opened a marketing office in Kuala Lumpur, increasing its commitment to the Malaysian market and strengthening its Asia Pacific network.

This is Markel's second office in Malaysia, following the opening of an office in Labuan in 2010, and its fourth in the Asia Pacific region as a whole, where it also has offices in Singapore and Hong Kong.

After obtaining a license in Labuan, Markel has steadily grown its premium income in Malaysia, and it now writes a range of business lines such as oil and gas, marine, product liability, professional indemnity and directors' and officers' liability.

This growth prompted Markel to establish another base in Malaysia, and the Kuala Lumpur office will now help to distribute the company's growing product range and further open up the Malaysian market. As the business grows, lines such as trade credit and other financial products will be added.

The new office was launched at a party at [venue and date], attended by business partners and industry leaders. In the keynote speech, William Stovin, president and chief operating officer of Markel International, said: "I am delighted with the opening of our Kuala Lumpur office as it demonstrates our commitment to Asia Pacific and Malaysia in particular. We now have four offices in the region and intend to expand further so we can meet a growing need for the type of specialist insurance that we excel at."

Peter Phillips, managing director of Markel International in Asia, added: "The time is now ripe for us to open a marketing office in Malaysia. We are responding to the demands of our customers, who are becoming more sophisticated and realise the need for specialist products to protect them from risks in the international marketplace. We are here to meet that need."

Sebastian Foo, a Malaysian national, is the main contact for Markel's business partners in Malaysia. He will be responsible for developing new business opportunities and promoting insurance products within the Malaysian market.

- Ends -

For more information:

Markel International
Sean Martin, Marketing Director
sean.martin@markelintl.com
020 7953 6896

Cubitt Consulting
Michael Henman, Partner
michael.henman@cubitt.com
020 7367 5100

Notes to editors:

Markel International is a subsidiary of Markel Corporation. Based in London and comprising the international operations of Markel Corporation, Markel International wrote gross premiums of \$825 million in 2011. It has seven operating divisions and nine overseas offices writing business either through Markel Syndicate 3000 or Markel International Insurance Company Limited. Markel Corporation is a US listed business, capitalised at around \$4.0 billion. In 2011, it wrote gross premiums of \$2.3 billion. See www.markelintl.com