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FOR IMMEDIATE RELEASE

## Markel Announces Denise Perlman as Director, Business Development

Richmond, VA, June 28, 2012 — Denise Perlman has been named Director, Business Development for Markel Specialty, a division of the Virginia-based specialty insurer, Markel. Denise's primary focus will be managing national account agency relationships which include bank-owned agencies countrywide and assigned national and regional agencies.

With Markel for over ten years, Perlman most recently held the position of Business Development Specialist, Mid-Atlantic, focusing on strengthening retail agency relationships and growth in Virginia, Maryland, D.C., West Virginia, and Pennsylvania. Markel's business has grown significantly in her Mid-Atlantic territory. Perlman has held positions in marketing and sales during her tenure with Markel.

"Denise is well prepared to guide and expand Markel Specialty relationships. She has skill supporting producers with Markel solutions and has served in an exemplary way with several insurance industry groups within her Mid-Atlantic territory. We are proud of her most recent accomplishment. Denise was named "Company Person of the Year" by the Independent Insurance Agents of Virginia organization at the 2012 IIAV annual business meeting," said Thomas K. Smith, Managing Director, Marketing.

Perlman will be a member of the Markel Specialty Senior Sales Group in her new role.

### About Markel Corporation

Markel Corporation is a diverse financial holding company serving a variety of niche markets. The Company's principal business markets and underwrites specialty insurance products. In each of the Company's businesses, it seeks to provide quality products and excellent customer service so that it can be a market leader. The financial goals of the Company are to earn consistent underwriting and operating profits and superior investment returns to build shareholder value. Visit Markel Corporation on the web at [www.markelcorp.com](http://www.markelcorp.com).

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