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FOR IMMEDIATE RELEASE

## Markel associate, Jake Kouns, appointed to the Cyber Security Advisory Committee for 2012 Virginia General Assembly session

Richmond, VA, October 1, 2012 — Markel announced today that Jake Kouns, Director of Cyber Security and Technology Risks Underwriting, has been appointed to the Cyber Security Advisory Committee, a sub-committee of the Joint Commission on Technology and Science (JCOTS) for the Virginia General Assembly. The committee meets to research, study, and make recommendations including legislative proposals on assigned technology and security topics.

At Markel, Jake is responsible for strategy and oversight of the Enterprise Information Security Program and manages the Cyber Liability insurance products. He has broad responsibility for all aspects of the products including the development of underwriting guidelines, pricing, risk analysis, claims oversight, training and marketing initiatives, as well as risk management services for policyholders.

After graduating from James Madison University with both a Master of Business Administration with a concentration in Information Security and a Bachelor of Business Administration, Jake co-founded the Open Security Foundation. This non-profit combines several open source projects that provide independent, detailed, and unbiased technical information on security vulnerabilities, cloud security, and data breach incidents worldwide.

These experiences have given Jake the topical expertise and knowledge base to provide valuable insights as a committee member. "It is an honor to have one of our associates recognized at a state level for their technical knowledge and ability to think critically and make sound recommendations that set the precedent for our state," said Thomas K. Smith, Managing Director of Marketing for Markel Corporation. "As a specialist in cyber liability risk, Jake lives and breathes IT/cyber security and is an excellent addition to this committee."

Jake has presented at security conferences and is internationally known as a leading expert in data breaches. He has co-written several books on information security and risk management and holds a number of industry certifications, including ISC2's CISSP and ISACA's CISM, CISA, and CGEIT.

### 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 [markelcorp.com](http://markelcorp.com).

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