

Markel Care

Expect more from your insurance partner



Markel Corporation

- Founded by Sam A Markel in 1930
- Sam pioneered insurance for the public transportation industry in the United States
- Headquartered in Richmond, Virginia
- Listed on the New York Stock Exchange since 1986



Markel Corporation



\$15bn

MARKET CAP



#464

FORTUNE 500



\$5.5bn

GROSS WRITTEN PREMIUM



\$33bn

TOTAL ASSETS



71
OFFICES

21
COUNTRIES

Delivering peace of mind for customers

Financial strength ratings

Markel International Insurance Company Limited

Standard & Poor's: A (Strong)

A.M Best: A (Excellent)

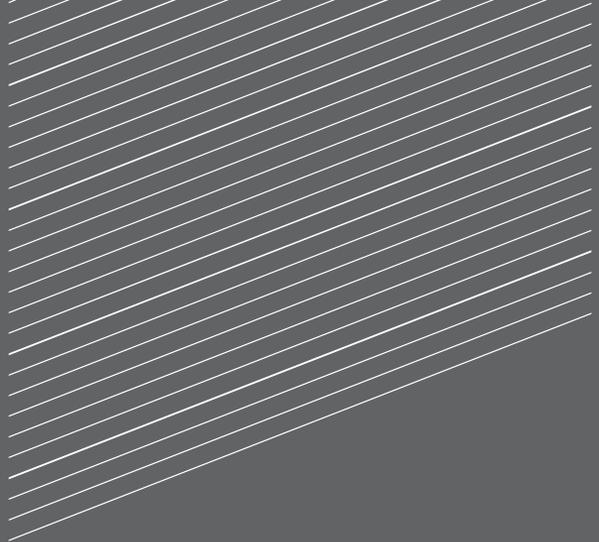
Syndicate 3000* / Lloyds

Standard & Poor's: A (Strong)

A.M Best: A (Excellent)

Fitch: AA- (Very strong)

* Benefits from rating for Lloyd's



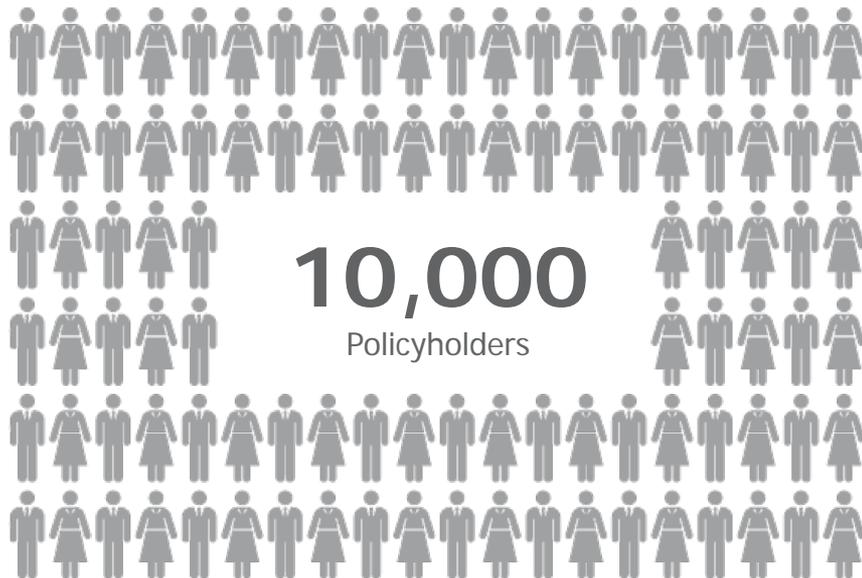
Markel Care

You care, we care



Markel, the Care Sector Specialist

Markel has established itself as a leading provider of social welfare insurance for over 10 years



Risk appetite



Types of risk

- Adult placements/assisted living
- Care and day centres
- Care providers, charities, not-for-profit and voluntary organisations
- Children's homes
- Community action groups, programmes, centres and services
- Counselling and therapy services
- Domiciliary care
- Drug and alcohol rehabilitation
- Education, literacy and training services (not 'conventional' schools and colleges)
- Foster care
- Hospices
- Mental health support
- Nurseries, playgroups and out-of school clubs
- Rehabilitation and halfway houses
- Respite care providers
- Sheltered workshops and vocational training
- Shelters and refuges
- Supported living
- Youth centres and organisations

Insurance cover highlights



Responsibilities to third parties

- Public and products liability
- Professional liability
- Management liability (executive liability)
- Entity defence



Responsibility as an employer

- Employer's liability
- Employment law protection
- Personal accident



Protection of assets

- Fidelity
- Property damage
- Business interruption
- Specified all risks
- Money and personal assault
- Transit
- Refrigerated stock



Cyber insurance

Our specialist cyber insurance can be added to the policy, and protects organisations against cyber risks. It covers losses as well as legal; IT security and regulatory costs that may occur to contain a data breach.

Our commitment to brokers



Excellent service through
our local offices



Online transactional capability
and broker portal



Marketing capabilities through
Engine Room



Best in class support

Markel Care

A unique combination of insurance and other professional and business support services to help our policyholders protect, develop and growth their care business



<p>Marketing campaigns Legal toolkits Tax and funding Consultancy Training Utilities Health Check ClearCare</p>			
<p>You care, we care.</p> <p>Whatever the day brings, we are here for you.</p>			
<p>Free 24/7 365 Business and legal helpline: 0333 234 1086</p>		<p>Need help or guidance with a legal issue? Speak directly to our specialist lawyers for free unlimited advice.</p>	
<p>Marketing campaigns</p> <p>With our campaigns you can keep in touch with your staff and clients alike.</p> <p>New campaign > Manage campaigns ></p>	<p>ClearCare</p> <p>Receive your exclusive discount and find out more about Clearcare</p> <p>Let's go ></p>		
<p>Consultancy services</p> <p>See how you can use your inclusive hours of healthcare, health and safety, or legal consultancy services.</p> <p>Let's go ></p>	<p>Legal toolkits</p> <p>Free legal information to help you with every aspect of running a care business</p> <p>Let's go ></p>		
<p>Training</p> <p>Manage your staff training with confidence, knowing you're up to date with industry best practice.</p> <p>Let's go ></p>	<p>Utilities health check</p> <p>Call to claim your £50 Amazon voucher and see how much you can save on your utilities bills.</p> <p>Let's go ></p>		

EXPECT MORE FROM YOUR INSURANCE PARTNER

Key benefits and complementary services

We can assist you with value added benefits that support the growth aspirations of your business; including:



Care consultancy – inclusive hours from our specialist in-house care and health consultants. Support includes: policy reviews, assistance with tenders, complying with regulation and preparing for regulatory visits



Legal experts – direct access to over 55 dedicated in-house solicitors and barristers through our 24 hour business and legal helpline to assist with your legal queries and safeguard your business



ClearCare – discount of at least 50% off the set-up fee if you subscribe to the ClearCare facility management software, an online recording system for management in children's social care settings



Law Hub – benefit from a range of legal documents and templates, which enables you to take the first steps towards being on top of the law and running your care business with confidence



Tax services – we can identify tax planning opportunities relevant to the care sector, such as Capital Allowances and VAT and assist you to source funding to grow your business. Policyholders also have access to TaxDesk25



Marketing portal – access to our innovative marketing platform and a range of templates that can be used to create branded marketing communications to distribute to your audience groups

The complete solution



Financial integrity of
Markel International



Specialist insurer, complete
UK relationship management



Access to our
in-house **law firm**



'**Real law, made easy**',
digital **Law Hub** for busy SMEs



Access to **Abbey Tax**, the UK's
largest independent **tax firm**



Hard for anyone to replicate
as a **bundled package**

Thank you, any questions?