

# Markel Cyber 360 Canada

## Safeguarding business

### Cyber insurance

The risks that companies face from cyber threats to their businesses vary hugely, sector by sector. And the threats change over time.

But, whatever the threat, one thing remains the same.

The ability of cyber incursions to threaten the health and possibly the life of a business.

Cyber events are becoming more frequent, more universal, larger and more expensive.

That's what Markel Cyber 360 policies address, by helping insureds safeguard their businesses before, during and after an attack.

### Specialist modular cover

The Markel Cyber 360 policy offers cover for both third and first party losses, on a modular basis.

It also provides access to specialist 24/7/365 breach response services.

With broad cover, many policy benefits and clear policy language, the product contains some of the following insuring clauses:

#### Third Party Liability

- Cyber and privacy liability
- E-media

#### First Party Loss

- Privacy breach notification and mitigation costs
- System and data rectification costs, including bricking, to full limit per endorsement
- Business interruption extends to critical service providers, system failures and preventative shutdown per endorsement
- Extortion costs cover
- Regulatory investigations and fines including PCI DSS per endorsement
- Social engineering fraud by endorsement

Limits can be offered up to \$10m per risk, in the aggregate including costs and expenses.

### Target business

We have a relatively broad appetite within our Canadian cyber team.

We are able to participate on global cyber programmes, for the very largest global cyber risks, whether on a co-insurance, excess layer, or primary basis.

We will consider doing so on a direct or reinsurance basis, and can happily work with self-insurance or captive backdrops.

We are also able to consider cyber binding authorities, providing capacity to MGAs, or via similar facilities where SME cyber is often transacted. We recognise the need for efficiency in this small business context.

While our Markel Cyber 360 policy is a standalone primary cyber insurance product, aimed typically at entities with revenues between \$5M and \$1B, we are happy to consider sizes outside this threshold.













We target a wide spectrum of industries and are happy to consider the unusual.

#### Typical industry target examples include:




- Professional services
- Healthcare
- Manufacturing/industrial
- Agriculture/construction
- Financial services industry

## Cyber rapid response

We recognise the fast moving nature of cyber events. Therefore we have partnered with a host of experts to provide our policyholders with access to specialist services; a rapid and integrated solution for coping with a cyber incident, including a 24/7 helpline.

<b>Pre-breach/risk management</b>			
<b>Breach response</b>			
<b>Incident management</b>			
<b>Forensic investigation</b>			
<b>Credit monitoring/call centre</b>			
<b>Public relations</b>			

## Key contacts

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## Claims

We are here to pay claims. And we'll do so in a way that is fast, efficient and creative. We'll help our customers reach the best outcome.

We don't just talk the talk, we walk the walk. Here are some examples:

### UK broker ransomware

While no data was compromised in a ransomware attack on an insurance broker, IT experts couldn't establish how hackers gained access to its systems. So, Markel's policy paid for the rebuilding of the firm's entire hardware and software systems.

### Canada ransomware

In Canada, a public services union, with more than 180,000 public sector members, suffered a ransomware attack. Our policy gave access to a cyber security firm which helped deal with seven million infected files, while a second firm checked and corrected weaknesses in the company's systems.

### Australia medical records

In Australia, a data breach at a medical facility threatened over 10,000 highly sensitive medical records. Markel's policy put in place legal advice, an enquiry hotline, a public relations adviser and an IT consultancy to deal with record holders concerns and get the insured's systems back in action.

## About Markel



Global cyber reach with underwriters across the US and UK, in Bermuda, Canada, Europe and Singapore



Over 150,000 current cyber insureds, across every inhabited continent



Offers Markel Cyber 360 policies to businesses of every size, from start-ups to multinationals, in locations throughout the world



Trades on the New York Stock Exchange (NYSE: MKL)



Has \$33.3 billion of combined assets and \$9.1 billion of shareholder's equity



In 2018 wrote gross premium of \$7.9 billion



Its insurance companies include carriers which together are licensed for business globally



All its insurance companies have A ratings