

# Markel Ventures

4521 Highwoods Parkway • Glen Allen, VA 23060-9817

markelventures.com

## Who is Markel Ventures?

Markel Ventures is a subsidiary of Markel Corporation (NYSE: "MKL"), a financial holding company with insurance, industrial, and service operations serving a variety of niche markets. In each of these markets, we seek to provide quality products and excellent customer service so that we can be a market leader. Markel Ventures is the subsidiary of Markel that was established to acquire majority control of profitable companies with good management teams using "permanent" capital.

## What is "permanent" capital?

Markel Venture's business model is unique relative to the world of traditional private equity investing. Our acquisitions are financed with little or no debt using "permanent" capital. As a result, financing is never an issue in a Markel Ventures transaction. Also, and perhaps more importantly, our investments are long term in nature with no plans for an exit in the future. Therefore, business owners that partner with Markel Ventures do not have to worry about operating in a leveraged environment or a subsequent exit or "flip." Our long-term goal is to build a great company comprised of solid businesses.

## Investment criteria

Markel Ventures seeks businesses with established and sustainable profitability, strong market positions, and most importantly, good management teams that are seeking a long-term partner to invest in and help grow the business. Our goal is to "buy, build, and hold" rather than "buy and flip." A subsequent exit or sale of the business is not part of our business model. We look to invest "permanent" capital in businesses that meet the following criteria:

- **Industries** – Diversified manufacturing, service, and value-added distribution businesses; consumer and industrial products, capital equipment, healthcare
- **Revenue** – \$25 million to \$250 million
- **EBITDA** – \$5 million minimum (lower for add-ons) to \$50 million
- **Enterprise value** – \$25 million to \$300 million
- **Geography** – North America for platform investments; global for add-ons
- **Ownership** – Majority control; prefer at least 80%
- **Management** – Existing management teams to remain in place post closing

## For more information, contact:

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## Manufacturing



**AMF Bakery Systems** - Richmond, VA

[amfbakery.com](http://amfbakery.com)

AMF Bakery Systems, one of the world's leading manufacturers of high speed bakery equipment, provides automated bakery solutions, equipment supply, engineering expertise, and superior parts and service support on a global basis.



**Ellicott Dredges** - Baltimore, MD

[dredge.com](http://dredge.com); [lwtpithog.com](http://lwtpithog.com); [imsdredges.com](http://imsdredges.com); [mudcat.com](http://mudcat.com)

Ellicott Dredges is a worldwide industry leader in portable dredge design and manufacturing and has customers in over 80 countries. Ellicott prides itself in durability and reliability by designing and constructing all key components to their dredges.



**Havco Wood Products** - Cape Girardeau, MO

[havcowp.com](http://havcowp.com)

Havco is the leading North American provider of laminated oak and composite wood flooring to the truck trailer and intermodal container manufacturing industry. Havco enjoys an outstanding reputation as the preferred supplier to many of the leading trailer manufacturers and trucking carriers in the United States.



**Panel Specialists, Inc.** - Temple, TX

[panelspec.com](http://panelspec.com)

Panel Specialists, Inc. manufactures university/college residential living furniture, decorative wall systems, medical casework and headwalls, non-combustible marine panels, and elevator cab panels.



**Solbern** - Fairfield, NJ

[solbern.com](http://solbern.com)

Solbern designs and manufactures food processing equipment including direct fillers for free flowing solid products, such as vegetables, pickled products, mushrooms, spices, and delicate products.



**WELDSHIP CORPORATION**  
*navigate with weldship*

**Weldship** - Bethlehem, PA

[weldship.com](http://weldship.com)

Weldship manufactures, leases, and sells high pressure tube trailers, certified ISO containers, and other compressed gas and liquid containers to industrial gas manufacturers, independent distributors, and specialty chemical companies.

## Healthcare



**Diamond Healthcare Corporation** - Richmond, VA

[diamondhealth.com](http://diamondhealth.com)

Diamond is a national leader in the planning, development, and operation of high quality behavioral health services. Diamond offers a range of contract management, facilities development, consulting, education, and clinical services to clients in 28 states.



**PartnerMD** - Richmond, VA

[partnermd.com](http://partnermd.com)

PartnerMD provides concierge medical and executive health programs. Clients are offered 24/7 access to doctors, no-wait appointments, in-office nutritionists, exercise physiologists, and lab testing.

## Business & financial services



**RetailData** - Richmond, VA

[retaildata LLC.com](http://retaildata LLC.com)

RetailData delivers retail intelligence through customized competitive retail price shops that fit their clients' requirements. Observable retail marketplace facts are collected using state-of-the-art hardware and software that RetailData has developed and refined for over 20 years.



**ParkLand Ventures, Inc.** - Glen Allen, VA

[parklandventuresinc.com](http://parklandventuresinc.com)

ParkLand Ventures, Inc. acquires and operates manufactured housing communities throughout the United States. In addition to managing the properties, the company also markets and finances homes for its residents.



**Markel | Eagle Partners** - Glen Allen, VA

[markel-eagle.com](http://markel-eagle.com)

Markel | Eagle Partners is a Mid-Atlantic-focused private equity fund manager, which provides incremental or acquisition capital in distressed real estate projects.