



Profile

Description

Pivotal Group is a leading investment company primarily focused on private equity and real estate.

Founded more than 30 years ago by Francis Najafi, the firm initially capitalized on profitable market niches by acquiring, developing and managing investment grade commercial real estate properties. Over the years, its portfolio expanded to include master-planned developments and landmark properties throughout the nation.

Drawn by the unrealized potential of well-managed, middle-market companies with unique assets, Pivotal Group entered the private equity market in 2002, and in 2003 acquired the world's largest domain-name registry, Network Solutions.

Today, Pivotal is a diversified investment company seeking well-managed, but undervalued companies with an investment value in excess of \$50 million. On the real estate side, Pivotal is seeking full-service hotels and resorts, office, multifamily, mixed-use projects and master-planned communities with a preferred minimum acquisition size of \$50 million.

Philosophy

The heritage of Pivotal Group has been characterized by an entrepreneurial spirit, a passion for excellence and a strong sense of integrity and fair play.

Pivotal Group takes the long view of investing, focusing on the creation of real value, not short-term profits. Pivotal works with the management of acquired companies to reinforce mission objectives, remove roadblocks and provide resources in an effort to realize the true potential of the firm.

Pivotal invests its own funds and is an active investor in each project, not merely a capital partner or fund manager.

Philosophy
(continued)

While Pivotal can quickly respond to opportunities - with its access to capital and streamlined operating structure - the decision-making process is always grounded in rigorous research. The professionals at Pivotal Group are among the best in the industry as proven by Pivotal's industry leading returns across all asset classes and company acquisitions since its inception.

In all of its negotiations, Pivotal is guided by its ethics. Its straightforward approach and reliance on research from both in-house and consulting experts, have earned Pivotal an international reputation for professionalism and integrity.

Of equal importance is the firm's social responsibility. Pivotal believes that the idea of sustainability must be considered as part of each investment, whether the investment is a company or a parcel of land.

Leadership

F. Francis Najafi
Founder and CEO

Richard Garner
Chief Financial Officer

Jerry Pence
Managing Director, Private Equity

Scott K. Knauer
Managing Director, Real Estate

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