

Overview

- Pivot is a commercial interior construction and finishing company specializing in occupied spaces, providing turn-key service, from design to finish.
- Full control of projects results in above industry average margins.
- Lean team of 58 professionals perform design, account management, field operations oversight, warehousing, strategy, sales and back-office roles.
- Pivot has licensed and LEED certified designers and general contractors in-house. Work teams are sub-contracted through long-term and stable partners.

Services

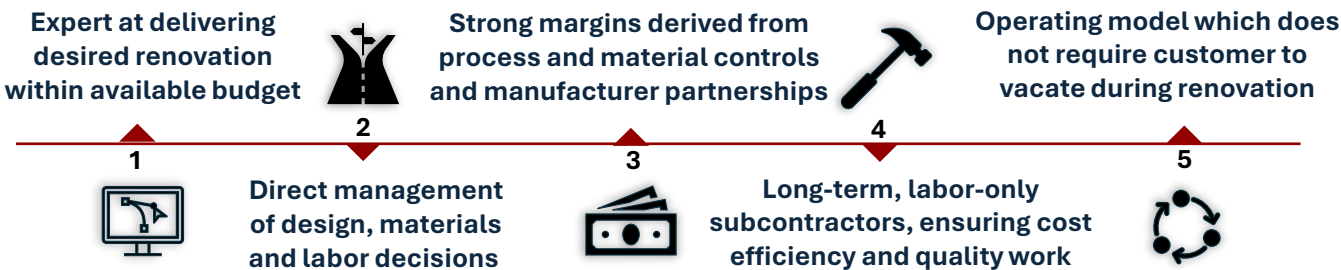
- 1

**Core.** Demolition, framing, drywall, finishing, lighting, ceiling, flooring, painting, millwork, doors, kitchen and bathroom renovation.
- 2

**Specialized.** Design, engineering, electrical, plumbing, mechanical, and furniture.
- 3

**Project Management.** Comprehensive project management, controlling the entire project (design, materials, labor, construction, and close out) with generally no permitting required.

Pivot Streamlines Commercial Interior Construction & Finishing



Key Investment Highlights

- 

**Market Position and Competitive Strengths**  
Pivot employs a unique process which incorporates full control, better customer pricing and white glove delivery, which separates Pivot from other general contractors, making the Company a preferred partner within accounts and is embedded, as an integrated extension, within client facilities teams.
- 

**Customer Base and Retention**  
Recognized as a preferred partner, consistently generating incremental projects with minimal sales effort, 70% of YTD 2025 clients were repeat customers from 2022 - 2024 in a broad client portfolio spanning retail, remote workspace, senior living, commercial office, and healthcare sectors.
- 

**Growth Potential**  
Pivot is well-positioned to capitalize on a wide range of actionable growth opportunities, supported by strong reputational momentum from its consistent delivery of value-driven design and renovation services, as well as favorable macroeconomic industry trends.
- 

**Exceptional Financial Performance and Profitability**  
The Company leverages an efficient business model that drives exceptional financial performance, highlighted by projected 22% year-over-year growth in 2025, strong cash flow generation, and industry-leading margins.
- 

**Operational Excellence**  
Pivot maximizes tenant improvement allowances to deliver high-value renovation projects within budget; field teams are extensively trained to minimize operational disruptions; reliably completes projects on schedule, with minimal change orders; and has the capability to develop competitive proposals without requiring facility walk-throughs.

## Highlights

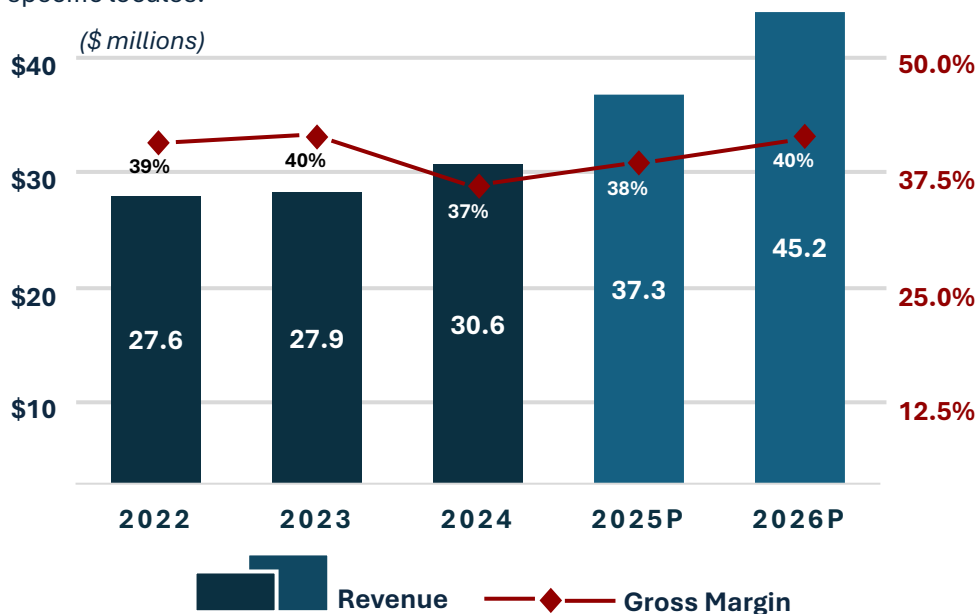
- ◆ **Revenue 2024.** \$30.6M
- ◆ **Gross Margin % 2024.** 37%
- ◆ **EBITDA 2024.** \$3M
- ◆ **2025P Revenue Growth.** 22%
- ◆ **2025P EBITDA Growth.** 71%
- ◆ **2024A – 2026P CAGR.** 22%
- ◆ **Ownership.** Management 100%
- ◆ **Headquarters.** U.S. Southeast
- ◆ **Corporate Structure.** S-Corp

## Management Objectives

- Management has strong conviction in the Company's ability to scale and capture market opportunities yet acknowledges that partnering with the right financial or strategic partner can significantly accelerate value realization, unlock faster growth, and further solidify the Company's leadership position in the market.
- 84% of the founding capitalization table ("cap table") wish to exit, whereas the two (2) management members who have led the Company's breakout growth, and represent 16% of the cap table, plan to continue to lead, seize and realize the potential they have set in motion.
- Accordingly, Pivot is pursuing a majority sale to align with a partner capable of maximizing the Company's next phase of growth and enhancing its market impact.

## Financial Snapshot

- Pivot has experienced consistent revenue growth of 11% CAGR (2022-2025P), including 22% in 2025P, and projects strong continued growth through new account acquisition leveraging outstanding referent credibility and continued demand for updated commercial interiors and essential upgrades.
- Pivot also maintains close to 40% gross margins and expects over 70% 2025 EBITDA growth, reflected in an impressive project log that provides the Company a line of sight to a projected \$45.2 million in 2026P revenue.
- Revenue streams are diversified across multi-jurisdiction National Accounts (NAS) and Local Accounts (LAS). NAS deliver stable, recurring revenue as project work typically transitions sequentially across units over extended periods, while LAS contribute incremental revenue through single instance and repeat projects in specific locales.



**NATIONAL  
ACCOUNTS**  
66% of Revenue

**LOCAL  
ACCOUNTS**  
34% of Revenue

**CLIENT  
RETENTION**  
70% YOY

**GEOGRAPHIC  
REACH**  
37 States + DC



520 Newport Center Drive, Suite 430  
Newport Beach, CA 92660  
www.encoreamc.com



**Jenifer "Jak" Kihm**  
Managing Director



**Nicholas Barton**  
Director/Analyst



**Charles White**  
Senior Associate

[CLICK HERE TO REQUEST THE  
NDA & CONFIDENTIAL INFORMATION MEMORANDUM](#)

Encore AMC Partners, LLC ("EAMC") has been retained by Pivot as its exclusive M&A advisory firm. After you have reviewed the CIM, you may address all requests for information and questions regarding this opportunity to the Encore professionals above.

CONFIDENTIAL & PROPRIETARY