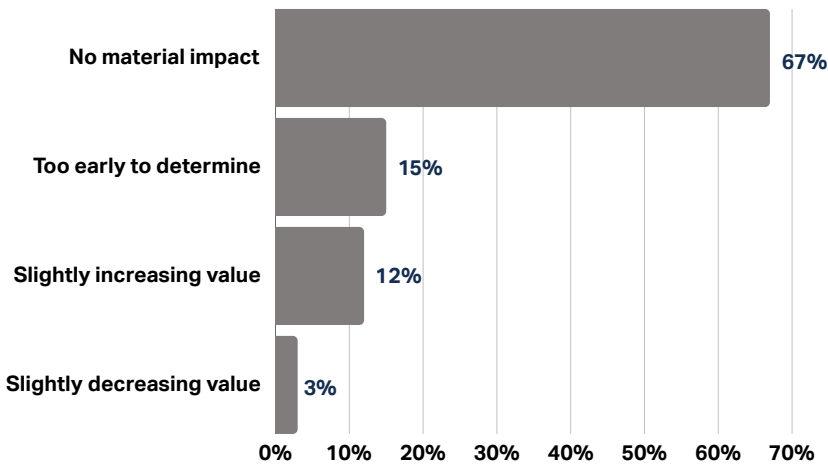


## Q1 2026 Highlights

### REPORTED IMPACT OF AI ADOPTION ON BUSINESS VALUATIONS



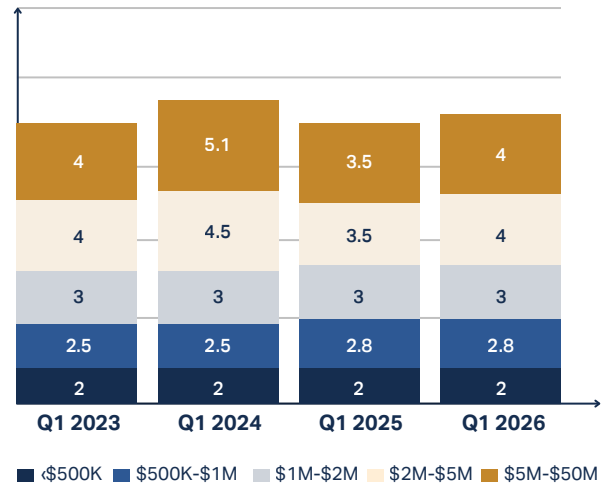
*"AI is definitely part of the discussion, but it hasn't translated into value yet. Buyers want to understand how it's being used, but unless it's clearly improving margins or scalability, it's not changing the outcome. Right now, fundamentals still carry the deal."*

– Lisa Riley, Founder & CEO, Delta Business Advisors, LLC

### ENTERPRISE VALUE OF MARKET SEGMENTS STUDIED

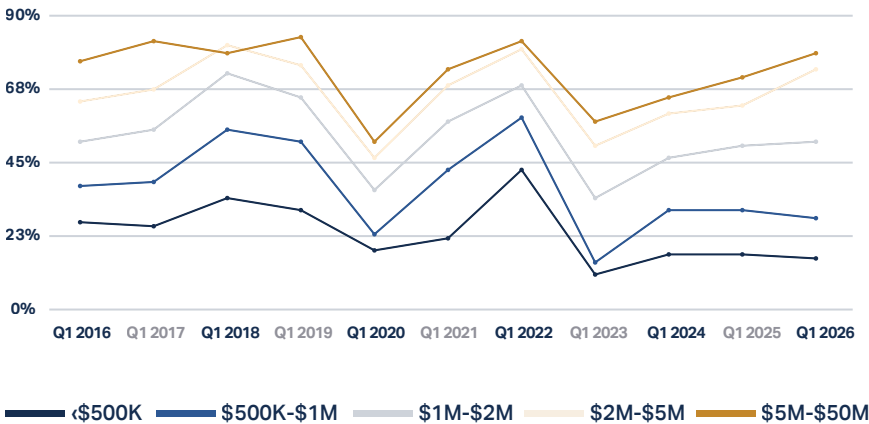
MAIN STREET		LOWER MIDDLE MARKET	
█	<\$500K	█	\$2M-\$5M
█	\$500K-\$1M	█	\$5M-\$50M
█	\$1M-\$2M		

### BUSINESS VALUE MULTIPLES IN Q1 2026



<\$500K - \$2M in Purchase Price reflected as multiple of SDE (Seller's Discretionary Earnings); \$2M-\$50M as multiple of EBITDA (Earnings Before Interest, Taxes, Depreciation & Amortization).

### SELLER'S MARKET SENTIMENT Q1 2016-2026



### CASH AT CLOSE Q1 2023-2026

