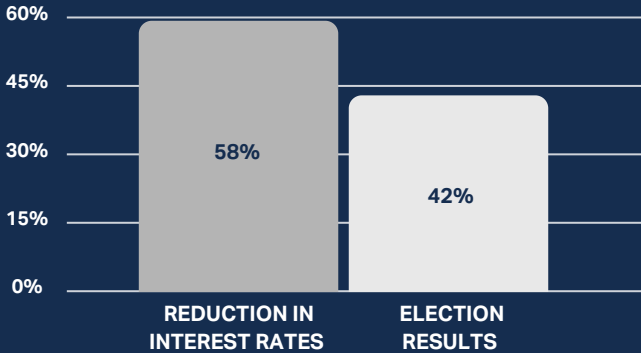


## Q4 2024 Highlights

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

### WHAT WILL HAVE THE MOST POSITIVE IMPACT ON THE MARKET?



“Overall, the 2025 outlook remains promising. With interest rates declining and election uncertainty behind us, we anticipate a shift from ‘cautious wait-and-see’ to a more active deal-making landscape.”

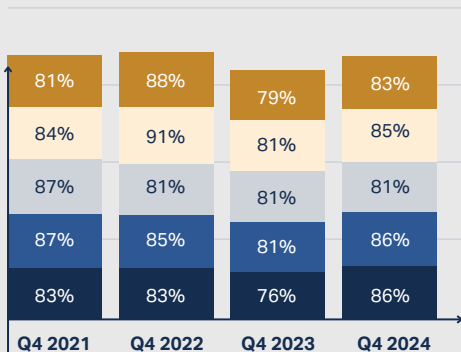
– Scott Bushkie, CEO, Cornerstone Business Services

### SELLER'S MARKET SENTIMENT Q4 2013-2024

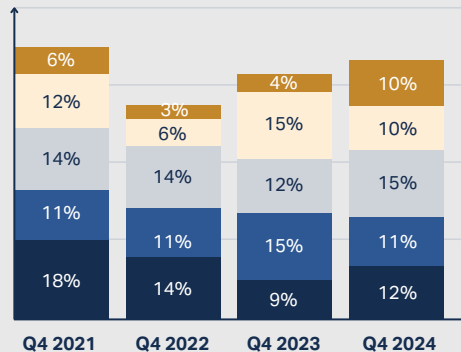


### CASH AT CLOSE VS. SELLER FINANCING 2021-2024

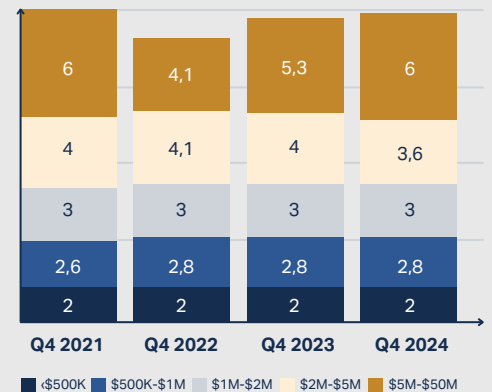
#### CASH AT CLOSE



#### SELLER FINANCING



### AVERAGE MULTIPLES BY DEAL SIZE 2021-2024



<\$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)