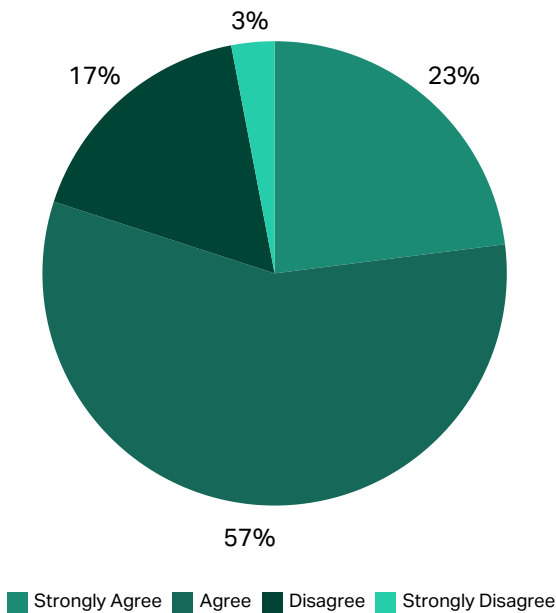


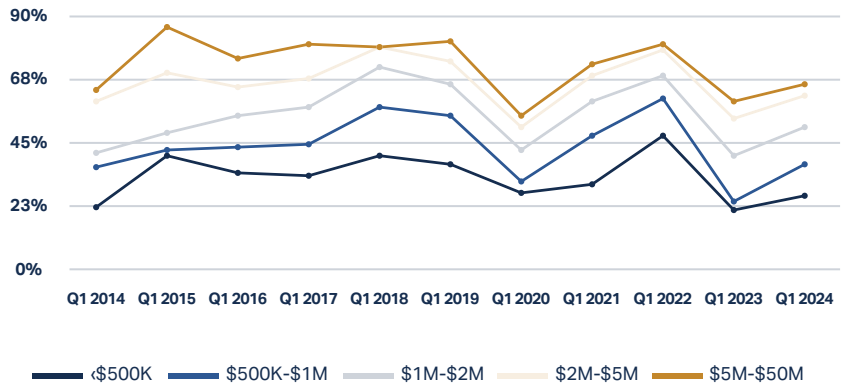
Q1 2024 Highlights

BUYERS IGNORING COVID SLUMPS/BUMPS



SELLER'S MARKET CONFIDENCE

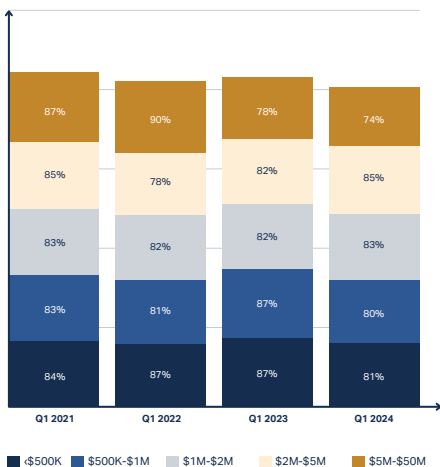
Seller's Market Sentiment Q1 2014-2024



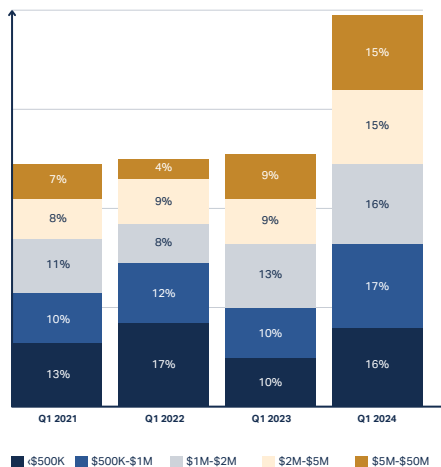
"While the current rise in seller confidence is a positive sign, sellers remain somewhat cautious," said Pino Bacinello, President of Pacific Mergers & Acquisitions, Inc. "This could be attributed to various factors such as high interest rates, economic uncertainty, or the coming election. Regardless, this uptick on confidence is a positive sign and could translate into increased deal flow in the coming months."

FINANCING DEALS IN 2024

CASH AT CLOSE

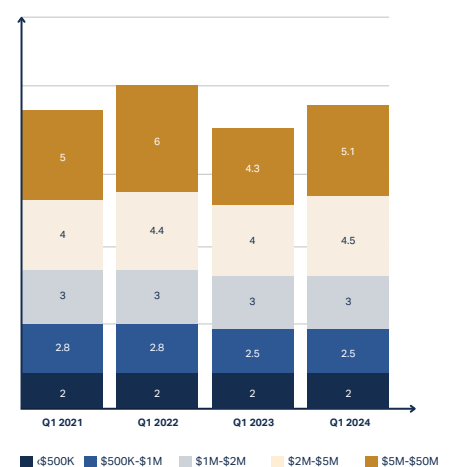


SELLER FINANCING



BUSINESS VALUE

AVERAGE MULTIPLES BY DEAL SIZE 2021 - 2024



Typically SDE for deals <\$2M & EBITDA for those >\$2M with the type of Buyer determining it.