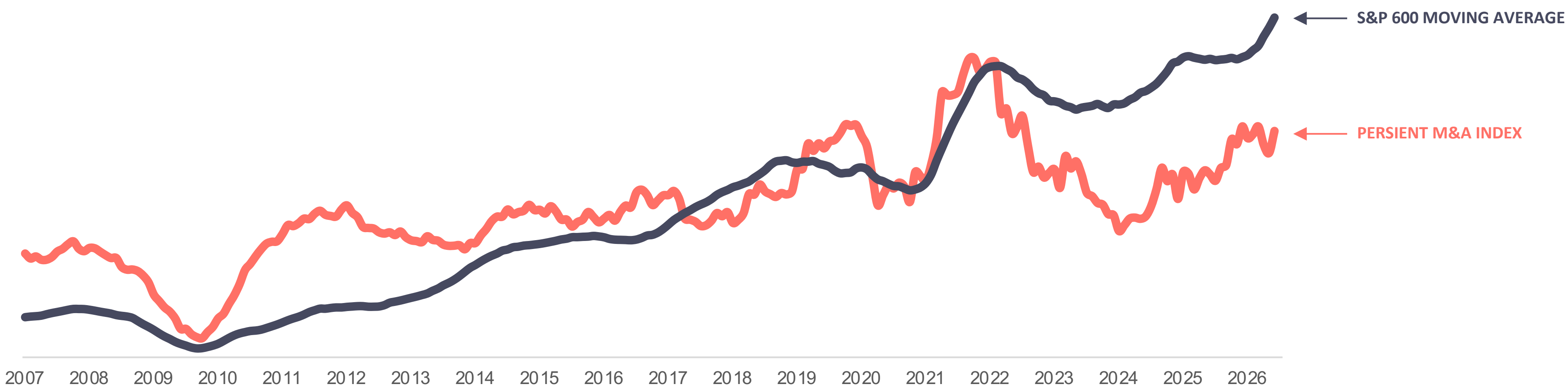
Persient™
Investment Banking | M&A

M&A SNAPSHOT

MARKET INSIGHTS THAT GO BEYOND DATA

M&A MIDDLE MARKET INSIGHTS – Q2 2026

PERSIENT'S MIDDLE MARKET M&A INDEX

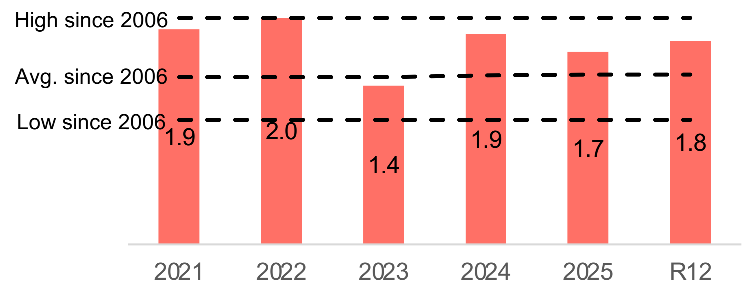


INSIGHTS

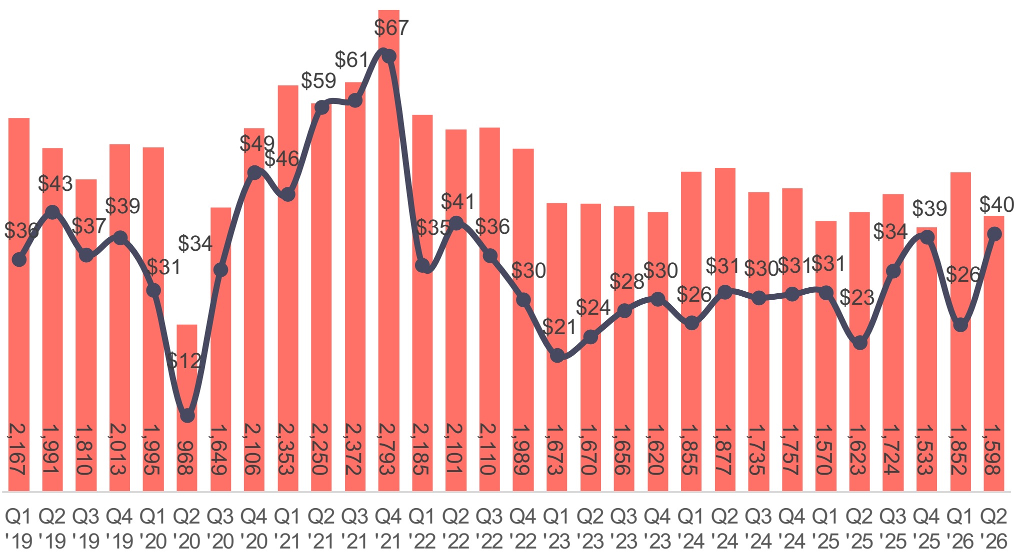
Middle-market M&A has gained meaningful momentum in 2026, with the Persient M&A Index moving noticeably higher from the more uneven environment seen in 2025. The recovery is occurring alongside continued strength in the broader small-cap market, suggesting improving business confidence and a greater willingness to deploy capital, although M&A still has room to catch up. Importantly, the rebound remains selective – buyers are increasingly active, but capital continues to concentrate around higher-quality, high-conviction opportunities rather than driving a broad-based surge in deal volume.

M&A ACTIVITY AND VALUATIONS

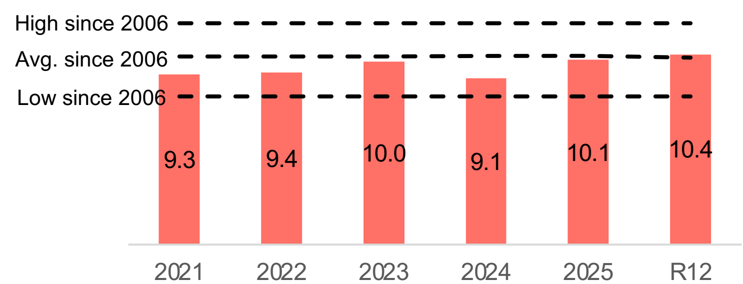
Middle Market M&A Revenue Multiples



Total Middle Market M&A Volume and Value ($b)



Middle Market M&A EBITDA Multiples

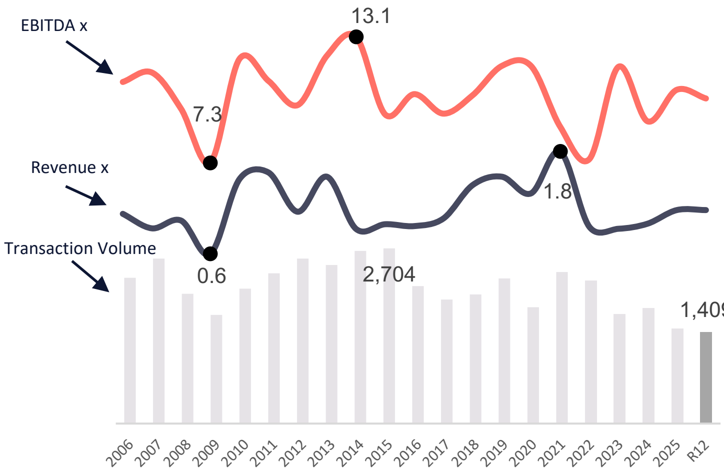


INSIGHTS

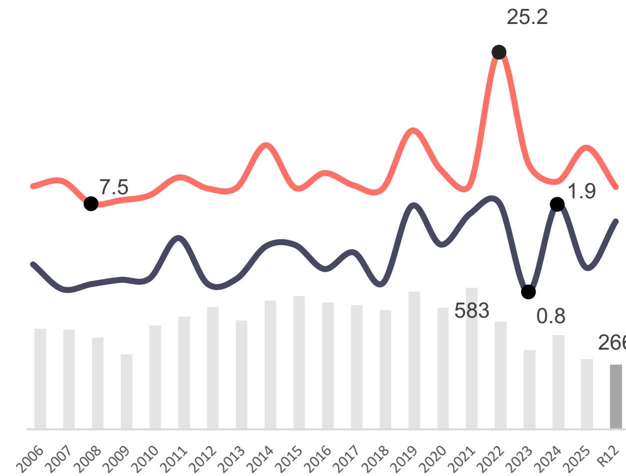
M&A activity improved in H1 2026, with deal volume up ~8% and transaction value up ~22% year-over-year, though the recovery remains concentrated. Industrials drove nearly all of the net increase in deal count, benefiting from reshoring, infrastructure investment, automation and growing power/data center demand. Technology was a major contributor to value growth, as buyers continued to invest behind AI, cloud/data infrastructure, cybersecurity and other mission-critical technologies. With transaction value growing significantly faster than volume, capital is increasingly being deployed behind larger, higher-conviction opportunities.

M&A BY SECTOR

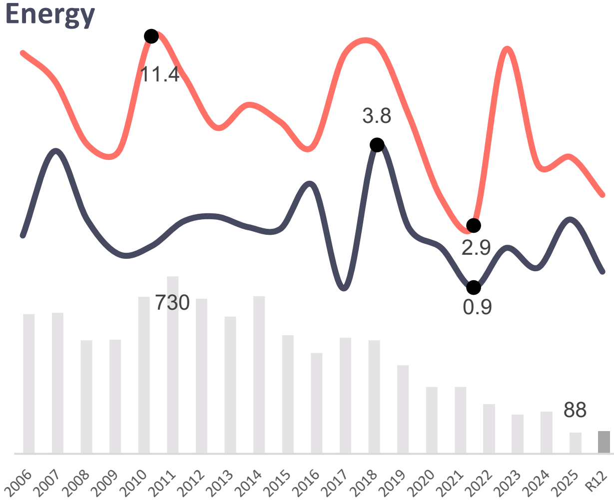
Consumer Discretionary



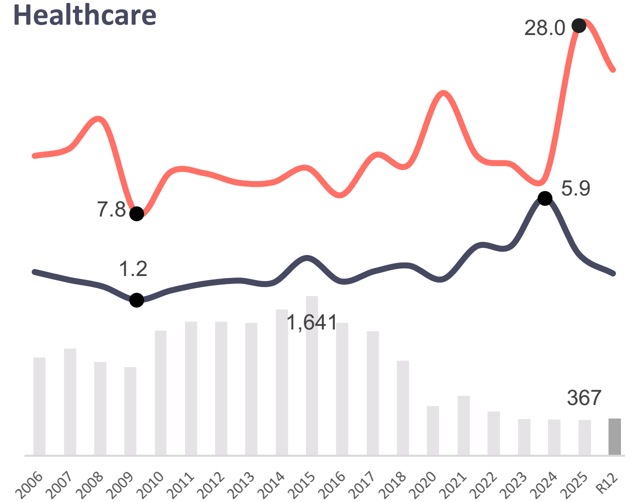
Consumer Staples



Energy

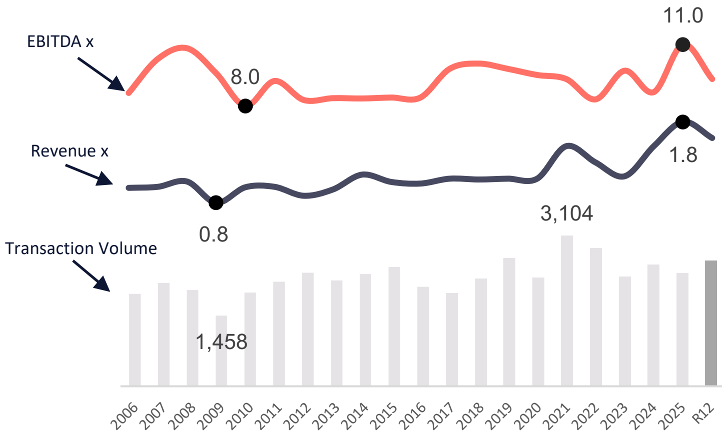


Healthcare

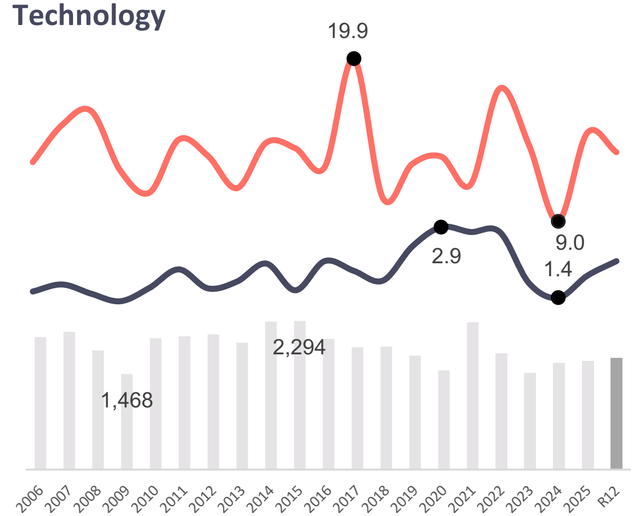


M&A BY SECTOR

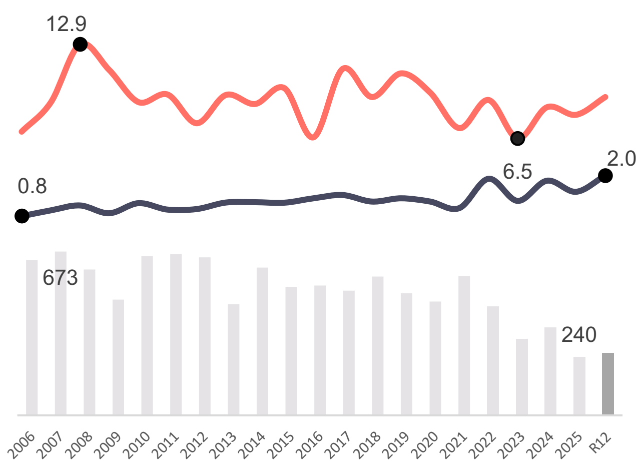
Industrials



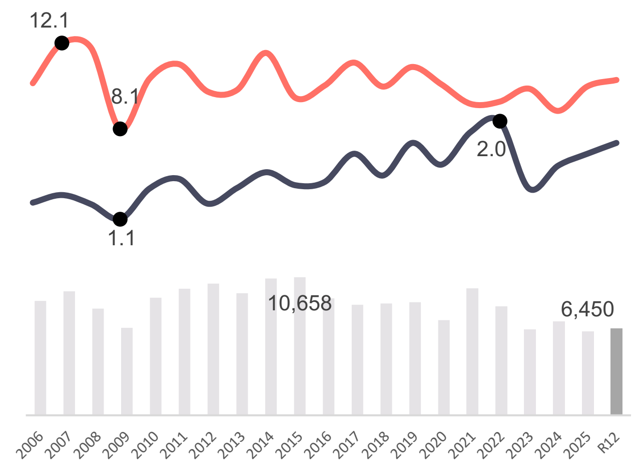
Technology



Materials



Overall



RECENT NOTEWORTHY M&A

Announcement	Target	Buyer	Target Industry	Size ($mm)	Revenue Multiple	EBITDA Multiple
Jun-26	Louisville Perfusion Services, Inc.	Strata Critical Medical, Inc. (NasdaqCM:SRTA)	Health Care Services	$20	-	-
Jun-26	Omnetics Connector Corporation	Arxis, Inc. (NasdaqGS:ARXS)	Electronic Components	$575	-	-
Jun-26	Kumo AI, Inc.	NVIDIA Corporation (NasdaqGS:NVDA)	Systems Software	$400	-	-
Jun-26	FemiClear and CUROXEN Brands	Venture Life Group plc (AIM:VLG)	Personal Care Products	$28	2.31	-
Jun-26	CareSeed, LLC	Sagility LLC	Health Care Technology	$30	5.88	-
Jun-26	Ultradent Products, Inc.	MC Dental Holdings America, Inc.	Health Care Equipment	$900	2.42	-
Jun-26	Open Lending Corporation	ANV Group Holdings Ltd.	Financial Exchanges and Data	$302	3.38	46.18
Jun-26	AstroNova, Inc.	Arcline Investment Management LP	Tech Hardware, Storage and Peripherals	$275	1.81	24.17
Jun-26	Despir Logistics LLC	C.H. Robinson Worldwide, Inc. (NasdaqGS:CHRW)	Air Freight and Logistics	$75	1.21	-
Jun-26	Ultra Electronics Advanced Tactical Systems	Booz Allen Hamilton Inc.	Aerospace and Defense	$720	-	-
Jun-26	Berry Aviation, Inc.	Bristow Group Inc. (NYSE:VTOL)	Passenger Airlines	$105	0.97	8.75
Jun-26	Board Shark LLC	NCAB Group AB (publ) (OM:NCAB)	Electronic Manufacturing Services	$26	1.53	-
Jun-26	I Merit, Inc.	ExlService Holdings, Inc. (NasdaqGS:EXLS)	Application Software	$310	5.25	-
Jun-26	First Street Technology, Inc.	MSCI Inc. (NYSE:MSCI)	Environmental and Facilities Services	$120	-	-
Jun-26	Garrard County Distilling Co.	Tom Collins Distilling LLC	Distillers and Vintners	$20	-	-
Jul-26	American Auto Parks, LLC	Smart Parking Limited (ASX:SPZ)	Environmental and Facilities Services	$12	1.5	8.57
Jul-26	DZYNE Technologies, LLC	Ondas Inc. (NasdaqCM:ONDS)	Aerospace and Defense	$830	-	-
Jul-26	Parascript, LLC	Stakk Limited (ASX:SKK)	Application Software	$63	-	-
Jul-26	Full Swing Golf Holdings, Inc.	Versant Media Group, Inc. (NasdaqGS:VSNT)	Leisure Products	$530	-	-
Jul-26	Specialized Fabrication Equipment Group	Enerpac Tool Group Corp. (NYSE:EPAC)	Industrial Supplies and Components	$472	2.78	10.73
Jul-26	ElevATE Semiconductor, Inc.	Diodes Incorporated (NasdaqGS:DIOD)	Semiconductors	$300	-	-
Jul-26	Yes& Companies, LLC	Travel + Leisure Co. (NYSE:TNL)	Advertising	$193	-	-
Jul-26	textPlus, Inc.	Truecaller AB (publ) (OM:TRUE B)	Application Software	$15	2.88	-
Jul-26	Employee Services LLC	Horace Mann Educators Corporation (NYSE:HMN)	HR and Employment Services	$115	-	-
Jul-26	Innovative Medical Equipment, LLC	Gentherm Incorporated (NasdaqGS:THRM)	Health Care Equipment	$35	-	-
Jul-26	ES&H Consulting Services	Clean Harbors, Inc. (NYSE:CLH)	Environmental and Facilities Services	$305	3.39	10.17
Aug-26	The Advocacy Partners, LLC	Public Policy Holding Company, Inc. (AIM:PPHC)	Research and Consulting Services	$75	7.94	-
Aug-26	Allied Paving Contractors, Inc.	Cardinal Infrastructure Group Inc. (NasdaqGS:CDNL)	Construction and Engineering	$120	1.11	5.47
Aug-26	BÉIS Travel, LLC	Samsonite LLC	Apparel, Accessories and Luxury Goods	$210	-	-
Aug-26	EnviroServe Inc.	Clean Harbors, Inc. (NYSE:CLH)	Environmental and Facilities Services	$470	-	-
Aug-26	Arize AI, Inc.	Dynatrace, Inc. (NYSE:DT)	Application Software	$915	-	-
Aug-26	Cleanwater1, Inc.	Veralto Corporation (NYSE:VLTO)	Industrial Supplies and Components	$465	3.44	26.59
Aug-26	Frontier Technology LLC	ScanSource, Inc. (NasdaqGS:SCSC)	IT Consulting and Other Services	$221	-	-
Aug-26	eMpulse Test Systems LLC	AB Dynamics plc (AIM:ABDP)	Industrial Supplies and Components	$28	5.05	55.6
Aug-26	Claros Technologies Inc.	Navitas Semiconductor Corporation (NasdaqGM:NVTS)	Semiconductors	$233	-	-
Aug-26	Transportation Applied Intelligence Software	The Descartes Systems Group Inc. (TSX:DSG)	Application Software	$100	-	-
Aug-26	IPS Group, Inc.	Nayax Ltd. (TASE:NYAX)	Electronic Equipment and Instruments	$350	-	-
Aug-26	JibJab Catapult CA LLC	Mode Mobile, Inc.	Interactive Media and Services	$30	-	-
Aug-26	Alignment Engine Inc.	Volato Group, Inc. (NYSEAM:SOAR)	Internet Services and Infrastructure	$500	-	-
Aug-26	OrangeDot, Inc.	Sword Health Technologies, Inc.	Health Care Services	$300	-	-

SELECT M&A INSIGHT

Announcement	Target	Buyer	Target Industry	Size ($mm)	Revenue Multiple	EBITDA Multiple
6/11/26	CareSeed, LLC	Sagility LLC	Health Care Technology	$30	5.88	-

Buyer, a tech-enabled BPM and operations partner, entered into an agreement to acquire Target for up to $30 million. Target develops cloud-based software for the health care industry. The transaction is a combination of **upfront cash and contingent consideration**, with $17.5 million paid at closing, with another $12.5 million payable upon the achievement of revenue growth synergies.

6/24/26	I Merit, Inc.	ExlService Holdings, Inc. (NasdaqGS:EXLS)	Application Software	$310	5.25	-

Buyer, a data analytics and digital operations solutions provider, entered into an agreement to acquire Target for up to $310 million. Target provides AI data annotation and model evaluation services. The transaction is a combination of **upfront cash and contingent consideration**, with $170 million paid at closing, and another $140 million payable as an earnout tied to future performance.

7/2/26	American Auto Parks, LLC	Smart Parking Limited (ASX:SPZ)	Environmental and Facilities Services	$12	1.5	8.57

Buyer, an Australia-based provider of parking technology and management solutions, entered into an agreement to acquire Target for up to $12 million. Target is a provider of automotive parking-related services. The transaction is a combination of **cash and stock**, with $11 million paid in cash and $1 million paid in the Buyer's shares, delayed for 6 months, and is funded through existing cash reserves and the Buyer's debt facility.

7/6/26	DZYNE Technologies, LLC	Ondas Inc. (NasdaqCM:ONDS)	Aerospace and Defense	$830	-	-

Buyer, a provider of private wireless networking and autonomous drone systems, entered into an agreement to acquire Target for up to $875 million. Target is a provider of autonomous aircraft and defense technology systems. The transaction is a combination of **cash and stock**, with $200 million paid in cash and approximately 85 million Buyer shares valued at approximately $675 million, with 45 million of those shares subject to a six-month lock-up.

8/11/26	Allied Paving Contractors, Inc.	Cardinal Infrastructure Group Inc. (NasdaqGS:CDNL)	Construction and Engineering	$120	1.11	5.47

Buyer, a civil contracting and infrastructure services provider, entered into an agreement to acquire Target for up to $120 million. Target is a paving and site infrastructure contractor. The transaction is a combination of **cash and stock**, with $62 million paid in cash and $58 million paid in Buyer common equity subject to a six-month lock-up. The cash portion is funded with cash on hand.

M&A MOTIVATION – CEO CHATTER

*"This acquisition is a **transformational pivot** for EXL, deepening our vertically specialized AI capabilities and expanding our reach into high-growth AI technology sectors. By combining iMerit's capabilities with EXL's domain expertise and AI platforms, we are well positioned to help clients build, fine-tune and operationalize AI that performs reliably in production. This is especially critical in regulated industries where domain knowledge, context and compliance are non-negotiable."*
- Rohit Kapoor, Chairman and CEO, EXL

*"Together, CareSeed's technology platforms and Sagility's clinical, operational, and AI-enabled transformation capabilities **create a more connected quality operations model** — helping health plans identify and close care gaps earlier, improve member outcomes, enhance Star Ratings performance, and drive more sustainable financial results."*
- Ramesh Gopalan, Managing Director and Group CEO, Sagility

*"With DeSpir, we're strengthening how we help customers move freight that requires an extra layer of protection. This is the kind of cargo where the stakes are incredibly high, like life-saving pharmaceuticals that must stay within strict temperature ranges, or critical data center equipment that is frequently targeted for theft. Think of it like this: C.H. Robinson is the large, highly efficient logistics engine with industry leading safety and fraud prevention, while DeSpir is a specialized operations team within it — designed to handle complex, high-risk, high-value freight with the greatest level of control and precision. This is a **specialized service that many of our customers need**."*
- Adam McDonough, VP of Capacity, C.H. Robinson

*"The character of warfare is changing rapidly, and military advantage increasingly belongs to organizations capable of deploying autonomous systems at scale. DZYNE brings exceptional technology, world-class engineering talent and mission-ready systems across long-endurance ISR, counter-UAS and autonomous effects. The combination with DZYNE **accelerates Ondas' build-out of the next-generation autonomous defense platform**-not through a single breakthrough product, but by integrating complementary, mission-proven technologies into a scaled operating platform. Importantly, DZYNE significantly strengthens Ondas' financial profile, adding substantial scale and revenue growth. DZYNE is EBITDA positive with a strong and growing margin profile, accelerating Ondas' path towards profitable, long-term growth."*
- Eric Brock, Chairman and CEO, Ondas

About Persient™

M&A is our singular focus. We are a middle market investment banking firm delivering creative, global take-to-market strategies for mature, profitable business owners ready to sell.

Our team of investment banking professionals have spent decades preparing business owners for success, helping them realize the full potential value for their companies. We look beyond simple price and terms to skillfully execute deals that fulfill owners' lifestyle, legacy, and monetary goals.

Our clients typically generate sales in the $10 – $200 million range OR expect to generate profits/earnings (adjusted for nonrecurring add-backs) in the $2 – $20 million range. We have experience with companies in a variety of industry verticals, including:

- Manufacturing / Distribution
- Business Services
- Technology
- Media and Marketing
- Healthcare
- Specialty Services and Products

Considering selling your business? Follow the link to schedule a M&A Consult.

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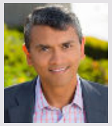

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Notes: Middle Market defined as all M&A activity between $10 million - $1 billion in transaction value. EBITDA and Revenue multiples are based on median observations and calculated for disclosed transactions only. Our data includes majority sales and excludes Financials, Telecommunication Services and Utilities sectors. Starting September 2016, trailing 12 month data also includes transactions that have been announced but not yet closed. Within the Healthcare sector, 2019 data has been excluded as was determined to not be meaningful. Data Source: Persient, Standard and Poor's, and other public databases and announcements.