

 DealRoom × M&A SCIENCE

State of AI in M&A 2026 Report

More Than Half of Dealmakers are Already Using AI.

And about a third are
experimenting with different tools.

i *Insights from 230+ M&A and Corporate
Development Professionals*

WHO WE HEARD FROM

Active Corp Dev Leaders Running Lean Teams.

Role, Organization Size, Team Size, and Deal Volume

48%

★ in Corporate
Development /
M&A Roles

(114 of 237 Responses)

46%

★ Work at
Companies
with 50
Employees
or Less

89%

★ Run Lean
Deal Teams
of 1–10 People

75%

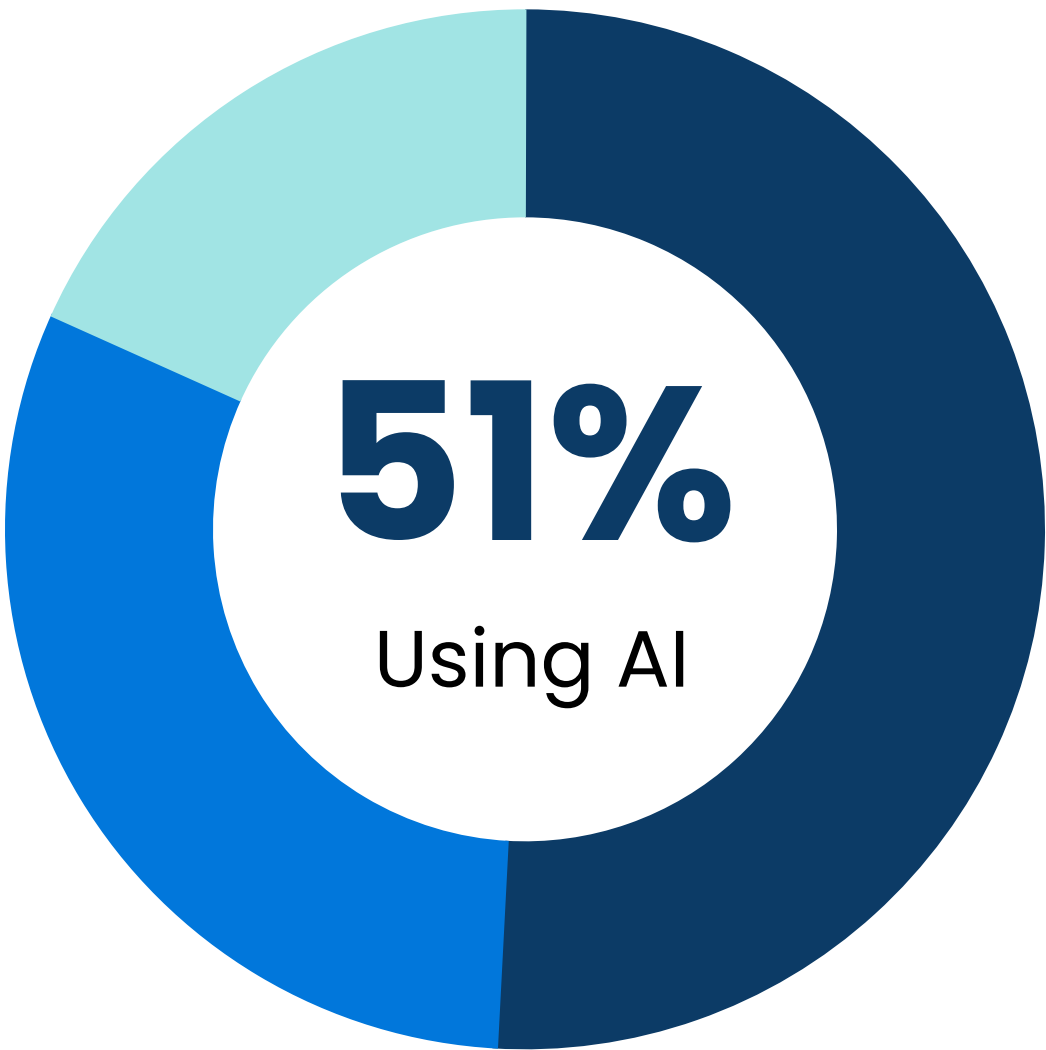
★ Closed 1–10
Deals in the
Last 12 Months

(13% Closed More Than 10)

AI ADOPTION & MOMENTUM

AI Has Become Standard Practice in M&A.

51% of M&A teams are already using AI



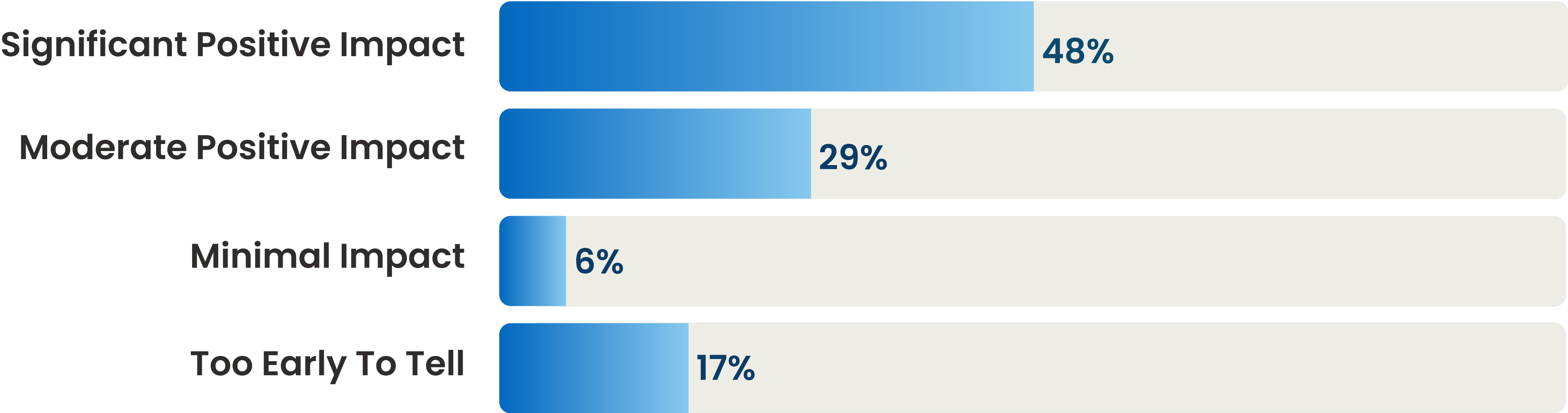
Question: Does your team currently use AI tools or automation in any part of your M&A process?

- 51% Using
- 31% Piloting
- 18% Not Using AI

AI ADOPTION & MOMENTUM

77% of Respondents Report a Positive Impact from AI.

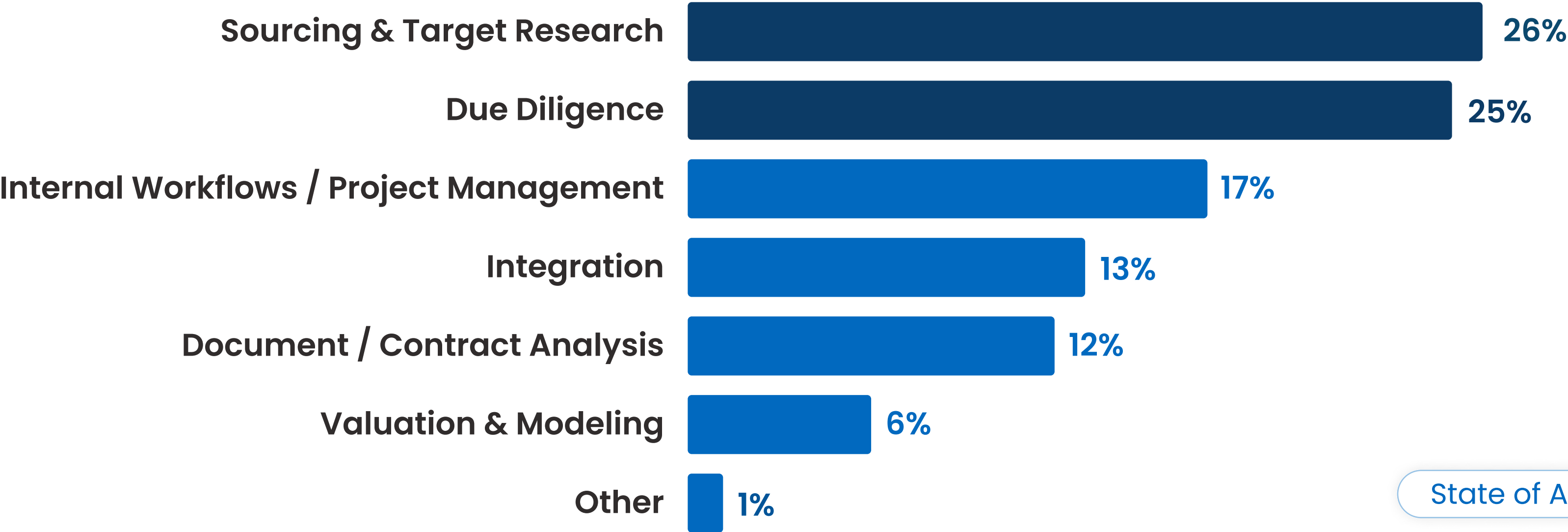
Question: How would you describe the overall impact AI has had on your M&A process so far?



WHERE IS AI BEING USED TODAY

Dealmakers are Putting AI to Work Where the Work is Most Manual: Sourcing and Due Diligence.

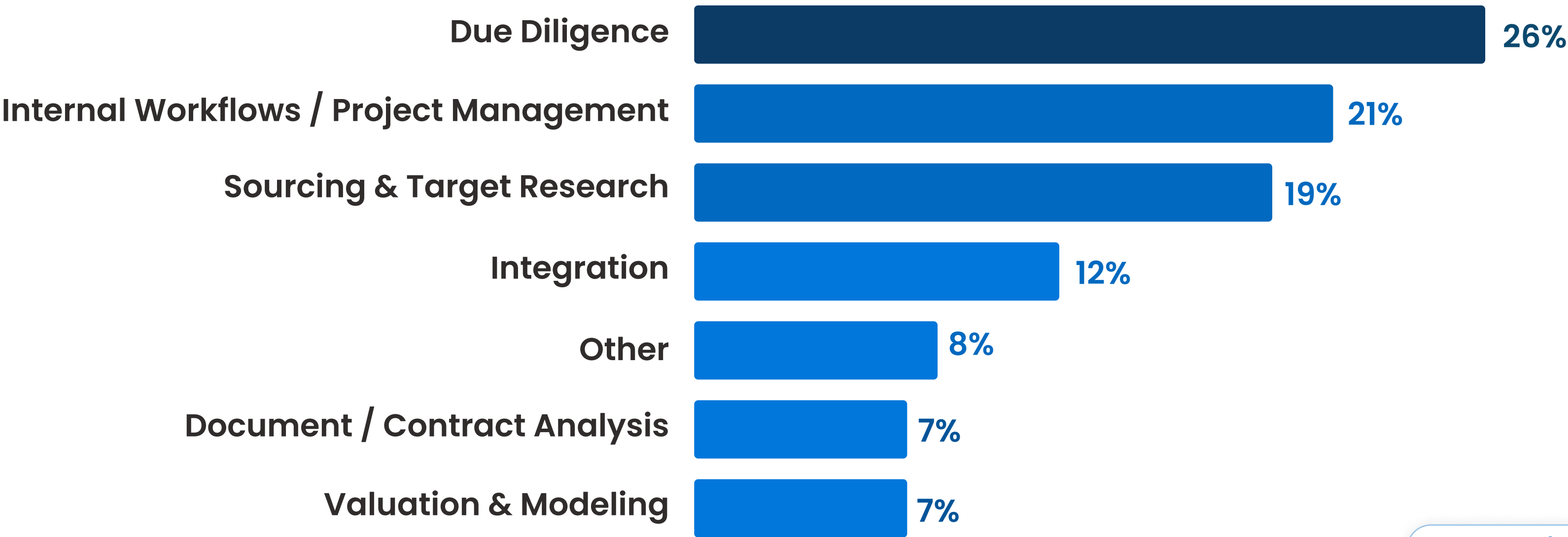
Question: In which stages of the M&A process is your team currently using or testing AI.



WHERE AI IS HEADED

Due Diligence Leads Where Teams Plan to Use AI Next.

Question: Where do you see the greatest potential for AI to impact M&A over the next 12–24 months?

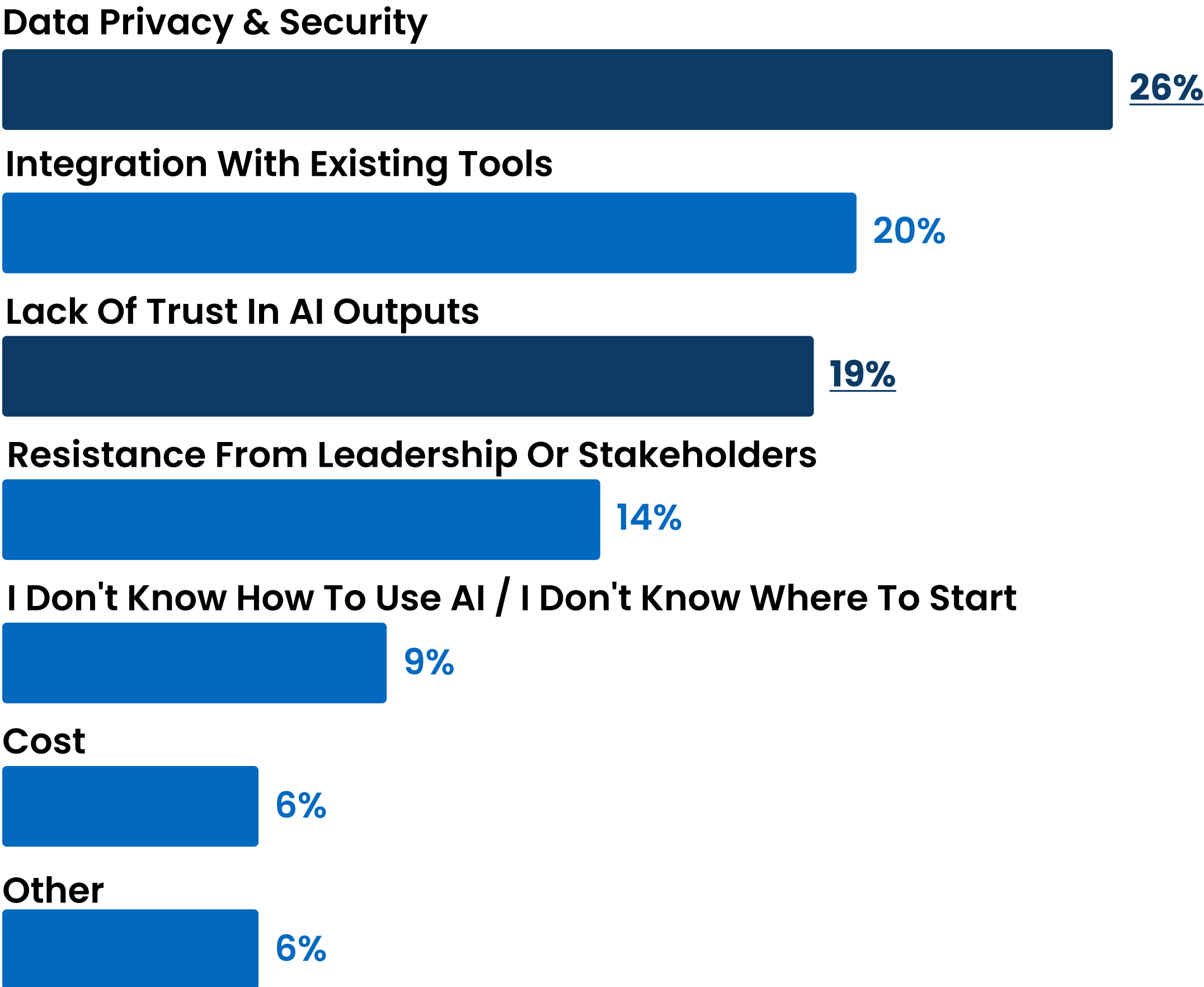


WHAT'S HOLDING TEAMS BACK

It Comes Down
to Trust.

45% Cite
Security
Concerns or
Doubts About
AI's Output.

Question: What are the biggest barriers to adopting AI in your M&A process?



THE AI TECH STACK

Teams Use a Mix of Tools to Automate Their Deal Strategy



Top 5 Insights

1.

AI is no longer experimental in M&A. **51% of teams already use AI and 31% are piloting.**

The question has shifted from "should we?" to "how can we do more?"

2.

The corporate development teams adopting AI fastest are the leanest. **89% run deal teams of 10 or less.** When a handful of people run every deal, automating the manual work is the only way to keep pace.

3.

Corporate development teams are already seeing the impact of AI. **More than 3 in 4 practitioners report a positive impact from AI.**

4.

When the data is sensitive, a general chatbot isn't enough. **45% of dealmakers cite data security or distrust of AI outputs in M&A.**

5.

Sourcing and target research is where teams use AI most today, and due diligence is where they see the most potential.

The next step is building AI directly into the diligence process itself, not just on top of it.

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the next level, visit www.dealroom.net**

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