

## FISCAL 2024 SUMMARY

"2024 was a pivotal year for DCM highlighted by the successful completion of the complex integration of the Moore Canada Corporation ("MCC") acquisition which we accomplished on budget and nearly a full year ahead of our original schedule. We are now well-positioned to leverage our larger scale, incremental capacity, expanded product mix and the skills and capabilities of our team to drive profitable growth, return to pre-acquisition levels of +30% gross profit margins, and deliver strong free cash flow<sup>1</sup> going forward.



With the actions we took during 2024 to complete the integration of the MCC business into DCM, we were pleased to be able to recently announce a special dividend to shareholders and the commencement of a regular quarterly dividend program reflecting our confidence in DCM's growth potential and our commitment to enhancing shareholder returns."

- Richard Kellam, President & Chief Executive Officer

DCM-TSX DCMDF-OTCQX March 13, 2025

### **FISCAL 2024 BY THE NUMBERS**



480.0M REVENUES

+7.2% VS. 2023



**ADJUSTED** 

+19.7% VS. 2023



**GROSS PROFIT** +9.4% VS. 2023



ADJUSTED EBITDA<sup>1</sup>

MARGIN **VS. 11.9% LAST YEAR** 



**27.1% GROSS MARGIN** 

**VS. 26.6% LAST YEAR** 



**NET DEBT** 

REDUCTION **TO \$78.9M SINCE ACQUISITION OF MCC** 

## **2024 HIGHLIGHTS**



# PROFITABLE GROWTH

PLATFORM BUILT FOR

## IN ANNUALIZED SYNERGIES **EXITING 2024 FACILITY CONSOLIDATION &**

**ACHIEVED TARGETED \$30M-\$35M** 



**ERP INTEGRATION COMPLETED** 

- Fergus, ON plant ceased production in October 2024 Treton, ON plant ceased production in November 2024
- **CAPITAL INVESTMENT**
- 2024 Capex of \$12.3M vs. \$4.2M in 2023 Invested more than \$21M in state-of-the-art equipment · Investment facilitates entry into new markets of prime labels,

· Launched ASMBL, a fully AI-enabled DAM

analytics & management

IN GROWTH MARKETS

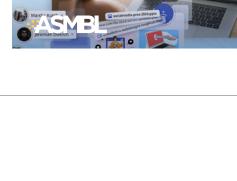
- shrink film, paperboard/pre-formed packaging
- **EXPANSION OF TECH-ENABLED SOLUTIONS**

Acquired Zavy Limited, a SaaS provider of social media







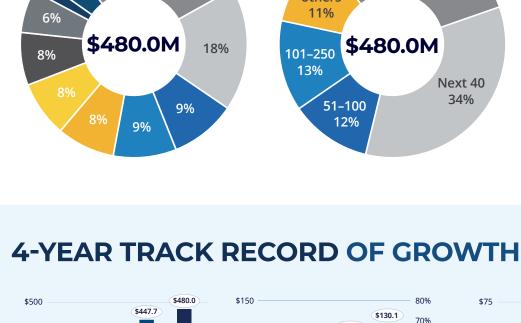


#### **REVENUES BY REVENUES BY END MARKET CLIENT**

All

**DIVERSE BLUE-CHIP CLIENTS 2024** 

**BUSINESS SUMMARY** 



\$273.8

+5% CAGR

Revenue

27%

2%

\$300

5%

others 11% \$480.0M 101-250 13% Next 40 34% 51-100 12% 80% \$75 \$130.1 70% 60% \$50 50% .⊑

**Top 10 Clients** 

30%



+14% ON AN

Adjusted EBITDA<sup>1</sup>

**ANNUAL BASIS** 

■ Financial Retail

Services

Manufacturing

### \$400 \$100

\$84.2



1 Adjusted EBITDA, Free cash flow and Net Debt are non-IFRS measures. For definitions and

reconciliations, if applicable, see DCM's most recent MD&A filed on www.sedarplus.ca.

**RETURNING TO** 

Gross margin

THE +30% RANGE