

Q1 2025 SUMMARY



“We delivered first quarter results in line with our expectations, highlighted by adjusted EBITDA of 15.0% of revenues, and gross profit of 29.3% of revenues, marking continued progress towards our objective of returning to pre-acquisition levels of margin performance. Much of our attention in the first quarter focused on preparing for the expected introduction of cross-border tariffs and the impact on our supply chain, raw material pricing and client order orders. We have developed contingency plans including identifying alternative sources of supply for several raw materials. We continue to closely monitor the uncertain economic and geopolitical environment while navigating challenging conditions in our end markets including a potential Canada Post strike.”

– Richard Kellam, President & Chief Executive Officer

DCM-TSX DCMDF-OTCQX May 13, 2025

Q1 2025 BY THE NUMBERS



\$123.7M

REVENUES
-4.3% VS. Q1 2024



\$36.3M

GROSS PROFIT
-2.8% VS. Q1 2024



29.3%

GROSS MARGIN
VS. 28.9% LAST YEAR



\$18.6M

ADJUSTED EBITDA¹
-0.4% VS. Q1 2024



15.0%

ADJUSTED EBITDA¹ MARGIN
VS. 14.4% LAST YEAR



-38%

NET DEBT¹ REDUCTION
TO \$90.8M SINCE ACQUISITION OF MCC

Q1 2025 HIGHLIGHTS



PLATFORM BUILT FOR PROFITABLE GROWTH

RETURN OF CAPITAL TO SHAREHOLDERS

- Paid a \$0.20 per common share special dividend on March 25, 2025
- Commenced regular quarterly dividend of \$0.025 per common share



MITIGATING POTENTIAL TARIFF IMPACT

- Identifying alternative sources of supply for several raw materials
- European sourced materials commencing trials



NEW BUSINESS DEVELOPMENT

- Strongest pipeline in recent history
- Several new logo wins and increased wallet share in key verticals
- Will be key to help achieve goal of return to revenue growth in H2 2025

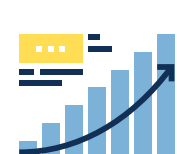


LEVERAGING AI-CAPABILITIES

- ASMBL new logo wins in retail, healthy pipeline of opportunities
- Displaced incumbent DAM at a Schedule 1 bank
- Zavy traction in domestic market



2025 PRIORITIES



Drive profitable organic growth by leveraging our expanded suite of tech-enabled offerings, strengthening our presence in key industry verticals and securing new business wins.



Deliver a return on new capital investments focused on enhancing our production capabilities and positioning us to drive operating efficiencies.



Continue to drive gross margin improvement through top line revenue growth, operating efficiencies, and strategic revenue management initiatives.



Demonstrate agility and adaptability to effectively navigate an uncertain economic and geopolitical environment.

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.