

# Q2 2025 SUMMARY



“Despite challenging market conditions and stronger than expected revenue headwinds in the second quarter, we continued to deliver solid operating performance with essentially flat adjusted EBITDA and higher adjusted EBITDA margin compared to last year. Uncertainty about trade policies, including tariffs, the direction of the economy, and the ongoing labour issues at Canada Post have driven continued market headwinds, negatively impacting business confidence, and resulting in client budget reductions, delayed orders, and inventory drawdowns. As such, revenues in the quarter were down 9.5% compared to last year. We are well-positioned financially to manage through the current market conditions with our strong cash flow, a disciplined focus on maintaining margins, and managing overhead costs. We continue to be encouraged by our strong and growing pipeline of new business opportunities, the highest level of which we’ve seen in years. We expect to more fully realize these efforts as market conditions improve.”

– Richard Kellam, President & Chief Executive Officer

**DCM-TSX DCMDF-OTCQX** August 7, 2025

## Q2 2025 BY THE NUMBERS



**\$113.8M**

**REVENUE**  
-9.5% VS. Q2 2024



**26.8%**

**GROSS PROFIT MARGIN**  
VS. 27.3% LAST YEAR



**\$19.9M**

**SG&A EXPENSES**  
-\$2.6M VS. Q2 2024



**\$16.6M**

**ADJUSTED EBITDA<sup>1</sup>**  
-1.9% VS. Q2 2024



**14.6%**

**ADJUSTED EBITDA<sup>1</sup> MARGIN**  
VS. 13.4% LAST YEAR



**-40%**

**NET DEBT<sup>1</sup> REDUCTION**  
TO \$87.5M SINCE ACQUISITION OF MCC

- › Pipeline of new business opportunities continues to grow
- › Quarterly dividend of \$0.025 per common share declared, payable on September 24, 2025 to shareholders of record on September 10, 2025

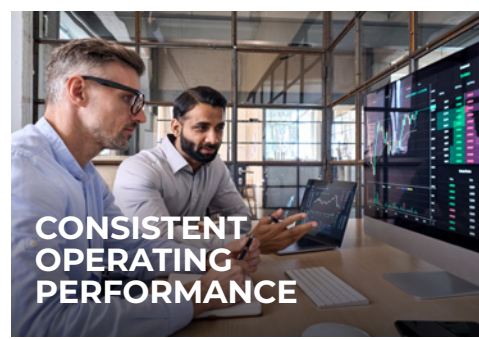
## Q2 2025 HIGHLIGHTS



### PLATFORM BUILT FOR PROFITABLE GROWTH

#### CONSISTENT OPERATING PERFORMANCE DESPITE REVENUE HEADWINDS

- Adjusted EBITDA margin increased year over year, while gross margin remained relatively stable



#### MARKET UNCERTAINTY REMAINS

- Economic and tariff uncertainty negatively impacting business confidence
- Canada Post labour issues
- Managing overhead to mitigate impacts of lower client spending



#### NEW BUSINESS DEVELOPMENT & OUTLOOK

- Strong sales pipeline of new business opportunities continues to grow
- Highest levels of new business seen in years
- Expect to more fully realize these opportunities as market conditions improve

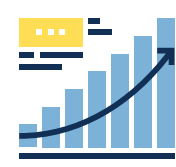


#### M&A COMING IN TO FOCUS

- Industry dynamics are opening more opportunities, with increased activity
- M&A pipeline is robust



## 2025 PRIORITIES



Maintain our focus on profitable organic growth.



Deliver a return on new capital investments.



Continue to drive gross margin improvement through operating efficiencies.



Demonstrate agility and adaptability to effectively navigate an uncertain environment

<sup>1</sup> 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](http://www.sedarplus.ca).