



DATA COMMUNICATIONS MANAGEMENT CORP.

INVESTOR PRESENTATION

DCM – TSX | DCMDF – OTCQX

November 2025

FORWARD-LOOKING STATEMENTS INFORMATION DISCLOSURE.

Forward-looking Statements

Certain statements in this presentation constitute “forward-looking” statements that involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance, objectives or achievements of DCM or industry results, to be materially different from any future results, performance, objectives or achievements expressed or implied by such forward-looking statements. When used in this presentation, words such as “may”, “would”, “could”, “will”, “expect”, “anticipate”, “estimate”, “believe”, “intend”, “plan”, and other similar expressions are intended to identify forward-looking statements. These statements reflect DCM’s current views regarding future events and operating performance, are based on information currently available to DCM, and speak only as of the date of this presentation.

These forward-looking statements involve a number of risks, uncertainties and assumptions and should not be read as guarantees that future performance or results will be achieved. Many factors could cause the actual results, performance, objectives or achievements of DCM to be materially different from any future results, performance, objectives or achievements that may be expressed or implied by such forward-looking statements. See “Liquidity and capital resources” and “Risks and Uncertainties” in DCM’s management’s discussion and analysis and other publicly available disclosure documents, as filed by DCM on SEDAR+.

Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements prove incorrect, actual results may vary materially from those described in this presentation as intended, planned, anticipated, believed, estimated or expected. Unless required by applicable securities law, DCM does not intend and does not assume any obligation to update these forward-looking statements.

Non-IFRS Measures

This presentation includes certain non-IFRS measures as supplementary information. In addition to net income (loss), DCM uses non-IFRS measures including Adjusted net income (loss), Adjusted net income (loss) per share, EBITDA and Adjusted EBITDA (collectively, “Non-IFRS Measures”) to provide investors with supplemental measures of DCM’s operating performance and to highlight trends in its business that may not otherwise be apparent when relying solely on IFRS financial measures. DCM also believes that securities analysts, investors, rating agencies and other interested parties frequently use similar Non-IFRS Measures in the evaluation of issuers. DCM’s management also uses Non-IFRS Measures in order to facilitate operating performance comparisons from period to period, prepare annual operating budgets and assess its ability to meet future debt service, capital expenditure and working capital requirements. These Non-IFRS Measures are not recognized by IFRS and do not have any standardized meanings prescribed by IFRS. Therefore, DCM’s Non-IFRS Measures are unlikely to be comparable to similar measures presented by other issuers.

Investors are cautioned that Non-IFRS Measures should not be construed as alternatives to net income (loss) determined in accordance with IFRS as an indicator of DCM’s performance. For a reconciliation of DCM’s Non-IFRS Measures to net income (loss), see DCM’s most recent Management’s Discussion & Analysis filed on SEDAR+.



ABOUT US.

**CANADA'S LEADING TECH-
ENABLED PROVIDER OF PRINT
AND DIGITAL SOLUTIONS**
THAT HELP SIMPLIFY COMPLEX
MARKETING COMMUNICATIONS
AND OPERATIONS WORKFLOW.

HEAD OFFICE:

Brampton, Ontario

FOUNDED:

1959

MARKET CAPITALIZATION:

\$73.1MM (basic)

\$83.7MM (f.d.)

PRESIDENT & CEO:

Richard Kellam

LISTING:

DCM - TSX since 2004

DCMDF – OTCQX since 2021



We're making it count.

DCM AT A GLANCE.

+400

Enterprise
clients

1500

Employees

SCALE

20

Facilities across
Canada, U.S.

2024 Revenue
\$480.0M
(+7.2% vs. 2023)

- Long-term client contracts
- High retention rate

GROWTH

PROFITABILITY

2024 Adj. EBITDA
\$63.9M
(+19.7% vs. 2022)



WHAT WE DO.

WE PROVIDE TECH-ENABLED PRINT AND MARKETING WORKFLOW SOLUTIONS.



DCMFLEX TM/INC

- PERSONALIZED COMMUNICATIONS

- BUSINESS PROCESS OUTSOURCING

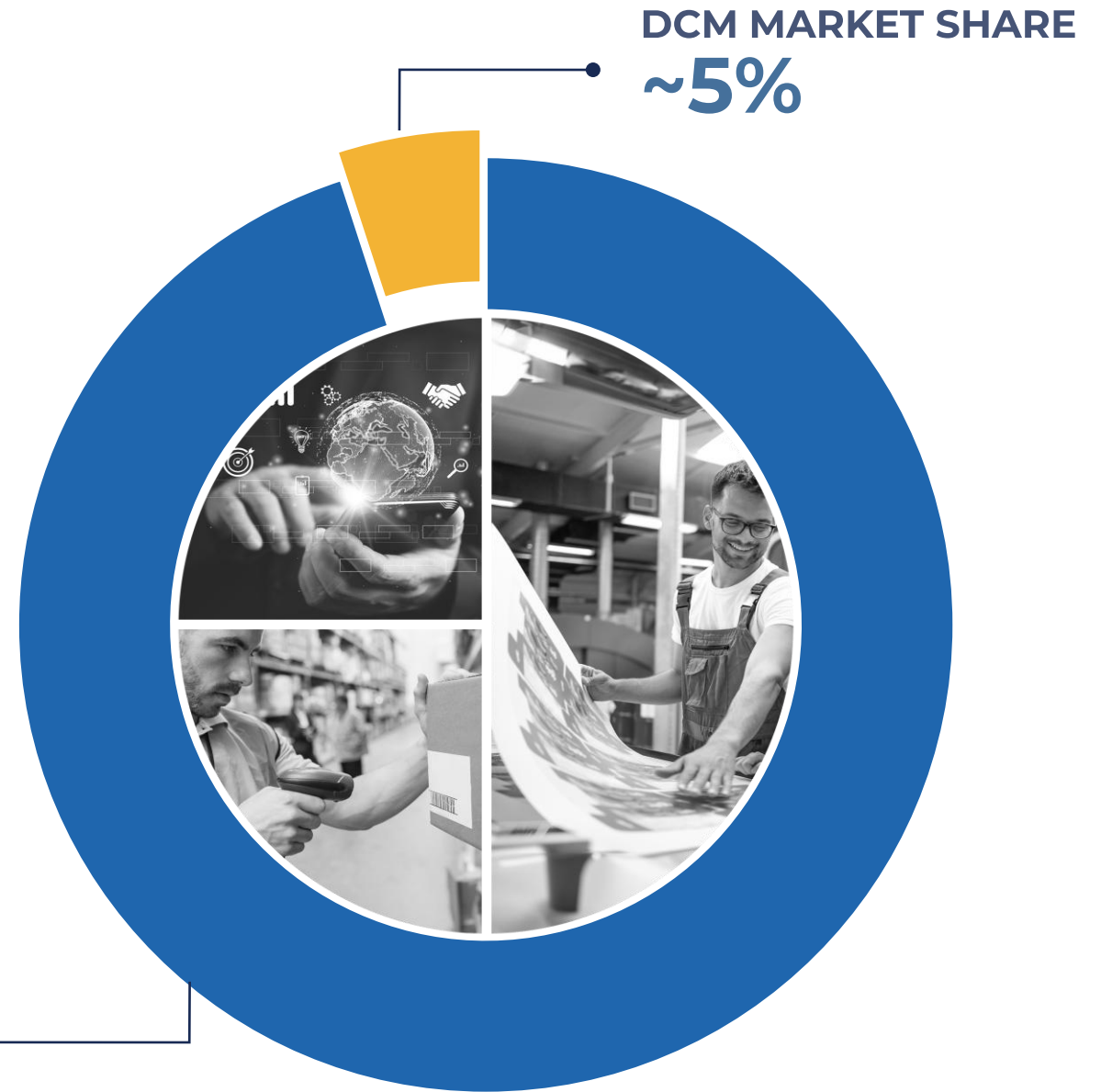
- MARKETING SOLUTIONS

You can watch a brief video that illustrates DCM's commercial focus [here](#)



A LARGE, FRAGMENTED CANADIAN COMMERCIAL PRINT MARKET.

TOTAL ADDRESSABLE MARKET =
>\$10B



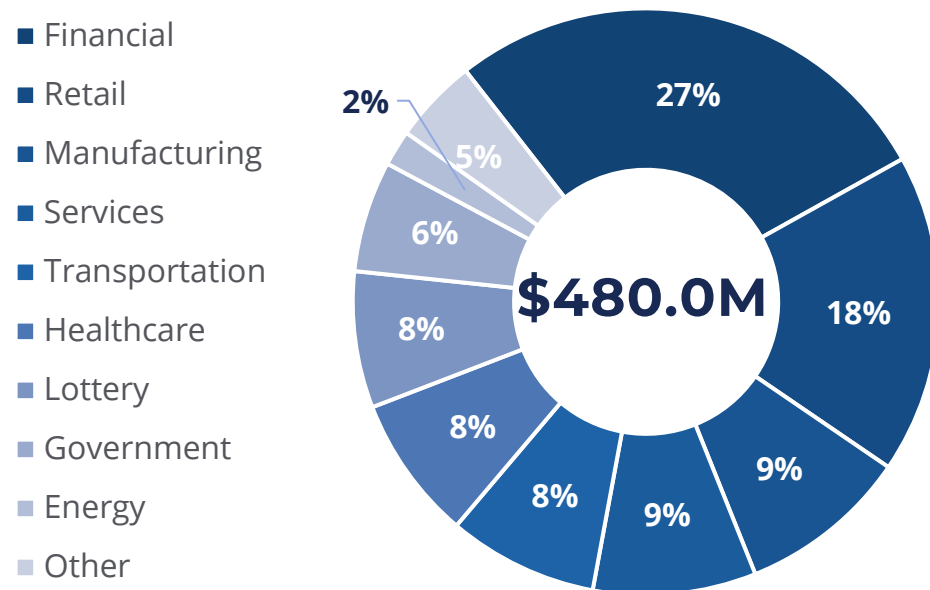
400 ENTERPRISE CLIENTS.

Handling massive **complexity**
Serving **diverse** industry verticals
High **retention** rate (>95%)

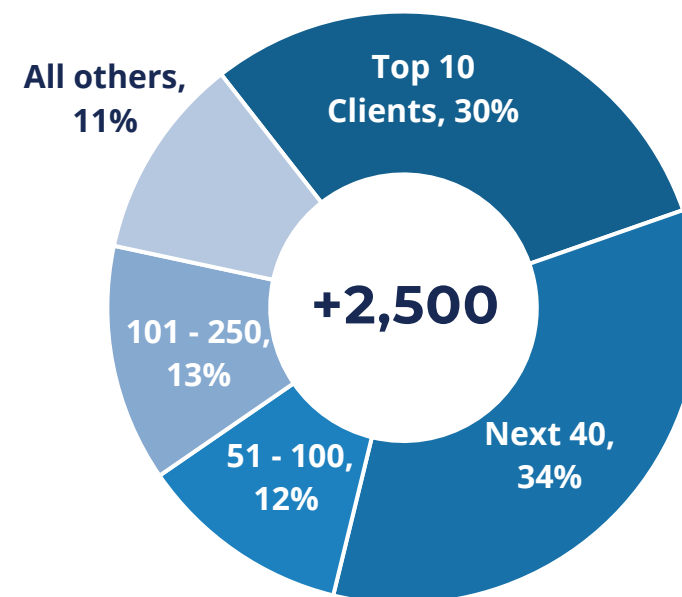


DIVERSE, BLUE-CHIP CLIENTS.

Revenues by End Market
2024



Revenues by Client
2024



Diversified across a broad variety of vertical markets; strong enterprise client base; largest client <5% of revenues; Top 250 clients = 89% of total revenues

ALL IN ON GROWTH

new business development FOCUS: Retention + Wallet Share + New Logos

Active Opportunities

2025 Wins

Commercial Dashboard

PIPELINE PRIMED TO DELIVER WITH MARKET IMPROVEMENT

- ✓ Deepest new business pipeline we have seen
 - ✓ Active opportunities
 - ✓ Proposals
 - ✓ Number and value of wins
- ✓ 22% of opportunities from new logos
- ✓ Accelerating win rate in RFPs vs. 2024
- ✓ Continuing momentum in tech & AI-enabled solutions

DCMFLEX™



CC
contentcloud^{ai}

ZoVY

GROWTH BEYOND BOUNDARIES

Expanding into **new** vertical markets



GROCERY



AUTOMOTIVE



QSR



FUEL/C-STORE



TELCO



RETAIL



AGENCY



CPG

CCM360 INDUSTRY RECOGNITION

Platform named to Aspire Leaderboard for leadership among its peers in 10 of 13 industry verticals



"DCM is a leading Canadian CCM provider that effectively bridges marketing and regulatory customer communications, powered by its CCM360 software platform. Their focus on intelligent document processing and e-forms capabilities is a key differentiator that directly addresses the operational challenges that large enterprises increasingly face in managing complex communication workflows."

- Kaspar Roos, Aspire CCS Founder & CEO

CCM360 CORE COMPONENTS



**Electronic Form
Capture**



**Intelligent Document
Processing Backbone**



**Digital Data &
Document Routing**



**Secure Encryption &
Document Storage**



**Robust Composition
Engine**



**Data-Triggered
Customer
Communications**



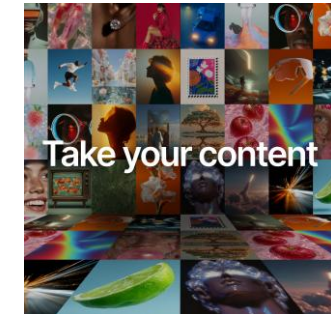
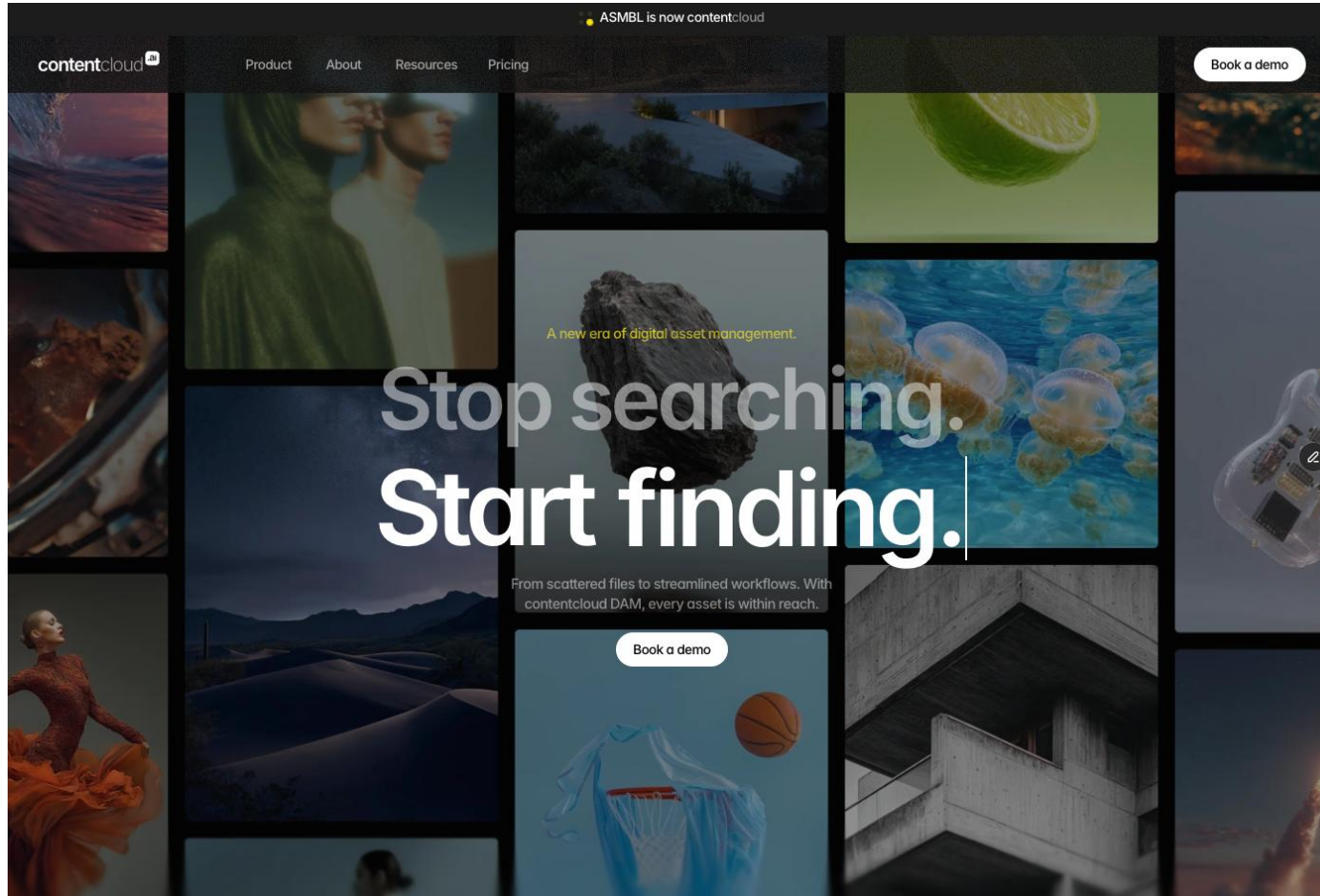


contentcloud.ai

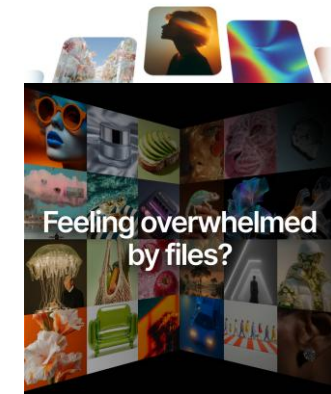
A new era in digital asset management

LAUNCH OF CONTENTCLOUD.AI

DCM's new, fully AI-enabled DAM

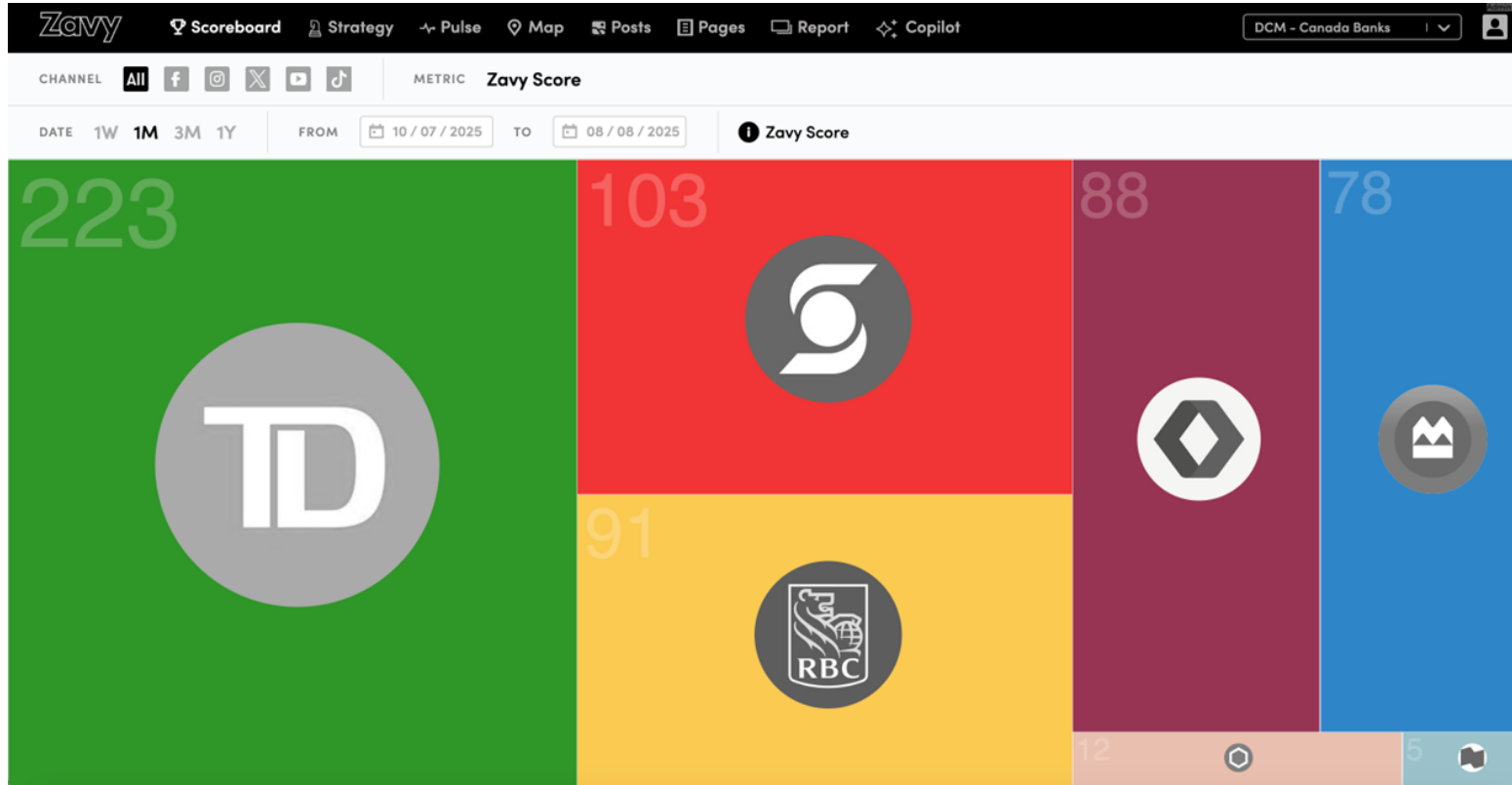


You've spent all that time creating them.



Builds on ASMBL, DCM's first-generation DAM, leading the shift to intelligent automation and agentic AI

ZAVY SOCIAL MEDIA ANALYTICS



All-In-One Social Media Management and Insights

BENCHMARK

ROI backed competitor benchmarking.

STRATEGIZE

Competitor strategy tactic insights, from tone of voice to post frequency, to content pillars and more.

PUBLISH

Create, publish, manage content, and align your team.

REPORT

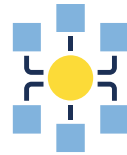
Save hours with beautiful, custom PowerPoint reports designed for stakeholders.

Q3 2025 HIGHLIGHTS.



Q3 2025 RESULTS

- ✓ Adjusted EBITDA in line with expectations, with margin of 11.7% vs. 11.6% in Q3 2024 (\$12.3M vs. \$12.6M).
- ✓ Revenue decline of -3.1% decelerated compared to Q2 2025 but with sustained macro head winds.
- ✓ Gross margin of 23.4% vs. 25.8% in Q3 2024 primarily on lower revenue and reduced fixed cost absorption.



MARKET UNCERTAINTY REMAINS

- ✓ Economic and tariff uncertainty is negatively impacting business confidence.
- ✓ Direct and indirect impact from Canada Post labour disruptions.
- ✓ Air Canada strike impacted some operational materials.
- ✓ Managing overhead to mitigate impacts of lower client spending.



ADVANCING DIGITAL & AI PLATFORMS

- ✓ CCM360 named to Aspire Leaderboard.
- ✓ Launched AI-powered contentcloud.ai Digital Asset Management (DAM) platform.
- ✓ New FLEX customer win in the financial services market.



M&A REMAINS A FOCUS

- ✓ Pipeline continues to grow with market activity that remains robust.
- ✓ Macro uncertainty is creating opportunities and providing incentive on the sell side.
- ✓ Well capitalized to transact.

Results in line with expectations as we continue to manage through market uncertainty

Q3 2025

SUMMARY Financial Results

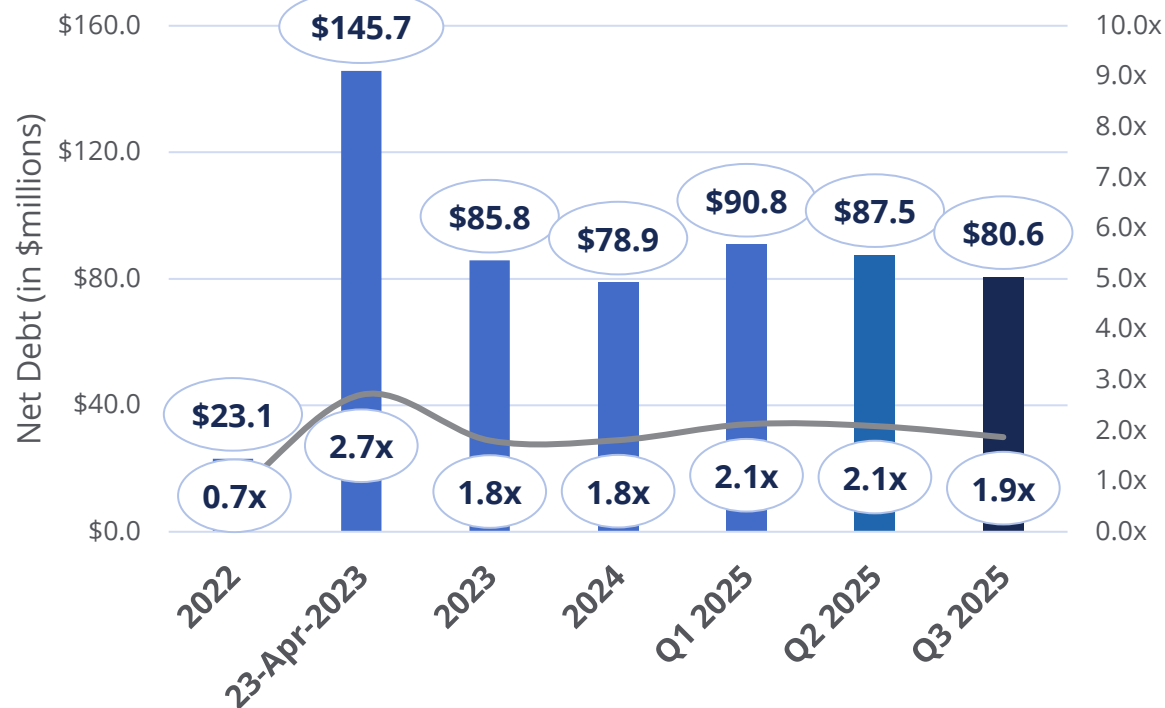
Selected financial information	Q3 2025	Q3 2024	Better/(Worse)
Revenue	\$105.4	\$108.7	(\$3.3)
Gross profit	\$24.6	\$28.0	(\$3.4)
Gross Margin (%)	23.4%	25.8%	-240 bps
SG&A (incl R&D expenses)	\$19.3	\$22.4	+\$3.1
Restructuring expenses	\$0.3	\$1.2	+\$0.9
Acquisition & Integration Costs	\$0.0	\$2.1	+\$2.1
NFV (gains)/losses on financial liabilities	(\$1.5)	\$0.1	+\$1.6
Net (loss) income for the period	\$1.1	(\$2.7)	+\$3.7
Adjusted Net (loss) income ¹	\$0.1	(\$0.2)	+\$0.3
As percent of revenue	0.1%	(0.2%)	+0.3%
Adjusted EBITDA¹	\$12.3	\$12.6	(\$0.3)
As percent of revenue	11.7%	11.6%	+10 bps

QUARTER 3
ENDED
SEPTEMBER 30
IN MILLIONS

1. For a reconciliation of Adjusted EBITDA and Adjusted Net (loss) income to net (loss) income to their most comparable IFRS Accounting Standards measure, net income, see "Non-IFRS Measures."

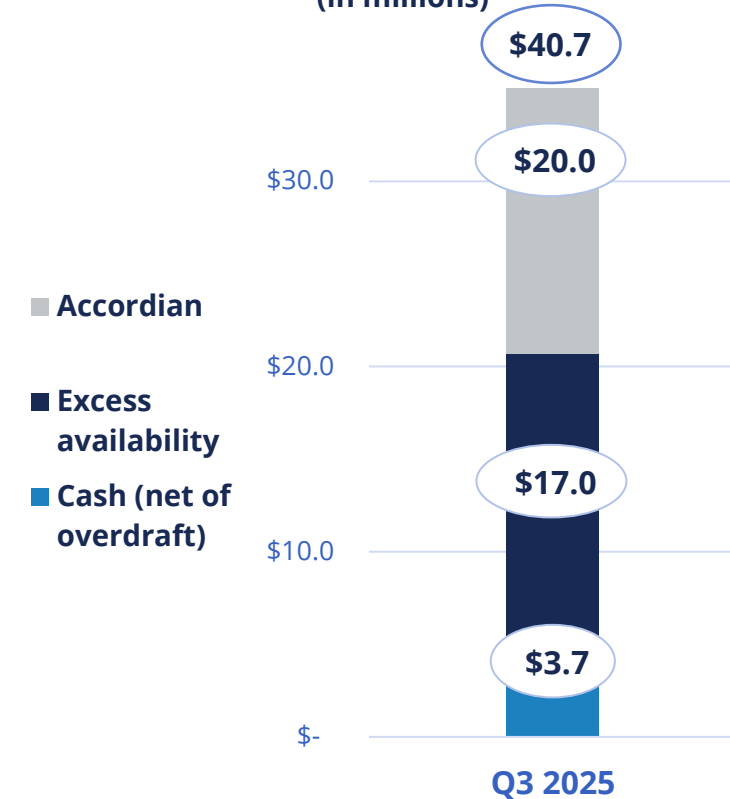
SOLID BALANCE SHEET TO WEATHER MACRO UNCERTAINTY

Net Debt and Net Debt to pro forma Adjusted EBITDA¹



Leverage ratio improved, with Net Debt down again in Q3 2025 and 45% lower since MCC acquisition

Total Credit Availability
(in millions)



DCM has significant excess credit availability to fund growth initiatives and return of capital



RETURNING CAPITAL **TO SHARE- HOLDERS.**



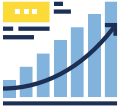
Special dividend
\$0.20 cash
PER SHARE¹

Quarterly dividend
\$0.025 cash
PER SHARE

Dividend yield
7.5%²

1. Paid on March 25, 2025, to shareholders of record on March 12, 2025
2. Implied dividend yield as at November 10, 2025 close.

2025 PRIORITIES



Maintain 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 navigate uncertain environment

Leveraging our larger scale, incremental capacity, expanded product mix and the skills and capabilities of our team to drive profitable, organic growth.

Well positioned **IN CURRENT ENVIRONMENT.**

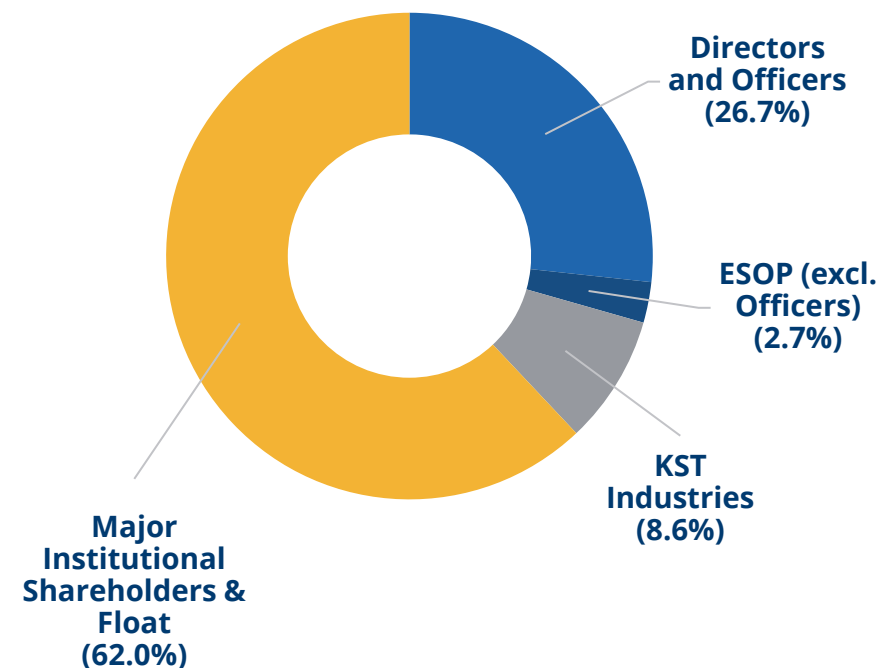


- ✓ Strong operating performance in current environment
- ✓ Solid cash flow generation
- ✓ New business development initiatives best in years
- ✓ Track record of execution
- ✓ Positioned to pursue opportunistic M&A
- ✓ Experienced senior leadership team
- ✓ Well capitalized with \$41 million in available capital

CAPITALIZATION AND OWNERSHIP

Capitalization	"DCM" on TSX
Recent Share Price (Nov. 10, 2025)	\$1.33
52 week high/low	\$2.84/\$1.25
Common Shares Outstanding	54.9M
Options (\$1.17 average ex. price)	3.9M
Fully Diluted Shares Outstanding	58.9M
Market Capitalization (F.D.)	\$83.7M
Total Enterprise Value*	\$164.3M
TEV Including Lease Liabilities	\$355.4M

Ownership summary
(Fully diluted)



* Total Enterprise Value (TEV) = Market Capitalization (F.D.) plus Net Debt.



CONTACT INFORMATION

For more information, please visit www.datacm.com or for investor, media and corporate development inquiries reach out to:

**RICHARD
KELLAM**

President & CEO

rkellam@datacm.com

+1 (416) 451-1117

**JAMES
LORIMER**

Chief Financial Officer

jlorimer@datacm.com

+1 (905) 494-4101

DCM – TSX | DCMDF - OTCQX



THANK YOU