

Q1 2026 Summary



A slower-than-anticipated start to the year contributed to the decline in revenues, however, performance improved as the quarter progressed, and we exited the quarter with positive momentum. We remained focused on controlling what we can - generating positive cash flow from operations, managing overhead, and maintaining balance sheet discipline. Adjusted EBITDA increased year-over-year for the first time in four quarters, up 2.7% compared to Q1 2025, reflecting disciplined management of SG&A expenses. Looking ahead to the balance of the year, we anticipate continued uncertainty in the external environment amid concerns about trade policy volatility, geopolitical unrest driving higher production costs, and the potential for further labour disruptions at Canada Post. Despite this uncertainty, we remain confident that our business development efforts, strong balance sheet and disciplined cost management will offset potential financial headwinds.

– Richard Kellam, President & Chief Executive Officer

DCM-TSX DCMDF-OTCQX

May 12, 2026

Q1 2026 by the Numbers

\$117.4M

Revenue
vs. \$123.7M in Q1 2025

\$19.1M

Adjusted
EBITDA¹
vs. \$18.6M in Q1 2025

16.3%

Adjusted
EBITDA¹ Margin
vs. 15.0% Last Year

\$19.8M

SG&A
vs \$23.5M in Q1 2025

\$66.4M

Net Debt¹
-27.0% vs. Q1 2025

54.5%

Net Debt Reduction
Since Acquisition of MCC



Q1 2026 Highlights

Managed Well Through Market Uncertainty

Growth in Adj. EBITDA and Strong Cash Flow

- › Revenue declines decelerated quarter-over-quarter
- › Exited with positive momentum
- › Adjusted EBITDA and margin increased, with strong free cash flow



Managing Through Macro Headwinds

- › Economic and tariff uncertainty remains
- › Geopolitical unrest impacting fuel costs, raw material pricing
- › Focused on disciplined management of overhead costs
- › Expect new business development to offset potential financial headwinds



Technology Momentum Continued

- › Tech services revenue increased 7.4% to \$6.9M
- › Tech hardware increased 64.3% driven by large healthcare client
- › FLEX/CCM360 gaining traction in financial services, telecom verticals
- › contentcloud.ai building client base with retail, government, NFP wins



Building an M&A Pipeline

- › M&A opportunities continue to increase
- › Macro uncertainty driving sell side interest
- › Focus on meeting new/emerging client needs
- › DCM well-capitalized to transact in 2026



2026 Priorities



Maintain high revenue retention rate and execute on new customer development activities



Generate strong cash flow for continued capital returns and debt repayment



Improve gross margin through business mix, operational efficiencies and digital acceleration



Leverage the current market environment to be opportunistic on M&A

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.