

Q1 2026 Report to Shareholders

DATA Communications Management Corp.

DCM – TSX | DCMDF – OTCQX

May 12, 2026

Forward-looking Statements Information Disclosure

Forward-looking Statements

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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, Adjusted EBITDA, Free cash flow, Net debt, Net debt to Adjusted EBITDA (less lease principal payments) (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 Annual and Interim Management’s Discussion & Analysis filed on SEDAR+.

Q1 2026

We delivered results generally in line with our expectations

-
- #1. **Revenue growth:** -5% vs. YA; declines decelerating, exited quarter positively

 - #2. **New business development:** +40 new logos, \$4M of annualized revenue

 - #3. **Technology services:** +7.4% (\$6.9M); **Technology hardware:** +64.3% (\$3.1M)

 - #4. **Adjusted EBITDA:** \$19.1M (16.3% of revenues) vs. \$18.6M (15.0%) YA

 - #5. **Net debt:** \$66.4M, -27% vs. YA and -14% vs. YE 2025

 - #6. **Adjusted net income:** \$5.8M, +11.0% vs. YA

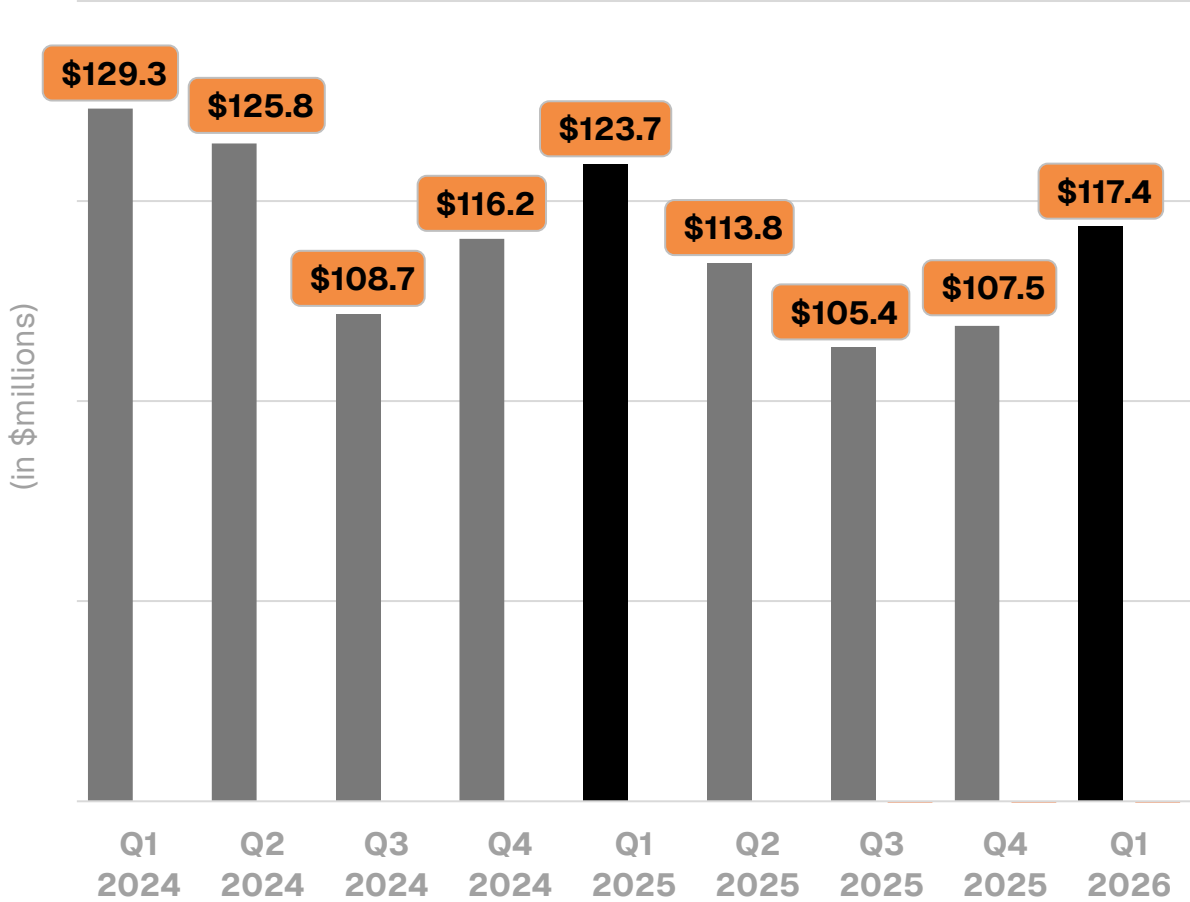
 - #7. **Free cash flow:** +\$10.7M vs. -\$7.4M YA (+\$18.1M swing)

 - #8. **SG&A:** -\$3.7M at 16.9% of revenues vs. 19.0% YA

 - #9. **Adjusted EPS (basic):** +22% @ \$0.11 vs. \$0.09 YA

 - #10. **Return of capital:** \$1.7M to shareholders

#1. Total revenues in line with plan, trending positively as quarter progressed



Q1 2026
Revenue

-5.0%
vs. Q1 2025

#2. Capturing growth with over +40 new logos, +\$4M of expected annualized revenue



#3. Tech-enabled services and hardware grew 20.4% in aggregate to \$10.0M, 8.5% of total revenues

Technology-enabled subscription services and fees

\$6.9M revenues

+\$0.5M / 7.4%
vs. Q1 2025

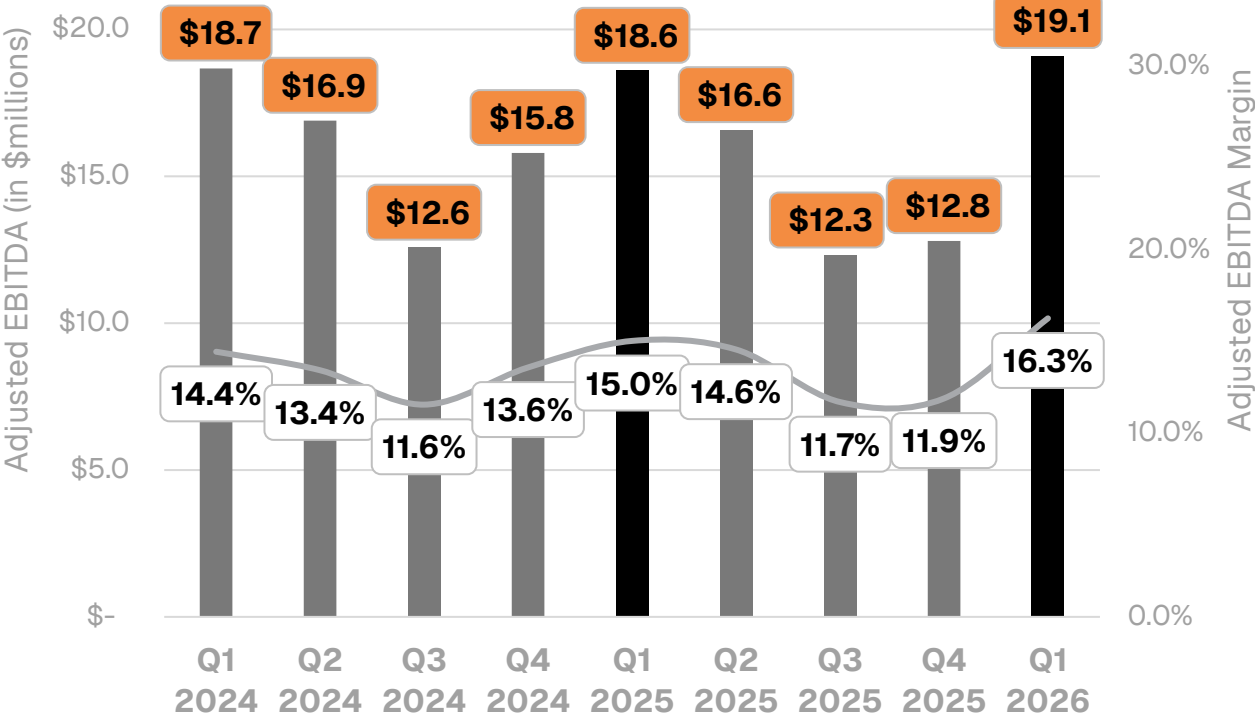


Technology-enabled hardware solutions

\$3.1M revenues

+\$1.2M / 64.3%
vs. Q1 2025

#4. Adjusted EBITDA a record high of \$19.1M AND 16.3% of revenues



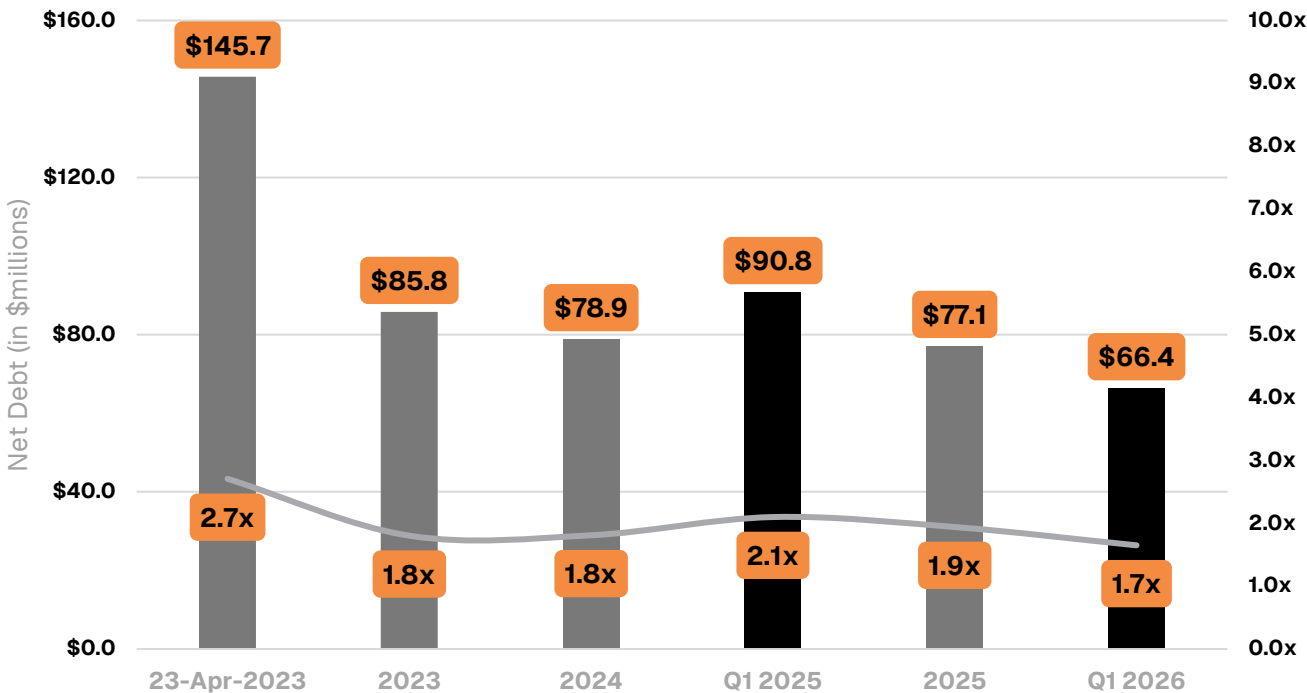
Q1 2026 Adjusted EBITDA
+\$0.5M
 vs. Q1 2025

Adjusted EBITDA Margin
16.3% /
+130bps
 vs. Q1 2025



#5. Net debt¹ down -55% since MCC acquisition, net debt to Adjusted EBITDA (net of lease payments)¹ down 1.0x

Net Debt and Net Debt to pro forma Adjusted EBITDA²



Net debt

\$66.4M

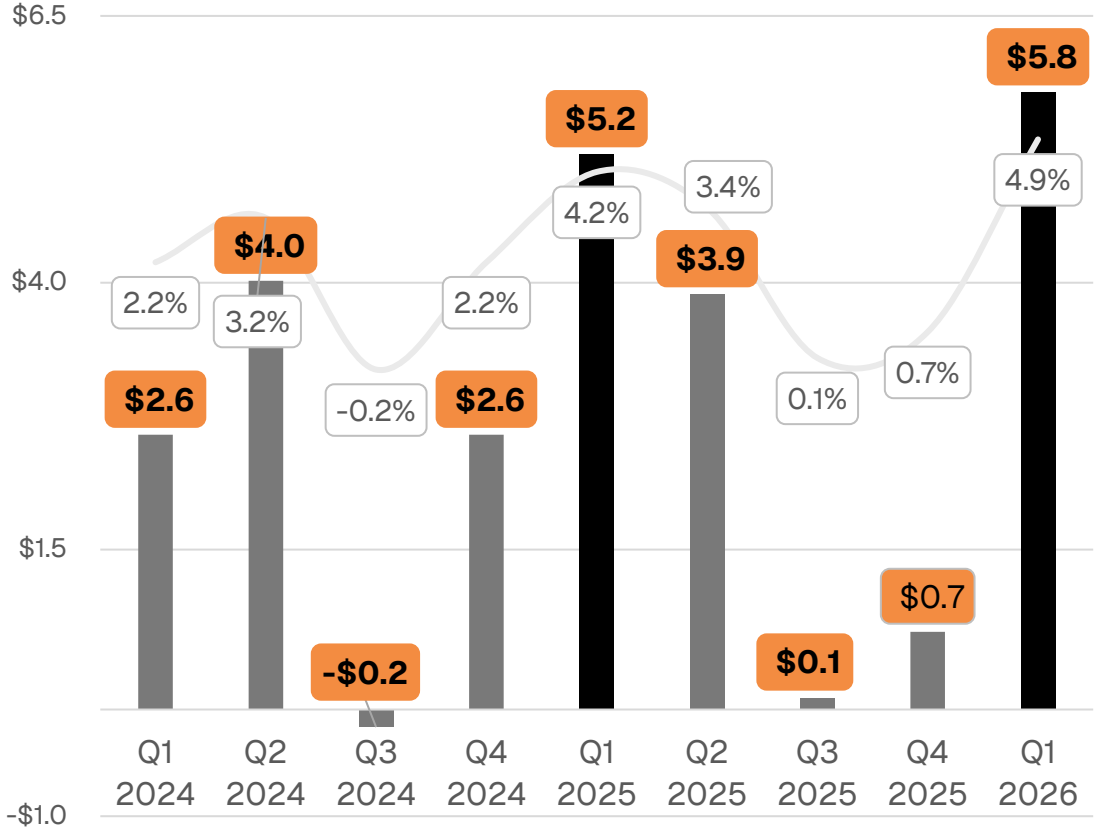
-27.0%
vs. Q1 2025

-14.0%
vs. YE 2025

1. Net debt and net debt to Adjusted EBITDA (net of lease payments) are non-IFRS accounting standards measures. For reconciliations to the nearest IFRS measures, see our latest MD&A filed on SEDAR+.

2. Pro forma Adjusted EBITDA for 23-Apr-2023 and 2023 assumes pro forma contribution from MCC for the respective trailing twelve-month periods.

#6. Adjusted net income of \$5.8M up 11.0% vs. YA, Adjusted net margin of 4.9% a recent high



Q1 2026 Adjusted net income

+\$0.6M

vs. Q1 2025

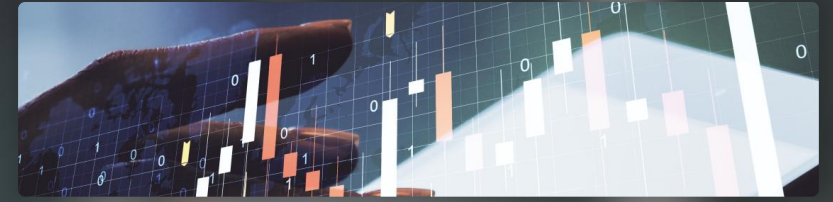
Adjusted net income margin

4.9% / +70bps

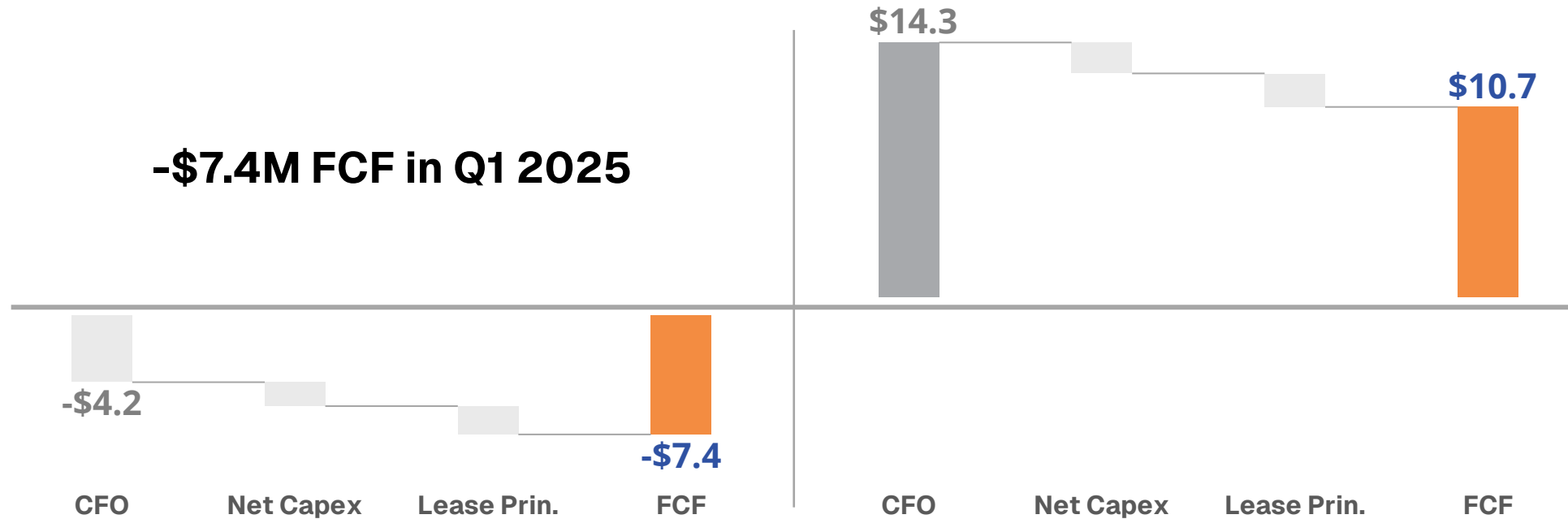
vs. Q1 2025



#7. Free cash flow +\$18.1M vs. YA



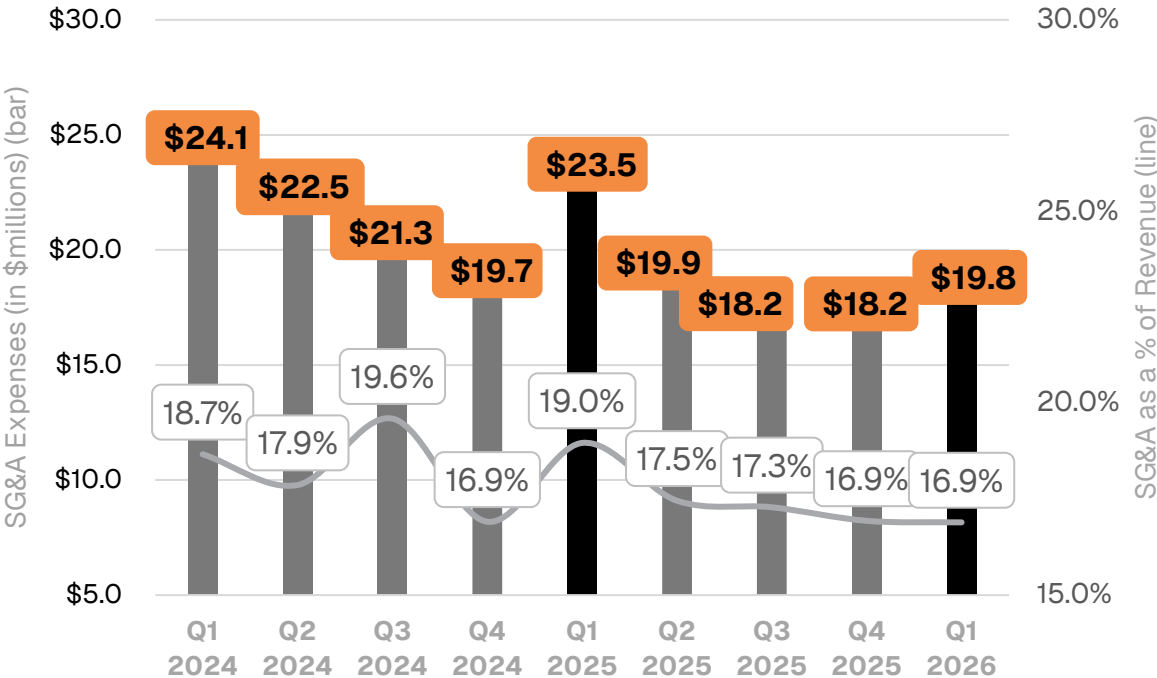
+\$10.7M FCF in Q1 2026



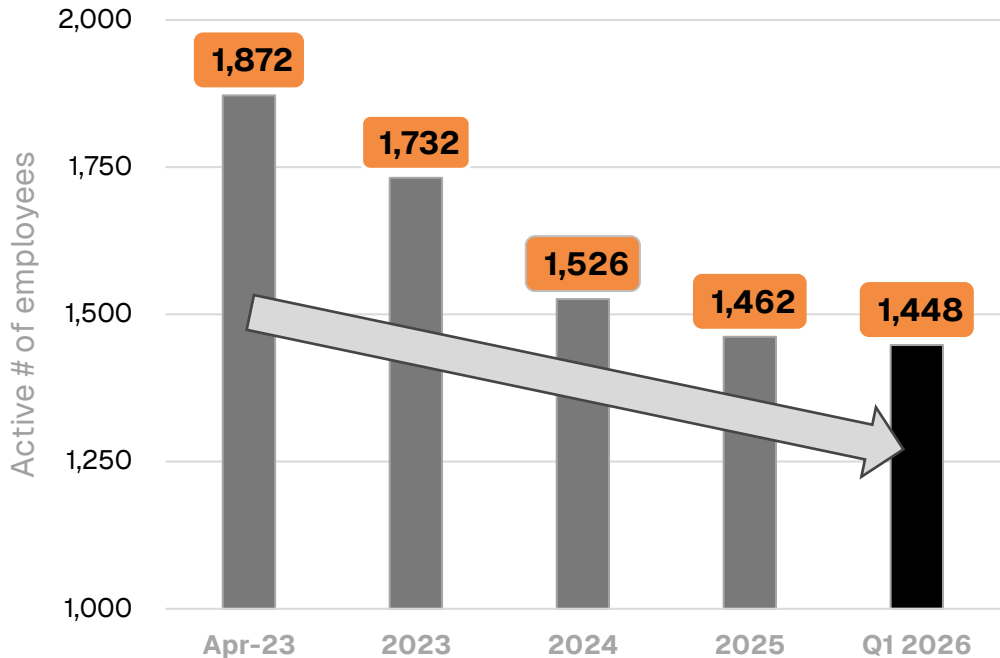
Free cash flow (or “FCF”) is a non-IFRS accounting measure. We define FCF as: Total cash generated from operating activities (after changes in working capital), less purchase of property, plant, equipment, less principal portion of lease payments. For a reconciliation of FCF to its closest IFRS metric, see Table 1 in our most recent MD&A. Shown in millions.

#8. SG&A -\$3.7M lower vs. YA, 16.9% of revenues matching recent low in Q4 2024

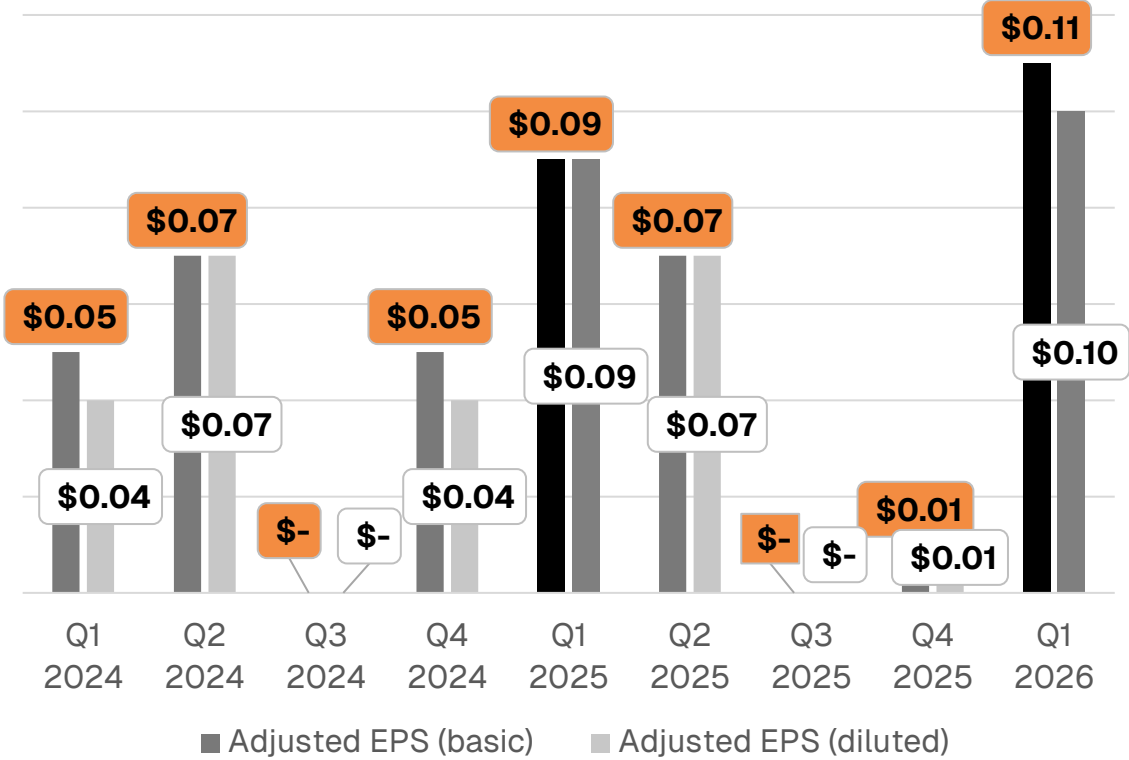
SG&A expenses of \$19.8M down 15.4% vs. \$23.5M YA



Active employee count -22.6% since MCC acquisition



#9. Adjusted EPS (basic) up 22% vs. YA



Adjusted EPS (basic)
**\$0.11 up 22%
from \$0.09**

Adjusted EPS (diluted)
**\$0.10 up 11%
from \$0.09**

#10. Returned \$1.7M of capital to shareholders in the quarter

Quarterly dividend
\$0.025 cash¹
per share

Repurchased
157,500
common shares in Q1 2026

Dividend yield
6.2%²

1. Declared on March 11, 2026; paid on April 30, 2026 to shareholders of record on April 16, 2026.
2. Implied dividend yield as at May 7, 2026 close.

2026 Priorities & Outlook

2026 Priorities



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



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

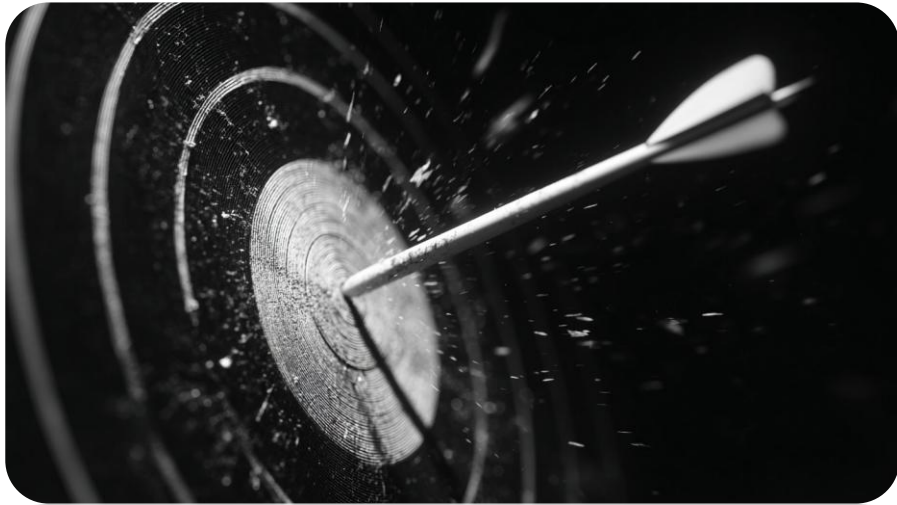


Generate strong cash flow for continued capital returns and debt repayment



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

2026 Outlook



Early signs of market stabilization

- Demand trends are beginning to stabilize
- Most business units returning to growth
- New business activity remains solid

We remain focused on execution

- Macro related uncertainty remains
 - Canada Post vote; CUSMA trade negotiations; elevated fuel costs; raw material pricing / supply chain impacts
- We are prepared to respond
- Strong balance sheet and cost discipline provide resilience and flexibility

Well Positioned in Current Environment



- ✓ Strong operating performance in uncertain environment
- ✓ Solid cash flow generation
- ✓ High new business development activity levels
- ✓ Track record of execution
- ✓ Positioned to pursue opportunistic M&A
- ✓ Experienced senior leadership team
- ✓ Well-capitalized with excess available capital

Questions and Answers

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

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Q1 2026 Summary P&L's

Q1 2026 Summary Financial Results

Selected financial information	Q1 2026	Q1 2025
Revenue	\$117.4	\$123.7
Gross profit	\$33.1	\$36.3
Gross margin (%)	28.2%	29.3%
SG&A (incl. R&D expenses)	\$20.9	\$24.6
Restructuring expenses	\$1.4	\$0.0
NFV (gains)/losses on financial liabilities	(\$0.1)	\$0.1
Net (loss) income for the period	\$4.8	\$5.1
Adjusted Net (loss) income ¹	\$5.8	\$5.2
As percent of revenue	4.9%	4.2%
Adjusted EBITDA¹	\$19.1	\$18.6
As percent of revenue	16.3%	15.0%

**Quarter 1
Ended
March 31
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.”

Non-IFRS Accounting Standards Measures

EBITDA and Adjusted EBITDA Reconciliation

The following table provides reconciliations of net (loss) income to EBITDA and of net (loss) income to Adjusted EBITDA for the periods noted, following adoption of “net fair value (gains) losses on financial liabilities at fair value through profit or loss”.

For the periods ended March 31, 2026 and 2025		
<i>(in thousands of Canadian dollars, unaudited)</i>	January 1 to March 31, 2026	January 1 to March 31, 2025
Net income for the period	\$ 4,789	\$ 5,114
Interest expense, net	4,697	5,148
Debt modification losses	95	—
Amortization of transaction costs	111	140
Current income tax expense	2,285	2,071
Deferred income tax recovery	(1,099)	(911)
Depreciation of property, plant and equipment	1,659	1,722
Amortization of intangible assets	319	383
Depreciation of the ROU Asset	4,906	4,802
EBITDA	\$ 17,762	\$ 18,469
Restructuring expenses	1,427	—
Net fair value losses on financial liabilities at fair value through profit or loss	(98)	119
Adjusted EBITDA	\$ 19,091	\$ 18,588

Adjusted Net Income Reconciliation

The following table provides reconciliations of net income to Adjusted net income and a presentation of Adjusted net income per share for the periods noted. See “Non-IFRS Accounting Standards measures” section in our most recent interim and annual filings on SEDAR+ for more information.

For the periods ended March 31, 2026 and 2025		
<i>(in thousands of Canadian dollars, except share and per share amounts, unaudited)</i>	January 1 to March 31, 2026	January 1 to March 31, 2025
Net income for the period	\$ 4,789	\$ 5,114
Restructuring expenses	1,427	—
Net fair value losses on financial liabilities at fair value through profit or loss	(98)	119
Tax effect of the above adjustments	(335)	(30)
Adjusted net income	\$ 5,783	\$ 5,203
Adjusted net income per share, basic	0.11	0.09
Adjusted net income per share, diluted	0.10	0.09
Weighted average number of common shares outstanding, basic	55,002,584	55,308,951
Weighted average number of common shares outstanding, diluted	56,441,043	57,337,772
Number of common shares outstanding, basic	54,908,964	55,308,951
Number of common shares outstanding, diluted	56,347,423	57,337,772

Thank you

DCM^{TM/MC}