

Q2 2026 Report to Shareholders

DATA Communications Management Corp.

DCM – TSX | DCMDF – OTCQX

August 11, 2026

Forward-looking Statements Disclosure

Forward-looking Statements

This presentation contains statements which constitute “forward-looking statements” and “forward-looking information” within the meaning of applicable securities laws (collectively, “forward-looking statements”), including statements regarding the plans, intentions, beliefs and current expectations of DATA Communications Management Corp. (the “Company” or “DCM”) with respect to future business activities and operating performance. Forward-looking statements are often identified by the words “may”, “would”, “could”, “should”, “will”, “intend”, “plan”, “anticipate”, “believe”, “estimate”, “expect” or similar expressions. Forward-looking statements in this presentation 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. In addition, forward-looking statements are provided for the purpose of providing information about management's current expectations and plans relating to the future. Readers are cautioned that reliance on such information may not be appropriate for other purposes.

These forward-looking statements involve a number of risks, uncertainties, and assumptions, many of which are beyond the Company's control. They should not be read as guarantees of future performance or results and will not necessarily be accurate indications of whether or not such 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. We caution readers of this presentation not to place undue reliance on DCM's forward-looking statements since a number of factors could cause actual future results, conditions, actions, or events to differ materially from the targets, expectations, estimates or intentions expressed in these forward-looking statements.

The principal factors, assumptions and risks that DCM made or took into account in the preparation of these forward-looking statements and which could cause DCM's actual results and financial condition to differ materially from those indicated in the forward-looking statements, include those described in further detail in the Company's most recent Annual Information Form of DCM for the year ended December 31, 2025, a copy of which is available on SEDAR+ at www.sedarplus.com, and include but are not limited to the following: DCM's ability to realize the anticipated financial and strategic benefits from the Octacom acquisition, including client and customer retention, the ability of DCM to continue to realize on Octacom's historical revenue growth rates and profitability levels in the future; DCM's ability to capitalize on the forecast growth in the IDP market and DCM's ability to compete in this market, which contains competitors that may be larger and better capitalized than DCM; the ability of DCM to integrate the business and operations of Octacom into DCM; the ability of DCM to obtain additional capital to fund our business plans on satisfactory terms (or at all), including, without limitation, with respect to accelerating growth and investments in digital innovation; DCM's ability to comply with the financial covenants in the Amended Credit Facility or to obtain financial covenant waivers from our lenders if necessary; the ability of DCM to continue with the Company's current dividend policy; the outstanding indebtedness under our bank credit facility is subject to floating interest rates and therefore is subject to fluctuations in interest rates, an increase in which would increase our borrowing costs; industry conditions are influenced by numerous factors over which the Company has no control, including: declines in print consumption; labour disruptions at suppliers and customers, including Canada Post; the impact of tariffs and responses thereto (including by governments, trade partners and customers), which may include, without limitation, retaliatory tariffs, export taxes, restrictions on exports to the U.S. or other measures, increases in our input costs, and the effect of governmental regulations and policies in general; our ability to achieve and meet our financial objectives and targets for 2026 and in the future; and DCM's ability to retain key personnel, including those at Octacom. Forward-looking statements reflect DCM's current views regarding future events and operating performance, are based on information currently available to management of DCM, and speak only as of the date of this presentation.

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Non-IFRS Standards 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, Adjusted EBITDA, Adjusted EBITDA margin, Free cash flow and Net Debt (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+.

Agenda

**Q2 2026 Highlights
and Results**

**IDP Market & Octacom
Acquisition Overview**

**2026 Outlook &
Priorities**

**Questions And
Answers**

Q2 2026

Results were generally in line with our expectations

1. **Revenue:** -2.5% vs. YA; declines decelerating as market continues to stabilize
2. **New business development:** Revenue from new logo wins accelerated
3. **Tech-enabled services & hardware:** +10.4% (\$8.1M), 7.3% of total revenue
4. **Gross Profit:** \$28.2M (25.4% of revenue) vs. \$30.5M (26.8%) YA
5. **SG&A:** -\$0.2M or -1% vs. YA at 17.8% of revenues vs. 17.5% YA
6. **Adjusted EBITDA:** \$14.2M (12.8% of revenue) vs. \$16.6M (14.6%) YA
7. **Free cash flow:** +\$15.7M H1/26 vs. -\$0.6M H1/25 (+\$16.3M swing)
8. **Net debt:** \$64.6M, -26% vs. YA and -16% vs. YE 2025; lowest leverage in 3 years
9. **Return of capital:** \$3.4M to shareholders in H1/26

IDP Market & Octacom Acquisition Overview

Octacom at a Glance



Operating at scale with strong growth

Leading Canadian independent IDP player, having delivered strong growth through new logo wins, wallet share gains and new services.

~\$23M
FY26 revenue¹

Track record of revenue growth and profitability



Deeply embedded offering

End-to-end tech-enabled service, fully integrated to customer back-end systems and ERP.

5 yrs
Average customer tenure



Highly recurring revenue

Blue-chip customer base on multi-year agreements; deep workflow integration drives low churn and upsell.

90%+
Recurring revenue



Differentiated technology

Proprietary Odiss workflow automation plus in-house IDP, configurable across enterprise environments.

~10%
of total revenue from Odiss

16
Development & IT team



Industry leadership

Decades of document-management expertise, validated by a marquee client base across 15+ verticals.

15+
End markets served

50+ yrs
In operation



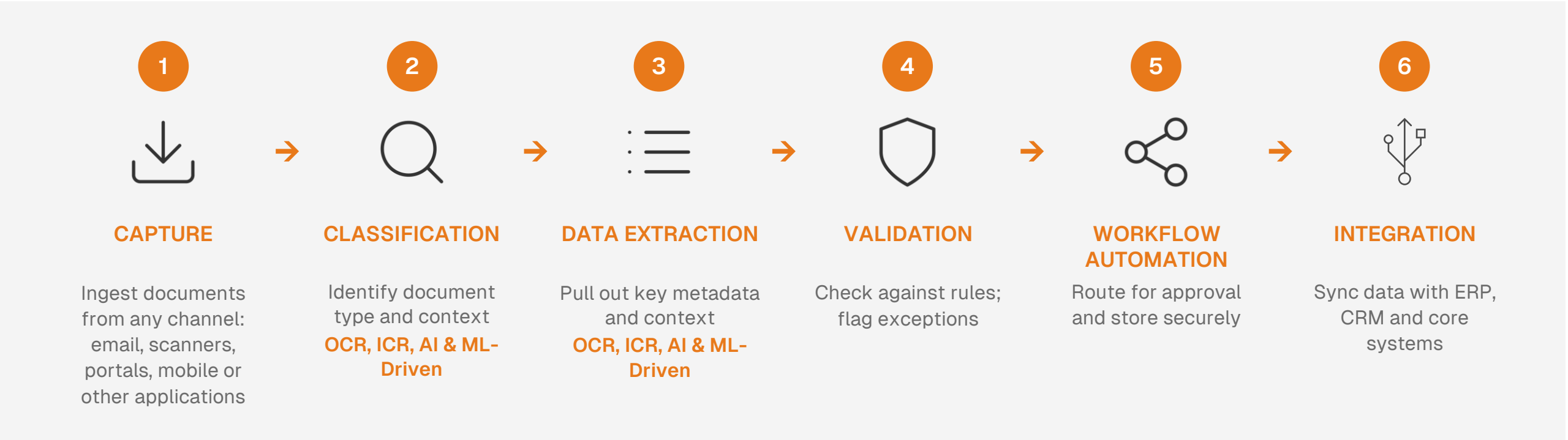
Strong free cash flow

Optimized infrastructure and team sustain operational efficiency while maintaining low CAPEX.

Profitable and fast-growing, with sticky customer base and proprietary technology

¹ Based on Octacom's management prepared unaudited financial statements for the fiscal year ended May 31, 2026.

How Intelligent Document Processing (IDP) Works

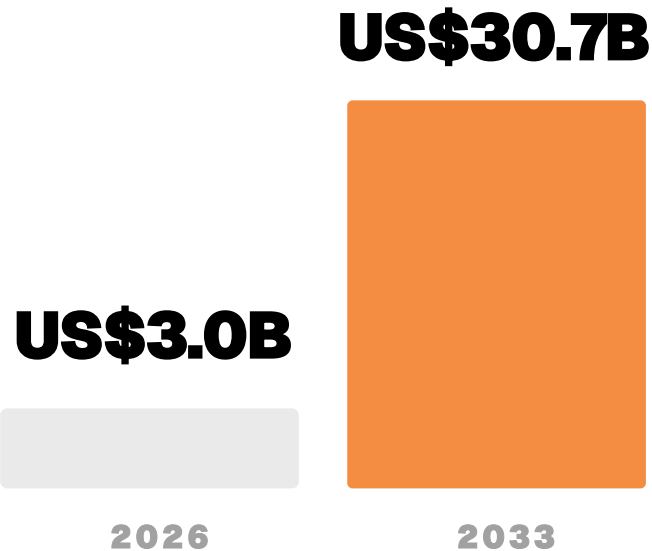


End-to-end workflow, simplified

The IDP Market is Compounding Above 30% a Year

Global

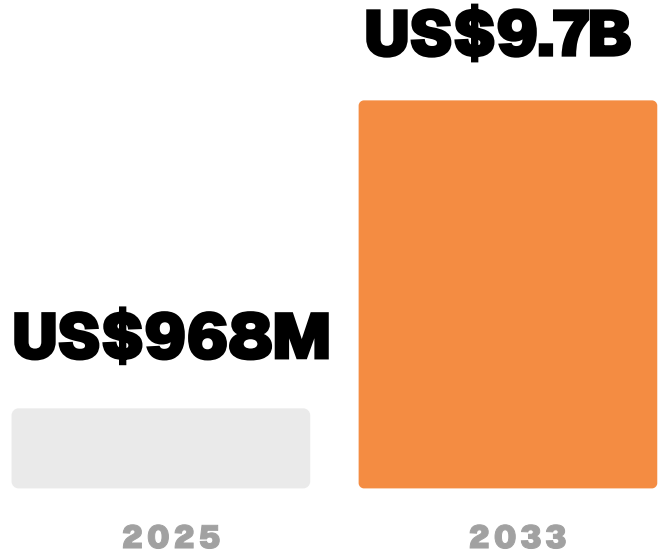
CAGR 34.5%



Largest IDP deployment across North America and Asia-Pacific.

North America

CAGR 33.9%



Canadian CAGR of 34.6% outpacing US CAGR of 33.6% driven by:

- **Federal AI legislation** – June 2026 launch of “AI for ALL”, with a goal of increasing AI adoption to 60% by 2034
- **High rates of digital adoption** – over 90% of Canadian businesses use at least one digital technology
- **Data sovereignty concerns** — driven by stringent regulations at a national and provincial level surrounding data privacy (particularly in the finance and healthcare sectors)

Source: Grand View Research, Intelligent Document Processing Market (2026 - 2033).

Market Drivers and the Why

01

Explosion of unstructured data

80% of enterprise data is unstructured.
Organizations are drowning in documents — IDP a scalable answer.

02

AI / LLM breakthroughs

Large language models made context-aware extraction far more accurate, cutting error rates from **15%+ to under 2%.**

03

Labour cost pressures

Manual data entry costs **\$5–\$25 per document.** IDP cuts this to pennies, with ROI payback often under 12 months.

04

Regulatory compliance

In Canada, under PIPEDA, Bill C-36 (proposed), and Law 25 (QC), **the right to access** records is law.
In the US, SOX and HIPAA require **traceable, auditable** document trails.
IDP builds in efficiency and governance.

05

Cloud & API maturity

Pre-built cloud services from AWS, Google, and Azure **lowered the barrier to entry** across mid-market firms.

06

Digital transformation mandates

Post-pandemic urgency made digitization a boardroom priority. Canada's federal IT modernization alone drives **hundreds of millions** in spend.

The IDP market is not a niche — it is becoming essential infrastructure for every document-intensive industry on the planet

Where IDP is Relevant



Government

PUBLIC SECTOR

Federal digitization mandates turn decades of paper records into searchable, compliant archives.

EXAMPLE

Records modernization, benefits processing, and citizen correspondence.



Healthcare

CLINICAL RECORDS

Parse clinical notes, lab results, and insurance forms for faster patient processing.

EXAMPLE

Medical-record archives, claims intake, and referral routing.



BFSI

BANKING · FINANCE · INSURANCE

KYC onboarding, loan applications, and regulatory filings processed at machine speed.

EXAMPLE

Account opening, mortgage docs, and compliance archives.



Transport

LOGISTICS & TRADE

Customs forms, bills of lading, and manifests validated automatically across borders.

EXAMPLE

Freight documentation, customs clearance, and fleet records.

Every document-intensive industry is a target

Why Choose DCM as a Strategic Partner

Accelerating leadership in IDP

- **DCM's commercial strength** — a large enterprise client base and established route to market
- **Leveraging DCM's North American footprint** — Canadian and US facilities can be utilized to add scale and geographic reach
- **DCM's IT bench strength to support growth** — 150+ technology team supporting infrastructure, automation, development, and analysis

A brighter future. Together.

- **Octacom** brings a deeply integrated, full-service platform with highly recurring, blue-chip revenue
- **DCM** adds enterprise, BFSI, and government relationships, national infrastructure, and a proven M&A playbook
- **Together:** a leading Canadian IDP services provider with double-digit organic growth potential

A Defensible Moat

- **Enterprise-grade assurance** — SOC 2 Type II, PCI DSS L1, ISO 27001, PIPEDA
- **MSAs** with 70 of Canada's 100 largest enterprises and government entities, across the fastest-growing verticals
- **Secure Canadian facilities** — mirror sites, climate-controlled, 24-checkpoint chain of custody
- **Canadian-resident data**, including cloud

Octacom's platform combined with DCM's reach creates a **leading, fully-integrated and scalable IDP platform**

Off to a Running Start: First Octacom-DCM IDP Win

The win — Schedule I Canadian bank

- **First client win** since closing the Octacom acquisition on July 8, 2026
- **Digital mailroom mandate** powered by Octacom's AI-enabled data capture platform
- **Automates** intake, classification, validation, extraction and routing
- **Delivers** faster processing, better accuracy and stronger compliance

The pipeline — building IDP momentum

- **Banking, insurance, healthcare and government** are the priority verticals
- **Cross-sell runway** across DCM's 2,500+ clients

This win validates the strength of Octacom's IDP platform and our strategy to expand tech-enabled offerings across document-intensive verticals

A Stronger DCM, From Day One



Accelerates our leadership in IDP: a market compounding 30%+ a year



Built-in operating leverage: scales into DCM's existing facilities with very low capex



Accretive on a fully funded basis: ~\$23M revenue¹, profitable



A new complementary business: serving large regulated enterprises



Enhanced balance sheet: amended \$160M facility, lower overall cost of capital



Continued commitment to shareholders: quarterly cash dividend

¹ Based on Octacom's management prepared unaudited financial statements for the fiscal year ended May 31, 2026.

2026 Priorities & Outlook

2026 Priorities



Maintain high revenue retention and drive new business development



Fuel Octacom's growth by leveraging DCM's commercial reach and secure footprint



Improve gross margins through a stronger business mix and operational efficiencies



Generate robust cash flow to support debt reduction and shareholder returns

2026 Outlook



Building momentum into the second half

- New logos won over the past year and a healthy pipeline
- Core market stabilization continues
- Octacom contribution beginning in third quarter
- Strong cash flow and liquidity to fund growth

Positioned to deliver

- Leverage expanded tech-enabled capabilities to accelerate growth in the IDP market
- Operational discipline supports profitable growth
- Committed to our quarterly dividend program
- Monitoring trade policy, tariffs and macro uncertainty

Questions and Answers

Contact Information

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Q2 2026 Summary P&L's

Q2 2026 Summary Financial Results

Selected financial information	Q2 2026	Q2 2025
Revenue	\$110.9	\$113.8
Gross profit	\$28.2	\$30.5
Gross margin (%)	25.4%	26.8%
SG&A (incl. R&D expenses)	\$19.7	\$19.9
Acquisition & restructuring expenses	\$2.2	\$0.1
NFV (gains)/losses on financial liabilities	\$1.1	\$0.2
Net (loss) income for the period	(\$0.9)	\$3.7
Adjusted Net (loss) income ¹	\$1.6	\$3.9
As percent of revenue	1.4%	3.4%
Adjusted EBITDA¹	\$14.2	\$16.6
As percent of revenue	12.8%	14.6%

**Quarter 2
Ended
June 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."

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 June 30, 2026 and 2025 <i>(in thousands of Canadian dollars, unaudited)</i>	April 1 to June 30, 2026	April 1 to June 30, 2025	January 1 to June 30, 2026	January 1 to June 30, 2025
Net income for the period	\$ (894)	\$ 3,714	\$ 3,895	\$ 8,828
Interest expense, net	4,575	5,120	9,272	10,268
Debt modification losses	—	(867)	—	(867)
Amortization of transaction costs	175	131	381	271
Current income tax expense	411	1,445	2,696	3,516
Deferred income tax recovery	(178)	(359)	(1,277)	(1,270)
Depreciation of property, plant and equipment	1,564	1,792	3,223	3,514
Amortization of intangible assets	323	326	642	709
Depreciation of the ROU Asset	4,938	5,029	9,844	9,831
EBITDA	\$ 10,914	\$ 16,331	\$ 28,676	\$ 34,800
Acquisition and integration costs	1,331	—	1,331	—
Restructuring expenses	880	58	2,307	58
Net fair value losses on financial liabilities at fair value through profit or loss	1,102	179	1,004	298
Adjusted EBITDA	\$ 14,227	\$ 16,568	\$ 33,318	\$ 35,156

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 June 30, 2026 and 2025 <i>(in thousands of Canadian dollars, except share and per share amounts, unaudited)</i>	April 1 to June 30, 2026	April 1 to June 30, 2025	January 1 to June 30, 2026	January 1 to June 30, 2025
Net income for the period	\$ (894)	\$ 3,714	\$ 3,895	\$ 8,828
Restructuring expenses	880	58	2,307	58
Acquisition and integration costs	1,331	—	1,331	—
Net fair value losses on financial liabilities at fair value through profit or loss	1,102	179	1,004	298
Tax effect of the above adjustments	(834)	(60)	(1,169)	(90)
Adjusted net income	\$ 1,585	\$ 3,891	\$ 7,368	\$ 9,094
Adjusted net income per share, basic	0.03	0.07	0.13	0.16
Adjusted net income per share, diluted	0.03	0.07	0.13	0.16
Weighted average number of common shares outstanding, basic	54,765,458	55,317,543	55,484,052	55,313,271
Weighted average number of common shares outstanding, diluted	54,821,614	57,156,673	55,542,232	57,198,419
Number of common shares outstanding, basic	56,137,995	55,317,543	56,137,995	55,313,271
Number of common shares outstanding, diluted	56,194,151	57,156,673	56,196,175	57,198,419

Thank you

