For Immediate Release

DATA Communications Management Corp. Reports Q3 2026 Financial Results

THIRD QUARTER 2026 SUMMARY FINANCIAL RESULTS

- Revenues of $114.0 million, up 8.2%, or $8.6 million vs. $105.4 million in Q3 2025
- Year-over-year revenue growth includes organic revenue growth[1] of 2.9% and contribution of Octacom Limited's ("Octacom") financial results since July 8, 2026
- Gross profit grew at a faster pace than revenue, up 22.7% vs Q3 2025, while gross profit as a percentage of revenues increased 310 basis points to 26.5% vs. 23.4% in Q3 2025
- Adjusted EBITDA[1] of $15.9 million and 13.9% of revenues[1], up 29.0% vs. $12.3 million and 11.7% of revenues in Q3 2025
- Total cash generated from operating activities increased to $27.3 million for the first nine months of 2026, compared to $16.8 million in the same period last year
- Net loss of $2.9 million, vs. net income of $1.1 million in Q3 2025 and Adjusted net income[1] increased to $1.3 million compared to $0.1 million in Q3 2025. Net loss includes $2.9 million in net non-recurring charges associated with the modification and extinguishment of debt
- Declared quarterly dividend of $0.025 on each common share

Brampton, Ontario – November 10, 2026 – DATA Communications Management Corp. (TSX: DCM; OTCQX: DCMDF) ("DCM" or the "Company"), a leading Canadian provider of print and digital solutions that help simplify complex marketing communications and workflow, today reported third quarter 2026 financial results.

"Our core business returned to organic growth, augmented by the initial contributions from Octacom. Key financial operating metrics including revenues, gross profit, Adjusted EBITDA and total cash generated from operating activities expanded on a gross dollar basis. Gross profit and Adjusted EBITDA as percentages of revenues demonstrated strong growth, highlighting our improved operating performance and the accretive nature of the Octacom acquisition," said Richard Kellam, President & CEO of DCM.

"Our return to organic revenue growth reflects the considerable work our team has undertaken to accelerate new business development, expand our product and service offerings, invest in digital innovation, and grow our customer base. These efforts have resulted in a higher-margin business mix," added Kellam.

"We exited the quarter with positive momentum and expect organic revenue growth to continue in Q4. This progress is particularly encouraging given some of the challenging market conditions we navigated throughout 2025 and early 2026, and positions DCM well as we look ahead to 2027."

“We are encouraged by the strong early commercial momentum of the Octacom business, which when combined with solid operating results for the quarter, marks an important step forward in strengthening our financial performance and advancing our strategy for sustainable, profitable growth.”

OTHER BUSINESS HIGHLIGHTS

Octacom Acquisition Demonstrates Early Strategic and Commercial Momentum

On October 28, 2026, DCM announced strong early progress following the acquisition of Octacom, with new customer wins, commercial cross-selling opportunities and expanding operations reinforcing the strategic rationale for the transaction. During the first three months following closing, Octacom secured new business and expanded existing customer relationships across the utilities, healthcare, municipal government, and lottery and gaming sectors, representing more than $1.5 million of net new business opportunities. Two of these wins originated through existing DCM customer relationships, providing early evidence of the growth opportunities created by combining Octacom's AI-enabled document processing and automation capabilities with DCM's extensive customer base, sales organization, and operating platform.

Octacom Expands U.S. Operations with New Chicago-Area Intelligent Document Processing Centre

On September 23, 2026, Octacom announced the opening of a new U.S. intelligent document processing ("IDP") and digitization centre located within DCM's existing secure production and warehousing facility in the Chicago area. The new centre expands Octacom's U.S. operating capacity, supports its growing roster of U.S.-based customers and advances DCM's strategy of expanding its presence in the large and rapidly growing U.S. IDP market while leveraging its existing infrastructure and operating footprint.

Syndication of $160 Million Credit Facility and New $25 Million Acquisition Accordion

On September 11, 2026, DCM entered into a Sixth Amended and Restated Credit Agreement with a syndicate of Canadian Schedule I banks (the “Bank Credit Agreement”). The Bank Credit Agreement provides $160 million of committed credit facilities and includes a new uncommitted accordion feature of up to $25 million to support future acquisitions and permitted investments, subject to the consent of the lenders. The syndication broadened DCM's banking relationships and enhanced the Company's financial flexibility to execute on its long-term growth strategy.

Dividend Declaration

On November 10, 2026, DCM’s board of directors declared a quarterly dividend of $0.025 per common share, payable on December 29, 2026 to shareholders of record at the close of business on December 15, 2026. This dividend is designated as an “eligible” dividend for the purpose of the *Income Tax Act* (Canada) and any similar provincial legislation.

Q3 2026 EARNINGS CALL DETAILS

The Company will host a conference call and webcast on Wednesday, November 11, 2026 at 9:00 a.m. EST.

Richard Kellam, President and CEO, and James Lorimer, CFO, will present the third quarter 2026 results followed by a live Q&A.

Register for the webcast prior to the start of the event: Microsoft Virtual Events Powered by Teams

All attendees must register for the webinar prior to the call. Please complete the phone field in the form at the above link (prior to the start of the event) if you wish to dial in.

The Company's full results will be posted on its Investor Relations page and on SEDAR+.

Footnotes:

[1] Adjusted EBITDA, Adjusted EBITDA as a percentage of revenues, Adjusted net income (loss), Adjusted net income (loss) as a percentage of revenues, organic revenue and organic revenue growth are non-IFRS Measures (as defined below). For a description of the composition of these and other non-IFRS Measures used in this press release, and a reconciliation to their most comparable measures prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board (IASB), where applicable, see the information under the heading "Non-IFRS Measures", the information set forth in Table 2 and Table 3 herein, and our most recent Management's Discussion and Analysis filed on our profile on SEDAR+ (www.sedarplus.com).

TABLE 1 The following table sets out selected historical consolidated financial information for the periods noted.

For the periods ended September 30, 2026 and 2025 *(in thousands of Canadian dollars, except share and per share amounts, unaudited)*	**July 1 to September 30, 2026**	July 1 to September 30, 2025	**January 1 to September 30, 2026**	January 1 to September 30, 2025
Revenues	**$ 113,998**	$ 105,371	**$ 342,361**	$ 342,840
Gross profit	**30,234**	24,631	**91,590**	91,399
Gross profit, as a percentage of revenues	**26.5 %**	23.4 %	**26.8 %**	26.7 %
Selling, general and administrative and research and development expenses	**22,919**	19,324	**64,666**	64,990
As a percentage of revenues	**20.1 %**	18.3 %	**18.9 %**	19.0 %
Adjusted EBITDA	**15,871**	12,301	**49,189**	47,457
As a percentage of revenues	**13.9 %**	11.7 %	**14.4 %**	13.8 %
Net income (loss) for the period	**(2,913)**	1,058	**982**	9,886
Adjusted net income	**1,275**	111	**8,643**	8,556
As a percentage of revenues	**1.1 %**	0.1 %	**2.5 %**	2.5 %
Basic earnings per share	**$ (0.05)**	$ 0.02	**$ 0.02**	$ 0.18
Diluted earnings per share	**$ (0.05)**	$ 0.02	**$ 0.02**	$ 0.17
Adjusted net income per share, basic	**$ 0.02**	$ —	**$ 0.15**	$ 0.15
Adjusted net income per share, diluted	**$ 0.02**	$ —	**$ 0.15**	$ 0.15
Weighted average number of common shares outstanding, basic	**62,566,566**	55,221,802	**57,682,450**	55,282,446
Weighted average number of common shares outstanding, diluted	**63,478,194**	56,810,306	**58,060,658**	57,080,008

TABLE 2 The following table provides reconciliations of net income to EBITDA and of net income to Adjusted EBITDA for the periods noted.

EBITDA and Adjusted EBITDA reconciliation

For the periods ended September 30, 2026 and 2025 *(in thousands of Canadian dollars, unaudited)*	**July 1 to September 30, 2026**	July 1 to September 30, 2025	**January 1 to September 30, 2026**	January 1 to September 30, 2025
Net income (loss) for the period	**$ (2,913)**	$ 1,058	**$ 982**	$ 9,886
Interest expense, net	**5,254**	5,031	**14,526**	15,299
Debt modification loss (gain)	**(175)**	—	**(175)**	(867)
Loss on extinguishment of debt	**3,031**	—	**3,031**	—
Amortization of transaction costs	**114**	111	**495**	382
Current income tax expense	**939**	1,191	**3,635**	4,707
Deferred income tax recovery	**(1,676)**	(818)	**(2,953)**	(2,088)
Depreciation of property, plant and equipment	**1,706**	1,665	**4,929**	5,179
Amortization of intangible assets	**1,827**	328	**2,469**	1,037
Depreciation of the ROU Asset	**5,023**	5,001	**14,867**	14,832
EBITDA	**$ 13,130**	$ 13,567	**$ 41,806**	$ 48,367
Acquisition and integration costs	**519**	—	**1,850**	—
Restructuring expenses	**339**	255	**2,646**	313
Net fair value losses (gains) on financial liabilities at fair value through profit or loss	**1,883**	(1,521)	**2,887**	(1,223)
Adjusted EBITDA	**$ 15,871**	$ 12,301	**$ 49,189**	$ 47,457

TABLE 3 The following table provides reconciliations of net (loss) income to Adjusted net income.

Adjusted net income reconciliation

For the periods ended September 30, 2026 and 2025 *(in thousands of Canadian dollars, except share and per share amounts, unaudited)*	**July 1 to September 30, 2026**	July 1 to September 30, 2025	**January 1 to September 30, 2026**	January 1 to September 30, 2025
Net income (loss) for the period	**$ (2,913)**	$ 1,058	**$ 982**	$ 9,886
Debt modification loss (gain)	**(175)**	—	**(175)**	(867)
Loss on extinguishment of debt	**3,031**	—	**3,031**	—
Restructuring expenses	**339**	255	**2,646**	313
Acquisition and integration costs	**519**	—	**1,850**	—
Net fair value losses (gains) on financial liabilities at fair value through profit or loss	**1,883**	(1,521)	**2,887**	(1,223)
Tax effect of the above adjustments	**(1,409)**	319	**(2,578)**	447
Adjusted net income	**$ 1,275**	$ 111	**$ 8,643**	$ 8,556

About DATA Communications Management Corp.

DCM is a leading Canadian tech-enabled provider of print and digital solutions that help simplify complex marketing communications and operations workflow. DCM serves over 2,500 clients including 70 of the 100 largest Canadian corporations and leading government agencies. Our core strength lies in delivering individualized services to our clients that simplify their communications, including customized printing, highly personalized marketing communications, campaign management, digital signage, and digital asset management. From omnichannel marketing campaigns to large-scale print and digital workflows, our goal is to make complex tasks surprisingly simple, allowing our clients to focus on what they do best.

Additional information relating to DATA Communications Management Corp. is available on www.datacm.com, and in the disclosure documents filed by DATA Communications Management Corp. on SEDAR+ at www.sedarplus.com.

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FORWARD-LOOKING STATEMENTS

This press release 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 the Company 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 press release 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 press release. 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.

Forward-looking statements in this press release include, but are not limited to, statements regarding: DCM’s expectation that organic revenue growth will continue in the fourth quarter of 2026; DCM’s expectations with respect to benefits derived from its business momentum; the anticipated contribution of Octacom, including cross-selling opportunities, net new business opportunities, recurring revenue, growth in technology-enabled services and the general expected benefits of the acquisition; the expected benefits of the Company's new Chicago-area IDP center, including DCM’s strategy of expanding its presence in the U.S. IDP market; the expected benefits of the Bank Credit Agreement, including the availability of the uncommitted accordion feature to fund future acquisitions and permitted investments and enhanced financial flexibility; DCM’s strategic priorities and long-term growth strategy; the payment of the declared quarterly dividend and of future dividends; and the Company’s future performance, business prospects and opportunities generally.

These forward-looking statements involve a number of known and unknown risks, uncertainties, and assumptions, many of which are beyond the Company's control 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. 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 press release 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 but are not limited to the following: DCM's ability to successfully integrate the business, operations, systems and personnel of Octacom and realize the anticipated financial, operational and strategic benefits of the acquisition, including client and customer retention, cross-selling opportunities, synergies, revenue growth and profitability objectives; DCM's ability to capitalize on the forecast growth in the IDP market and compete effectively in that market, which includes competitors that may be larger and better capitalized than 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; 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, seasonal variations and the effect of governmental regulations and policies in general; risks related to artificial intelligence and cyber security; the ability of the Company to continue with its current dividend policy; regulatory risks; our ability to achieve and meet our revenue, profitability, free cash flow and debt reduction targets for 2026 and in the future; 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; DCM's ability to comply with our financial and other covenants under our credit facilities, which may preclude us from paying future dividends if our outlook and future financial liquidity changes; 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 press release. Additional factors are discussed in DCM's most recent Annual Information Form for the year ended December 31, 2025, its management's discussion and analysis for the three and nine months ended September 30, 2026 and other publicly available disclosure documents, as filed by DCM on its SEDAR+ profile at www.sedarplus.com.

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 press release 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 press release includes certain non-IFRS measures, ratios and other financial measures as supplementary information (collectively, "Non-IFRS Measures"). Non-IFRS Measures do not represent earnings measures recognized by IFRS Accounting Standards and do not have any standardized meanings prescribed by IFRS Accounting Standards. Therefore, these 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) or other financial measures determined in accordance with IFRS Accounting Standards as an indicator of DCM's performance. Definitions of and further information regarding such Non-IFRS Measures, together with a reconciliation to the most comparable IFRS measure to such Non-IFRS Measures, can be found in our most recent Management's Discussion and Analysis filed on SEDAR+ at www.sedarplus.com.

Condensed interim consolidated statements of financial position

(in thousands of Canadian dollars, unaudited)	**September 30, 2026**	December 31, 2025
	$	$
Assets		
Current assets		
Cash and cash equivalents	**$ 5,252**	$ 1,941
Trade receivables	**105,675**	95,745
Inventories	**25,131**	19,272
Prepaid expenses and other current assets	**5,974**	4,899
Income taxes receivable	**1,310**	245
	143,342	122,102
Non-current assets		
Other non-current assets	**1,744**	2,068
Deferred income tax assets	**9,065**	9,180
Property, plant, and equipment	**31,233**	32,045
Right-of-use assets	**147,980**	158,452
Pension assets	**12,854**	4,269
Intangible assets	**39,294**	7,072
Goodwill	**49,294**	22,747
	$ 434,806	$ 357,935
Liabilities		
Current liabilities		
Trade payables and accrued liabilities	**$ 63,773**	$ 43,822
Dividend payable	**—**	—
Current portion of credit facilities	**8,320**	11,856
Current portion of lease liabilities	**13,140**	12,228
Provisions	**2,021**	2,350
Income taxes payable	**—**	—
Deferred revenue	**3,709**	3,918
	90,963	74,174
Non-current liabilities		
Provisions	**8**	215
Credit facilities	**107,679**	65,470
Lease liabilities	**158,861**	163,982
Deferred income tax liabilities	**8,821**	—
Pension obligations	**9,591**	11,862
Other post-employment benefit plans	**1,131**	1,268
Asset retirement obligation	**3,546**	3,548
	$ 380,600	$ 320,519
Equity		
Shareholders' equity		
Shares	**298,154**	$ 284,206
Contributed surplus	**890**	2,806
Translation reserve	**295**	192
Deficit	**(245,133)**	(249,788)
	$ 54,206	$ 37,416
	$ 434,806	$ 357,935

Condensed interim consolidated statements of operations

(in thousands of Canadian dollars, except per share amounts, unaudited)	**For the three months ended September 30, 2026**	For the three months ended September 30, 2025	**For the nine months ended September 30, 2026**	For the nine months ended September 30, 2025
	$	$	**$**	$
Revenues	**$ 113,998**	$ 105,371	**$ 342,361**	$ 342,840
Cost of revenues	**83,764**	80,740	**250,771**	251,441
Gross profit	**30,234**	24,631	**91,590**	91,399
Expenses				
Selling, commissions and expenses	**9,996**	9,346	**30,173**	29,955
General and administration expenses	**11,888**	8,873	**31,278**	31,594
Research and development expenses	**1,035**	1,105	**3,215**	3,441
Restructuring expenses	**339**	255	**2,646**	313
Acquisition and integration costs	**519**	—	**1,850**	—
Net fair value losses (gains) on financial liabilities at fair value through profit or loss	**1,883**	(1,521)	**2,887**	(1,223)
	25,660	18,058	**72,049**	64,080
Income before finance costs and income taxes	**4,574**	6,573	**19,541**	27,319
Finance costs				
Interest expense on long term debt and pensions, net	**2,066**	1,743	**4,876**	5,451
Interest expense on lease liabilities	**3,188**	3,288	**9,650**	9,848
Debt modification loss (gain)	**(175)**	—	**(175)**	(867)
Loss on extinguishment of debt	**3,031**	—	**3,031**	—
Amortization of transaction costs	**114**	111	**495**	382
	8,224	5,142	**17,877**	14,814
Income before income taxes	**(3,650)**	1,431	**1,664**	12,505
Income tax expense				
Current	**939**	1,191	**3,635**	4,707
Deferred	**(1,676)**	(818)	**(2,953)**	(2,088)
	(737)	373	**682**	2,619
Net (loss) income for the period	**$ (2,913)**	$ 1,058	**$ 982**	$ 9,886
Other comprehensive income:				
Items that may be reclassified subsequently to net income				
Foreign currency translation	**2**	55	**103**	(60)
	2	55	**103**	(60)
Items that will not be reclassified to net income				
Re-measurements of pension and other post-employment benefit obligations	**1,872**	5,780	**10,756**	7,211
Taxes related to pension and other post-employment benefit adjustment above	**(471)**	(1,469)	**(2,709)**	(1,832)
	1,401	4,311	**8,047**	5,379
Other comprehensive income for the period, net of tax	**$ 1,403**	$ 4,366	**$ 8,150**	$ 5,319
Comprehensive income for the period	**$ (1,510)**	$ 5,424	**$ 9,132**	$ 15,205

Basic earnings per share	(0.05)	0.02	**0.02**	0.18
Diluted earnings per share	(0.05)	0.02	**0.02**	0.17

Condensed interim consolidated statements of cash flows

(in thousands of Canadian dollars, unaudited)	**For the nine months ended September 30, 2026**	For the nine months ended September 30, 2025
	$	**$**
Cash provided by		
Operating activities		
Net income for the period	**$ 982**	$ 9,886
Items not affecting cash		
Depreciation of property, plant, and equipment	**4,929**	5,179
Amortization of intangible assets	**2,469**	1,037
Depreciation of right-of-use assets	**14,867**	14,832
Recognition of ROU and lease liability (note 6)	**(180)**	—
Share-based compensation expense	**268**	89
Net fair value losses on financial liabilities at fair value through profit or loss	**2,886**	(1,223)
Pension expense	**857**	1,113
Gain on disposal of property, plant, and equipment	**7**	—
Provisions	**2,646**	313
Debt modification loss (gain)	**(175)**	(867)
Loss on extinguishment of debt	**3,032**	—
Amortization of transaction costs	**496**	382
Accretion of asset retirement obligations	**85**	84
Other post-employment benefit plans expense	**179**	130
Income tax expense	**682**	2,619
Changes in non cash working capital	**2,184**	(7,082)
Contributions made to pension plans	**(958)**	(955)
Contributions made to other post-employment benefit plans	**(316)**	(282)
Provisions paid	**(3,182)**	(6,596)
Settlement of Asset Retirement Obligation	**(87)**	—
Income taxes (paid) received	**(4,350)**	(1,899)
Total cash (used in) generated from operating activities	**27,321**	16,760
Investing activities		
Net cash consideration for acquisition of Octacom	**(42,870)**	—
Proceeds on sale and leaseback transaction	**—**	6,694
Purchase of property, plant, and equipment	**(3,346)**	(3,343)
Purchase of intangible assets	**(140)**	(121)
Purchase of non-current assets	**—**	(143)
Total cash provided by investing activities	**(46,356)**	3,087
Financing activities		
Proceeds from credit facilities	**123,501**	60,733
Repayment of credit facilities	**(81,810)**	(61,232)
Debt extinguishment costs	**(2,753)**	—
Decrease in bank overdrafts	**—**	(880)
Transaction costs	**(3,618)**	(417)
Dividends paid	**(4,374)**	(15,206)
Principal portion of lease payments	**(8,441)**	(5,246)
Repurchases of shares	**(543)**	(640)

Total cash (used in) financing activities		**21,962**		(22,888)
Change in cash and cash equivalents during the period		**2,927**		(3,041)
Effects of foreign exchange on cash balances		**100**		(65)
January 1, 2026 opening balance prior to restatement for IFRS 9 amendments		**1,941**		—
Adjustment on adoption of IFRS 9 amendments for 2025 outstanding cheques on January 1, 2026 (note 3)		**284**		—
Cash and cash equivalents – beginning of period		**2,225**		6,773
Cash and cash equivalents – end of period	**$**	**5,252**	$	3,667