Q3 2026 Report to Shareholders

DATA Communications Management Corp.

DCM – TSX | DCMDF – OTCQX

November 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 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 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.

Risk factors can be found in DCM’s AIF and other publicly available disclosure documents, as filed by DCM on its SEDAR+ profile (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 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, Adjusted EBITDA, Adjusted EBITDA margin, Free cash flow (FCF), Organic growth, Organic revenue growth, 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.

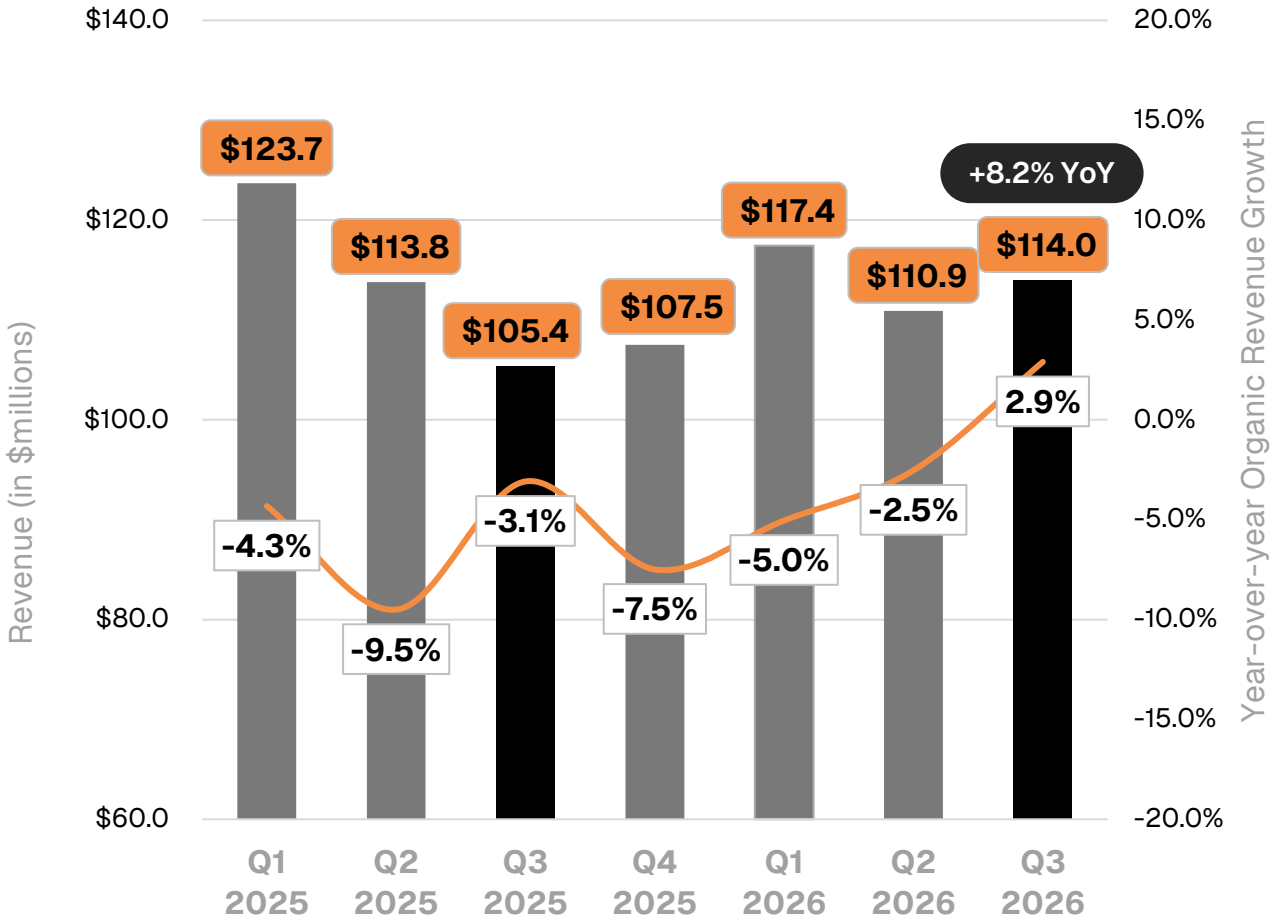
Investors are cautioned that Non-IFRS Measures should not be construed as alternatives to net income (loss) determined in accordance with IFRS as an indicator of DCM’s performance. For a reconciliation of DCM’s Non-IFRS Measures to net income (loss), see DCM’s most recent Annual and Interim Management's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

Summary Highlights

1. **DCM core back to growth:** New logo wins, pipeline conversion and core market stabilization
2. **Strong financial contribution from Octacom:** Higher margin mix adds to profitability
3. **Revenue:** +8.2% vs. Q3 2025; return to organic growth of 2.9%
4. **Gross profit:** $30.2M (26.5% of revenue) +22.7% vs. $24.6M (23.4%) in Q3 2025
5. **Adjusted EBITDA:** $15.9M (13.9% of revenue) +29.0% vs. $12.3M (11.7%) in Q3 2025
6. **Free cash flow:** $15.5M YTD vs. $8.2M same period 2025 ($7.3M increase)
7. **Adjusted net income:** $1.3M vs. $0.1M in Q3 2025
8. **Tariff update:** Minimal impact crossing either side of the border
9. **Positive momentum to continue in Q4:** Organic growth expected plus a full quarter of Octacom
10. **Great start for Octacom:** DCM support drives operational performance, new business and cross-sell

Q3 2026 Results and Highlights

Return to positive organic growth of 2.9% year-over-year, with first contribution from Octacom

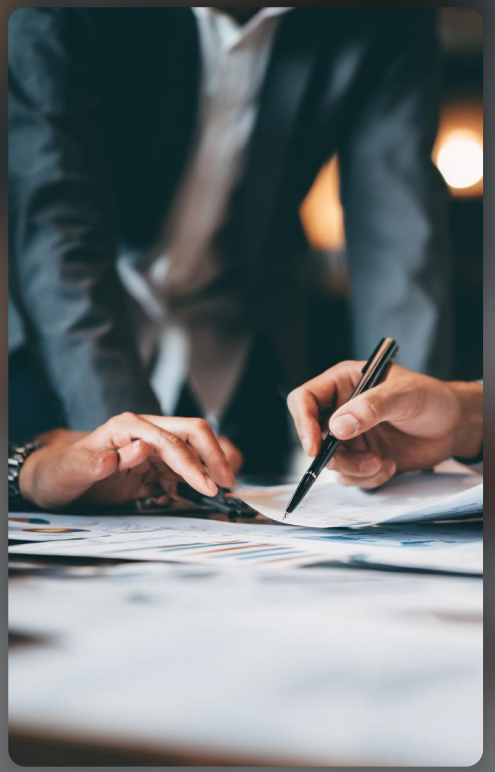


Q3 2026 Revenue

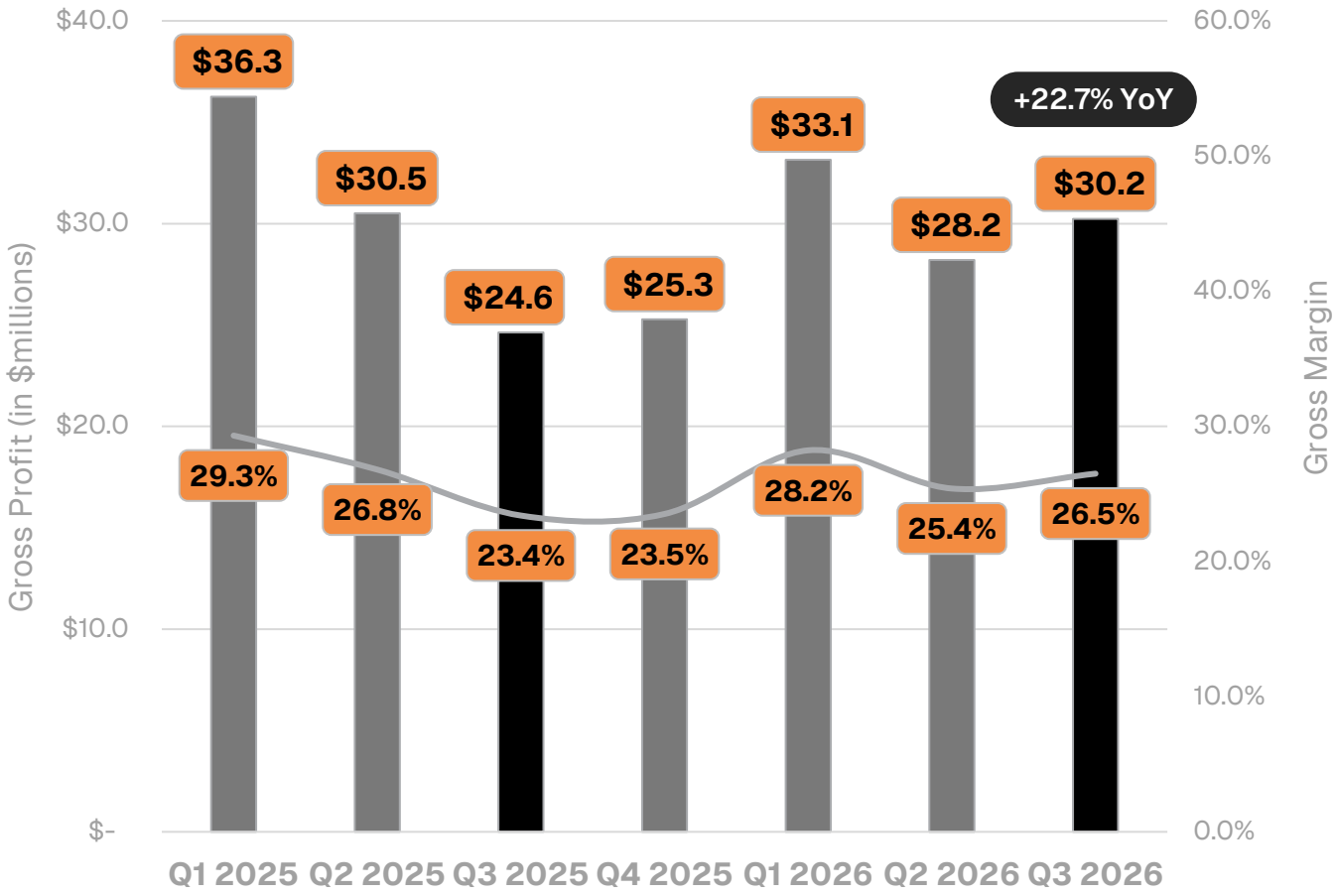
+8.2%

vs. Q3 2025

2.9% organic revenue growth



Gross profit and gross margin increased on organic growth and accretive contribution from Octacom



Q3 2026 Gross Profit

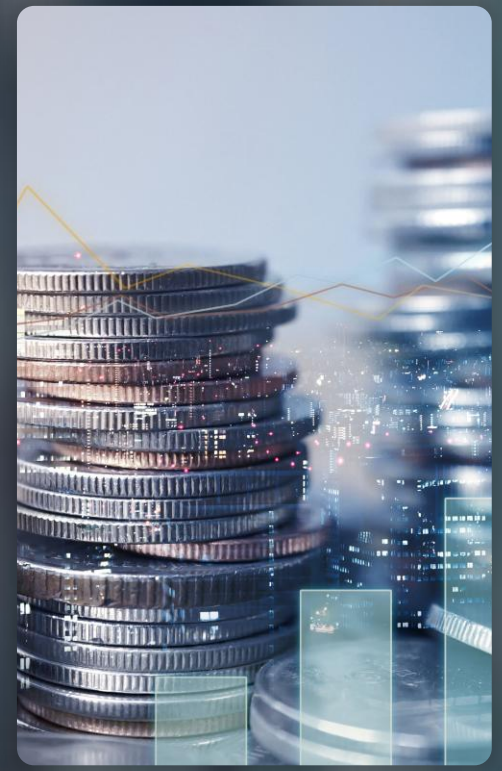
+22.7%

vs. Q3 2025

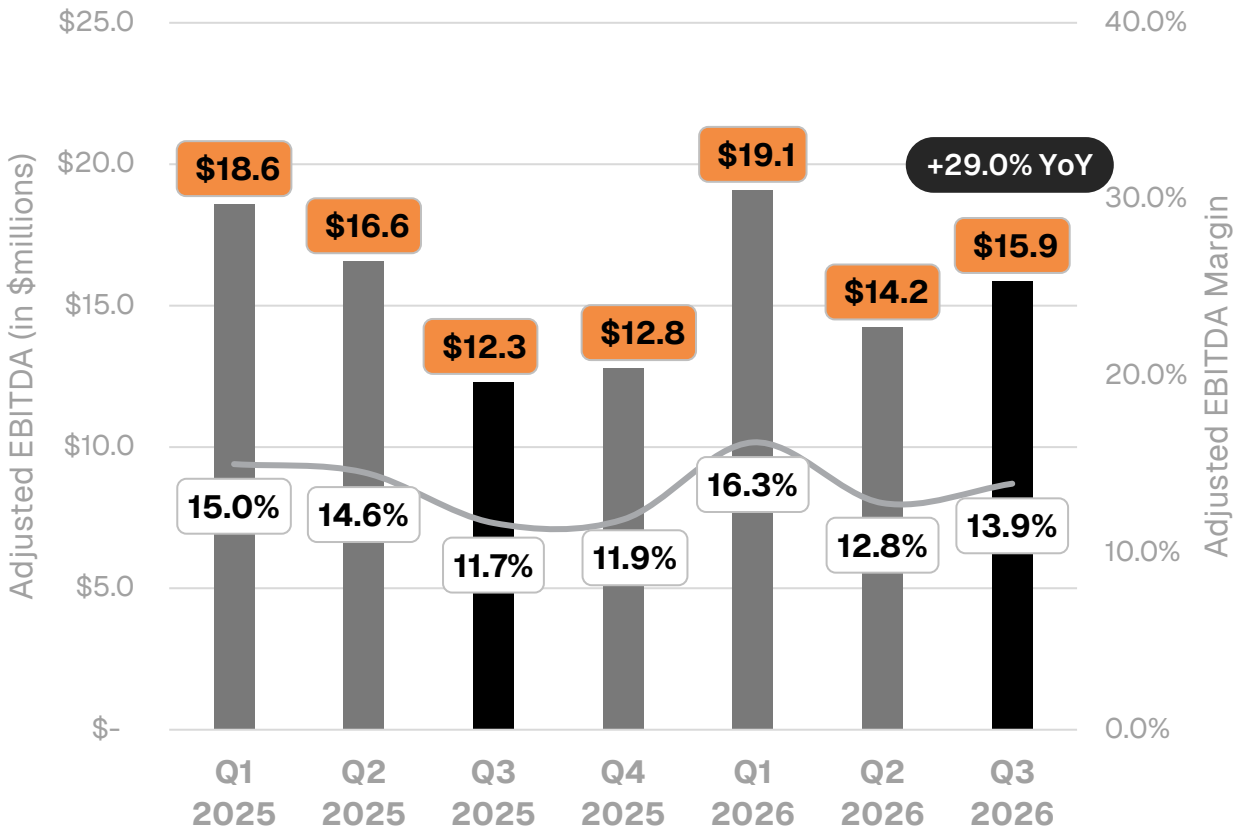
Q3 2026 Gross Margin

+310bps

vs. Q3 2025



Growth and higher core DCM gross margin, combined with contribution from Octacom, drive improvement in Adjusted EBITDA





Strong Revenue Growth and Earnings Leverage

Q3 2026 Revenue

+8.2%

vs. Q3 2025

Q3 2026 Gross Profit

+22.7%

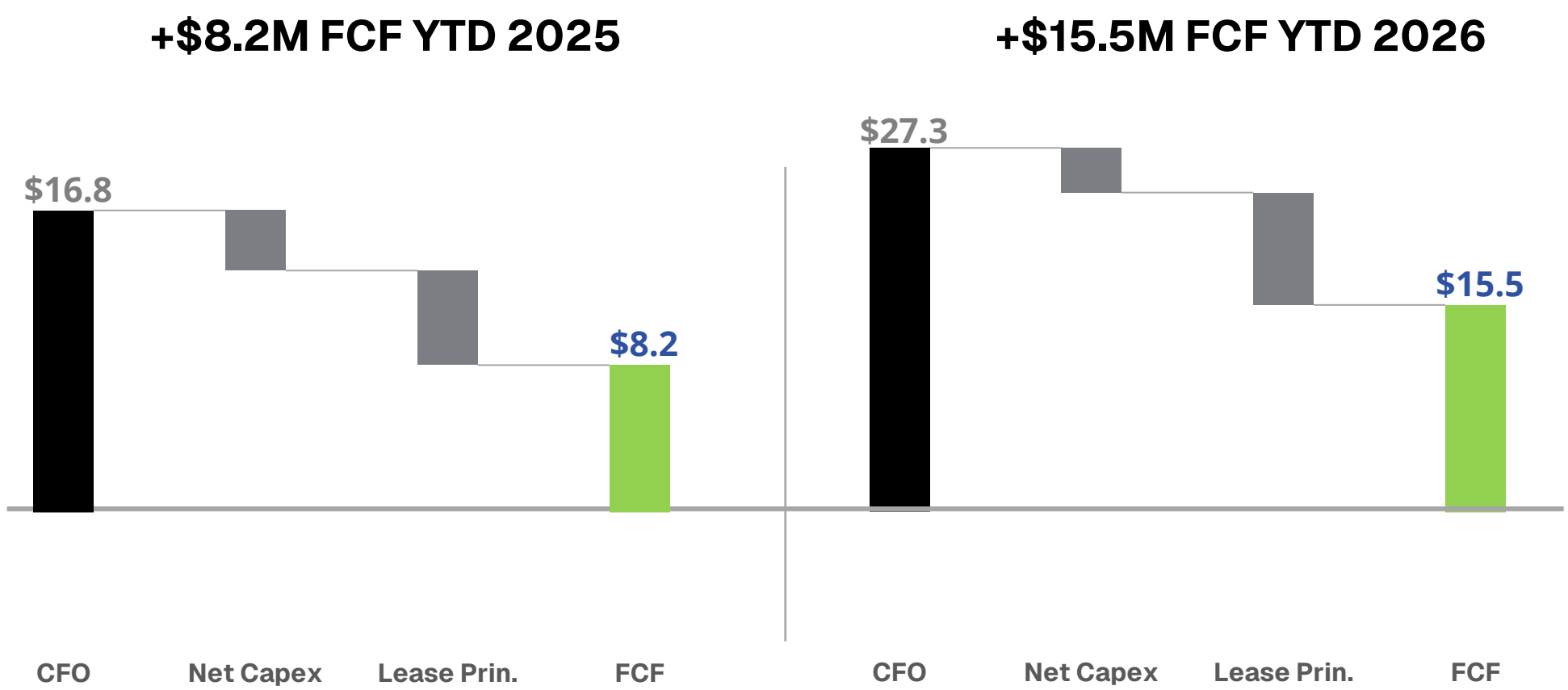
vs. Q3 2025

Q3 2026 Adjusted EBITDA

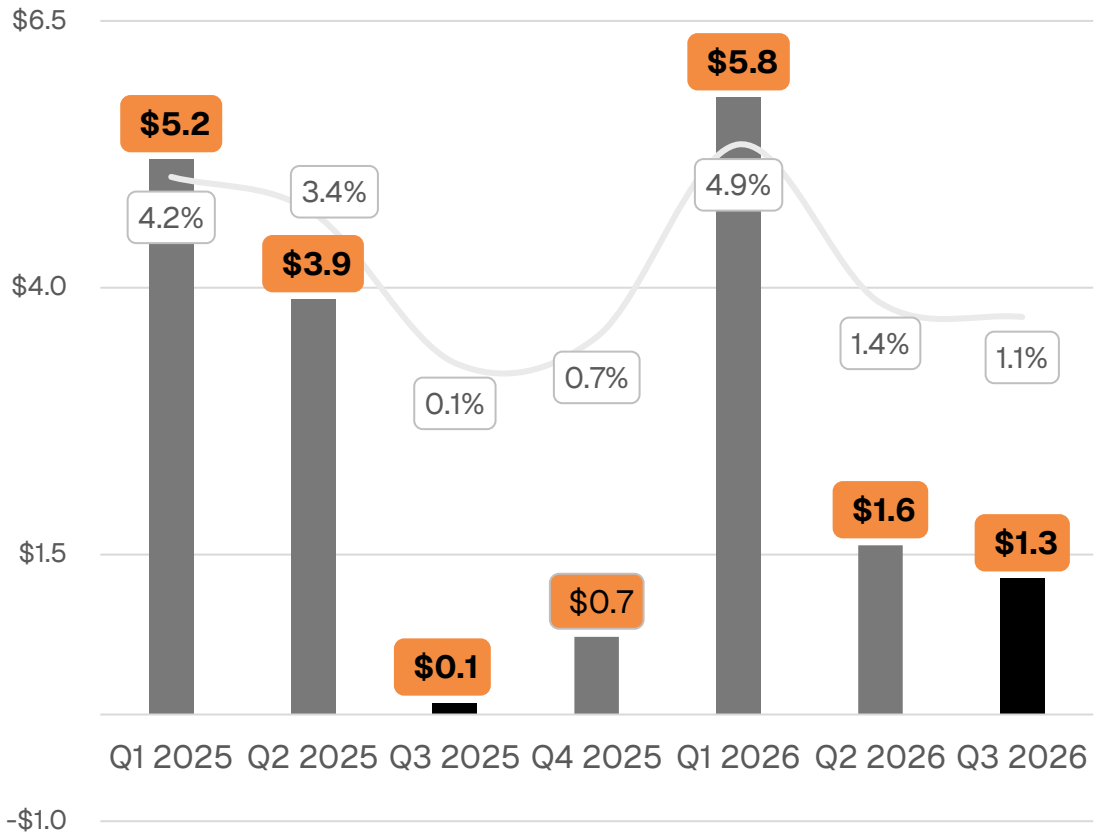
+29.0%

vs. Q3 2025

Free cash flow +$7.3M or +90.1% vs. YTD 2025



Adjusted net income of $1.3M



Q3 2026 Adjusted net income

+$1.2M

vs. Q3 2025

Adjusted net income margin

1.1% / +100bps

vs. Q3 2025



Minimal Tariff Impact on Either Side of the Border

Diversification and Remission Relief Protect Inbound Supply

- After the first round of tariff threats in 2025, we diversified U.S. purchases to Europe and Asia
- U.S. imports impacted by September 2026 counter tariffs have been mitigated by continued supply chain diversification and remission relief



Outbound Tariff Exposure Is Minimal

- U.S. based revenue accounts for less than 10% of total revenue
- Tariff impact on U.S. exports is currently immaterial

Octacom Update

Octacom Update

Hitting the Ground Running, with Strong Early Cross-Sell Traction

Commercial traction

- Seamless transition since close, with customers retained and several key renewals secured
- New and expanded relationships across utility, healthcare, municipal government and lottery/sweepstakes
- Two wins sourced through existing DCM customers, including a comprehensive digital mailroom solution for a Schedule I Canadian bank
- Growing IDP pipeline, with additional net new contracts in negotiation
- Ontario Vendor of Record and Federal Standing Offer agreements in place to support public sector growth

Marketing

- Refreshed Octacom brand, website and collateral launched November 10
- DCM sales team trained on IDP solutions, enabling cross-sell across the DCM customer base
- Expanding outbound business development to build top-of-funnel across a broader geography

Octacom Update

Leveraging the Combination to Enable Accelerated Growth

Operations

- Octacom now leading DCM's Montreal and Mississauga digitization operations
- Launched U.S. operations with a new IDP centre in the Chicago area, processing since October 2026
- Migrating existing DCM IDP projects and processing centres onto the Octacom platform in 2027 to reduce costs and increase productivity
- Leveraging DCM's physical footprint to strengthen operations and support scalable growth

IT, Security & Compliance

- Accelerating IDP roadmap execution through cross-organization collaboration
- Leveraging DCM's IT infrastructure to support a larger, multi-site operation
- Partnering with DCM's security and compliance functions to maintain SOC 2 Type II and HITRUST certifications

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, combined with opportunistic M&A



Improve gross margins through a stronger business mix and operational efficiencies



Generate robust cash flow to support debt reduction and shareholder returns

2026 Outlook



Positive business momentum expected to continue

- New logos won over the past year and a healthy pipeline
- Core market stabilization and positive organic growth expected to continue in the fourth quarter
- Full quarter of Octacom contribution in Q4
- 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

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

Q3 2026
Summary P&L

Q3 2026 Summary Financial Results

Selected financial information	Q3 2026	Q3 2025
Revenue	$114.0	$105.4
Gross profit	$30.2	$24.6
Gross margin (%)	**26.5%**	**23.4%**
SG&A (incl. R&D expenses)	$22.9	$19.3
Acquisition & restructuring expenses	$0.9	$0.3
Extinguishment & modification of debt	$2.9	-
NFV (gains)/losses on financial liabilities	$1.9	($1.5)
Net (loss) income for the period	**($2.9)**	**$1.1**
Adjusted net (loss) income[1]	$1.3	$0.1
As a percent of revenue	1.1%	0.1%
Adjusted EBITDA[1]	**$15.9**	**$12.3**
As a percent of revenue	**13.9%**	**11.7%**

Quarter 3 Ended September 30
In Millions

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

Non-IFRS 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.

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

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 Measures” section in our most recent interim and annual filings on SEDAR+ for more information.

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
Adjusted net income per share, basic	**0.02**	**—**	**0.15**	0.15
Adjusted net income per share, diluted	**0.02**	**—**	**0.15**	0.15

Thank you


DCM
TM/MC