

ASX Release  
22 April 2026

## March 2026 Quarterly Report

Decidr AI Industries Ltd (ASX: DAI) (“DAI”, “DAI Industries” or “the Company”), an agentic AI enablement group and 100% owner of Decidr.ai Pty Ltd (“Decidr”) and Sugarwork, Inc. (“Sugarwork”) via Decidr US, is pleased to provide its quarterly activities report for the period ending 31 March 2026 (“Q3 FY26”).

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### Highlights

- Annualised revenue exit rate as at 31 March 2026 of A\$8.06M, doubling December 2025 exit rate and representing the fifth consecutive quarter of accelerating commercial growth.
- Closing cash position of A\$17.2M at 31 March 2026, inclusive of A\$2.2M R&D Tax Incentive rebate received during the quarter. Underlying monthly operating cash outflow of approximately A\$1.6M (which excludes non-recurring expenditure items).
- Launch of the Decidr Agentic Graph, the Group’s interoperability and network layer for agentic execution across organisations.
- First Australian Sugarwork customer secured post-acquisition: one of Australia’s largest aged care providers (2,800 employees), engaged on home care process capture.
- Singapore entity being established following the Group’s investor and partner trip in March 2026, which has currently generated over US\$3M in APJ client pipeline within 45 days.
- Material expansion of the partner ecosystem, including AWS Marketplace Fast Track listing and co-sell motions, ICON Consulting Group APJ enterprise partnership, AE Studio co-sell motion, Beckway reseller agreement, and an MOU with a major APJ data centre provider covering NVIDIA chip inventory access.
- Active partner commercialisation: CareerOne partnership expanding with task graph integration; eBev paid rollout progressing across 100+ committed venues; AIM scope expansion progressing and new BetaOS customers signed across the quarter.
- CFO search advanced, with focus on AU based candidates with Technology / US public company experience.

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## DAI Group Strategy

DAI's Group strategy is focused on solving a core technical constraint in enterprise AI adoption: while generative AI systems are inherently probabilistic, business operations require governed, repeatable and auditable execution.

DAI's core platform, DecidrOS, addresses this constraint through structured workflow schemas that constrain AI agents to validated execution paths with defined triggers, system integrations and audit controls. The recently launched Decidr Agentic Graph extends this architecture into the interoperability layer, enabling governed agentic execution across organisations, partners and labour markets.

DAI's ambition is to become the leading Agentic Transformation Group, enabling organisations to move from AI experimentation to operational, enterprise-grade agentic systems. To execute this strategy, the Group is focused on five core pillars:

1. **Foundational Platform Ownership** - Building and commercialising DecidrOS as the core agentic orchestration and execution layer for enterprise AI, with the Decidr Agentic Graph extending this into a cross-organisation interoperability layer.
2. **Deterministic, Governed Execution** - Enabling repeatable, auditable AI execution through opinionated schema-driven workflows, integration controls and enterprise-grade governance.
3. **Embedded Distribution and Partnerships** - Scaling adoption through embedded deployments with strategic partners and global systems integrators operating in large, data-rich B2B ecosystems.
4. **Targeted M&A and Capability Expansion** - Strengthening the platform and execution stack through selective acquisitions, including Sugarwork, which extends DecidrOS into organisational intelligence and tacit knowledge capture.
5. **Global Scale and Market Expansion** - Executing commercial rollout in Australia, APAC and the United States, with Singapore as the APAC hub and a US presence being built ahead of a New York move targeted by year-end 2026.

Through these pillars, DAI is positioning itself to scale governed agentic execution across sectors and geographies and to convert platform adoption into durable, recurring revenue streams.

# Quarterly Highlights

## Revenue and Commercial Development

The Group exited the month of March 2026 at an annualised revenue run rate of A\$8.06M (Decidr operations, excluding Edible Beauty). This represents more than 100% growth on the December 2025 exit rate and the fifth consecutive quarter of accelerating revenue.

Growth was driven by a combination of direct enterprise contracts and partner-channel deals following its integration into the Group.

## DecidrOS Update

Following the Beta launch in October 2025, the Company continued to onboard customers to DecidrOS during the quarter, with particular focus on CRM, RevOps and finance-adjacent workflows. Further DecidrOS V1 releases remain on track for delivery, through the end of the financial year covering the end-to-end customer journey from prospect through invoicing and bank reconciliation.

Key product milestones delivered or progressed during the quarter include:

- Bring Your Own Key (BYOK) capability launched in March, enabling customers and partners to operate DecidrOS against their own foundation model and infrastructure contracts.
- Billing and usage module nearing completion, underpinning direct monetisation and partner revenue share.
- Cornerstone customer AIM progressed its paid engagement through the quarter across three statements of work, with scope expansion under negotiation approaching for the remainder of FY26 and FY27.
- Early foundational customer Mercha case study has been announced for release during April for public review.

## Decidr Agentic Graph

During the quarter, the Company launched Decidr Agentic Graph, its orchestration platform that coordinates and governs the execution of AI agents across enterprise workflows.

The Graph is designed to enable decision, task and schema interoperability between organisations using DecidrOS, and is positioned as a core element of the Group's long-term network strategy.

## Sugarwork Update

Post-acquisition integration of Sugarwork progressed on schedule during the quarter, with product strategy and go-to-market aligned across the Group. Sugarwork secured its first Australian customer since acquisition, one of the country's largest aged care providers with approximately 2,800 employees, focused on home care process capture.

Sugarwork's qualified pipeline now spans several dozen opportunities across the United States, Singapore and Australia. Sugarwork is being jointly distributed with Decidr and with key channel partners, including a Tier 1 System Integrator, IKON Consulting, Beckway, AE Studios and global hyperscalers, providing meaningful go-to-market leverage in enterprise segments.

## Partnerships Update

The Group materially expanded its partner ecosystem during the quarter, with multiple agreements progressing from commercial negotiation into active revenue motion:

- AWS – Marketplace Fast Track listing now live, with co-sell motion active across enterprise and mid-market segments.
- Tier 1 APAC System Integrator – Teaming agreement executed across APAC, as a Sugarwork reseller.
- ICON Consulting Group – Enterprise pipeline progressing across ASEAN for Sugarwork and Accounts Receivable workflow via SAP.
- AE Studio – Co-sell motion initiated, supported by joint marketing initiatives targeting the private equity sector.
- Beckway – Appointed as a commercial reseller, including Sugarwork distribution.
- APJ Datacentre – MOU signed covering NVIDIA chip inventory access, supporting the Group's sovereign AI positioning in ASEAN.

Existing embedded partnerships continued to perform. CareerOne continued to grow its recurring revenue quarter on quarter contributing strongly, with development of the Decidr task graph integration progressing. The eBev rollout progressed, with paid commitments across more than 100 venues and FY'26 Q4 expansion underway. All other partnerships remain active, with commercialisation expected to progress through the calendar year.

## Strategic and Corporate Initiatives

- CFO Appointment – Search advanced for a Sydney-based CFO with Technology / US public company experience.

## Edible Beauty Update

Edible Beauty reported an expected softer third quarter, with revenue declining 9% on the prior corresponding period, driven by normal seasonal factors, lower discretionary retail conditions and cautious consumer spending, consistent with broader market trends.

Total trading income for the quarter was \$379k, with online sales remaining the primary revenue driver. Direct-to-consumer performance was broadly stable, supported by increased promotional activity. Gross margin was 52% broadly inline with the prior corresponding period (54% pcp), which was driven by increased promotional activity and inventory optimisation initiatives, including the clearance of short-dated stock.

Operating expenses reduced 15% year-on-year, reflecting continued cost discipline and agentification. Digital marketing channels continued to represent the majority of spend in the quarter, allowing the business to maintain a lean cost base.

The Company remains focused on maintaining direct-to-consumer momentum, rebuilding wholesale distribution and improving marketing efficiency, while continuing to optimise inventory and cash flow. The Chemist Warehouse Marketplace partnership is expected to contribute increased sales from the next quarter.

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## Financial Position

DAI closed the quarter with cash reserves of A\$17.2M at 31 March 2026.

Underlying monthly operating cash flow was approximately A\$1.6M (ex non-recurring items).

The Company continues to carry partner incentive prepayments on the balance sheet, which are recovered from co-produced partner revenues under the terms of the relevant commercial agreements. Management continues to expect a significant portion of these prepayments to be recovered over the course of FY26/27.

The Company's cash position, growing revenue pipeline, and the upcoming 1 May 2026 options expiry will support continued investment in DecidrOS V1, the Decidr Agentic Graph and international go-to-market expansion.

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## Outlook

DAI enters the fourth quarter of FY26 with material revenue momentum, an expanded partner ecosystem and a strengthened product roadmap. With growth coming from larger enterprise partners and OS contracts towards the end of the March quarter, it is expected that cash receipts will catch up over the coming half. The Company will continue to focus on:

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- Delivering DecidrOS V1 and progressing the Decidr Agentic Graph for FY27.
- Converting the growing Sugarwork pipeline into recognised revenue, with particular focus on APAC and the United States.
- Scaling embedded partner deployments with AWS, ICON, Beckway, and AE Studio.
- Finalising the CFO appointment and continuing to build the Group's US presence.

The combination of platform delivery milestones, disciplined capital management and a deepening partner ecosystem underpins the Company's confidence in delivering continued growth and meaningful shareholder value through the balance of FY26 and into FY27.

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## Receipts during the quarter

During the quarter, the Company received sales revenue of \$985K as follows:

- Edible Beauty cash receipts of A\$400K ; and
- Decidr and Sugarwork cash receipts of A\$585K .

The Company also received an A\$2.2M Research and Development Tax Incentive rebate during the quarter.

## Expenditure during the quarter

During the quarter, the Company incurred the following operating cash expenditure:

- R&D expenditure of A\$1.1M;
- Product and manufacturing expenditure of A\$0.9M;
- Advertising and marketing expenditure of A\$1.0M;
- Staff related expenditure of A\$2.4M; and
- Administrative and corporate costs of A\$1.1M.

Operating expenditure during the quarter reflected continued investment in DecidrOS V1 delivery, the Decidr Agentic Graph, Sugarwork integration and international go-to-market expansion (Singapore, United States). Underlying monthly operating cash outflow, excluding non-recurring items, was approximately A\$1.6M across the quarter.

During the quarter, the Company incurred expenditures of \$0.4M relating to acquisition and investment costs; offset by \$17k proceeds from the sale of 13Seeds. \$156k of cash balances were acquired as part of the acquisition of Sugarwork.

During the quarter, the Company received A\$316K from share issues via option exercises.

During the quarter, the Company incurred the following financing cash outflows:

- Scheduled loan repayments of A\$0.9M in accordance with the loan agreement with Decidr Group Pty Ltd (interest-free, balance of A\$7.2M at period end).

## Additional Information

The amount of \$133k included in section 6.1 of the accompanying Appendix 4C (payments to related parties) relates to Directors fees and superannuation payments in the March 2026 quarter.

-Ends-

### For further information, please contact:

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This announcement has been authorised for release by the Board of DAI.

### About Decidr AI Industries (ASX:DAI)

Decidr AI Industries (ASX: DAI) is an agentic transformation group building and scaling portfolio companies that enable organisations to systematically organise, execute, and distribute work using enterprise-grade agentic systems. The Company's strategy addresses the full agentic lifecycle, including organisational self-knowledge, human and agentic role definition, data and schema normalisation, task orchestration, and the distribution of work across teams, partners, and labour markets.

DAI's portfolio includes Decidr.ai, developer of the Decidr Agentic Operating System, which provides an enterprise-grade platform for orchestrating agentic workflows and decision-making, and Sugarwork, a knowledge-capture and workflow-automation platform that strengthens the group's capabilities in organisational intelligence and enterprise AI adoption.

Through its portfolio companies, DAI supports organisations as they transition from fragmented AI experimentation to coordinated, scalable, and commercially deployable agentic systems across industries and geographies.

To receive updates on DAI activities, news, and access historical information, register on the [DAI Investor Portal](https://decidrindustries.ai): <https://decidrindustries.ai/auth/signup>

For more information, visit <https://decidrindustries.ai>

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Decidr AI Industries Ltd

**ABN**

99 673 841 284

**Quarter ended ("current quarter")**

31 March 2026

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	985	2,921
1.2 Payments for		
(a) research and development	(1,125)	(3,804)
(b) product manufacturing and operating costs	(918)	(2,254)
(c) advertising and marketing	(1,049)	(2,245)
(d) leased assets	-	-
(e) staff costs	(2,424)	(6,169)
(f) administration and corporate costs	(1,144)	(3,633)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	168	494
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	2,207	2,207
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(3,300)</b>	<b>(12,483)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	(434)	(1,967)
(b) businesses	-	-
(c) property, plant and equipment	(10)	(37)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	17	58
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	(756)
2.4	Dividends received (see note 3)	-	-
2.5	Other (Cash acquired upon acquisition of subsidiary)	156	156
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(271)</b>	<b>(2,547)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	20,000
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	316	9,700
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(1,158)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(900)	(4,100)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(584)</b>	<b>24,442</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	21,319	7,752
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(3,300)	(12,483)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(271)	(2,547)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(584)	24,442
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>17,164</b>	<b>17,164</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	17,164	21,319
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>17,164</b>	<b>21,319</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	133
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i>		
<i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	7,200	7,200
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
<b>7.4 Total financing facilities</b>	<b>7,200</b>	<b>7,200</b>
<b>7.5 Unused financing facilities available at quarter end</b>		<b>0</b>
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
7.1 Decidr Group Pty Ltd private loan, non-interest bearing, 3 years (From 31/12/2014, secured against intellectual property generated in Decidr.ai Pty Ltd from January 2025.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(3,300)
8.2 Cash and cash equivalents at quarter end (item 4.6)	17,164
8.3 Unused finance facilities available at quarter end (item 7.5)	-
<b>8.4 Total available funding (item 8.2 + item 8.3)</b>	<b>17,164</b>
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>5.20</b>
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

22 April 2026

Date: .....

The Board of Directors

Authorised by: .....  
 (Name of body or officer authorising release – see note 4)

**Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.