Decidr AI Industries Ltd.

ASX Release
31 July 2026

June 2026 Quarterly Business Review

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") is pleased to provide its quarterly activities report for the period ending 30 June 2026 ("Q4 FY26").

Highlights

- **June 2026 annualised exit-rate revenue[1] ("AER") of $13.6 million**, up ~71% on the March 2026 exit rate of $8.06 million, representing the sixth consecutive quarter of accelerating commercial growth. The exit rate includes a $0.15M annualised Sugarwork contract win.
- **Group cash position strengthened to $23.4 million on 30 June 2026** (up from $17.2 million on 31 March 2026), following completion of an equity placement raising gross proceeds of approximately $14.2 million during the quarter.
- **DecidrOS listed on the AWS Marketplace** in June 2026, with the Company accepted into the AWS ISV Accelerate Program shortly after quarter end.
- **Decidr trade receivables of $1.4 million at 30 June 2026**, reflecting strong invoicing momentum and the previously communicated lag between AER, invoicing and cash collection across the Group's partnership, foundation customer and Sugarwork revenue mix.
- **Group-wide cost efficiency program initiated, targeting ~A$5 million of annualised cost reductions** through product and engineering synergies from the Sugarwork and Rumi acquisitions and consolidation of third-party vendors.
- **Completed the acquisition of Rumi.ai**, with the Rumi team integrated into the Sugarwork team (US) to lead ambient tacit knowledge capture across the platform.
- **Continued build-out of the Group's US operations through Sugarwork, Inc. and Decidr U.S. Inc,** including expansion of Sugarwork's New York presence and continued platform and talent investment.
- **Received $0.69 million from the exercise of unlisted options during the quarter**, together with the $14.2 million placement referred to above.
- The Company will host an investor webinar to discuss the quarterly and product developments on Thursday 6 August at 11.00am AEST. [Click here to register](#).

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[1] Annualized Exit Revenue "AER" = total invoiced revenue in the last month of the quarter × 12. AER includes ARR/MRR revenue, contract revenue. This reflects the multiple revenue lines including Decidr Partnerships (ARR/MRR, contract revenue), DecidrOS Foundation Customer (ARR) and Sugarwork revenues (ACV, ARR). This number excludes invoiced revenue from Edible Beauty.

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Quarterly Highlights

Revenue Momentum and Leading Indicators

The Company's June 2026 annualised exit-rate revenue is $13.6 million, driven by continued growth across direct enterprise contracts (32% of AER), DecidrOS foundation customer revenues (14% of AER) and partner-channel revenues (54% of AER). This represents growth of approximately 71% on the March 2026 exit annual revenue run-rate of $8.06 million, illustrating the compounding effect of Decidr's partnership strategy and enterprise contracts. The June exit rate includes $0.15M of annualised revenue attributable to the expanded Sugarwork enterprise contract described below.

As the Company has communicated in prior market updates, AER is the leading indicator of the Group's commercial growth. Invoicing follows AER by approximately 3–5 months, and cash collections follow invoicing by approximately 1-2 months, reflecting the mix of partnership revenue, foundation customer revenue and, from this quarter, Sugarwork revenue. As the Group's revenue mix shifts toward recurring ARR contracts, the Company expects this conversion cycle to shorten.

In future quarters, the Company will report its revenue to include new and growing Sugarwork contract revenue, which includes multi-year contracts alongside DecidrOS and partner-channel recurring revenue.

Cash Collections and Receivables

As at 30 June 2026, the Group held trade receivables of $1.4M. This balance reflects the invoicing momentum generated by the growth in AER over recent quarters and the expected collection lag described above. Quarterly Decidr cash receipts of $0.6 million therefore trail invoiced revenue, consistent with the AER-to-invoicing-to-cash conversion pattern the Company has outlined to the market since commercialisation began.

The Company expects cash receipts to build progressively through FY27 as the current receivables book converts to cash and as recurring contract revenue becomes a larger share of the Group's revenue mix. The combination of growing revenues, a strong and healthy receivables position, and the cost controls described below underpins the Group's funding runway.

Cost Discipline – Acquisition Synergies

The Company has implemented a Group-wide cost reshaping initiative, reviewing the cost base across all portfolio entities to ensure spend is aligned with revenue-generating priorities and to improve underlying cash efficiency as the business scales. This initiative is expected to moderate the Group's underlying monthly operating cash outflow over the coming quarters, without impacting the pace of product delivery or commercial execution across DecidrOS, the Decidr Agentic Graph, or Sugarwork integration.

This program targets a reduction in the Group's annualised operating cost base of approximately A$5 million. Savings are expected to be realised through product and engineering synergies following the acquisitions of Sugarwork and Rumi, together with the consolidation of third-party vendors across the Group. The Board and management remain focused on balancing continued investment in growth with disciplined capital management as the Group scales toward sustainable operating leverage.

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Leadership and Governance

The Group's executive decision-making has been strengthened following the appointment of Penny Diamantakiou as Chief Financial Officer in May 2026. Ms Diamantakiou serves as an operating member of the Group's key management personnel ("KMP"), with financial, capital management and operating decisions made jointly across the executive KMP rather than concentrated in a single officer. The expanded executive finance capability strengthens the Group's financial oversight, capital management and operational execution as it continues to scale its commercial activities.

During the period, the CFO has played a central role in strengthening the Group's finance function, leading the implementation of enhanced financial controls across the Australian and US operating entities, enhancing financial planning and reporting, and partnering with the Executive Chairman on capital management allocation and the Group's cost optimisation program.

Payments to related parties of $136k disclosed at item 6.1 of the accompanying Appendix 4C comprise remuneration paid to executive and non-executive directors during the quarter.

DecidrOS Product Releases

Q4 FY26 was the most significant product delivery quarter in the Company's history, with DecidrOS moving from a local Australian instance into a global production platform.

- **AWS Marketplace listing.** DecidrOS went live on the AWS Marketplace in June 2026, with the platform now discoverable and procurable by AWS's global enterprise customer base, with billing integrated through AWS and Stripe. Shortly after quarter end, the Company was accepted into the AWS ISV Accelerate Program (announced 2 July 2026), providing co-sell support alongside AWS's sales organisation. Decidr is also a member of the AWS Fast Track program.
- **Multi-platform query engine ("MPQ").** MPQ delivers natural language interaction across the DecidrOS data layer, combining deterministic and probabilistic querying with full token usage tracking for cost transparency. MPQ is integrated into the core operating and external sources (Slack, WhatsApp, Facebook) and feeds the platform's document parsing (DocFlow) and agent workflows.
- **Largest platform release to date**. In June 2026 the team shipped approximately 180 updates in a single release cycle, the platform's largest release. Every entity in the DecidrOS graph, including businesses, individuals, customers, vendors and prospects, is now a live, operable object, with the platform generating best-customer profiles directly from the Agentic graph.
- **Graph platform infrastructure now in production**. Core platform components moved into production during the quarter, including the transactions ledger, the standalone integration service (13 new integrations added during the quarter, including Fireflies, Granola, alongside existing WooCommerce, Pipedrive, Gmail and Google Drive connectors), DocFlow document parsing, Agent Relay (connecting Decidr agents to Slack, WhatsApp, Telegram and Signal), the configurable entity ranking and data layer with full audit trail, and the developer portal. A staging environment for the developer platform was also launched during the quarter, demonstrating full ecosystem connectivity ahead of a broader developer release.

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Sugarwork Update

Sugarwork continued to build out its US operations during the quarter, including its New York office presence and continued investment in talent and product/engineering capability. The business is operating in accordance with its post-acquisition integration and growth plan.

In the June quarter Sugarwork secured a two-year, $0.3M expansion of its engagement with its first Australian customer, a large aged care provider with approximately 2,800 employees. The expansion extends the initial home care billing process capture engagement, announced in the prior quarter, into a multi-year enterprise deployment spanning knowledge capture across the provider's extended operations. The contract further validates Sugarwork's land-and-expand model in the Australian enterprise market and provides a strong reference for the Group's healthcare and aged care pipeline.

Rumi.ai Acquisition

The Company completed its acquisition of Rumi.ai ("Rumi"), an AI-powered ambient meeting intelligence platform, during the quarter. The acquisition consideration comprises stock of Decidr US Inc, and a contribution towards transaction costs.

Following completion, the Rumi team has integrated into the Sugarwork team, where it will lead ambient tacit knowledge capture, extending Sugarwork's deliberate knowledge capture workflows with continuous, in-the-flow-of-work capture across meetings and collaboration surfaces. The combined team has also begun planning on tacit knowledge telemetry: the structured data layer that converts captured organisational knowledge into Large Language Model training signal. This telemetry underpins the Group's sovereign model fine-tuning product, due in 2027, which will enable enterprises to fine-tune AI models on their own proprietary knowledge corpus.

Following the completion of the Rumi acquisition, as announced 14 July 2026, the Company appointed Vinny Lingham, Co-Founder of Rumi, to the board of its US subsidiary. Vinny is a serial entrepreneur and Silicon Valley investor with over 20 years of experience in building and scaling technology ventures, and is also renowned for his contributions to the cryptocurrency and blockchain industries.

Vinny will join Sugarwork Co-Founder Vanessa Liu and DAI Director Jenny Fielding, whose appointments to the Decidr US Board have also been formalised. These three US-based appointments will bring a wealth of entrepreneurial, investment and governance expertise to the Company's US vehicle, alongside Chair David Brudenell, to oversee the Company's active expansion into global markets.

Following the completion of the Rumi and Sugarwork acquisitions, the Company owns 95% of the US subsidiary. Both acquisitions were completed at the same US entity share price. The Decidr US Inc entity was valued at approximately US$250m.

Decidr.ai Acquisition and Strategic Integration

Following completion of the acquisitions of the remaining 49% of Decidr.ai Pty Ltd and 100% of Sugarwork, Inc. in the prior quarter, the Group continued integration activities during Q4 FY26. Acquisition-related consideration and advisory payments continued to taper, with $19k paid during the quarter (down from $434k in Q3 FY26 and $1.53m in Q2 FY26), consistent with the acquisitions moving from completion into steady-state integration.

Edible Beauty Update

Edible Beauty generated cash receipts of $0.34 million during the quarter. Edible Beauty delivered a profitable second consecutive quarter, notwithstanding a 15% year-on-year revenue decline, reflecting a challenging discretionary retail environment.

Capital Raising & Financial Position

During the quarter, the Company completed an equity placement raising gross proceeds of approximately $14.18 million (before transaction costs of $216k).

The Company also raised $0.69 million from the exercise of unlisted options during the quarter.

DAI has a solid closing cash position of $23.4 million as at 30 June 2026, up from $17.2 million on 31 March 2026, which positions the business and management to focus on pursuing the growth of the business over the long term. The Company's estimated quarters of funding available, based on the current quarter's net operating cash outflow, is approximately 3.3 quarters and following the Group-wide cost reshaping initiative runway is expected to be extended to 12 months.

Investor Webinar

The Company will host an investor webinar to discuss the quarterly and product developments on Thursday 6 August at 11.00am AEST. Executive Chairman, David Brudenell will present with registration available via the link below:

https://us02web.zoom.us/webinar/register/WN_0hsSXsfyQLm8XChAanDSBg

Outlook

DAI enters FY27 well-positioned for continued growth, with DecidrOS in market and commercial traction across multiple verticals. The Company will continue to focus on:

- Expanding its commercial presence in the US (via Sugarwork and Decidr U.S. Inc) and Asia-Pacific regions.
- Scaling embedded Agentic App deployments with partners.
- Onboarding and monetising direct SME and enterprise clients.
- Realising structured and recurring revenue from new and existing partners.

Receipts during the quarter

During the quarter, the Company received sales revenue of $0.95m as follows:

- Edible Beauty cash receipts of $342k; and
- Decidr Customer cash receipts of $608k.

Expenditure during the quarter

During the quarter, the Company incurred a total of $8.2m operating cash expenditure, which consists of:

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- Staff related expenditure amounted to $3.05m;
- Product and manufacturing expenditure amounted to $1.50m;
- Advertising and marketing expenditure amounted to $1.11m;
- Administrative and corporate costs amounted to $1.59m and
- R&D expenditure amounted to $928k;

Staff and administrative costs including initial Rumi integration one off costs increased 26% and 42% respectively quarter-on-quarter, reflecting the first full quarter of consolidation of Sugarwork, Inc. and Decidr U.S. Inc following their acquisition, together with continued investment in the Group's Australian operations. Operating expenditure during the quarter reflected the Company's continued efforts to progress commercialisation of DecidrOS and the integration of its newly acquired US businesses.

During the quarter, the Company recorded the following investing cash flows:

- Funds received of $7.5k being final deferred consideration payments for the 13Seeds business;
- Funds spent of $19k for remaining legal/advisory costs associated with the Sugarwork, Inc. and Decidr.ai acquisitions completed in the prior quarter; and
- Funds spent of $55k for property and equipment.

During the quarter, the Company received the following financing cash inflows:

- Funds received of $15m (before costs) from an equity placement; and
- Funds received for share issues via option exercises of $689k.

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

- Transaction costs of $1,078k associated with the equity placement and option conversions; and
- Loan repayments of $1.3m in accordance with the loan agreement with Decidr Group Pty Ltd, which financed the purchase of the additional stake in Decidr. The loan balance at period end was $5.9 million and is interest free.

The expenditure during the quarter was in line with the Company's budgets.

-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 AI-enablement group building the infrastructure that allows organisations to become truly AI-native. The company owns 100% of Decidr.ai, developer of the Decidr Agentic Operating System—technology that unifies business data, workflows, and decisions into a deterministic, enterprise-grade AI layer.

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DAI also owns Sugarwork, a leading knowledge-capture and workflow-automation platform, further strengthening its capabilities in organisational intelligence and enterprise AI adoption.

With these combined assets, DAI is accelerating product development, expanding into new industries and geographies, and enabling its portfolio and partners to unlock rapid growth through scalable, agentic AI.

To be updated on all DAI activities, news and access historical information register on the DAI Investor Portal: https://decidrindustries.ai/auth/signup

For more information see https://decidrindustries.ai

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Decidr AI Industries Ltd.

Appendix 4C
Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Decidr AI Industries Ltd

ABN	**Quarter ended ("current quarter")**
99 673 841 284	30 June 2026

	Consolidated statement of cash flows	Current quarter $A'000	Year to date (12 months) $A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	950	3,871
1.2	Payments for		
	(a) research and development	(928)	(4,733)
	(b) product manufacturing and operating costs	(1,503)	(3,757)
	(c) advertising and marketing	(1,113)	(3,358)
	(d) leased assets	-	-
	(e) staff costs	(3,051)	(9,219)
	(f) administration and corporate costs	(1,590)	(5,222)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	195	689
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	2,207
1.8	Other (provide details if material)	-	-
1.9	**Net cash from / (used in) operating activities**	**(7,040)**	**(19,522)**

2.	**Cash flows from investing activities**		
2.1	Payments to acquire or for:	(19)	(1,986)

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	(a) entities		
	(b) businesses	-	-
	(c) property, plant and equipment	(55)	(92)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	8	65
	(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 (provide details if material)	-	156
2.6	**Net cash from / (used in) investing activities**	**(66)**	**(2,613)**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	15,000	35,000
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	689	10,389
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(1,078)	(2,236)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(1,300)	(5,400)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	**Net cash from / (used in) financing activities**	**13,311**	**37,753**

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	17,164	7,752
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(7,040)	(19,522)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(66)	(2,613)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	13,311	37,753
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	**Cash and cash equivalents at end of period**	**23,369**	**23,369**

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	23,369	17,164
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**23,369**	**17,164**

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	136
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.

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7.	**Financing facilities** *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	Total facility amount at quarter end $A'000	Amount drawn at quarter end $A'000
7.1	Loan facilities	5,900	5,900
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	**Total financing facilities**	5,900	5,900

7.5	**Unused financing facilities available at quarter end**	

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 31/12/2024), secured against intellectual property generated in Decidr.ai Pty Ltd from January 2025.

8.	**Estimated cash available for future operating activities**	$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(7,040)
8.2	Cash and cash equivalents at quarter end (item 4.6)	23,369
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	23,369
8.5	**Estimated quarters of funding available (item 8.4 divided by item 8.1)**	3.3

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.

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:

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:

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:

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.

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.

Date: 31 July 2026

Authorised by: The Board of Directors
(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.

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