ASX Release
31 August 2026

FY26 Preliminary Results & Year in Review

Dear Shareholder,

FY26 was the year Decidr AI Industries became a commercial software business.

The Company began the year holding a majority interest in Decidr.ai, an agentic AI platform that was still in development. By year end, the Company owned 100% of Decidr.ai, with DecidrOS in market and generating revenue, a United States operating base through Sugarwork, a maturing partnership channel including the world's largest cloud provider AWS, and six consecutive quarters of accelerating revenue behind it.

The continued progression throughout the year built momentum within the business, as enterprises moved past experimentation with AI.

Across the industry, budgets are being reallocated to production, but very few organisations have been able to operationalise AI at scale. The obstacle is rarely the model itself, but the knowledge of how work actually gets done which sits inside people, not the systems. Decidr was built to solve exactly that problem, and FY26 was the year that we began helping customers to operationalise AI.

Company Performance

Commercial momentum built through every quarter of the year:

- Annualised exit-rate revenue[1] (AER) of **$13.6 million at 30 June 2026**, 1.7x the March 2026 exit rate and 7.5x the prior corresponding quarter (pcp)
- **Six consecutive quarters** of AER growth
- Statutory revenue of **$4.7 million**, up **99%** on FY25
- Net loss after tax of $**33.1 million** reflecting deliberate investment in product, go-to-market and United States expansion
- Cash of **$23.4 million** at 30 June 2026, up from $17.2 million at 31 March 2026
- Trade receivables of **$1.4 million** at 30 June 2026, reflecting invoicing momentum in the final quarter

Revenue growth was led by embedded partners and by early adopters of DecidrOS moving from pilot to production. We are well on the way to providing a genuinely unique offering of providing customers a pathway of knowledge capture (Sugarwork), ambient tacit knowledge capture (Rumi) and sovereign model training and, in time, expanding into workflow orchestration. This is a powerfully unique offering

[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.

which raises the lifetime value of customers and deepens the operational dependency on the entire platform.

Building the platform

The Company acquired the remaining 49% of Decidr.ai in FY26, taking full ownership of the business, its technology and its founding team. With Paul Chan joining as Co-CEO and Chief Innovation Officer, it allowed Decidr AI to consolidate technology, governance and leadership into a single structure, streamlining innovation activities, product development and go-to-market execution.

The acquisition of Sugarwork established a United States operating base and gave the Group a knowledge-capture platform with multi-year, recurring enterprise contract opportunities. Sugarwork is now the entry point for most new enterprise relationships.

The post year-end acquisition of Rumi.ai added ambient knowledge capture, with the highly-capable Rumi AI engineering team integrated into Sugarwork in the United States.

DecidrOS moved from Beta launch in October 2025 to early commercial deployment, with successive BetaOS cohorts going live through the year and the larger agentic graph platform extension going live in FY27.

Distribution

Distribution was the second half's principal focus, with DecidrOS listing on the AWS Marketplace in March 2026, before being accepted into the AWS ISV Accelerate Program at the start of July 2026 giving DAI access to AWS co-sell motions and field alignment. The relationship with Google Cloud initiated across infrastructure, marketplace and enterprise go-to-market.

The partner network now exceeds 14 relationships, including a teaming agreement with a Tier 1 APAC systems integrator, ICON Consulting, AE Studio, Beckway as a commercial reseller, and SCX.AI supporting sovereign AI infrastructure across APJ. Reseller contracts are in place across the United States, Australia and Singapore.

This partner-led distribution is capital-efficient, allowing the Company to reach enterprise buyers without carrying the cost of a direct sales force in every market, and it is the primary reason the Board is comfortable with the pace of the Company's expansion.

Capital and cost discipline

The Company raised $19.0 million in September 2025 and $14.2 million in May 2026 [net of transaction cost, including option conversions] to fund product development, GTM, acquisitions, customer onboarding and United States expansion. The Board is conscious that DAI is not yet self-funding and that every dollar raised is a dollar of dilution shareholders have accepted on the expectation of returns.

Against that, the Company initiated an efficiency program during the fourth quarter targeting approximately A$5 million in annualised cost reductions, largely through product and engineering synergies following the Sugarwork and Rumi.ai integrations. As the Company continues to increase its use of AI and its own technology, there may be opportunities to identify additional efficiencies over time.hpddog

Capital is being directed purposefully to North America over the next twelve months, where enterprise AI adoption is fastest and the partner ecosystem deepest. However, Australia will remain the operating core with research and development, regional delivery, and the sovereign credentials that matter in regulated and government-adjacent markets.

Board and people

The Decidr US Board was strengthened during the year with the appointments of DAI Director *Jenny Fielding, Sugarwork Co-Founder Vanessa Liu and Rumi Co-Founder Vinny Lingham*. Their networks across United States enterprise, venture and technology markets are already opening customer and partner conversations that would otherwise have taken years to build.

I thank Paul Chan and the executive team, and everyone across Decidr, Sugarwork and Rumi.ai, for the intensity they brought to a year of substantial change.

Outlook

DAI enters FY27 with a funded balance sheet, a shrinking cost base, a product in production with paying customers, and distribution through a growing partnership base.

The focus is now on progressing receivables to cash collection, converting pilots into longer-term customer engagements, and supporting partner agreements through to revenue generation. As the business develops, a greater contribution from recurring contracts may also support closer alignment between revenue recognition, invoicing and cash collection.

The opportunity extends beyond traditional enterprise software budgets into areas of labour spend that software has historically been less able to address. Realising that opportunity will depend on disciplined execution as the Company scales, with the Board focused on maintaining appropriate oversight and accountability.

To our shareholders, thank you for your support through a year of significant change. You have funded the construction of something genuinely differentiated. The Board's responsibility is to see it commercialised with discipline.

David Brudenell
Executive Chair
Decidr AI Industries

Notes

The Company will release a 'deep dive' presentation to the ASX in September providing a broader review of the year and importantly an outlook on both technology and further penetration.

-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.

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