Decidr

Decidr

Building the Orchestration Layer for the Agentic economy

Capital Raising Presentation – 06 May 2026

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All amounts are in AUD $ unless stated otherwise.
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Decidr builds the orchestration layer for the agentic economy

AI investment has concentrated on infrastructure and intelligence, but value will accrue to the orchestration layer that governs decisions, compliance, and economic coordination.

Decidr is building that layer for enterprises and sovereign economies.

Why now, why DAI

1	**A once-in-a-decade category**	Knowledge Security is a new line on the CISO budget, underpinned by $100B+ of sovereign AI compute investment in 2026 and binding regulatory action across multiple jurisdictions.
2	**A platform already shipping**	Sugarwork acquired; DecidrOS Beta live; annualised revenue exit rate of A$8.06m at 31 March 2026, more than 2x prior quarter. Partnerships executed with Beckway, AE Studio and ICON Consulting Group.
3	**A strategic enterprise asset**	Sugarwork acquisition (implied US$250m DecidrUS valuation) adds methodology IP, Vanessa Liu's leadership and the enterprise Knowledge Security wedge. DAI holds ~97% of DecidrUS.
4	**Disciplined use of proceeds**	Knowledge Security Platform · sovereign compute + IP/R&D · M&A opportunities · costs. Five milestones over 12 months.
5	**Built at the orchestration layer**	Value in the agentic economy accrues at coordination, not application or model. DAI sits between c.US$2T of underlying infrastructure and trillions of enterprise processes — the layer that translates probabilistic AI into governed enterprise execution.

The orchestration layer is unclaimed
DAI is building it

We sell sovereign-grade AI orchestration to enterprises who can't fully trust US hyperscalers.

Frontier labs have left the model layer **and are colonising the application layer** — by role, industry, and workflow.

The remaining vacuum: **the orchestration layer between models and the enterprise.** That is the layer that ***compounds***, carries audit trails, sovereignty, and trust.

01 CAPTURE

Sugarwork • Embedded Partnerships

02 COORDINATE

DecidrOS platform

03 COMPOUND

Agentic Graph • data substrate

Three forces converging in a 12-month window

01

Pilot fatigue is real

95%

of GenAI pilots fail to reach production

MIT NANDA's State of AI in Business 2025 study found only 5% of integrated AI pilots extracted measurable P&L value.

Buyers want orchestrated workflows that integrate with trusted systems, not just demos.

MIT NANDA · State of AI in Business · Aug 2025

02

Vertical land grab is on

16

vertical product launches by Anthropic + OpenAI

Frontier labs are colonising the application layer — engineering, gov, defense, commerce, health, design.

The orchestration layer - coordination, sovereignty, audit - is structurally unclaimed.

Public product announcements · Oct 2024 → Apr 2026

03

Sovereign AI budgets

$2T

in committed sovereign infrastructure spend by 2030

GCC, ASEAN, India, and EU are building sovereign cloud + AI stacks.

They need orchestration partners that can air-gap workloads and respect data residency.

McKinsey, BCG, Saudi PIF and UAE G42 aggregated

Pilot failure forces orchestration • Frontier labs occupy verticals • Sovereign capital is ready to deploy

One product story:
Capture → Coordinate → Compound

01

CAPTURE

Sugarwork + Embedded Partnerships

Knowledge-capture • Ecosystem Led Growth via embedded partner workflows • sovereign fine-tuning pipeline

Revenue today; training data for the Graph tomorrow

02

COORDINATE

DecidrOS

Schema-driven agent orchestration & interoperability

Standardises and governs how agents read, write and audit across vertical apps

03

COMPOUND

Agentic Graph

Pre-boarded knowledge-node • network = moat

Partners become super-nodes, Enterprises major nodes. As graph density increases pre-boarded businesses become more intelligent.

A capital raise aligned to the sovereignty challenge

Proceeds fund the build-out of enterprise Knowledge Security, sovereign compute capability and disciplined M&A — positioning DAI at the highest-value layer of the agentic AI stack.

The opportunity

Enterprises are leaking decision-structure into black-box foundation models. Sovereignty is moving from policy debate to buying criterion - with c.US$100+ billion of sovereign AI compute investment expected in 2026 alone.

DAI's solution

Knowledge Security: a new enterprise category that captures tacit reasoning inside the customer's boundary and fine-tunes open-source models on that captured structure - delivered through Sugarwork and the DecidrOS orchestration layer.

Proof in market

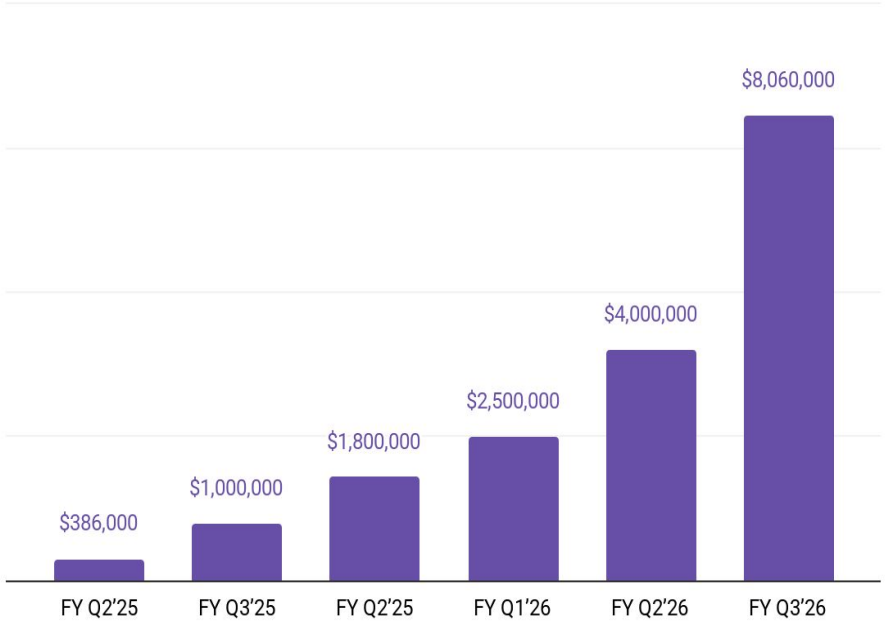
Annualised revenue exit rate of A$8.06m at 31 March 2026, more than doubling quarter on quarter; partnerships executed with AWS, SAP and ICON Consulting Group; Sugarwork acquisition completed; DecidrOS Beta live.

Capital allocation

A$6.0m to commercialise Sugarwork as a Knowledge Security Platform · A$2m into sovereign compute infrastructure, patents and published research · A$6.0m M&A opportunities · A$1.0m offer costs and working capital.

Top 5% of SaaS trajectories

Annualised revenue exit rate has doubled in the most recent quarter - five quarters of growth in Australian test market



A$8.06m

Annualised exit rate at 31 March 2026

More than 2x the prior quarter

2.0x

Q3 FY26 over Q2 FY26 QoQ growth

8.0x

Year-on-year growth (Q3 FY26 vs Q3 FY25)

Companies with similar early revenue trajectories

salesforce
zendesk
workday.
servicenow.
Marketo

Revenue pathways & progress

BetaOS	Embedded Partners	Commercial Resellers	Sugarwork
Early Adopters; "V1" purchasers	Co-build agentic apps for partner distribution	Reselling Sugarwork & Decidr to enterprise	Making tacit knowledge explicit
Seeding	**Commercialising**	**Emerging**	**Growth**
• In-market • Sector qualified • 1st cohort live in quarter • Targeting H2 self-service release	• 14+ partnerships • Launched partners expanding offering • Shopify Agent *Sena* in beta and revenue-generating	• US, AU, SG reseller contracts • Proposals out in all countries • Sugarwork lead offering • AWS internal sales launch date confirmed; case studies completing	• Expansion in US team • US, AU, SG proposals out to prospects • Active growth marketing planning in action

Partnerships update

Building on the existing partnership network

New Partnerships

Tier 1 APAC System Integrator
Teaming agreement executed across APAC, as a Sugarwork reseller.

ICON Consulting
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 commercial reseller, including Sugarwork distribution.

APJ Datacentre
MOU signed covering NVIDIA chip inventory access, supporting AI positioning in ASEAN.

Google Cloud
Continuing to deepen relationship with Google Cloud ecosystem.

Existing Partnerships

COHABIT, BeeRoll, SEX, careerone, GROWTH FACULTY LEARN, ELMO, eBev, ONSIDE, go1

aws startups | 2025 FasTrack Selection

AWS Highlight

Marketplace Fast Tracking listing now live, with co-sell motion active across enterprise and mid-market segments.

Partnerships case study

Hyperscalers working with Decidr

- Decidr commenced AWS partnership journey in Feb ‘25
- Accepted onto AWS fast-track program to co-sell on platform
- Existing AWS customers can use credits to purchase Decidr applications
- Decidr has recently released its second AWS application, unlocking new sales avenues
- Co-sell motions active from Mid-March ‘26

Published Case Study

The new way to capture data for fast, accurate decision-making

Bringing order to the chaos of scattered, unstructured data so human teams and AI agents can work in concert to identify efficiencies, create new products, and increase revenue is the mission of Australian firm Decidr.

"Google Cloud's advanced AI and data ecosystem, including Gemini, allows us to move seamlessly from raw data to deterministic outcomes."

Michael Cindric
Chief Technology Officer, Decidr

Sugarwork — the enterprise wedge for DAI

Sugarwork captures the tacit decision-structure that drives a firm's competitive position. Acquired by DecidrUS, it brings the methodology IP, leadership and enterprise GTM that take DAI from SME orchestration into Fortune 2000 Knowledge Security.

01 Methodology IP

Codified Deep Dive question-set built over two years. Teachable, replicable, schema-aligned with DecidrOS.

02 Category creation

Sugarwork creates Knowledge Security - a new line on the CISO budget. With it, DAI owns both capture and orchestration.

03 Enterprise GTM wedge

Moves DAI from SME mid-market into Fortune 2000 enterprise via Security/GC entry points.

04 Cross-sell compounding

Sugarwork opens enterprise pathways for DecidrOS via task identification. DecidrOS opens SME app revenue for Sugarwork-derived schemas.

Acquisition Snapshot

ACQUIRER
DecidrUS Inc.

STATUS
Completed

VALUATION
US$250m, ~97.4% DAI ownership

CEO JOINING GROUP
Vanessa Liu (ex-SAP.iO, McKinsey)

PARTNER ECOSYSTEMS
AWS · GCP · SAP · DXC

Sugarwork customers & partner channels

SAP · Blackstone · DXC · appen · ICON Consulting Group · AE.STUDIO · BECKWAY Operating Company for Private Equity

Sugarwork

Knowledge discovery and security in practice

Enterprise is still in its infancy of understanding their need for sovereignty. Sugarwork is solving the problem that the market is uncovering

Y Combinator

"We think every company is going to need a new primitive: a living map of how the company works that turns its own artifacts into an executable skills file for AI."

— Tom Blomfield, Partner, Y Combinator - April 28, 2026

The enterprise problem

Prompt Leakage: 43% of employees admit sharing sensitive data; 67% of enterprise AI usage happens via unmanaged accounts.

Schema leakage: Even when content is sanitised, prompt patterns reveal reasoning structure. Employees are unknowingly training LLMs on their reasoning structure.

Model-dependency lock-in: Black-box integration creates compounding dependency. Lack of independence and sovereignty becomes a problem for customers.

Regulatory exposure: GDPR, HIPAA, APRA CPS 230, MAS TRM. Four of these came into force in 2025 alone, requiring enterprise-controlled infrastructure.

The Sugarwork solution

Capture Operational Structure: Sugarwork ends leakage by capturing and retaining tacit knowledge in-house.

Independence & Sovereignty: Avoids black-box lock-in by maintaining an executable map of company artifacts, ensuring the firm retains its own reasoning structure.

Improved economics: Businesses operating on sovereign models lower reliance and costs from frontier models, without losing their ability access higher-cost intelligence for specific work.

Compliance-Ready Infrastructure: Enables regulated decision processes to run on infrastructure the enterprise controls, meeting EU AI Act and GCC sovereign-AI mandates.

Sugarwork and DecidrOS - one sovereign reasoning platform

Sugarwork captures the enterprise's decision-structure. DecidrOS runs the deterministic agentic workflows that execute on it. Both sit inside the customer's boundary.

Sugarwork: Knowledge Security Platform

Structured Knowledge Capture

AI-assisted expert interview programme - codified at the heart of Sugarwork's IP

Ambient meeting capture

Always-on intelligence layer that extracts decision-structure as it emerges in working meetings.

Reasoning Graph

Unified, proprietary representation of how the enterprise actually reasons — the training corpus.

Sovereign fine-tuning

Customer-selected open-source base fine-tuned inside infrastructure. Weights owned outright.

DecidrOS: Deterministic Orchestration Layer

Agentic Schema

First-principles blueprint of the organisation — reusable across domains, for AI to reason and act.

AI proposes → rules constrain → humans approve

Deterministic guardrails with full audit trail. Confidence thresholds gate automated actions.

Multi-agent coordination

Coordinated workflows across LLMs, business apps and AI agents replacing brittle integrations.

Enterprise and sovereign capable

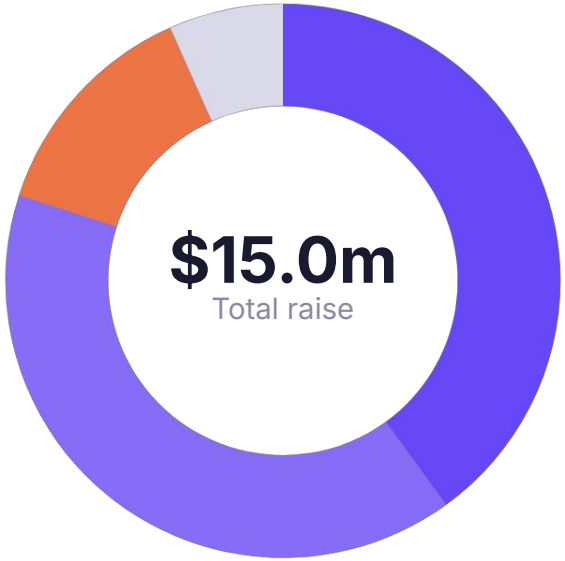
VPC, sovereign cloud, on-premise, or air-gapped deployment. Compliance-as-code at execution.

Equity Raising

Accelerating commercialisation

A$15 million - disciplined deployment

Proceeds are directed to three strategic areas aligned to the sovereignty thematic, with a reserve for opportunistic M&A.



Knowledge Security Platform (Sugarwork)

Productisation, enterprise go-to-market, always-on meeting capture, ongoing methodology R&D.

Sovereign Compute, Patents & Research

Dedicated inference capability with strategic sovereign compute partners; IP register build-out; peer-reviewed research programme.

M&A Opportunities

Opportunistic bolt-on acquisitions that compound inside the DecidrOS orchestration layer.

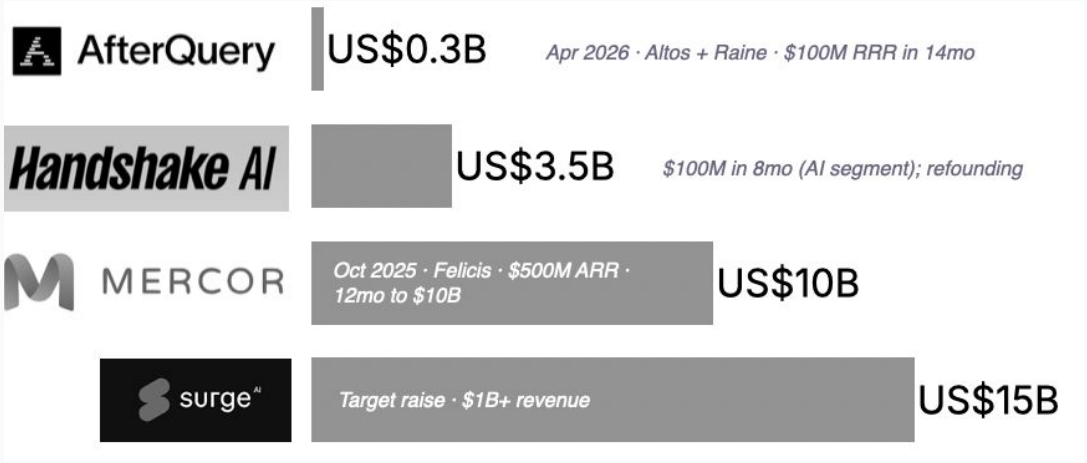
Offer Costs & Working Capital

Co-Lead Manager fees, legal, registry, listing costs and corporate working capital.

Sugarwork as Knowledge Security Platform

Scaling Sugarwork from a completed acquisition into a productised Knowledge Security platform that supports enterprise fine-tuning of open-source LLMs inside the customer's boundary.

Training data is the moat. The market already priced it.



US$45B+

of valuation has accreted to expert-capture companies in 18 months.

Every frontier lab is buying experts to take over industries

Finance · Engineering · HR · Marketing · · · ·

"Data security is solved. Knowledge Security isn't. Every prompt your employees send is a training example."

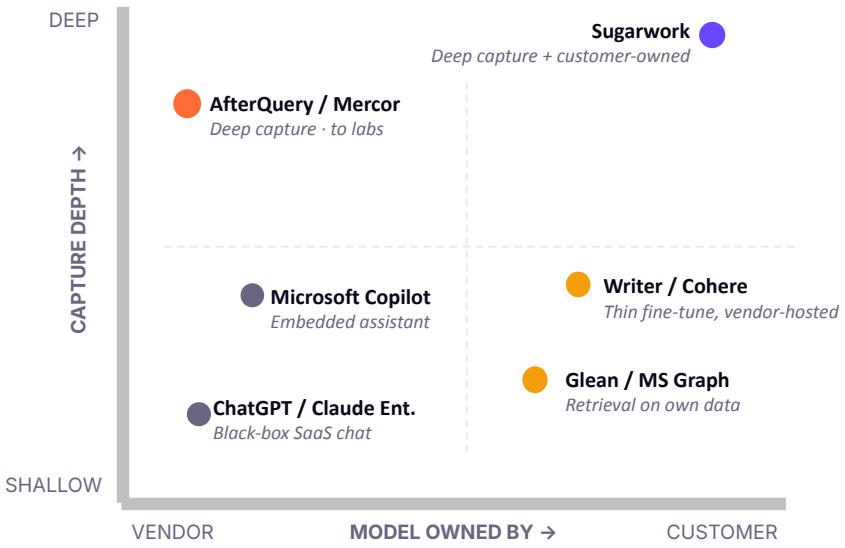
AfterQuery & Mercor sell to labs. Sugarwork sells to enterprise

Deep-capture + customer-owned is structurally unoccupied. Chat vendors can't pivot without cannibalising model-lock-in. Expert-training firms can't enter without abandoning their customer. Retrieval and thin-fine-tune don't capture reasoning.

	AfterQuery / Mercor / Surge / Handshake	Sugarwork
Customer	Frontier labs	**Enterprises**
Owns the expertise	Frontier labs	**The enterprise**
Where the model runs	Frontier labs	**Customer sovereign environment**
Purpose	Abundance for all humans	**Sovereignty for one firm**
Budget line	Lab R&D	**Security (CISO) + Sovereign AI (CIO)**
TAM	~ 10-20 labs globally	**10,000's enterprises**
Concentration risk	Severe (Meda / Scale)	**Diversified by design**

We don't compete with them. *We complete them. They build expertise abundance for the labs. We build expertise sovereignty for the enterprises those experts work at.*

Five adjacent categories. One clean whitespace.



~A$2.0m — Sovereign compute, patents & research

Establishing dedicated inference capability through strategic sovereign compute partnerships — the substrate enabling air-gapped, regulated and sovereign environments.

~A$1.0m

Sovereign inference capacity

Dedicated inference targeting bare-metal performance, fixed-rate power and 24/7 managed operations.

~A$0.75m

Patents & IP register

Filing programme covering DecidrOS architecture, schema methodology and Knowledge Security primitives.

~A$0.25m

Published research

Peer-reviewed programme strengthening thought leadership and signal for academic credibility.

Strategic compute partners — under commercial discussion

Southern Cross AI (SCX)

AU-based sovereign cloud

Dedicated inference targeting bare-metal performance and managed operations.

Nebius

Global NVIDIA-aligned compute

Strategic dialogue via NVIDIA for scaled global inference with sovereign deployment.

Multi-national hyperscalers

Country, region and global cloud

Discussions on in-country deployments of DAI sovereign orchestration capabilities.

Disciplined M&A opportunities

Completing the repeatable M&A flywheel: horizontal AI rewards integrated platforms while standalone point solutions struggle with distribution and margin compression. As the market continues to evolve DAI sees a whitespace opportunity to deliver full-stack sovereign orchestration solutions to enterprises via Sugarwork entry and to SMEs via the Agentic Graph.

Organisational Self-Knowledge	Human & Agentic Footprint	Data & Schema Normalisation	Agentic Orchestration Platform	Distribution & Labour Graphs
Human knowledge made explicit	Who does what - and why	Data rebuilt for AI	Where tasks are organised & work is done	Tasks meet people and markets
Sugarwork	M&A Sector	M&A Sector	Decidr	careerone Partnership

Acquisition Criteria

Horizontal capability fit
Targets must enhance the DecidrOS orchestration layer or Sugarwork capture surface - not be tangential bets.

Schema-compatible
Preference for teams whose architecture or data translates cleanly into the DecidrOS Agentic Schema.

Revenue-proved before scale
Acquisitions tested at pilot ARR level before further capital commitment - protecting investors.

Disciplined pricing
Stock-predominant consideration with earn-out mechanics to align risk and retention.

What A$15m unlocks over the next 12 months

Five milestones that compound into the DecidrUS valuation reference.

Q4 FY'26	**Sovereign compute pilot live**	Air-gapped inference capability in production with at least one strategic sovereign compute partner.
FY 27 H1	**Knowledge Security Platform v1.0 shipped**	Productised Assessment + Training Pipeline motion live; first US enterprise pilot converted to paying contract.
FY 27 H1	**Provisional patents & published research**	Core DecidrOS and Knowledge Security patents filed; first peer-reviewed paper submitted; published research programme active.
FY 27 H2	**First bolt-on acquisition closed**	One horizontal-fit capability acquisition closed under the M&A reserve — pricing disciplined, integration to DecidrOS within 90 days.
FY 27 H2	**ARR acceleration**	Revenue exit rate materially above current trajectory, underpinned by enterprise Knowledge Security contracts layered on the SME DecidrOS base.

Sources, uses of funds and pro forma capital structure

Sources	A$M
Institutional Placement	$15.00
Cash and cash equivalents balance as at 31 March 2026	$17.16
Total Sources	**$32.16**

Uses	A$M
Knowledge Security Platform (Sugarwork)	$6.00
M&A opportunities	$6.00
Sovereign Compute, Patents & Research	$2.00
Offer Costs & Working Capital	$1.00
Total Uses	**$15.00**

Fully paid ordinary shares[1]	Existing shares	% pre-offer	Offer shares issued	Post-offer shares	% Post-offer shares
Decidr Group Pty Ltd	78,400,000	24.14%	0	78,400,000	22.37%
HSBC Custody Nominees (Australia)	16,054,927	4.94%	0	16,054,927	4.58%
Prawn Dumpling Pty Ltd	12,650,000	3.89%	0	12,650,000	3.61%
Citicorp Nominees Pty Ltd	5,655,050	1.74%	0	5,655,050	1.61%
Vincent Corp Pty Ltd	4,995,000	1.54%	0	4,995,000	1.43%
Institutional Placement	-	0.00%	24,590,168	24,590,168	7.02%
Other shareholders	207,054,557	63.75%	0	207,054,557	59.09%
Total shares outstanding	**324,809,534**	**100%**	**24,590,168**	**349,399,702**	**100%**
Other securities					
Options	55,432,500	17.07%		55,432,500	15.82%
ESOP - performance rights	3,377,060	1.04%		2,281,677	0.65%

(1) Fully paid ordinary shares as of last close on Monday, 4th, May 2026

Equity raising timetable

Indicative summary of events	Date
Trading halt announced	Tuesday, 5 May 2026
Placement bookbuild completed	Tuesday, 5 May 2026
Trading halt lifted – Securities recommence trading on ASX and announce completion of Institutional Placement	Wednesday, 6 May 2026
Settlement of New Shares under the Institutional Placement	Wednesday, 13 May 2026
Allotment and Quotation of New Shares under Institutional Placement	Thursday, 14 May 2026

Appendix

DAI builds the missing orchestration layer

Global capital is building the intelligence stack. DAI is building the deterministic layer that translates probabilistic AI output into governed enterprise execution.

AI is a horizontal technology, not a vertical market

Standalone AI point solutions face distribution and margin compression

Orchestration is the value-capture layer

Sits between c.US$600B of infrastructure and $trillions of enterprise processes.

Platform economics compound

Each capability acquired compounds inside a shared orchestration layer. Network effects: more schemas → more patterns → better orchestration for all

Enterprise and sovereign capable by design

Deterministic guardrails prevent probabilistic outputs from corrupting ledgers, contracts or compliance records.

- AI Applications
- **Orchestration**
- Foundation Models
- Data Labelling & Training
- Data Centres & Compute
- Chips
- Energy
- Rare Earths

Source: MIT NANDA (2025); Arcade.dev / Gartner (2025) — 94% of enterprises view process orchestration as essential for deploying AI effectively.

Intelligence ≠ Coordination

Raw AI capability does not produce compliant decisions, trusted transactions or functioning economies. The gap between probabilistic models and deterministic business is where enterprises get stuck.

Probabilistic AI

- LLMs predict the next most likely token — output is a probability distribution, not a fixed answer
- Hallucination rates (0.7%–30%) mean even the best models fail 7 in every 1,000 prompts
- Compounding error: at 95% step-reliability, a 20-step workflow succeeds only 36% of the time

Deterministic Business

- Compliance, pricing, and contracts require predictable, repeatable outcomes
- Explainability is the #1 AI adoption barrier in regulated industries (65%)
- Legacy systems expect deterministic inputs, not probability distributions
- Single errors in commerce trigger regulatory action, brand damage, or financial loss

95% of generative AI pilots fail (MIT NANDA, 2025).
The bottleneck is not better models — it is the coordination and reasoning layer that sits above them.

Your data trains your model
Nobody else's

Capture stays on-shore

Deploy inside your VPC, sovereign cloud, or on-prem. No fragment of captured reasoning transits through Sugarwork-controlled systems.

Training runs in your environment

LoRA/QLoRA jobs execute on infrastructure you control. Sugarwork operators cannot see your corpus or intermediate gradients.

Inference stays inside the boundary

No tokens transit to third parties. Air-gapped option available — the model operates with zero outbound egress.

You own the weights

Customer-held artefacts. Terminate us and the model remains yours. We retain no copies.