

Decidr

Investor Presentation



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

Decidr AI Industries Limited ACN 614 347 269 - 347 Kent St, Sydney NSW 2000, Australia.

All amounts are in AUD \$ unless stated otherwise.

Some amounts may not add due to rounding.

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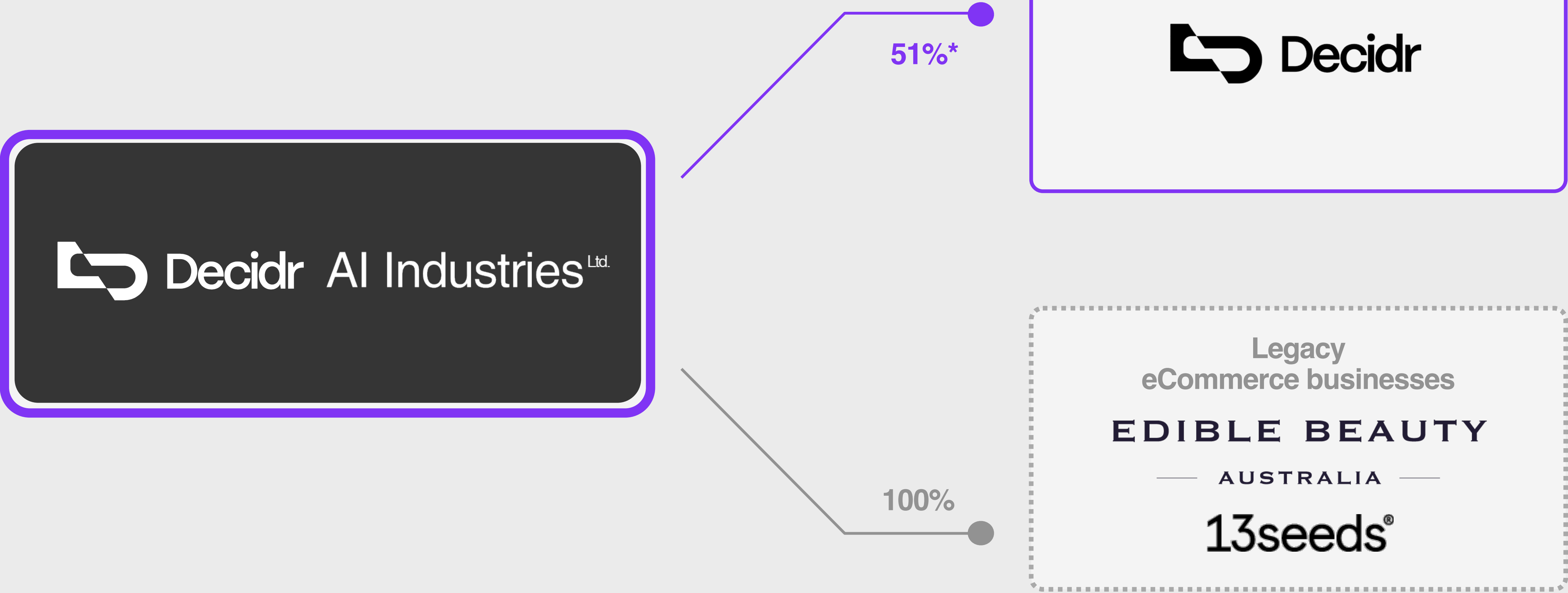
UPDATE:
May Business Update



Decidr doesn't level
the playing field,
it changes the game.

Who is DAI?

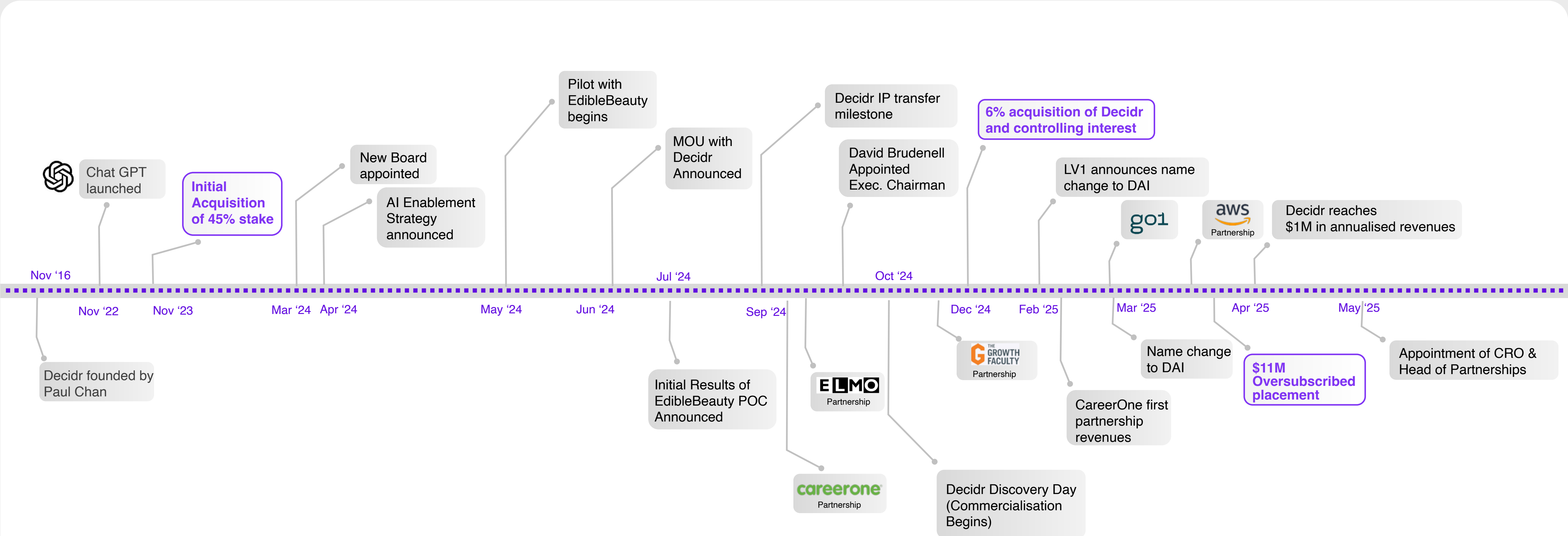
Formerly known as LiveVerdure (LV1), Decidr AI Industries has undergone a transformation to become an AI-first enablement company.



*DAI has the pre-emptive right to acquire the remaining 49% of Decidr.ai

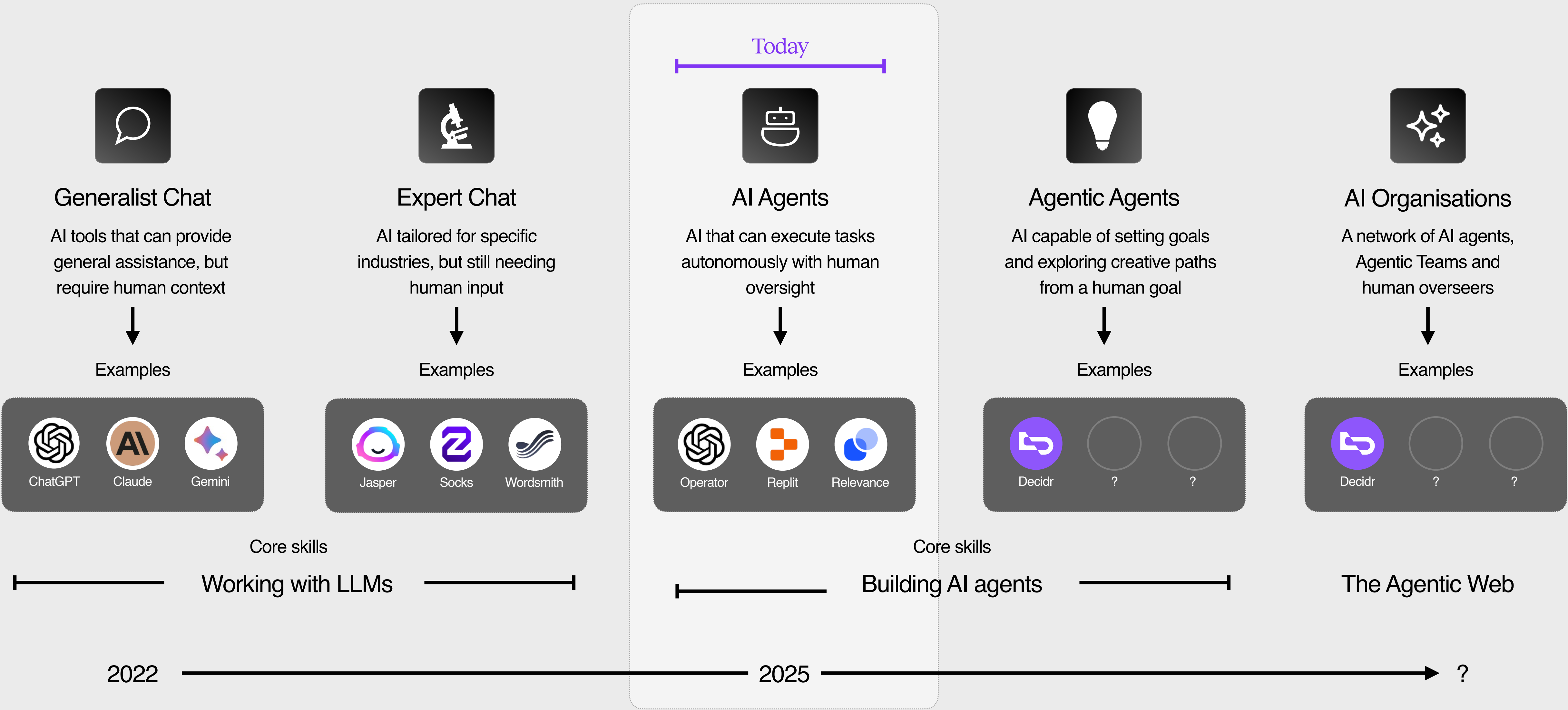
Meaningful Milestones

DAI has executed against its plan to commercialise the Decidr AI platform



AI Agents: Today's third wave of Generative AI

The market is moving from AI experimentation to AI application



Decidr delivers AI-driven productivity enhancements to small-to-medium businesses at a fraction of the cost to build

AI can unlock productivity, but only for the rich

Building AI that can commercial-grade interactions is very expensive.

Current roadblocks for AI in businesses

- Messy data, not integration ready
- Cross-system authentication hurdles
- Security policies blocking AI agent access
- Difficulty maintaining cross-system context for AI
- Tools to build commercial AI are highly specialised requiring engineering capabilities in short supply

Decidr unlocks business productivity for all

Businesses can create Agentic Agents that operate intelligently at a fraction of the cost

Decidr brings together

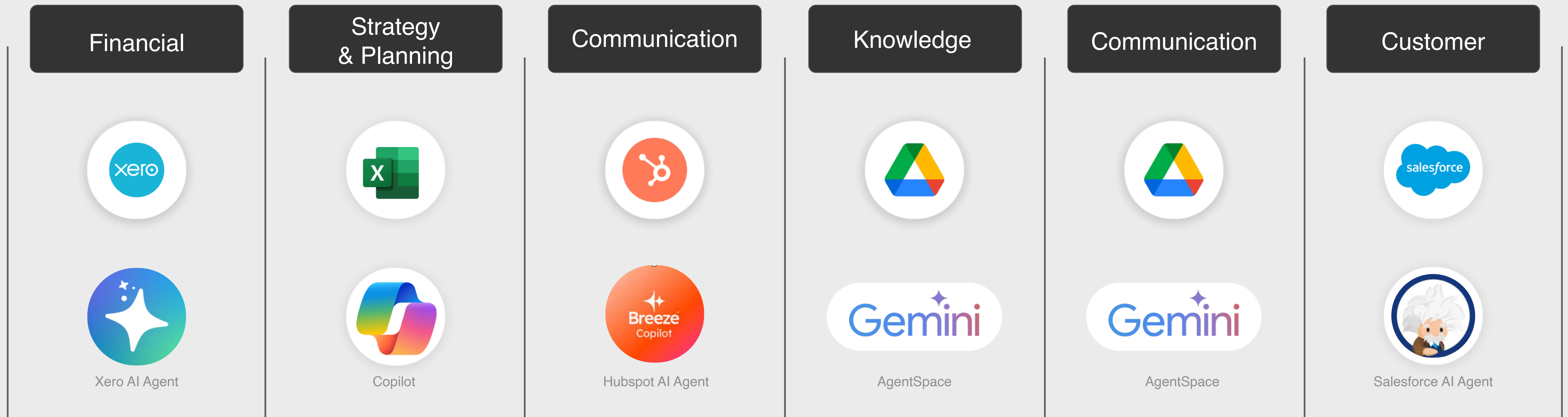
- 400+ hours/year lost per employee to context switching between software tools
- Knowledge trapped in dozens of siloed systems
- Data “hot” for days, rarely accessed again
- Valuable insights buried in unused documents
- “Hidden” employee knowledge not captured in any systems

Businesses are used to buying SaaS; they will buy AI in the same way

Nearly all of today's AI solutions are 'Vertical' or 'Point Solutions'

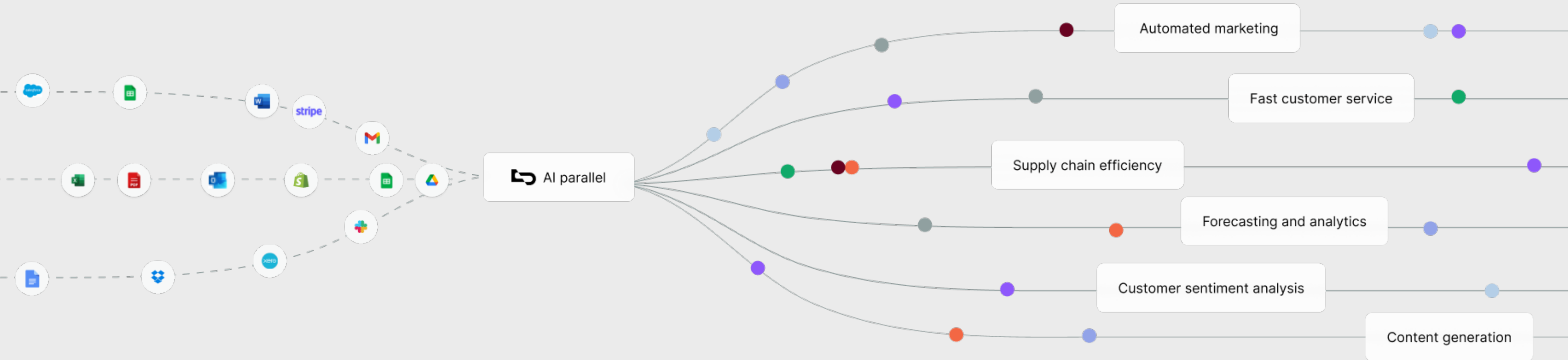
- Narrow view of data, typically limited by the supplying SaaS provider
- Pre-defined use cases, typically novelty-based that address a single or few tasks in a workflow
- Limited data access and fine-tuning results in narrow impact of the solution with commercial scale
- Vertical AI adds to current SaaS costs
- Hidden AI Tax of AI training, fine tuning, security, compliance and maintenance for each point solution.

Vertical AI
"Smarts, not wisdom"



**All business data connects to Decidr enabling
for high-context, intelligent Agentic Agents to
be deployed in any business function**

- Wide view of data, limited by only what is connected
- High-context allows for goals-based AI that can work across departments to achieve outcomes
- Fast commercial application as AI has access to all business data and intelligence layer of LLM(s)
- Horizontal AI can reduce SaaS costs
- Single, fully federated platform for all agents.



What is the Decidr platform?

Decidr.ai (Decidr) is an AI-powered business operating system for small-to-medium businesses (SMEs)



Centralised 'Brain':

Decidr ingests and restructures existing SME data (spreadsheets, software, etc.) into a highly organised, centralised platform to streamline workflows.



Autonomous Agentic AI:

Always-on agents perform repetitive, goal-driven tasks without constant human input (e.g. sales, content writing, scheduling, data entry, analysis).



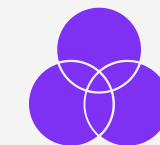
Cross-Department Automation:

Supports sales, admin, marketing, HR, finance and more—handling tasks like rostering, resume screening, content creation, and invoice processing.



Smarter Decision-Making:

Provides real-time insights that improve decision-making and drive business growth.



Interconnected Ecosystem:

Unlike siloed AI tools, Decidr's agents work together combining AI speed and scale with human creativity, ethics, and emotional intelligence.



Focus Shift:

Frees up teams to focus on strategic, creative, and revenue-generating work.



Enhanced Customer Experience:

Enables deeper personalisation and improves service quality and satisfaction.



Scalable Growth Model:

Low cost of acquisition and fast adoption supported by strategic partnerships with trusted, secure data sources and platforms.

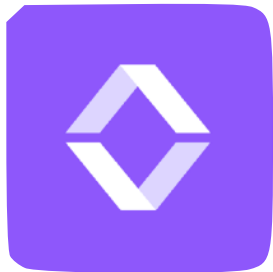
Decidr Agents

The Decidr platform allows for agents to be deployed across most areas of a business.

The company’s vision is to allow customers to have a fully-agentic, AI-first business that operates towards the goals and aspirations of the organisation

The business has begun to deploy ‘core agents’ that sit at important connection points for external and internal customers.

These agents provide new productivity and efficiency to an organisation in a controlled and secure manner.



Online Sales Agent

An agent to deploy on your website to capture more sales, update shipping enquiries and handle nuanced queries from customers 24/7



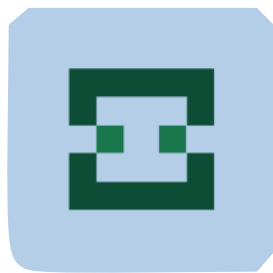
Content Agent

An agent that can write highly nuanced copy for your products, website, blogs, FAQs and internal content



Search Agent

An agentic tool that can query multiple data sources and securely provide answers to questions across an organisation while maintaining levels of authority



CRM Agent

An agent that updates customer records automatically and provides unparalleled levels of data enrichment to enhance data quality and sales/marketing outputs



Talent Agent

CareerOne

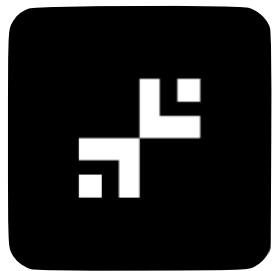
An agent that helps candidates, find new jobs, understands skills, applies to and manages interviews.



Recruitment Agent

CareerOne, ELMO

An agent that speaks to the Talent Agent to find candidates for an instant match and interview coordination.



Mentorship Agent

The Growth Faculty

A series of agentic avatars of the world’s most popular and influential authors and speakers.



Onboarding Studio

Launching in the new financial year, a single platform to connect your data, launch agentic agents and manage your new agentic teams.

Decidr reimagines workflows with lower-cost AI enhancing human work

The company's technology can execute tasks at lower cost allowing for end-to-end business opportunities

● Front Office

- Get more customers
- Grow revenue
- Higher gross revenue

AI AUGMENTATION OPPORTUNITIES

Role duplication
Task duplication
High onboarding costs
Long time to competency
Long end-to-end intelligence

● Operations / Service

- Fast customer service
- Low administration costs
- Higher operating profit
- The best people

AI AUGMENTATION OPPORTUNITIES

Role duplication
Task duplication
High onboarding costs
Long time to competency
Long end-to-end intelligence
Legacy data pipelining

● Back Office

- Efficient supply chain
- Low administration costs

AI AUGMENTATION OPPORTUNITIES

Role duplication
Task duplication
High onboarding costs
Long time to competency

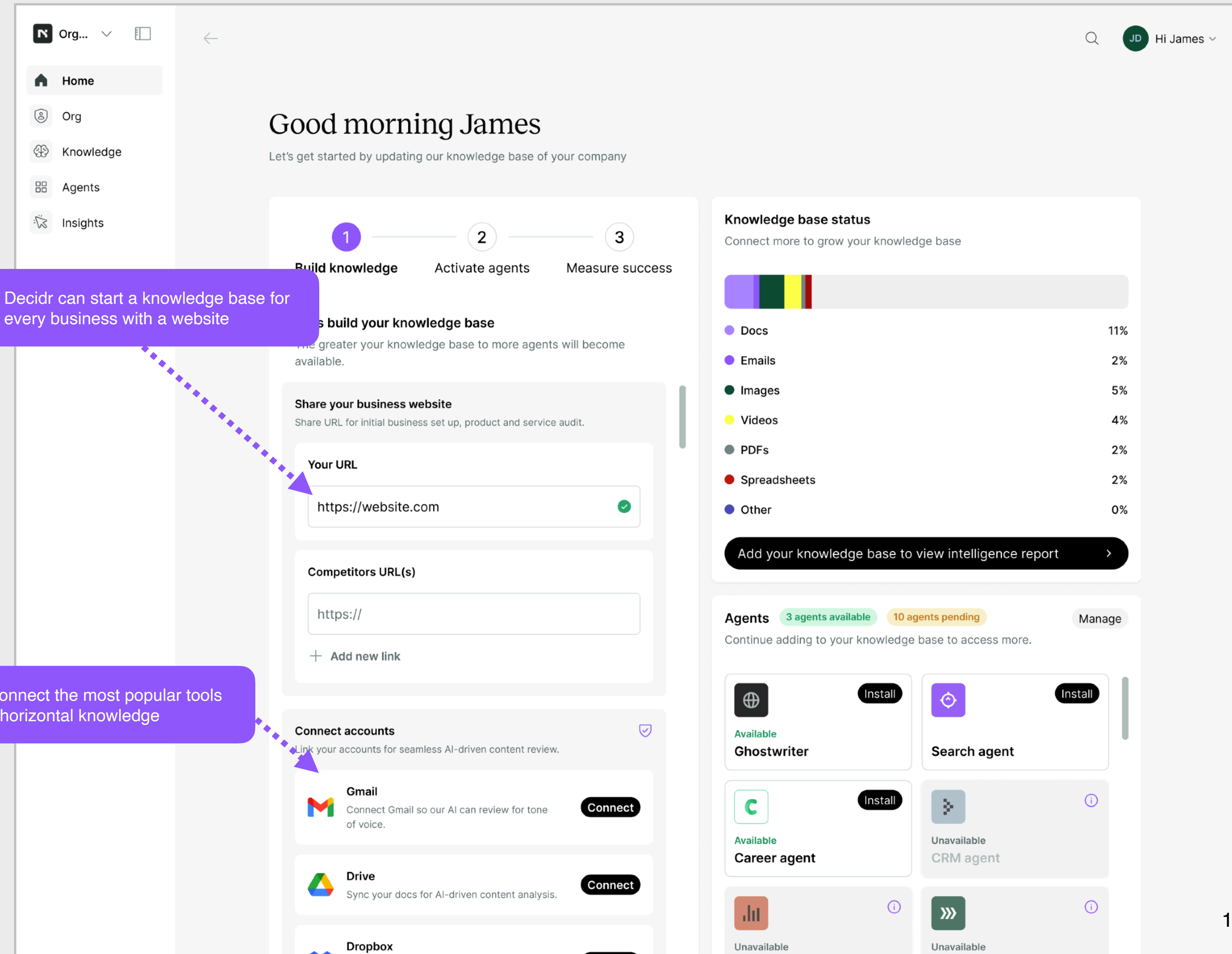
Decidr Onboarding Studio provides Agents to every business

Stripping away the complexity and costs of Agent building and increases Agent intelligence

By moving from large vertical agents to small horizontal agents, Decidr makes agents accessible to all business sizes.

Decidr Horizontal Agents:


- Don't require training. They are *quickly intelligent*
- You *don't need* specialised teams to integrate
- All agents are natively *networked across all your business data*
- You can start simply and grow your agents over time *on a single platform*





Direct Sales


Focused on Australian and US customers in the SME segment. Customers discover Decidr via digital marketing and branding and engage directly


Current Customers






























+ more

B2B Gross Revenue: AUD \$1,000-3,000/pm per Agent inc. Onboarding Studio

Partnerships & Syndication

Decidr and Partner co-create an Agent and they sell into their customer base on a contracted revenue share arrangement


Current Deployed Customers



Hello, meet Banjo.
Your dedicated job hunting assistant helping you find bigger and better jobs.

Or a role where you can truly be you.

With a view of the entire Australian job market, CareerOne's order searchers appear online. When Banjo finds a job you'll love, you will instantly be notified.

550,000+ available jobs now
125,000 Clients


Recruitment
Account Manager
OVERVIEW CANDIDATES JOB ADS INTERVIEWS PANEL REVIEWS OFFERS COSTS
+ ADD CANDIDATE + EXPORT ALL CANDIDATES Search Candidate Name
+ CREATE FILTER + NEW SHORTLIST IN PROGRESS OFFER UNSUCCESSFUL
Candidate Status Date Rating Score Flag ACTIONS
Bevis Beard Accepted 01/03/2024 ★★★★★ P- ACTIONS
Hana Harrison Accepted 03/09/2024 ★★★★★ P- ACTIONS
Simantika Mishra Interview 26/07/2024 ★★★★★ P- ACTIONS
Emily Patterson New 22/07/2024 ★★★★★ P- ABOUT ROLE
Marcus Whitfield New 22/07/2024 ★★★★★ P- ABOUT ROLE
Olivia Hayes New 22/07/2024 ★★★★★ P- ABOUT ROLE
BULK ACTIONS 1 - 6 of 6 candidates shown

3,000 Clients

B2C Gross Revenue: Free - AUD \$35/pm
CareerOne Gross Revenue: AUD \$50-200/per job posting
ELMO Gross Revenue: AUD \$100-800+/pm per Agent

Marketplaces

Decidr builds agents directly into app marketplaces. Decidr captures recurring revenue and/or percentage of transaction via Decidr agent(s).

Supported Marketplace(s)

**shopify**
5.2M STORES

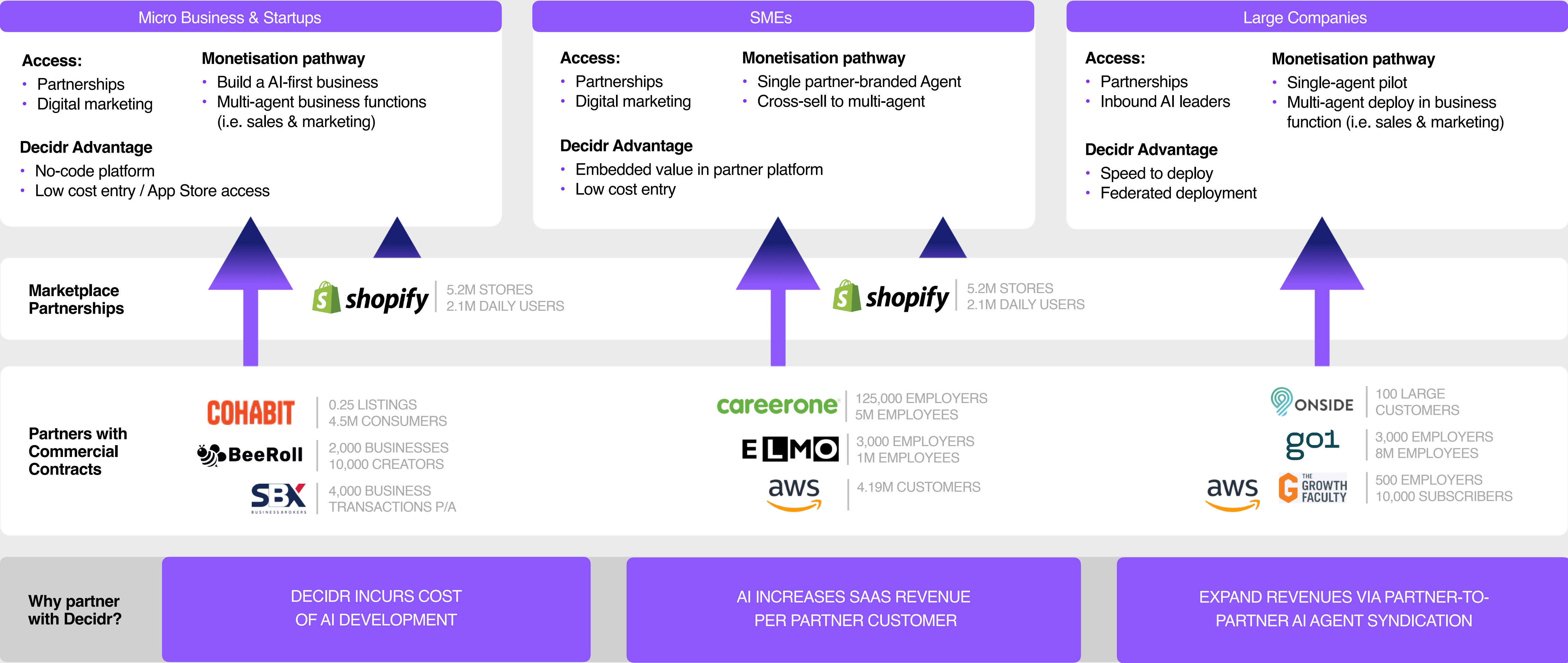
AI Sales Agent

Decidr AI Sales Agent built directly into Shopify platform.
Public marketplace availability begins in FY26

B2B Gross Revenue:
% of transaction + nominal monthly fee

Partnerships give defensible access to large audiences with low costs

Platform partners face high AI development costs that Decidr can eliminate. Decidr develops fast, low cost point-solutions for partners, but each customer gets the underlying Decidr platform for future cross-selling.



Point-solution partnerships offer large addressable markets

Decidr can scale revenues at low costs, creating a partnership and end-client moat to cross sell into the future.

Partner	Revenue Type	Number of Agents	Annual Agent Gross Revenue Range	Customer Base
ELMO	Per Agent	2	\$5,000 - \$10,000	3,000
CareerOne	Per Agent	1	\$50 - \$100	125,000
Go1	Per Agent	3	\$1,000 - \$2,000	18,000
AWS (AU)	Platform License	1	\$12,000	100,000

The US market offers significant opportunity to replicate Decidr partnerships with US-based SaaS and Cloud Providers	
Current partner USA comparable	USA Market Opportunity
US Businesses using HRIS systems like ELMO	24M ¹
Roles posted on US Job Boards in 2024	7.7M ²
US Businesses using Learning & Development platforms like Go1	0.1M ³
US Businesses using AWS cloud solutions	1M+ ⁴

+ other domestic partnerships

1. https://www.teachfloor.com/blog/learning-and-development-tools?utm_source=chatgpt.com
2. <https://www.consumeraffairs.com/employment/job-search-statistics.html>
3. https://www.myshortlister.com/insights/hris-statistics?utm_source=chatgpt.com
4. https://pages.awscloud.com/rs/112-TZM-766/images/23-GLOBAL-en-US-canalys-report-type-ardm-aws-partner-multiplier-study-australia-reprint.pdf?utm_source=chatgpt.com

May 2025 Business Update

Decidr has achieved traction in its first full quarter of commercialisation

The business has acquired new customers and partners and has increased growth in critical commercial metrics

\$1M

Annualised Revenues

+68%

Total Contract Value (TCV)

+44%

Avg Total Contract Value (\$TCV)

+62%

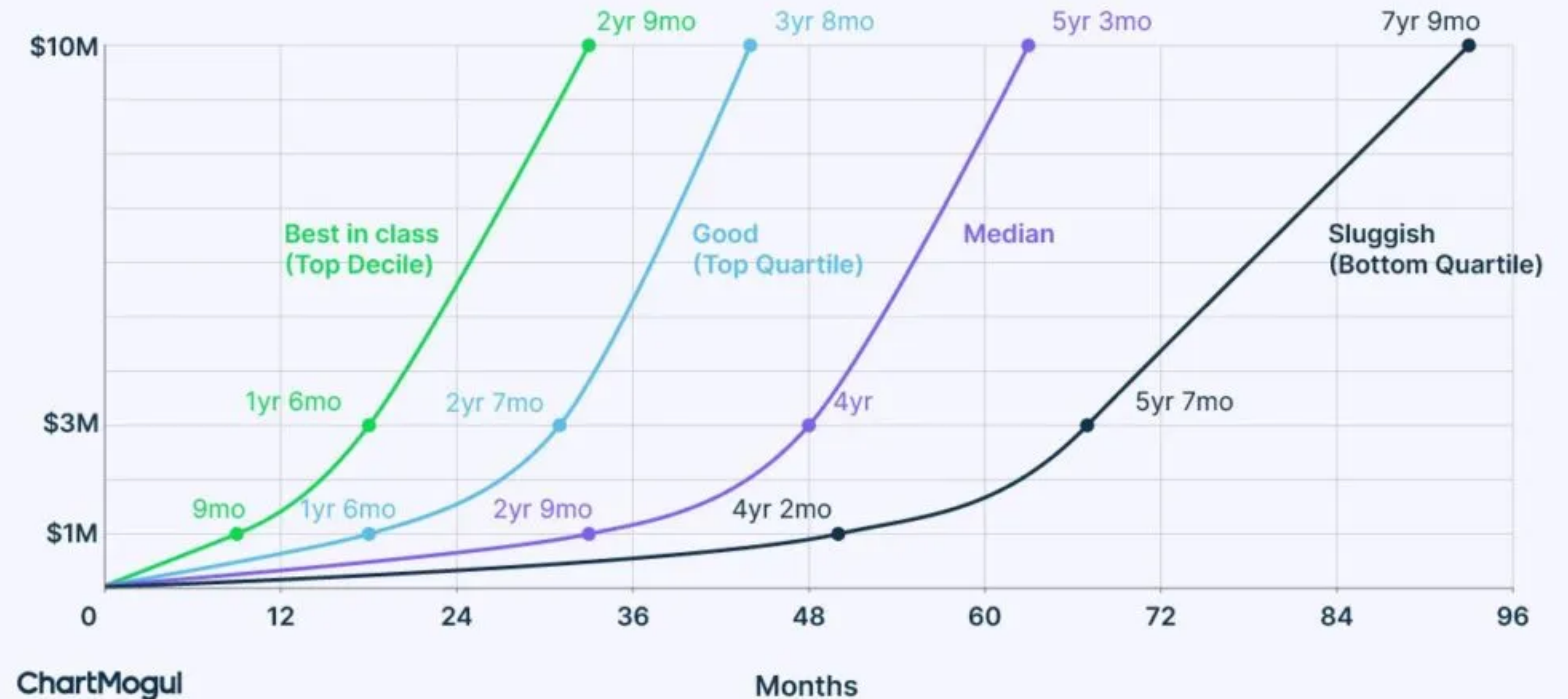
Avg Contract Length (years)

+38%

Contracted Annual Recurring
Revenues (\$ARR)

Best-in-class SaaS businesses reach \$10M ARR in 3 years

Time to reach \$10M ARR Milestone from first revenue



Market Traction

Decidr has continued to win new customers in the quarter in several new categories, showcasing the wide technology applicability:

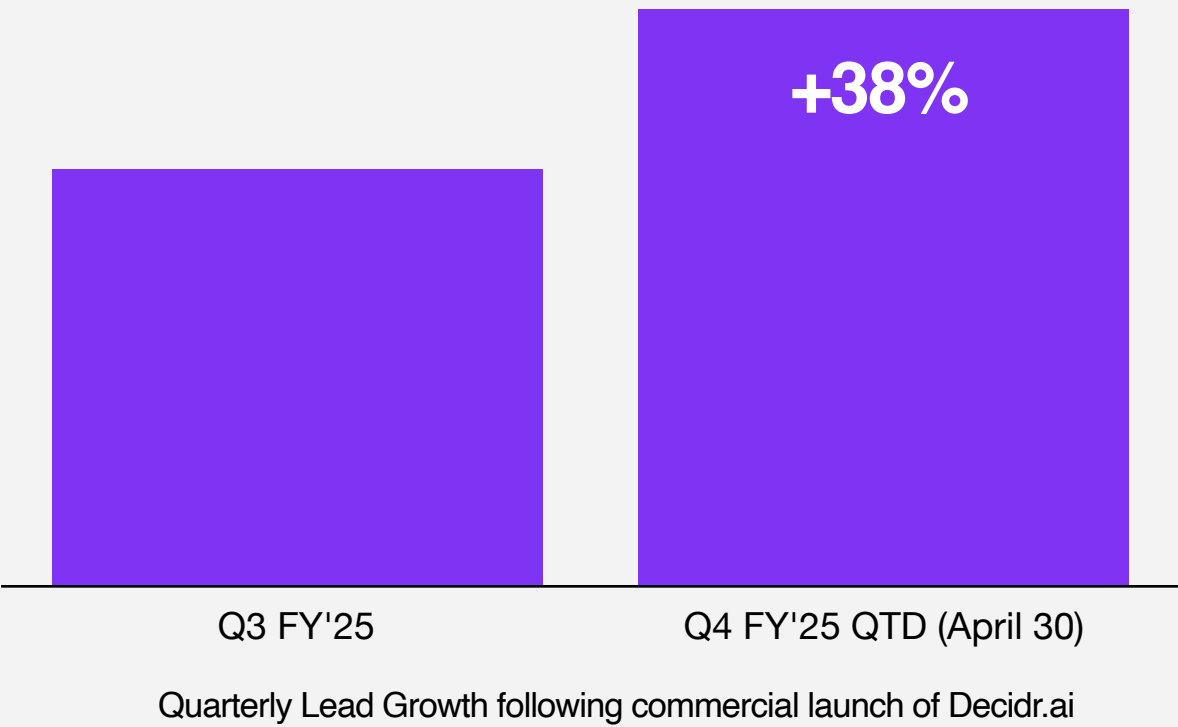
- MarTech
- Consumer Lending
- Manufacturing
- Recruitment

The business is currently focused on lead qualification and pipeline management as there have been over 2,000 leads acquired over the last six weeks.

Sales and Content Generation Agents continue to be the most popular Agents purchased by customers. Search and CRM which are due for beta release later in the quarter are expected to drive further interest by new and existing customers.

Customer interest in Decidr is increasing

- Marketing qualified leads up 38% on prior quarter with two months remaining
- Marketing initiatives are domestically focused
- Case studies driving majority of lead volume



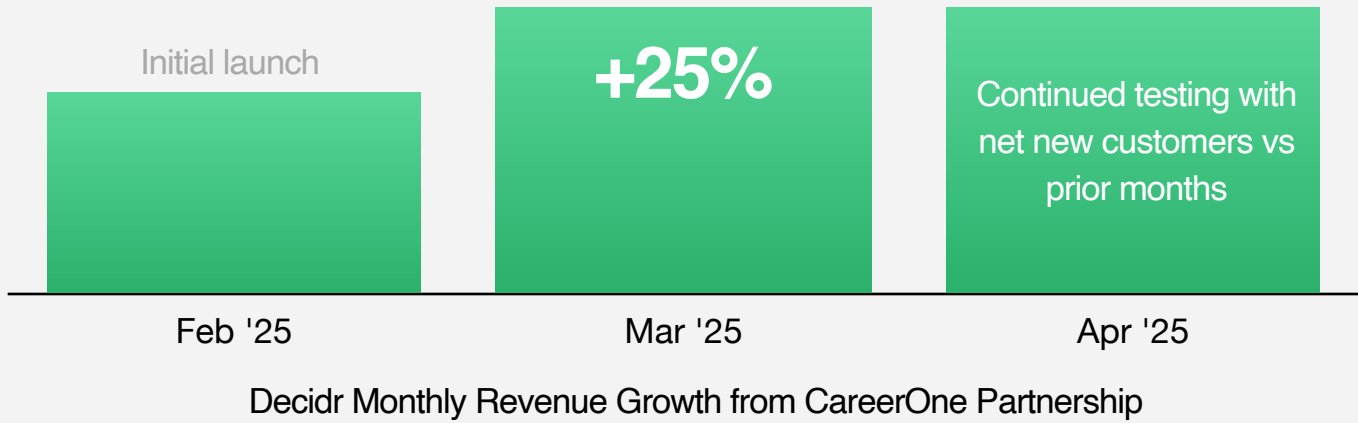
Partnerships



CareerOne

Agentic Recruitment Agent (B2B)

Launched in beta in February, the Decidr-powered Agentic matching service called ApplyPass is showing positive traction with customers. Following the testing period, revenues are expected to increase as the product is progressively rolled out across the CareerOne customer base.





ELMO Software

Agentic Recruitment Agent (B2B)

Paid Pilot Begins

ELMO has launched a paid pilot in April of the Decidr-powered 'Headhunter' agentic agent with a selected cross-section of their 3,000 clients.

Initial testing has been positive with internal testing achieving a 50% interview rate of candidates matched by Decidr technology. This is 8-10x higher than the industry standard.

Piloting will continue throughout the quarter to capture customer feedback, metrics and develop case studies. Beta roll out is expected in the new financial year.

Team



Chief Revenue Officer

Gordon Starkey

Gordon Starkey brings nearly two decades of experience building and scaling high-performance SaaS commercial companies, most recently serving as Chief Revenue Officer (CRO) at ELMO Software. As ELMO's CRO he helped grow it into one of the largest HRTech platforms in Australia, New Zealand and the UK. In his role, Mr Starkey was responsible for ELMO's multi-functional revenue organisation, encompassing product, marketing, business development, and client success. His leadership contributed to ELMO's expansion to over 3,000 clients and more than two million end users.



Head of Partnerships

Kael Hudson

Mr. Hudson brings a wealth of experience from leading roles at Square, Airwallex, and Disney, where he specialised in developing strategic partnerships, specifically in SME solutions. In his role at Decidr, he will focus on strengthening existing alliances and forging new partnerships to enhance the Company's market presence.

Appendix

Management team



David Brudenell
Executive Chairman

David's 20 years of international executive roles have included start-up-to-IPO (ASX:PPL), venture capital, large private and public market companies, Eclipx (ASX:FPR) and Appen. Most recently David was CRO of Flare HR, acquired by MYOB/KKR

David's recent technology experience also extends into Artificial Intelligence, where he led the Global Solutions & Advanced Research teams at Appen, the largest provider of training data for AI/ML globally. This team worked at the frontier of generative AI and machine learning for the largest global technology company and federal agencies.

He also serves as an advisor for several US-based Artificial Intelligence and Consumer Companies.



Paul Chan
Founder, Chief Innovation Officer

Paul has a degree in land economics and spent the first few years of his career working on large scale development projects in Australia. His experience working on internet projects in Silicon Valley at the height of the dot com boom taught him to think about the ways the world was expanding into virtual spaces from physical ones.

Paul founded Pureprofile in 2000, raising capital from large institutions, building international teams and alliances and developing industry leading technology platforms. In July 2015, he successfully took Pureprofile public on the Australian Stock Exchange (ASX:PPL), establishing it as a global business with offices worldwide.

In February 2018 Paul left his company to start something new. That something is Decidr and everything you see here.



David Brady
Chief Financial Officer

David Brady brings over 18 years of diverse commercial experience to Decidr, consistently driving success across sectors such as FinTech, B2B lending and digital technology. He has expertly overseen businesses at various stages, including startups, scaleups and high-growth private equity ventures.

Most recently, David served as CFO at Angle Asset Finance, a B2B lending company owned by Cerberus Capital. Before this role, he was the CFO for FinTech giant Beforepay Group Limited (ASX: B4P), where he laid the groundwork for significant growth, ultimately leading to an IPO in 2022.

David's extensive career also includes senior finance and commercial positions at tech-driven companies Zoom2u Limited, Medical Director, Fusion Payments and Link Market Services Group.



Michael Cindric
Chief Technology Officer

Michael is a seasoned Ruby on Rails developer and founder of Sentia, a leading development agency which he successfully lead for over 18 years.

With extensive experience across high profile projects, Michael has been pivotal in the success of platforms like [Airtasker.com](https://airtasker.com), [Shipit.com](https://shipit.com), [Pureprofile.com](https://pureprofile.com) and [OneBig Switch.com.au](https://onebigswitch.com.au). His expertise also extends to iPhone application development, having worked with Football Federation Australia, Telstra, Smart Salary and Vow Financial.

Board of Directors



David Brudenell
Executive Chairman

David’s 20 years of international executive roles have included start-up-to-IPO (ASX:PPL), venture capital, large private and public market companies, Eclipx (ASX:FPR) and Appen.

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He also serves as an advisor for several US-based Artificial Intelligence and Consumer Companies.



Jenny Fielding
Non Executive Director

Based out of NYC, Jenny Fielding brings a wealth of experience to LV1, with a background that spans law, finance, technology, and investment. After graduating from law school and working in finance, Jenny transitioned to technology as a founder of two mobile software companies. This experience fuelled her passion for technology and innovation, leading her to a prominent career as an early-stage investor.

Jenny is also an adjunct professor at Columbia University and Cornell Tech. For 7.5 years, Jenny was the Managing Director at Techstars, where she led investments into companies that now have a market cap of over USD \$10B. She then co-founded Everywhere Ventures, a global venture capital firm.

Jenny has been the first investor in over 250 tech-enabled companies, including five companies achieving unicorn (USD \$1B+) valuations.

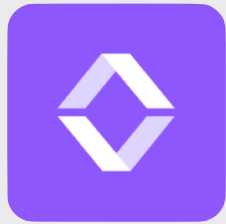


Adrian Bunter
Non Executive Director

Currently partner of Modus Partners Australia, a boutique specialist technology, media and commerce financial advisory firm. Adrian is an experienced professional advisor, and non-executive director with over 30 years' experience.

Adrian also advises or is on the board of several high growth, technology businesses, ranging from early-stage pre-revenue companies through to high growth companies including Latner Software, Mary Technology, VenueNow, ezyCollect and Australian unicorn, Employment Hero.

Adrian is also a member of the Executive Committee of one of Australia's leading angel investing group, Sydney Angels.



Edible Beauty
eCommerce Agentic Sales Agent

EdibleBeauty is a eCommerce company based out of Australia that sells all-natural beauty products.

- Decidr deployed Online Sales Agent
- 4-week deployment to 100% of website traffic
- Agent goal: Grow revenue by 20% over 12 months
- Connection to multiple horizontal data sources

Agent Results vs 12-month average

- 75% increase in collection of email addresses for future marketing
- 52.8% increase in orders
- 18% overall increase in net order rate

"In the past few months I have excitingly watched Ava evolve into an instrumental ecommerce tool for Edible Beauty. Our customer engagement and AOV have increased and I'm specifically impressed by our ability to engage with customers in new and innovative ways. With Decidr's AI solution I can now scale our customer service and personalised beauty offering, giving holistic advice to our customers that is on brand and consistent with our goals for growing the business."

Anna Mitsos, Founder Edible Beauty



CareerOne
Agentic Recruitment Agent (B2B)
Agentic Talent Agent (B2C)

CareerOne is one of Australia's largest job boards, serving 125,000 employers and 5 million job seekers annually.

CareerOne and Decidr have partnered creating two new Agentic agents to help job seekers and employers improve matching and the interview coordination and hiring process

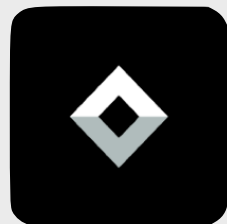
- Decidr B2C Agent called 'Banjo' deployed Dec'24
- Decidr B2B Agent called 'ApplyPass' deployed in Beta Feb'25

Results

- 500,000+ applications processed
- Candidate AI match rate +65% vs prior 6 months
- Candidate approved applications up 8x vs annual average

"Our partnership with Decidr is already delivering tangible results, with AI-powered job matching and hiring tools seeing promising adoption. The momentum we're building highlights the demand for smart recruitment solutions, and we expect continued growth as we launch our enhanced platform."

Moussa Namini, COO CareerOne



ELMO Software
Agentic Recruitment Agent (B2B)

ELMO is a leading HR Platform in Australia, New Zealand and the UK. In Australia, ELMO has over 3,000 medium-sized companies and serves over 2M employees.

ELMO and Decidr have partnered utilising CareerOne candidates on a new Agentic recruitment agent to give employers instant candidate matching, interview coordination and other extended hiring tools.

- Decidr/ELMO 'Headhunter' Agent deployed in paid-pilot in April '25

Results

- 50% interview match rate achieved in pilot - 10x increase in match rate compared to existing tools

"ELMO is all about providing HR software that solves real problems for businesses across ANZ and the UK. Teaming up with Decidr means we can offer even smarter, AI-powered solutions that streamline processes and make a real difference. This is going to help our customers identify great talent and bring it straight into their existing ELMO tools."

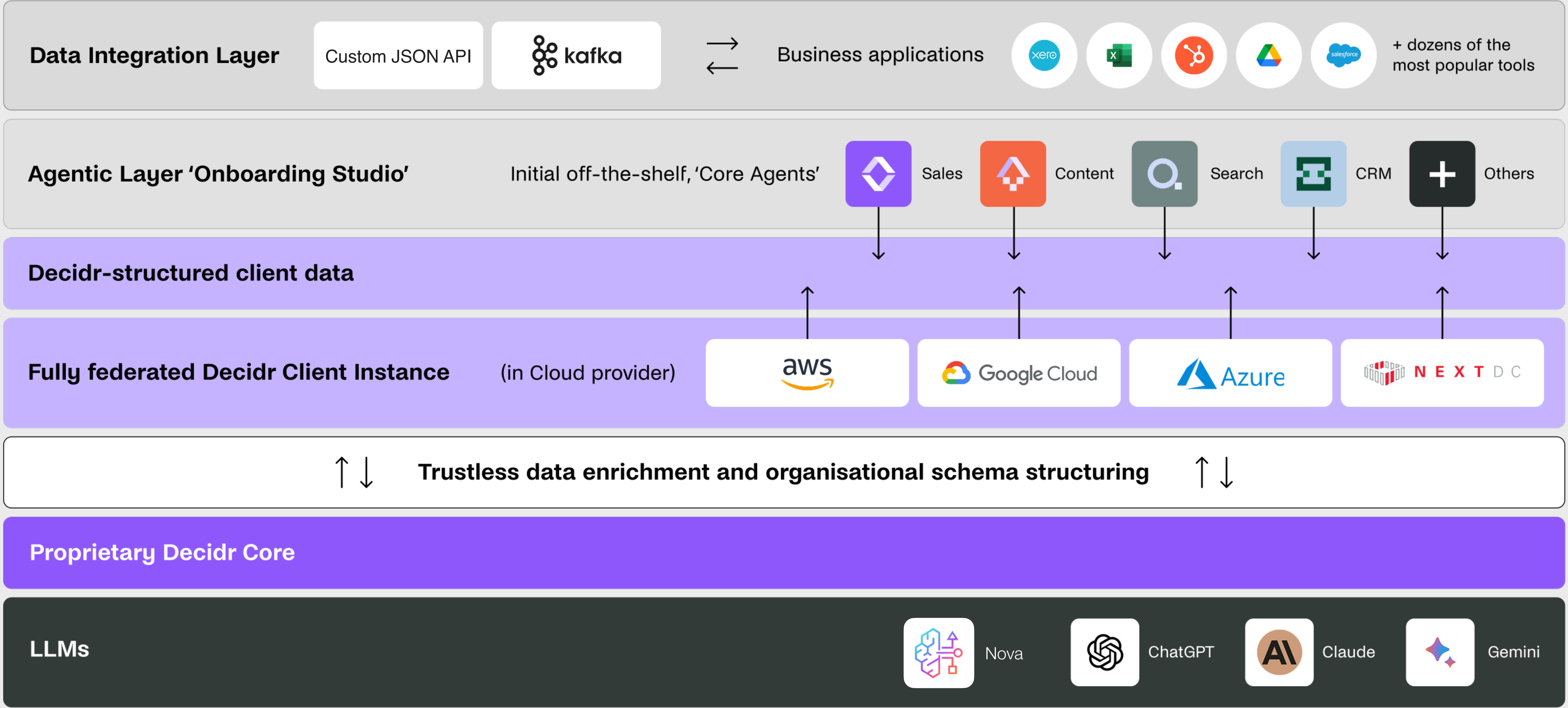
Joseph Lyons, CEO ELMO Software

Decidr technology disrupts legacy SaaS technology and reimagines databases for AI

Decidr technology allows businesses to use their current data to shortcut expensive AI training and build costs to deliver highly intelligent, contextually aware Agentic Agents across an entire business.

Decidr Technology Feature	Benefit	Disrupts	Unfair Advantage
Proprietary “AI Database” optimised for Large Language Models (LLM)	<ul style="list-style-type: none">• Significant reduction in AI build costs• High AI result accuracy• LLM agnostic	Expensive ERP, Datalakes Data cleaning & structuring AI training and retraining	<ul style="list-style-type: none">• Significant increases in deployment speed• Significant decrease in compute costs
Complete organisational schema design	<ul style="list-style-type: none">• Uniform data design for all customers• AI-structured data from unstructured and semi-structured data• Highly scalable design for AI-to-AI communication• Upgradable	AI orchestration tools	<ul style="list-style-type: none">• Faster onboarding and system interoperability• Reusable structure across industries
Agentic data enrichment	<ul style="list-style-type: none">• Any business gets enterprise-level data• Significant reduction in human costs• Significant increase in data quality and workflow impact	CRM systems Datalakes System connectors	<ul style="list-style-type: none">• High-quality AI input without enterprise investment• Enables lean AI transformation
Horizontal Agent Deployments	<ul style="list-style-type: none">• Agentic Agents can be deployed in most areas of the business• Productivity & efficiency gains• Deploys can be fit to the customers’ readiness	AI ‘point solutions’	<ul style="list-style-type: none">• Broad applicability accelerates time to value• Future-proof: scales with the business

Decidr is a compliant and secure agentic business operating platform

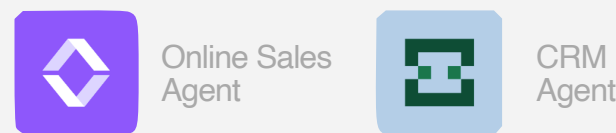


Decidr Agents are highly scalable across multiple industry applications

The company continues to find new applicable use cases for our Core Agents across various industries

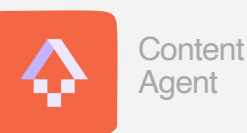
Hospitality | US Alcohol Brand

A California-based alcohol brand expanding to the East Coast—without the need for a large internal sales team. Decidr powers their B2C website’s concierge function, identifies new venues to stock their product, and enhances customer communication with our automated CRM solution.



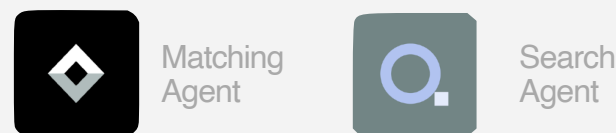
Content | US Content Business

A content production company serving enterprise B2B clients is leveraging Decidr’s content creation app to cut costs by 80%. This enables them to scale, work across multiple languages, and significantly boost margins.



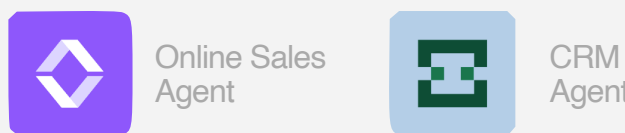
Recruitment | AU Recruitment

Specialising in a niche market, this Australian recruitment firm is using Decidr to revolutionise candidate matching. Our platform automates candidate sourcing, streamlines the interview process, and enables growth without increasing overhead costs.



Merchandising | AU B2B eComm

An Australian branded merchandise business (T-shirts, water bottles, umbrellas, etc.) is using Decidr’s Sales and CRM apps to streamline customer interactions. Our platform acts as a concierge, helping customers find products, generating instant quotes, and automating CRM functionality for greater efficiency.



Building the Agentic Web

The Company is focused on the long-term vision of creating the next layer on the internet where AI-first businesses conduct commerce agenticly, driven by the aspirations and creativity of humans.

