30 July 2026

icetana AI June 2026 Quarterly Report

icetana Limited (ASX: ICE) ("**icetana AI**" or "**the Company**"), a company building self-learning security artificial intelligence ("AI") software for large-scale surveillance networks, releases its activities report and Appendix 4C for the quarter ended 30 June 2026 (Q4 FY26).

Summary:

- **Annual recurring revenue ("ARR") $2.6m as at 30 June 2026, up 33% year-on-year ("YoY").**
- **Total quarterly revenue of $648k, up 37% YoY.**
- **Signed distribution agreement with Softbank Robotics Americas Inc. for North America.**
- **Secured first sales of new on-premise solution Antara Core for $617,000.**
- **Net operating cash outflow of $134k for the quarter, down from $1.2m in Q3 FY26.**
- **Cash balance at the end of Q4 FY26 was $4.8m.**

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icetana AI Chief Executive Officer Kevin Brown commented:

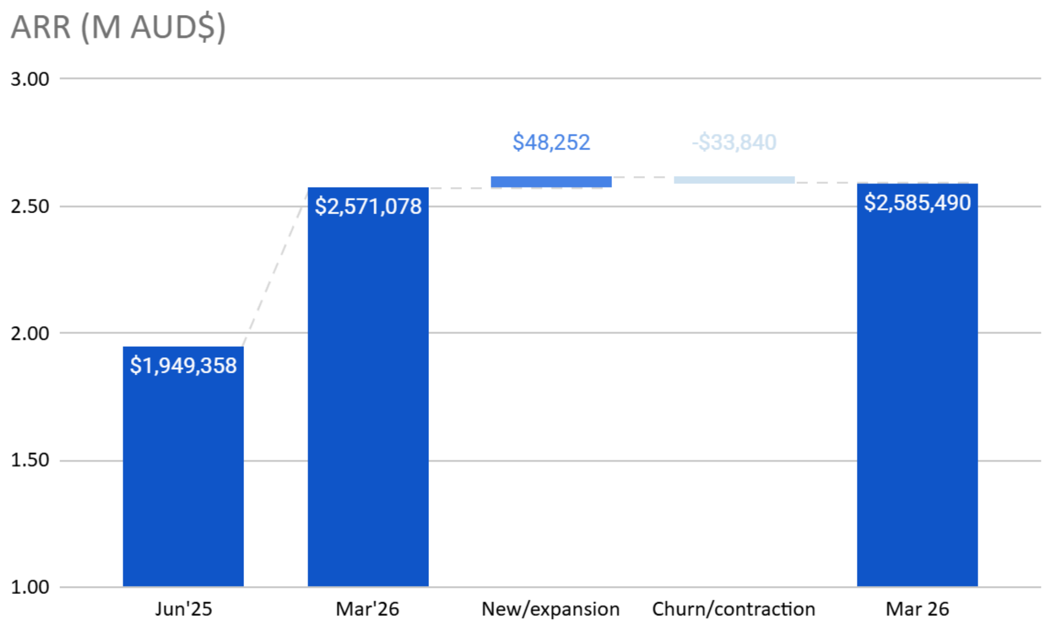
"This was a strong quarter for icetana AI, with ARR up 33% year-on-year to $2.6 million and revenue growth of 37% year-on-year, driven by new customer wins and expansion within our existing base. The commercial momentum in Japan continued to build, with SBR growing our ARR there to around $680,000 in its first year as exclusive distributor, including a $250,000 order from Reliance Service Corporation.

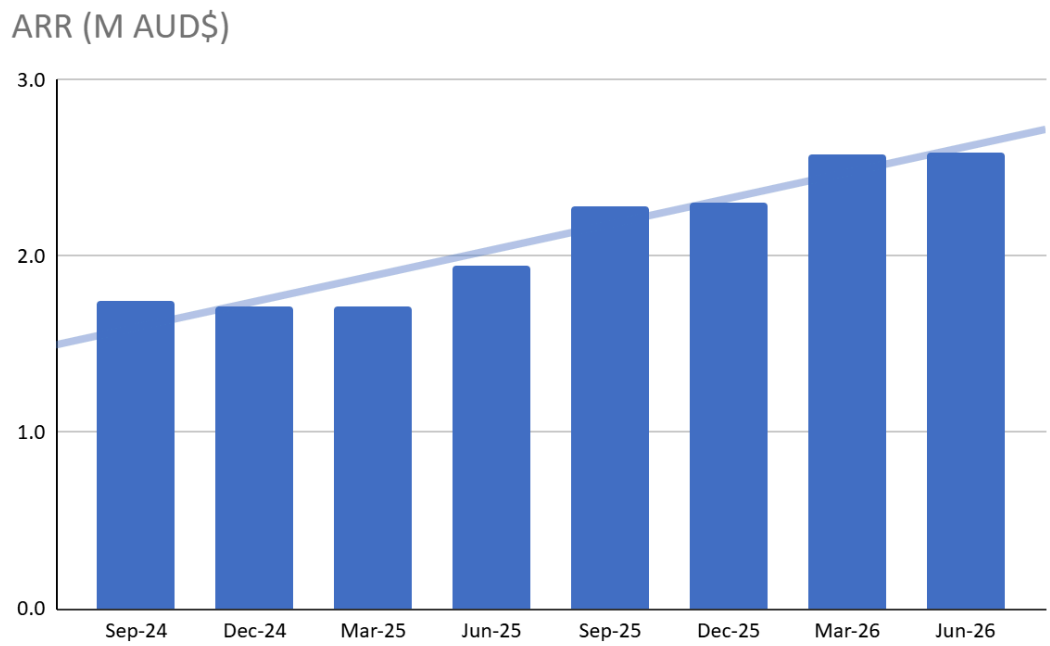
We also reached two important platform milestones this quarter: the first commercial deployment of Antara Core, our new on-premise AI platform, with Millennium Services Group, and the signing of our fifth regional distribution agreement under the SBR partnership, this time covering North America. Together with continued performance gains, including a 75% reduction in latency and roughly 50% more camera capacity per server, these position icetana AI well to meet growing demand for private, scalable AI in security operations.

With a strengthened balance sheet following the $4.0 million placement[1] and cash receipts nearly tripling quarter-on-quarter, we're well-placed to keep investing in our partner network and product roadmap as we build on this quarter's momentum."

Financials

In Q4 FY26, ARR increased 1% QoQ to $2.6m. On a YoY basis, ARR grew 33%:





[1] This was announced to the ASX on 30 April 2026

Q4 FY26 revenue of $648k was up 7% QoQ and up 37% YoY.

In Q4 FY26, icetana AI received $1.4m cash from customers, up from $211k in the previous quarter and up 16% YoY.

Key metric	Q4 FY26	Variance from Q3 FY26	Variance from Q4 FY25
ARR	**$2.6m**	▲ **1%**	▲ **33%**
Total revenue	**$648k**	▲ **7%**	▲ **37%**
Cash receipts from customers	**$1,449k**	▲ **586%**	▲ **16%**

Key metric	Q4 FY26
Gross margin	**90%**
Net ARR retention[2]	**100%**

Gross margin of 90% for the quarter was in line with the previous quarter.

New orders, renewals and deployments

During the quarter, icetana AI demonstrated strong sales momentum, with sales and marketing initiatives resulting in new customer orders, deployments of existing orders and contract renewals. Notable activities included:

- First two orders for Antara Core from Australia-based partner Millennium Services Group, an SBR-controlled portfolio company, totalling $617,000 over five years. This is the platform's first commercial deployment since its April 2026 launch, and the Company's first sale of its floor hazard and slip-and-fall detection capability[3].
- A $250,000 order from SoftBank Robotics, for end-user Japan Reliance Service Corporation, leading security company in Japan[4].
- An upgrade sale and renewal to from 1Utama, the largest shopping mall in Malaysia[5].
- Ongoing progress and traction in the Japanese market through local partners Macnica and SoftBank Robotics, including successful proofs of concept and renewal of existing contracts with multiple Japanese customers[4].

[2] Revenue expansion from existing customers less loss or contraction from existing customers
[3] This was announced to the ASX on 12 June 2026
[4] This was announced to the ASX on 14 April 2026
[5] These agreements are not considered material on a standalone basis

Retention and renewals

In addition to new sales, there were multiple renewals with existing customers across North America and Asia Pacific in Q4 FY26.

Growing sales contracts from existing customers remains a focus through icetana AI's customer development and success efforts.

Q4 FY26's net ARR retention metric decreased 8% QoQ to 100%, partly as a result of adverse effects from the weaker US dollar, as US denominated contracts renew at a lower Australian dollar equivalent amount.

Sales and marketing

icetana AI made significant commercial progress in the June quarter, headlined by a fifth regional distribution agreement under its global SoftBank Robotics ("SBR") partnership and the first commercial deployment of its new Antara Core on-premise AI platform.

- **SBR US distribution agreement:** icetana AI signed a distribution agreement with SoftBank Robotics America, Inc. (SBRA), the fifth regional agreement under the SBR global partnership, following Japan, Australia/NZ, wider APAC, and the UAE/Saudi Arabia. SBRA has already placed its first order under the agreement, with local training and a proof-of-concept now underway.
- **Japan momentum:** SBR grew icetana AI's ARR in Japan to approximately $680,000[6] in its first year as exclusive distributor, including a $250,000 order from Tokyo Stock Exchange-listed Reliance Service Corporation.
- **Marketing execution:** The team undertook a customer-engagement trip to Kuala Lumpur, producing a customer testimonial video with 1Utama Shopping Centre and building on momentum in the Malaysia retail mall channel.
- **Partner ecosystem:** icetana AI achieved Genetec Gold Partner and has joined their global marketing programme.

Product development

During the quarter, icetana AI expanded its AI detection portfolio with new detection classes released including aggressive behaviour, obscured face, raised hood and shoplifting-indicator detection, each with explainability previews for operators.

Other technology activities include:

- Enhanced the Watch Agent capability within Antara Core, with intelligent load balancing that dynamically prioritises AI compute towards active camera scenes, increasing camera streams supported per server and underpinning large scale, multi-thousand-camera deployments.

[6] A portion of this ARR is yet be recognised as at 30 June 2026, pending deployment in August 2026.

- Launched a new data-driven machine learning pipeline, supported by purpose-built data labelling and human-in-the-loop review tooling, enabling per-class detection-quality measurement and continuous model improvement.
- Delivered a packaged hazard detection release to enable early detection of trip hazards and also to support automated robot response use cases.
- Achieved significant performance gains, with latency reduced by 75% on the latest generation GPUs and model quantisation delivering approximately 50% greater camera capacity on existing hardware.
- Progressed the next consolidated Antara platform release, bundling support for NVIDIA Blackwell GPUs, Watch Agent enhancements, Relay Agent interoperability and a new platform health indicator.

Cashflow

In the 12 months ending 30 June 2026, the Company's net operating cash outflows (excluding investing/financing activities) averaged $245k per month. At quarter end, icetana AI's cash balance was $4.8m.

Summary of expenditure

The Company's total operating cash expenditure for the quarter was approximately $1.5m, including:

- $1.1m of staff costs;
- $294k operating and research and development;
- $91k sales, marketing and partner expansion; and
- $57k administration and corporate costs.

Payments totalling approximately $39,000 (included in the above) were made to related parties of the Company, comprising gross salaries, superannuation and fees to executive and non-executive directors.

– ENDS –

Authorised for release by the Board of icetana Limited.

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About icetana AI

icetana AI develops self-learning security AI software designed for large-scale surveillance networks and Security Operations Centers (SOCs). Its advanced AI technology continuously learns what is normal for every individual camera and automatically detects, highlights, and reports unusual or potentially dangerous events in real time.

Traditional security monitoring requires human operators to watch thousands of video streams, an overwhelming and inefficient task. icetana AI replaces much of this manual effort by providing autonomous, real-time event detection, significantly reducing security risks while lowering personnel requirements.

Built for scale, icetana AI eliminates the need for manual rule configuration or camera stream setup. Its self-learning approach adapts dynamically to each environment, making it ideal for complex, multi-site deployments such as retail, hospitality, public safety, transportation, education, and enterprise infrastructure.

Today, icetana AI's technology operates globally, deployed across 70+ sites, 19,000+ cameras, and in 15+ countries, providing continuous, intelligent monitoring that empowers organisations to stay secure, proactive, and efficient.

Forward-looking statements

This announcement may contain forward-looking statements. Forward looking statements include those containing words such as: "anticipate", "believe", "expect", "estimate", "should", "will", "plan", "could", "may", "intends", "guidance", "project", "forecast", "target", "likely", "continue", "objectives" and other similar expressions within the meaning of securities laws of applicable jurisdictions and include, but are not limited to, certain plans, strategies and objectives of the Board and other matters. Any forward-looking statements, opinions and estimates provided in this announcement are based on assumptions and contingencies which are subject to change without notice and involve known and unknown risks and uncertainties and other factors which are beyond the control of icetana and its officers, employees, agents, associates and advisers. Forward looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Readers are cautioned not to place undue reliance on forward-looking statements. Actual results may differ materially from those expressed or implied in such statements. Except as required by law or regulation (including the ASX Listing Rules), icetana undertakes no obligation to update these forward-looking statements or to provide any other additional or updated information whether as a result of new information, future events or results or otherwise.

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The forward-looking statements are based on information available to icetana as at the date of this announcement.