



## Chairman's address to 2016 Annual General Meeting

For Immediate Release

November 28, 2016

**Sydney, Australia** – Simavita Limited ("Simavita" or the "Company") (ASX: SVA) is pleased to release the attached transcript of the address which will be delivered by its Chairman, Mr Michael Spooner, at the Company's 2016 Annual General Meeting to be held at 11.00 am this morning at the offices of Simavita Limited, L13, 54 Miller Street, North Sydney NSW 2060.

For further information, please view our website ([www.simavita.com](http://www.simavita.com)) or contact:

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### About Simavita

Simavita is focused upon the rapid delivery of smart, wearable and disposable sensors for the health care industry. With the support of our shareholders, customers and employees, Simavita is focused upon the business at hand; creating a commercially successful and growing corporation.

To date we have developed and are actively selling automated sensors and systems for the assessment and management of incontinence. Incontinence and the management of incontinence is a major and rapidly growing challenge. The annual cost to the global economy is in the billions of dollars and rising. It is an enormous cost that includes both incontinence materials as well as the significant time spent by carers in helping people suffering from incontinence. Most significantly, it impacts a growing community of seniors as well as people of any age who may be affected by disability and illness.

Simavita operates directly in Australia, Europe and North America where we see significant and growing demand for product that delivers real cost benefit to the health care industry and particularly for people in need.

### Forward-Looking Information

*This document may contain "forward-looking information" within the meaning of Canadian securities laws ("forward-looking information"). This forward-looking information is given as of the date of this document.*

*Forward-looking information relates to future events or future performance and reflects Simavita management's expectations or beliefs regarding future events. Assumptions upon which such forward-looking information is based include that Simavita will be able to successfully execute on its business plans. Many of these assumptions are based on factors and events that are not within the control of Simavita and there is no assurance they will prove to be correct.*

*In certain cases, forward-looking information can be identified by the use of words such as "plans", "expects" or "does not expect", "is expected", "budget", "potential", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or information that certain actions, events or results "may", "could", "would", "might" or "will be taken", "occur" or "be achieved" or the negative of these terms or comparable terminology. By its very nature forward-looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Simavita to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. Such factors include, among others, risks related to actual results of current business activities; changes in business plans and strategy as plans continue to be refined; other risks of the medical devices and technology industry; delays in obtaining governmental approvals or financing or in the completion of development activities; as well as those factors detailed from time to time in Simavita's interim and annual financial statements and management's discussion and analysis of those statements. Although Simavita*

*has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. Simavita provides no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information.*

## Chairman's Address to the 2016 Annual General Meeting

Simavita had, in many ways, a tumultuous 2016 financial year.

As you may be aware, on the 27<sup>th</sup> April 2016, a number of major shareholders put the finishing touches to a reorganisation of the Company and supported this by a financing package which ultimately amounted to just over \$7m.

The changes brought about by this reorganisation have resulted in a 40% reduction in recurring costs. The changes are largely attributable to the reduction in employee head count and non-essential spending. This reduction in costs program has been difficult for all concerned, and I want to take this opportunity to congratulate the staff of Simavita. We have come together as a team and understand clearly the task at hand, to deliver a profitable company, a successful company, a company that can positively impact the lives of many people. To the shareholders who have supported the company and our technology, thank you.

Over the period since the reorganisation, our sales revenue has increased significantly when compared "year on year". I'd like to stress that during this period our product sales have been restricted to our traditional product SIM V4.12, a product that is largely exactly the same product sold in previous years and to the same customer base. These increases have been accomplished during a period internationally and particularly in Australia, when there has been significant cost and revenue pressure experienced by our customers. Simavita staff have done an excellent job in accomplishing this result however we need now to gear up to a whole new level.

The past several months have seen the emergence of a new and exciting strategy for the Company and a new organisational structure. Our new direction is particularly focused upon creating and maintaining a very lean and cost conscious organisation and in consistently delivering increased revenue. Bottom line, we are committed to making the Company profitable as quickly as is possible. As I am sure you will agree, this is no simple task.

Through our past experiences, together with our well established technology leadership, we have determined where our business needs to be and how we intend to get there. We will take advantage of new market opportunities in the incontinence management arena and to deliver affordable and compelling solutions. To accomplish our goals, we have set about implementing an aggressive program of new product development. Importantly, these product developments must be accomplished with little or no increase in costs. But more about that in the following presentations.

Key to our strategy moving forward is to continually review our ability to distribute product to a large and growing community of incontinent people. Whilst we remain committed to our existing market of long term care for seniors, we are however proactively seeking new partner organisations with established and successful businesses of providing multiple incontinence products directly and indirectly to the many people in the community or home care market.

Most specifically, we see significant growth opportunity for Simavita in the National Disabilities and Insurance Scheme in Australia together with seniors living at home and receiving assistance. After all, incontinence has a major impact upon the quality of life for many, many people and is a significant reason

as to why people ultimately go into long term care facilities. This drive for greater focus on home care services is also gaining significant traction in international markets.

The year ahead promises to be exciting for your Company.

On behalf of the Board, I would like to record our appreciation to you, our shareholders, for your continued commitment and support.

I'd now like to ask our Chief Commercial Officer Peta Jurd to provide further insight into our corporate strategy. She'll be followed by Peter Curran our Head of R&D who will provide an over view of our product strategy and commitment to delivering new and innovative product into our immediate target markets.

Thank you.

Michael Spooner

Chairman  
Simavita Limited  
Sydney, Australia 28 November 2016