



# Investor Presentation

May 2021



# INVESTMENT HIGHLIGHTS



## SCALABLE WORLD-CLASS TECHNOLOGY

Tailored motion sensor products developed over several years, uniquely available to the workplace and clinical market, and differentiated by its global approvals (FDA, TGA, CE Mark)



## SUCCESSFUL TRANSITION TO HIGHER MARGIN, PRODUCT-LED MODEL

Strong platform to continue growing recurring revenue as business executes on a product-led strategy, transitioning away from lower margin, less scalable consulting model



## ROBUST BUSINESS MODEL HIGHLIGHTED BY COVID-19 RESILIENCE

Despite the pandemic, dorsaVi has seen a strong growth in buying activity with new deals closed increasing from \$200k in Q1 FY21 to \$252k and \$807k in subsequent quarters (Q2, Q3 FY21)



## CLEAR AND VALIDATED STRATEGY IN PURSUING NEXT PHASE OF GROWTH

Core focus on penetrating US\$2.5bn US workplace market via direct to corporates or channel partners, supported by stable revenues from existing position in the clinical market (US\$1.7bn)



## APPROACHING A SIGNIFICANT VALUE INFLECTION POINT

Clear plan targeting cash flow positive in FY22, with significant upside from potential channel partners in insurance (QBE), medical devices (Stryker, Medtronic) and Emergency Services

# UNIQUE, VALIDATED AND PROVEN TECHNOLOGY

**ViMove2™**



**myViSafe™**  
powered by **dorsaVi**



## WHAT IS OUR TECHNOLOGY?

Wearable sensors that measure movement and muscle activity at 200 frames per second paired with patented algorithms



## HOW DOES IT WORK?

**Movement** - measured through use of accelerometers, magnetometers and gyroscopes

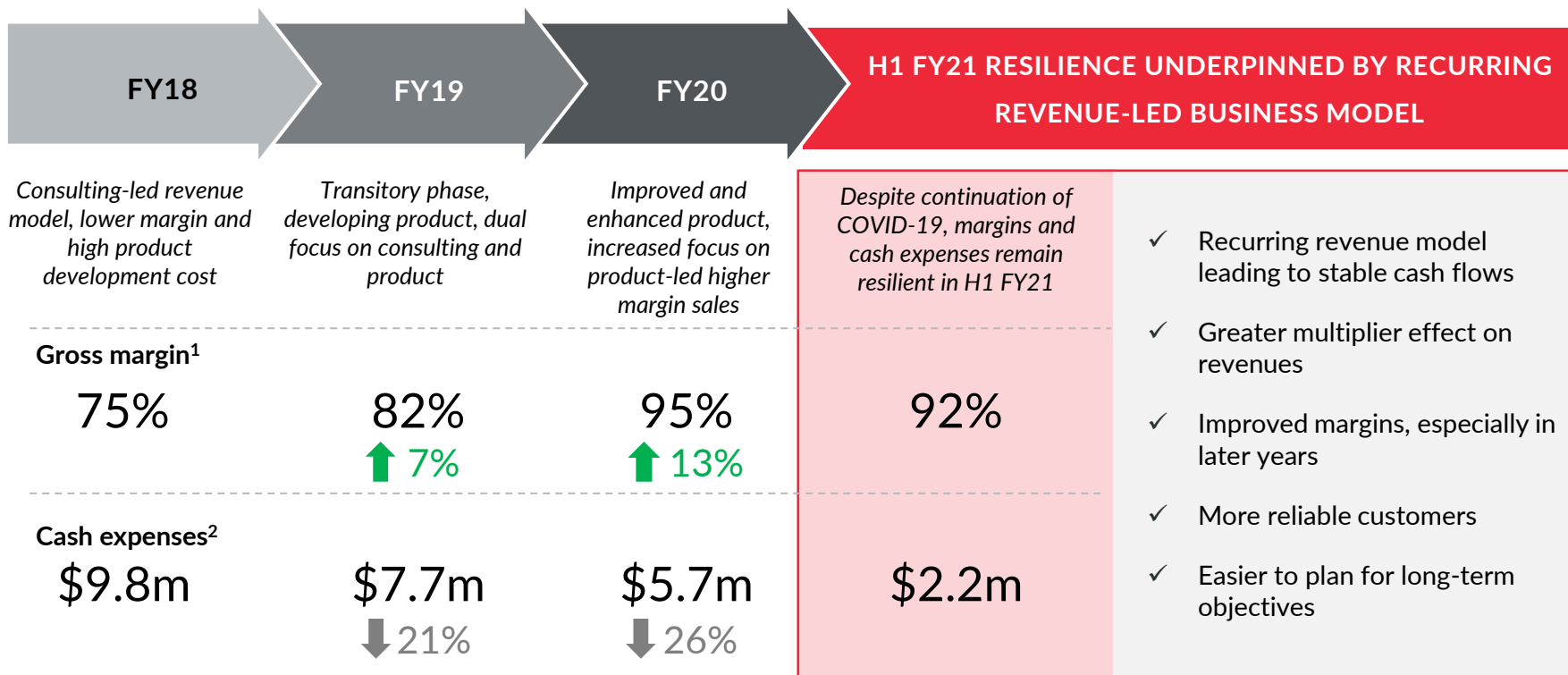
**Muscle** - measured through adhesive electrodes near the surface of the skin



## WHAT MAKES IT UNIQUE?

- ✓ Real time measurement with multiple sensors
- ✓ Product range tailored to different markets (workplace, clinical)
- ✓ Video synchronised with data
- ✓ Vibration analysis
- ✓ Clinically validated algorithms
- ✓ FDA, CE Mark and TGA approved

# SUCCESSFUL TRANSITION FROM LOW TO HIGH MARGIN REVENUE



Source: Company financials

<sup>1</sup> Defined as revenue less cost of sales.

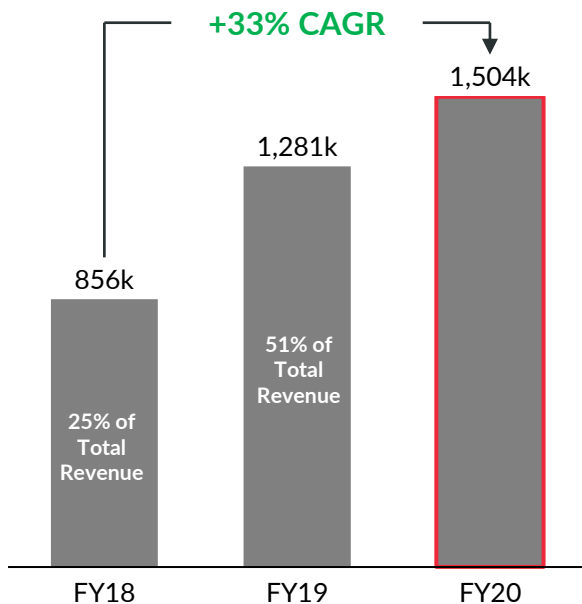
<sup>2</sup> Defined as cash payments for non-financing, operational expenses and capital expenses but excluding expenses such as depreciation and share based payments

# RECURRING REVENUE STRATEGY UNDERPINS COVID RESILIENCE

Strategic shift towards Recurring revenue...

...Underpins our resilience during COVID...

... including increased buying activity from new customers into FY21<sup>1</sup>



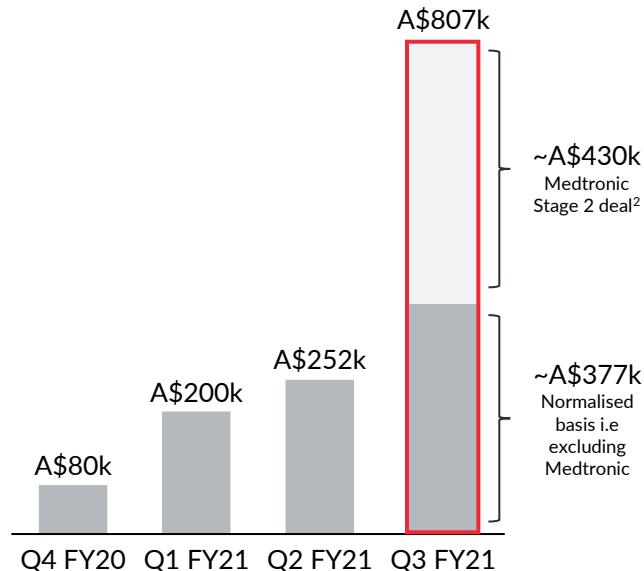
H1 FY21

A\$679k

Recurring revenues

=

86% Total Revenue

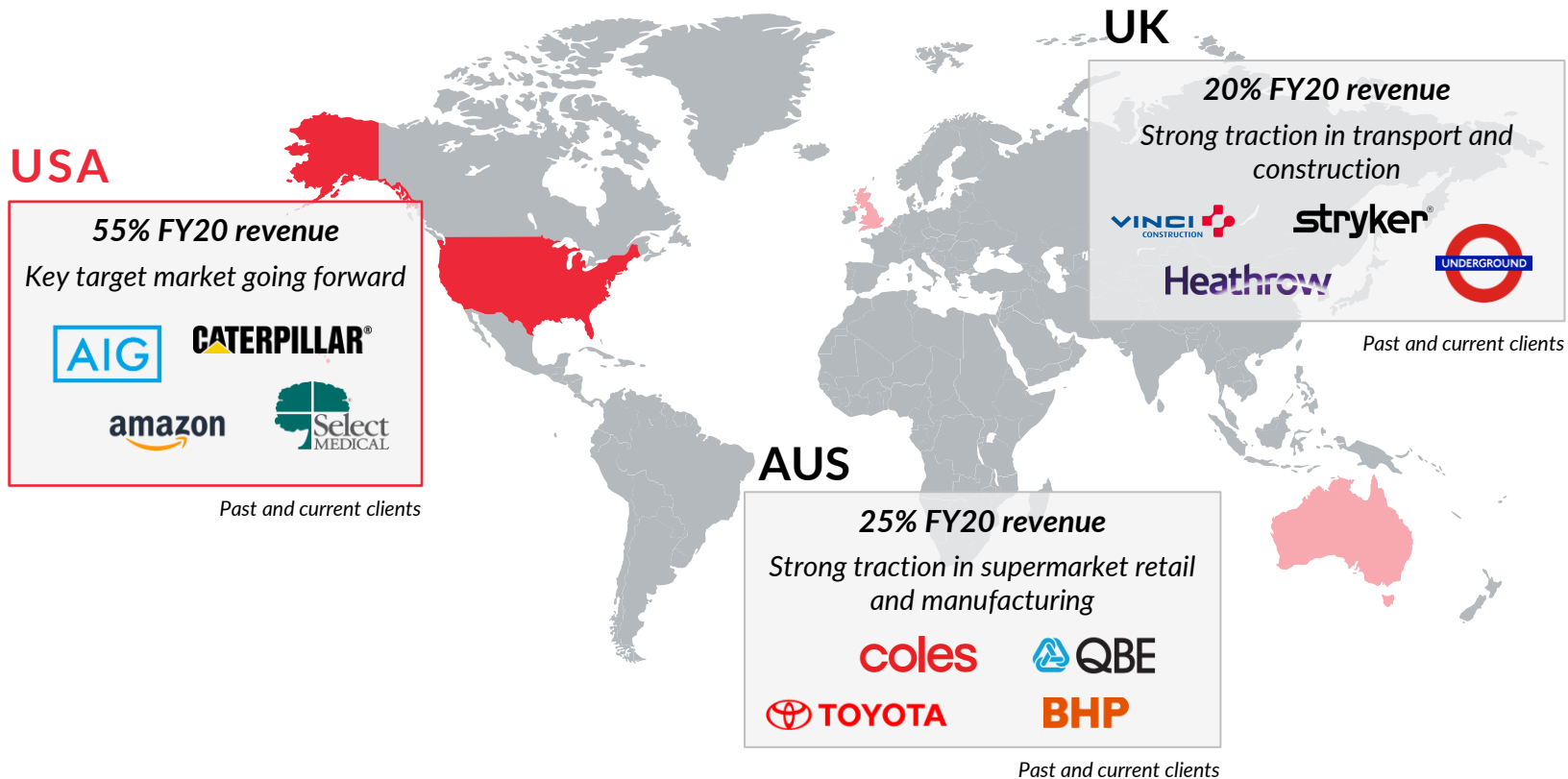


Source: Company financials

<sup>1</sup> Total value of new deals won/closed in the quarter

<sup>2</sup> Assumes an exchange rate of A\$:US\$0.77

# DORSAVI HAS A GLOBAL, BLUE-CHIP CUSTOMER BASE



# TWO VALUABLE TARGET MARKETS



## Core product lines

**ViMove2™**



**myViSafe™**  
powered by **dorsaVi**



## Workplace market

### CORPORATE

*Contract with large, labour-intensive operating companies aiming to reduce workplace injuries*

### INSURANCE

*Contract with insurance companies to reduce workplace claims from their corporate customers*

**US\$2.5bn**

~850k business sites<sup>1</sup>

@ \$3k per year



## Clinical market

### PHYSIO

*aka Physical Therapy*

*Provision of sensors to physical therapists aiming to optimise patient outcomes*

### HOSPITAL IN THE HOME

*Provision of sensors from clinicians to patients for remote management of orthopaedic conditions*

**US\$1.7bn**

~105k clinical sites @ \$3k per year<sup>2</sup>

~1.5m procedures per year @ \$800 per kit<sup>3</sup>

<sup>1</sup> Total no. of business sites calculated based on distribution of sites for businesses with 100-999 employees, 1,000-4,999 employees and 5,000+ employees

<sup>2</sup> Assumes 1.5 ViMove kits on average per site

<sup>3</sup> Based on number of large joint replacements projected for 2020; Journal of Rheumatology April 2019

# WORKPLACE – CORPORATE: LARGE UNTAPPED MARKET

## Validated and proven technology



**87% reduction in lower back injuries**, resulting in **productivity improving 21%**



**53% reduction in injuries** within 12 months post intervention



**17% improvement** in productivity

## Solving for a large, unmet and costly need

- The total direct cost of non-fatal workplace in US is US\$60bn<sup>1</sup>, with indirect costs up to 5x larger<sup>2</sup>
- The cost per medically consulted injury is US\$41k<sup>3</sup>
- Injury rates have remained largely unchanged over the past decade
- There is a strong unmet need for an effective approach towards improving workplace safety

**dorsaVi currently has <1% share of the US\$2.5bn market<sup>4</sup>**



<sup>1</sup> 2017 Liberty Mutual Workplace Safety Index

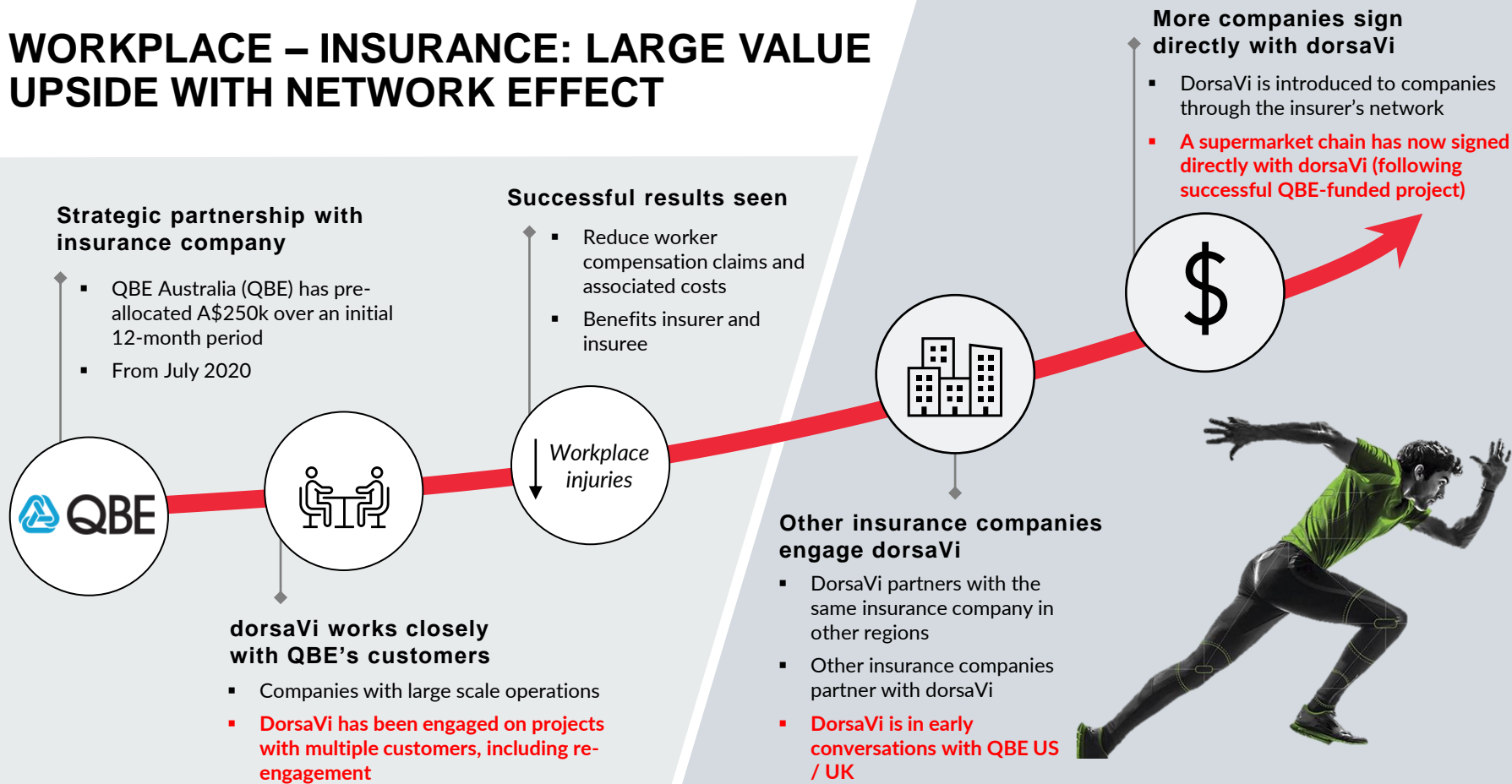
<sup>2</sup> The cost of Musculoskeletal Disorders Infographic; ErgoPlus

<sup>3</sup> 2018 Injury facts – work injury costs; National Safety Council

<sup>4</sup> Assumes ~850k business sites @ ~\$3k per year. Total no. of business sites calculated based on distribution of sites for businesses with 100-999 employees, 1,000-4,999 employees and 5,000+ employees



# WORKPLACE – INSURANCE: LARGE VALUE UPSIDE WITH NETWORK EFFECT



# CLINICAL – PHYSICAL THERAPY: BASE MARKET WITH ROOM TO GROW

## The problem

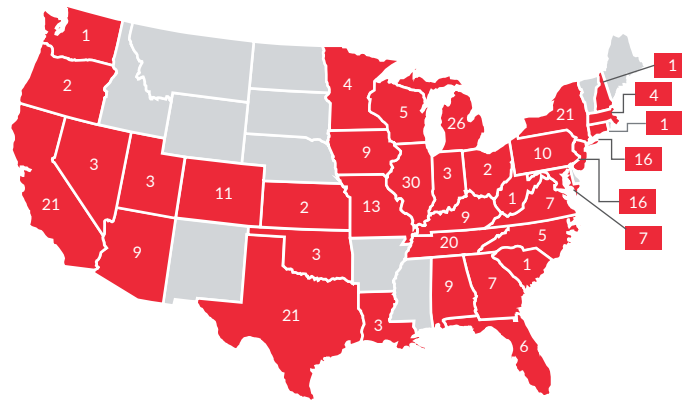
- Physical therapists need to be able to objectively assess their patients' movements in and out of the clinic
- Complex, subtle movements need to be automatically reported to the patient and captured as medical records
- There is a COVID-driven need for remote health solutions that are able to capture data remotely

## The dorsaVi solution

Patients and clinicians can view motion sensor data on an easy to use software interface, which is used to:

- Capture novel & clinically relevant data insights
- Assess the effectiveness of treatment & exercise programs
- Engage patients in their recovery through interactive features

dorsaVi's products are in over 300 sites in US<sup>1</sup>



**~8x return on investment<sup>2</sup>**

For physical therapists in US, aided by utilisation of reimbursement code

**US\$0.5bn**

Market opportunity<sup>3</sup>

<sup>1</sup> DorsaVi's number of kits in US by state, as of Q3 2020

<sup>2</sup> Based on average use data across >50 US Physical therapy sites

<sup>3</sup> Based on ~105k clinical sites @ \$3k per year<sup>2</sup>, assumes 1.5 ViMove kits on average per clinical site

# CLINICAL – HOSPITAL IN THE HOME: GREAT VALUE OPPORTUNITY

## The dorsaVi solution

- In the competitive medical devices market, organisations want to improve their product offering and service
- This includes leveraging data for product development and optimising recovery outside the hospital
- DorsaVi's sensors provides this critical data, ultimately enabling organisations to make data-driven decisions

# US\$1.2bn

Market opportunity<sup>1</sup>

## Driving opportunities with global, high-value customers



- One of the world's largest medical technology companies, working with dorsaVi to improve the management of orthopaedic conditions

**dorsaVi has signed a second stage evaluation agreement to assess technology outputs with clinicians**



- Among the world's largest medical technology, services and solutions companies, working with dorsaVi to assess patients undergoing surgical evaluation

**dorsaVi has signed a master services agreement in Mar-21 following initial evaluation agreement in Dec-20**

# WELL POSITIONED TO DELIVER NEXT PHASE OF GROWTH

## Building blocks now firmly in place..

- ✓ Years of R&D to optimise technology
- ✓ Validated products with proven market leaders
- ✓ Established sales teams in different continents

## ..to deliver strong operating leverage..

- ✓ Recurring revenue with low customer churn
- ✓ High gross margins
- ✓ Scalable operations at low marginal cost

## ..and take advantage of strong tailwinds

- ✓ Increasing corporate focus to reduce workplace injuries
- ✓ Increasing adoption of technology by the health sector
- ✓ Increasing demand for our novel data



# FOCUSING ON RECURRING REVENUE GROWTH WITH SIGNIFICANT WHITESPACE AHEAD



## Build recurring revenue

Continue growing revenue with proven product, supported by strong tailwinds:

- ✓ Increased focus on workplace safety and data-driven insights
- ✓ Increased deployment of wearable technologies in OHS spending
- ✓ Healthcare professionals seeking point of difference
- ✓ Increased demand for data and the ability to monitor patients remotely



## Grow channel partners

Focus on strategic agreements with key channel partners and large upside:

- ✓ **Medical Devices:** Progressing agreements with Stryker (2<sup>nd</sup> stage) and Medtronic (2<sup>nd</sup> stage)
- ✓ **QBE:** Signed with Australian branch; in early conversations with US / UK
- ✓ **Emergency Services Market:** In discussions to work with US fire and police departments



## New global platform

In talks with S&P500 customers, aided by scalable platform and new features:

- ✓ Enhanced product and software
- ✓ Video with movement/muscle data
- ✓ All-in synchronised data stream
- ✓ Reports to safety professional and workers in real-time
- ✓ Data transfer to dorsaVi's servers for more sophisticated analysis

# HIGH QUALITY BOARD AND MANAGEMENT, WITH TOP TIER EXPERIENCE

	<b>Greg Tweedly</b> Non-executive Chairman	<ul style="list-style-type: none"><li>▪ Director of <b>Melbourne Health</b>, Deputy Chair <b>EPA Victoria</b> and Chair of the Personal Injury Education Foundation</li><li>▪ Previously Director and Chief Executive Officer of the <b>Victorian WorkCover Authority</b></li></ul>
	<b>Andrew Ronchi</b> Director & Chief Executive Officer	<ul style="list-style-type: none"><li>▪ Founder and CEO of <b>dorsaVi</b> from inception</li><li>▪ <b>Founding partner in five physiotherapy centres</b> and former <b>Physiotherapist</b> at AFL clubs</li><li>▪ PhD (Comp &amp; Sys Eng.) on wearables; GAICD</li></ul>
	<b>Damian Connellan</b> Chief Financial Officer	<ul style="list-style-type: none"><li>▪ Formerly partner at <b>KPMG</b> in Australia and Asia</li><li>▪ Extensive experience in advising ASX-listed companies and small to medium sized businesses</li></ul>
	<b>Matt May</b> General Manager	<ul style="list-style-type: none"><li>▪ <b>Physiotherapy trained</b></li><li>▪ Experienced people leader and general manager with 10+ years' experience working for ASX listed product and services companies in the health and technology sectors</li></ul>
	<b>Caroline Elliott</b> Non-executive Director	<ul style="list-style-type: none"><li>▪ Chief Executive Officer at <b>Propel</b> and Director at <b>St John's Ambulance Australia (Vic)</b></li><li>▪ Former <b>NED</b> at <b>Cell Therapies</b> and <b>Peter MacCallum Cancer Centre</b></li></ul>
	<b>Michael Panaccio</b> Non-executive Director	<ul style="list-style-type: none"><li>▪ Former director at <b>ImpediMed</b>, <b>Sirtex Medical</b>, <b>Protagonist Therapeutic</b> and <b>Energy Response</b></li><li>▪ Co-founder of Australian venture capital manager, <b>Starfish Ventures</b></li></ul>
	<b>Ash Attia</b> Non-executive Director	<ul style="list-style-type: none"><li>▪ 25+ years of senior management experience in medical devices, biotech and diagnostics</li><li>▪ Former Managing Director, Asia Pacific of <b>St Jude Medical/Thoratec</b></li></ul>

# CORPORATE INFORMATION

## About dorsaVi

- Specialises in the development of wearable sensor technology
- Proprietary software to measure movement and muscle activity
- Core focus on US workplace and clinical markets

## Trading information

Share price (5-May-21)	A\$0.030
Shares issued	351m
<b>Market capitalisation</b>	<b>A\$10.53m</b>
Cash (31-Mar-20)	A\$3.76m
Adj. debt <sup>1</sup> (31-Dec-20)	A\$0.13m

## Share price performance (last 12 months)



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**Contact us:**

**Andrew Ronchi**  
Chief Executive Officer

**T: +61 417 882 267**  
**E: [ar@dorsaVi.com](mailto:ar@dorsaVi.com)**

**Website:**  
**[www.dorsaVi.com](http://www.dorsaVi.com)**

**Social media:**  
**LinkedIn: [dorsaVi](#)**  
**Twitter: [@dorsaVi](#)**