



24 June 2022

Strategic agreement with QBE extended

Key highlights

- dorsaVi and QBE Australia have extended their strategic agreement for a further 3-year period following the success of the original agreement
- The original agreement had pre allocated \$250,000 over a 12-month period. In a 16-month period the QBE relationship delivered approximately \$180,00 of revenue to dorsaVi.
- The strategic agreement allows dorsaVi to help reduce the risk of musculoskeletal injuries and increase workplace safety for select QBE customers, aimed to reduce insurance claims
- The agreement has been extended for a further 3-year period to allow QBE customers access to dorsaVi's market leading wearables and data driven insights
- dorsaVi continues to execute on its channel strategy by leveraging exposure to QBE's tier one customer portfolio to de-risk new client wins and generate recurring revenue

Melbourne, Australia, 24 June 2022: dorsaVi (ASX:DVL) (dorsaVi or the Company) is pleased to announce that it has extended its strategic agreement with QBE Australia (QBE) after a successful initial agreement (announced July 2020).

dorsaVi initially joined with QBE in July 2020 to help reduce risk for select QBE customers by driving safer work environments. The success of the initial agreement has led to an extension with one of Australia's leading insurers. The agreement ensures employees benefit from a safer workplace, and dorsaVi benefits by providing its services to a top-tier Australian insurer, validating its product, and growing its channel strategy.

Pleasingly, as a direct result of the savings to customers, dorsaVi has been able to sign additional high-quality customers. This exciting, low-cost channel continues to generate promising leads and drive customer acquisition, further validating dorsaVi's product and service offering.

Dr Andrew Ronchi, dorsaVi's Chief Executive Officer, commented:

"We are delighted to extend our strategic agreement with QBE and to continue providing its customers with access to our market leading sensor technologies. The agreement has been a significant success for all stakeholders as we have helped improve the health and safety outcomes for customers. We are proud of the successful agreement we have generated and are excited to continue working with a leading Australian insurer that is at the forefront of customer well-being."

This release has been authorised for lodgement to the ASX by the Company's Finance Disclosure Committee.

– ENDS –

For further information about dorsaVi, please contact:

Company

Andrew Ronchi
Chief Executive Officer
+61 417 882 267
Email: ar@dorsavi.com

Investors

Dean Dribbin
Vesparum Capital
+61 3 8582 4800
Email: dorsavi@vesparum.com

About dorsaVi

dorsaVi Ltd (ASX: DVL) is an ASX listed company focused on developing innovative motion analysis device technologies for use in clinical applications, elite sports, and occupational health and safety. dorsaVi believes its wearable sensor technology enables, for the first time, many aspects of detailed human movement and position to be accurately captured, quantified, and assessed outside a biomechanics lab, in both real-time and real situations for up to 24 hours. dorsaVi's focus is on two major markets:

- **Workplace:** dorsaVi enables employers to assess risk of injury for employees as well as test the effectiveness of proposed changes to OHS workplace design, equipment or methods based on objective evidence. dorsaVi works either directly with major corporations, or through an insurance company's customer base with the aim of reducing workplace compensation and claims. dorsaVi has been used by major corporations including Sodexo, London Underground, Vinci Construction, Crown Resorts, Caterpillar (US), Monash Health, Coles, Woolworths, Toll, Toyota, Orora (formerly Amcor) and BHP Billiton.
- **Clinical:** dorsaVi is transforming the management of patients with its clinical solutions (ViMove, ViMove2 and Professional Suite) which provide objective assessment, monitoring outside the clinic and immediate biofeedback. The clinical market is broken down into physical therapy (physiotherapists), hospital in the home and elite sports. Hospital in the home refers to the remote management of patients by clinicians outside of physical therapy (i.e. for orthopaedic conditions). Elite sports refers to the management and optimisation of athletes through objective evidence for decisions on return to play, measurement of biomechanics and immediate biofeedback to enable peak performance.