



AGM Presentation

November 2023



Year in review

October 2022

- Announced development of new sensor application in collaboration with Medtronic to assess movement quality of patients with spinal conditions worth A\$195,000

April 2022

- Commenced clinical project with the University of Rochester Medical Center worth A\$100,000 in sponsored research support
- Upgraded flagship ViMove+ product with release of the new “Run Module”

July 2023

- Enhanced Run Module with AI-powered video tracking features

October 2023

- Strengthened leadership team with the appointment of Dr Michael Winlo to the Board of Directors



FY23 Key Operating Metrics

\$1.8m

Sales revenue

\$1.1m

Annualised recurring revenue

\$1.0m

New contracts signed

86%

Gross profit margin

22%

Reduction in opex from FY22¹

~\$538k

*As at Sept 2023
(does not include \$400k
Capital raise Nov 2023)*

Clear and validated strategy - valuable target markets

Targeting two key valuable markets with attractive growth propositions



Workplace



Clinical



Direct sales channel

- ✓ Contracts with tier one enterprise customers
- ✓ Use data insights to change workplace practices
- ✓ Reduced injuries, higher productivity, improved safety culture

- ✓ Selling sensors direct to physical therapists (PT), utilising existing reimbursement codes
- ✓ Capture real time assessment data and allow tracking of treatment progress
- ✓ Optimise patient outcomes & rehabilitation



Strategic customers



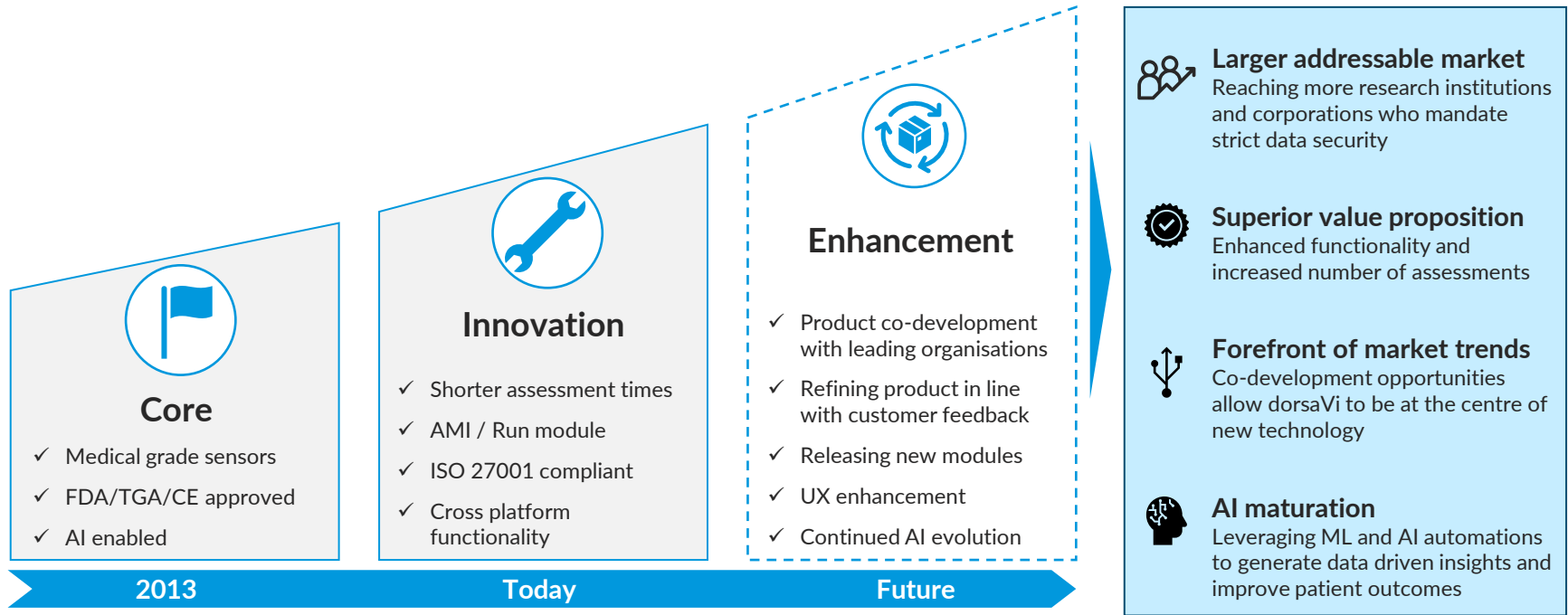
Growth drivers

- ✓ Staff returning to work in AUS and the US
- ✓ Return to focus on manual handling (post Covid)
- ✓ Increased concern for workplace safety and culture

- ✓ Increased adoption of digitised solutions
- ✓ Target large franchise groups in US PT market
- ✓ Scalable and optimised new product offering built on an ISO27001 secure platform

Continuous innovation

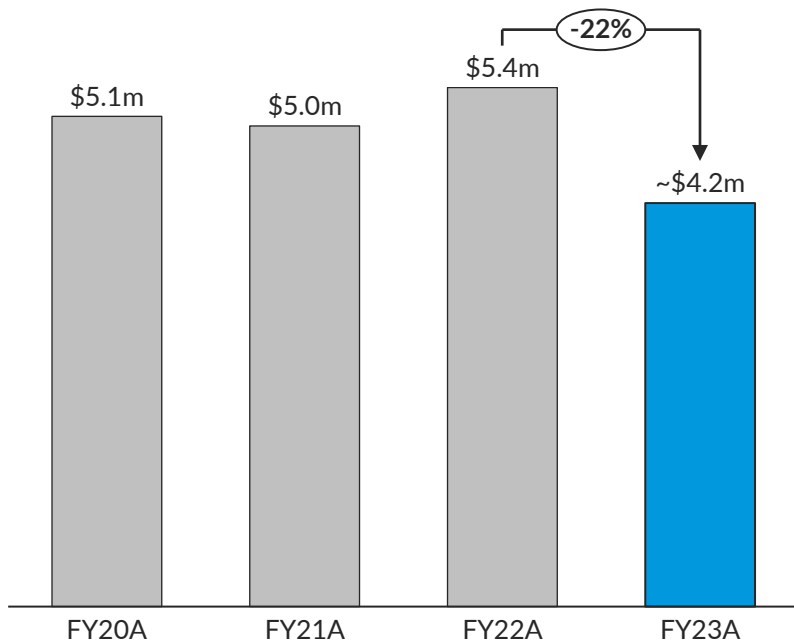
Investments into clinical grade product unlocks exciting growth pathways



Lean expense management

Effective cost base reduction leads to a sustainable business model

Operating expenses (A\$m)¹



Cost initiatives

Workforce optimisation

- ✓ Product enhancements driving greater efficiencies
- ✓ Optimised senior management structure

Overhead costs

- ✓ Decreased spend on external consultants
- ✓ Regulatory approvals reduce compliance costs

Operating costs

- ✓ Lower unit cost of sensors and streamlined manufacturing
- ✓ Implemented direct shipping to reduce handling costs

Industry tailwinds supportive of growth

dorsaVi is well placed to capitalise on macroeconomic trends

AI revolution



dorsaVi's early use of AI places the company in a strong position to capitalise on the global shift towards AI adoption

Digital health



Increasing demand for wearable technologies as more patients are recovering outside the hospital and require modes of care that can be remotely monitored

Workplace Safety



Focus on employee well-being leading to greater investment into research and technology to analyse ergonomic activity

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