



21 November 2018

Market Announcements Office
Australian Securities Exchange Limited
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam

2018 Annual General Meeting Opening Address

We attach a copy of the opening address to be provided by Mr Greg Tweedly, Chairman, at the dorsaVi Ltd 2018 Annual General Meeting. The CEO, Dr Andrew Ronchi, will speak to the investor presentation released to the ASX on Wednesday, 14 November 2018.

The meeting is to be held at the Melbourne office of Pitcher Partners Level 13, 664 Collins Street, Docklands, Victoria, on Wednesday, 21 November 2018 at 10:00 am (Melbourne time).

Yours sincerely

A handwritten signature in black ink, appearing to read 'B. Case', followed by a vertical line.

Brendan Case
Company Secretary

– ENDS –

For more information about dorsaVi or to arrange an interview, please contact:

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About dorsaVi

dorsaVi (ASX: DVL) is an ASX company focused on developing innovative motion analysis device technologies for use in elite sports, occupational health and safety and clinical applications. 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.

Our technology has applications across three sectors:

- 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. dorsaVi is currently used by medical and physiotherapy practices globally.
- Elite Sports: ViPerform is allowing coaches and medical teams managing elite athletes and teams to screen athletes and provide objective evidence for decisions on return to play, measure biomechanics and provide immediate biofeedback out on the field, tailor and track training programs and optimise technique and peak performance. ViPerform is being used in the US by the National Basketball Association (NBA), the Major Soccer League (MLS) and the National Football League (NFL), by the AFL and NRL clubs, Cricket Australia, and the Australian Institute of Sport (AIS) in Australia, and by Barclays Premier League (EPL) clubs, England and Wales Cricket Board and the Board of Control for Cricket in India as well as various Olympic teams and athletes internationally.
- OHS: dorsaVi enables employers to assess risk of injury for employees as well as test the effectiveness of proposed changes to workplace design, equipment or methods based on objective evidence. 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), Crown and BHP Billiton.

Further information is available at www.dorsavi.com.



**DORSAVI LTD
AGM 21 NOVEMBER 2018
OPENING ADDRESS BY MR GREG TWEEDLY**

ADDRESS BY GREG TWEEDLY

Good morning ladies and gentlemen,

My name is Greg Tweedly and as Chairman of dorsaVi, I am pleased to welcome you to our 2018 Annual General Meeting.

It is now 10:00am. This is a properly constituted meeting and a quorum is present. I therefore declare this Annual General Meeting of dorsaVi open and welcome you all here today.

Seated here today are your directors, Ash Attia, Michael Panaccio, Caroline Elliott and Andrew Ronchi, our CEO.

I am pleased to open this address by confirming that dorsaVi has this morning announced to the ASX that it is undertaking a partly underwritten non-renounceable pro rata rights offer to dorsaVi's shareholders in Australia and New Zealand to acquire 1 new ordinary share at \$0.058 per Share for every 3 existing fully paid ordinary shares held at 7:00 pm (Melbourne time) on Monday 26 November 2018. If the Offer is fully subscribed it will raise up to approximately \$3.2m (before costs and expenses) which the Company intends to use for general working capital purposes. Shareholder approval of the Offer is not required.

The directors of dorsaVi intend to take up their personal entitlements under the Offer in full. Andrew Ronchi intends to take up all of his personal entitlement under the Offer but will not take up the entitlement in the trust controlled by him, the AR BSM Trust.

The Offer will incorporate a top-up facility under which eligible shareholders who take up their pro rata entitlement in full can apply to take up new shares in excess of their pro-rata entitlement. Applications under the Top Up Facility will be considered to the extent there is a shortfall under the Offer and will be subject to the terms set out in the Offer Statement to be issued in connection with the Offer.

If eligible shareholders do not subscribe for the total number of shares that could be issued under the Offer (including via the Top Up Facility) and there is a shortfall, Starfish Technology Fund II Nominees A Pty Ltd and Starfish Technology Fund II Nominees B Pty Ltd have each agreed to underwrite subscriptions for 6,896,552 shares at \$0.058 per share (a total of \$400,000 each) and have also agreed to do so for no fee.

If following the Offer and the Underwriting not all the rights have been taken up, including under the Top up Facility, the directors reserve the right to issue such shortfall shares at their discretion to any person at an issue price not less than the price that the shares were offered to shareholders under the Offer at any time within 3 months of the close of the Offer in accordance with exception 3 of ASX Listing Rule 7.2.

Both of the underwriters are entities associated with Dr Michael Panaccio, a non-executive director of the Company.

All shares issued under the Offer (including via the Top Up Facility and Underwriting) will be issued Friday on 21 December 2018 on the same terms as, and will rank equally with, the existing shares of dorsaVi.

An offer statement in relation to the Offer has been given to ASX together with other related information and they are available to view on the ASX website and dorsaVi's website.

The Offer is currently scheduled to close at 5:00 pm (Melbourne time) on Friday 14 December 2018.

I will now turn to dorsaVi's day to day business.

'Big Data' is a term many of us are familiar with, and over the last few years, it's clear that we are witnessing the broader adoption of data in the corporate world, as more and more companies use analytics to improve business practices and their bottom line.

dorsaVi is a prime example of an innovative firm that has been ahead of the curve and has been working to successfully capitalise on this paradigm shift. As we roll out our market-leading motion analysis technology to the US, UK and Australia, it is clear that there continues to be a very significant market opportunity for our three innovative products, ViMove, ViSafe and ViPerform.

Financial year 2018 was an important year as we made some major strategic operational changes. As part of our focus on driving market penetration in the US, in January our CEO Andrew Ronchi relocated to San Diego. As communicated to shareholders in the past, the US is a significant opportunity for dorsaVi. It is well advanced in its adoption of new technologies and the size of the market affords us many opportunities in both the clinical and workplace markets.

In the workplace health and safety market, manual handling injury is one of the leading causes of time off work, and with injury rates largely unchanged for years, companies and firms are actively seeking innovative interventions that can help make work safer for employees and improve productivity.

Similarly, in the clinical market, rehabilitation specialists and physical therapists are looking for technologies to help them develop more accurate and measurable treatment programs for patients.

With this in mind, dorsaVi successfully introduced our recurring revenue products into the clinical market with ViMove2 in Australia and the UK, and dorsaVi Professional Suite in the US. Importantly, dorsaVi has released the myViSafe products in all three of these markets and we are now seeing recurring revenue building from the workplace market as well. These products are providing us with a solid monthly revenue base which has built substantially over the past six months. Increasing adoption of these products is a key business priority.

In our workplace market we have secured some significant deals with large organisations in the US, UK and Australia over the past 12 months. The appetite for the ViSafe consulting projects remains strong, with the insights we're able to provide in relation to complex problems, being a unique differentiator.

Over the past 12 months we've strengthened our position in the workplace market through referral partner agreements we've signed. Andrew will talk about these more.

It's also rewarding to see some of the large strategic deals, like the orthopaedic project with Stryker, come to fruition. These deals often sit slightly outside our core business, but represent significant opportunity. Once again Andrew will talk about these in further detail.

Over the past 12 months we've undergone substantial operational changes, which has somewhat impacted sales, however, encouragingly we have seen our sales contribution per sales head increase and we are actively adding sales resources in the US.

We remain confident of our strategy moving ahead and as we continue to build more strategic relationships and secure more contracts, we look forward to updating shareholders.

On a final note, on behalf of the board I'd like to thank Andrew and the entire dorsaVi team for their dedication and commitment, and to you our shareholders for your support and loyalty.

I'd now like to invite Andrew to give shareholders an operational update on the Company.