



INSPIRING THE WORLD TO MOVE WELL

INVESTOR UPDATE
NOVEMBER 2018



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INVESTMENT HIGHLIGHTS

Large & Attractive Markets

- Workplace injury market – serious, nonfatal workplace injuries amount to \$60 billion in direct U.S. workers' compensation costs per year¹
- Clinical market - total cost of back pain in the United States is between \$100–200 billion²

Gaining Market Traction

- Growing interest in data driven decision making
- Marquee reference clients in key workplace verticals
- Word of mouth referral sales growing in the clinical and workplace markets
- Penetration increasing with large networked clinical practices

Growth in Recurring Revenue

- Recurring revenue introduced in both clinical and workplace product portfolios
- 33% increase in recurring revenue from FY17 to FY18
- 69% increase in recurring revenue from Q1FY18 to Q1FY19

Strong Patent Position

- Robust intellectual property portfolio
- 15 granted patents globally
- Three granted patents in the US

Regulatory Clearances

- FDA clearance, TGA approval, CE Mark
- Regulatory clearance a differentiator and a strong barrier to entry for competitors
- Driving strong interest from multinational organisations in the clinical and workplace markets

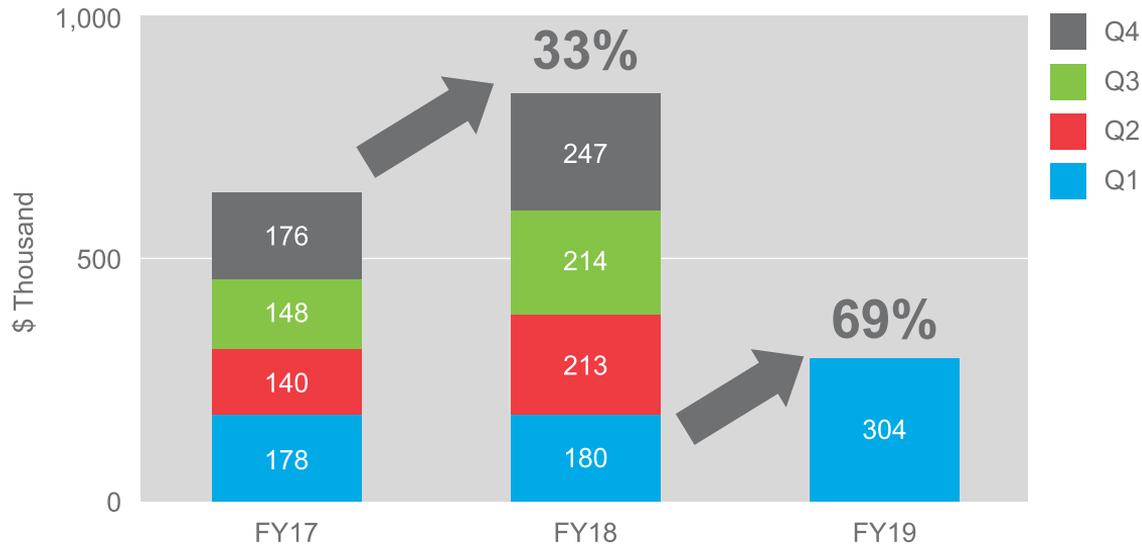
1 - <https://www.ehstoday.com/safety/businesses-spend-more-1-billion-week-serious-nonfatal-workplace-injuries>

2 - <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4180670/>

BUSINESS UPDATE

- Successfully building recurring revenue via SaaS (Software as a Service) model in both the clinical and workplace markets
- Q1 FY19 recurring revenue was \$304k compared to \$180k in prior corresponding period (PCP), up 69%
- Strong cash receipts for Q1 FY19 of \$1.47m (includes tax receipts and grants of \$827k)
- Sales revenue of \$716k for Q1 FY19 (down 25% on PCP)
- \$870k in total contracted revenue signed in Q1 FY19, including \$110k of recurring revenue
- Net operating cash inflow of \$143k
- Cash balance of \$4.05m

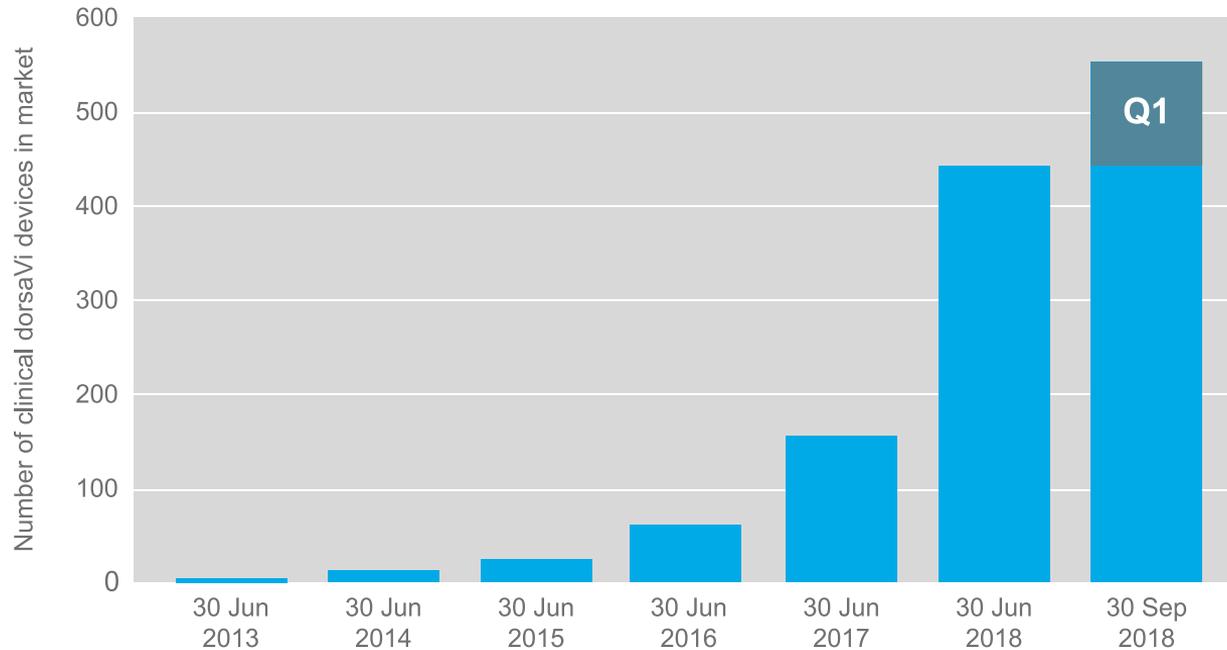
RECURRING REVENUE GROWING



Increases attributed to:

- Transition from contract revenue to recurring SaaS model
- Launch of Professional Suite in clinical market in US in June 2018
- Increased uptake of myViSafe in the workplace market

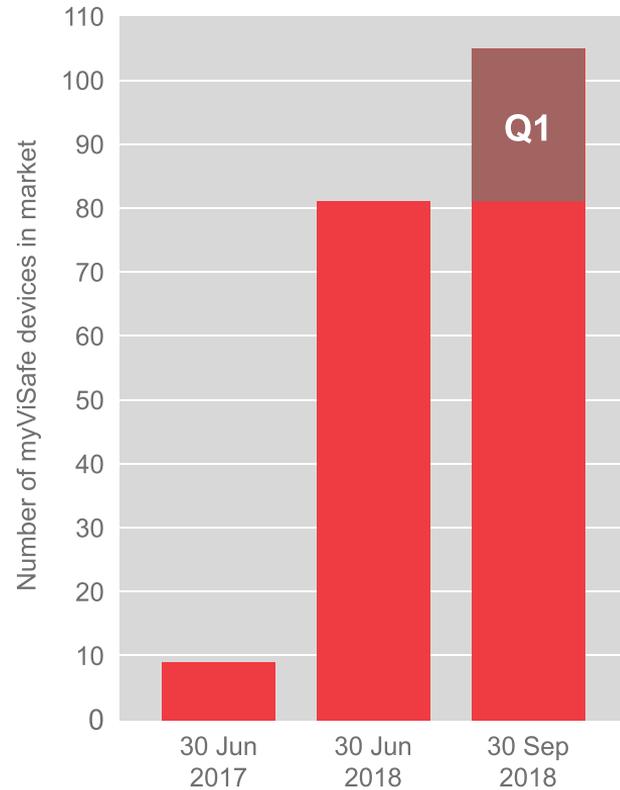
CLINICAL PRODUCT ADOPTION RAMPING



- ViMove2 launched in Australia and UK in FY18
- Professional Suite launched in the US in June FY18
- Strong retention in US market (>90%)
- FDA cleared
- Reimbursement using existing CPT codes
- Excellent word of mouth driving referral sales
- New product is more scalable and easier to support

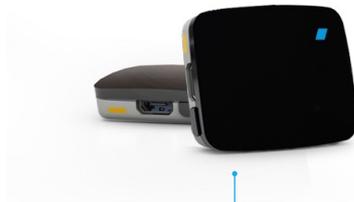
BUILDING RECURRING REVENUE IN WORKPLACE MARKET

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- Clients migrating from pilots to full deployment using myViSafe
 - Visy Board’s successful pilot at one location, now rolling out to 15 locations nationally
 - Fenner started in UK and has expanded to the US, India and China. Further expansion planned
- ViSafe projects are transitioning into myViSafe sales

A MOVEMENT LAB IN YOUR POCKET



30_{sec}

Rapid start
up mode



Instant
data report



Cloud-based
infrastructure



iOS
compatible



Bluetooth
connectivity



Insights to drive
decision making



Patented
algorithms



Movement &
muscle sensors



All day
monitoring

THE WORKPLACE MARKET

- The direct cost of nonfatal workplace injuries amount to \$60 billion in USA
- Musculoskeletal injuries represent the largest proportion of workplace injuries
- Organisations have a legal obligation to mitigate and measure injury risk, and to continually train staff in safe work practice
- With injury rates remaining largely unchanged over the past decade, organisations and insurers are looking for novel interventions which can make a difference
- Increasing appetite for data to back decision making and drive change

 **ViSafe**™
powered by **dorsaVI**™

 **myViSafe**™
powered by **dorsaVI**™



THE SAFETY CHALLENGE

Workplace health and safety professionals are faced with a range of business problems and opportunities.

- What will deliver the best ROI?
- How can this decision be made with confidence?
- Do I have valid and relevant data for decision making?

PROBLEMS / OPPORTUNITIES INCLUDE



Workplace Injuries



High Workers' Compensation Costs



Budget Pressure



Equipment Selection



Compliance



Process Changes



Employee Engagement in Safety Initiatives

BRINGING INNOVATION TO WORKPLACE SAFETY



DORSAVI WORKPLACE SOLUTIONS



Identify and prioritise movement risk



Validate and verify interventions



Facilitate changes in manual handling behaviours



Inform decisions on controls



Monitor large remote workforce

OUTCOMES

- ▶ Injury reduction
- ▶ Productivity improvement
- ▶ Improved safety culture

WORKPLACE SALES & MARKETING FOCUS

Objectives

- Increase awareness in key industries
- Leverage existing customer success to accelerate market adoption
- Profile industry role models
- Increase recurring revenue
- Transitioning existing customers (ViSafe to myViSafe)

Tactics & platforms

- Channel partners to improve distribution efficiency
 - Insurers
 - Large networked PT networks
- Build US sales capacity
- Targeted international conferences
- dorsaVi customer showcase events & webinars
- Online advertising (Facebook & LinkedIn)
- SEO & SEM, Social Media Marketing

dorsaVi Sponsored

How Heathrow Airport bagged a 60% increase in use of manual handling aids.

ViSafe
HOW HEATHROW BAGGED A 60% INCREASE IN USE OF MHA's
Click here to download the case study

How Visy reduced Injury Risk in Their Workplace
get.dorsavi.com [Learn More](#)

Like Comment Share

dorsaVi SilverChain LIVE WEBINAR | AUGUST 22, 2017 | 1:00PM - 1:45PM AEST

Prioritising and testing control strategies to drive organisational change and reduce injury risk

Matthew May dorsaVi

Mark Devenyns Silver Chain Group

ViSafe powered by dorsaVi

BARD

dorsaVi

ViSafe COMPARATIVE ASSESSMENT CASE STUDY

WHY AN AWARD WINNING EMPLOYER INVESTED TO SEE THE FUTURE TODAY.

[CLICK HERE TO VIEW THE WEBINAR](#)

Can Wearable Technology Change Worker Behaviour? LIVE WEBINAR SERIES | REGISTER NOW

Can Wearable Technology Change Worker Behaviour?

Matthew May dorsaVi

Rowena Terlingen Visy Board

OCTOBER 10, 2017 | 12:30PM - 1:15PM AEDT

VISY
FOR A BETTER WORLD

- Many diverse opportunities in the clinical markets
- Physical Therapists / Physiotherapist / Chiropractors – more than 300,000 treating professionals in the US alone
- Pre and post surgery patient monitoring, in the US alone there are 1.6 million large joint replacements per annum
- Blue sky opportunities in the consumer space



KEY FEATURES OF OUR CLINICAL SOLUTION

FAST AND INTERACTIVE IPAD SYSTEM

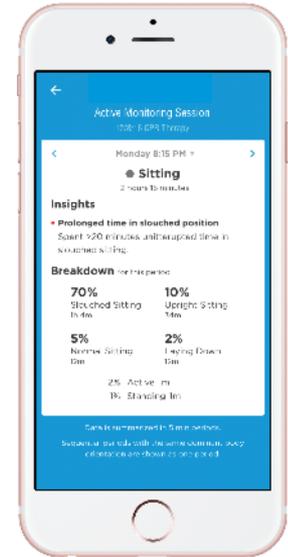
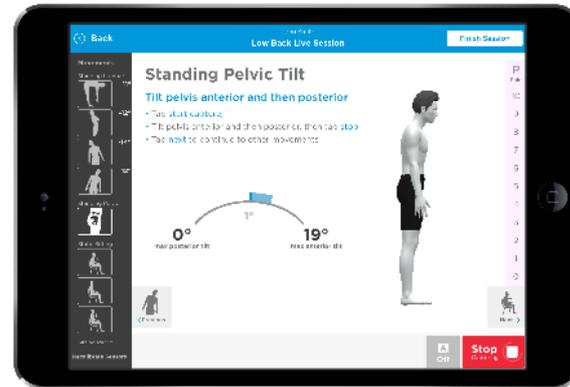
- Intuitive, easy to use software that presents data directly received from the sensors
- Fast set-up and assessment time

ENHANCED CLIENT RELATIONSHIP

- Provides unique insights into client movement
- Automatically generates PDF reports and exercise recommendations based on findings
- Improve client understanding with visual biofeedback and numerical data
- Access to mydorsaVi application

BUSINESS DIFFERENTIATOR

- Helping clinics stand out from the competition
- Improving their referrals with increased client satisfaction
- Providing state of the art treatment services



Will Move 2+

CLINICAL SALES & MARKETING FOCUS

Objectives

- Target large multi-site networked physical therapy clinics in the US
- Remove perceived 'big decision' barriers
- Shorten sales cycle
- Reduce sales involvement
- Move devices in higher volume
- Build critical mass to allow us to start push/pull marketing

Tactics

- Regular campaigns with promotions to create sense of urgency
- Targeted online advertising
- Leveraging advocates to drive awareness
- eCommerce platform and detailed website information to facilitate online purchasing



Watch the TOP TIPS to help your clients run without pain.

With dorsaVi you can harness the power of AI to understand how they are moving on a range of surfaces in and out of the clinic, including shoe assessments.

Learn more on ABC News:
<https://abcn.ws/2Nd5pkc>



"It will change everything you thought you knew about quality care and push you to be better" - WOW! Thank you to Davis Physical Therapy & Sports Rehab for this incredible testimonial! Think your patients could benefit? Learn more: <http://bit.ly/dorsaViProfessionalSuite>

My company has been using dorsaVi since January 2018. We are building protocols around the data provided. It is nothing short of amazing. I highly recommend this product for anyone associated with rehab and/or performance training. It will change everything you thought you knew about quality care and push you to be that much better. Thanks for the clinically relevant data.

Dr Andrea Davis,
 Davis Physical Therapy
 & Sports Rehab



**ON THE TRACK,
 ON THE ROAD,
 OVER FIELDS
 AND FELL.**

**ViMove2
 TOTAL REMOTE
 MONITORING.**



UPCOMING NEWSFLOW

- **Workplace**

- Referral agreements with US insurers to enhance distribution channels in the US
- Relationships with large US physical therapy groups who are delivering services into the workplace market further enhancing our US distribution channels

- **Clinical**

- Sales to large networked US physical therapy clinics
- Strategic partnerships with global orthopaedic groups
- Large pharma interest in clinical product as an outcome measure