



15 March 2021

dorsaVi presentation at the ASX Small and Mid-Cap Conference

Melbourne, Australia, 15 March 2021: dorsaVi (ASX: DVL) (**dorsaVi** or the **Company**) will be participating in the ASX Small and Mid-Cap Conference on March 16 and 17, 2021 (**Conference**).

Andrew Ronchi, CEO of dorsaVi, will be recording a presentation which will be available throughout the Conference as part of the on-demand section.

The investor materials used in the Conference are attached to this announcement.

To access Andrew's pre-recorded presentation, please register for the free Conference here: <https://www2.asx.com.au/investors/investment-tools-and-resources/events/smid>

– ENDS –

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The release of this announcement was authorised by Andrew Ronchi, CEO.

About dorsaVi

dorsaVi Ltd (ASX: DVL) is an ASX 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 the physical therapy (physiotherapists) market, 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. dorsaVi's ViPerform is being used in the U.S. by the National Basketball Association (NBA), the Major League Soccer (MLS) and the National Football League (NFL). It is also used by the AFL and NRL clubs in Australia, by the English 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. dorsaVi's Telehealth provides a virtual clinic, enabling clinicians to do business differently and take their patient consultations online.

Further information is available at www.dorsavi.com



ASX Small & Mid-Cap Virtual Conference

March 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



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



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



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 \$80k in Q4 FY20 to \$200k and \$252k in subsequent quarters (Q1, Q2 FY21)

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

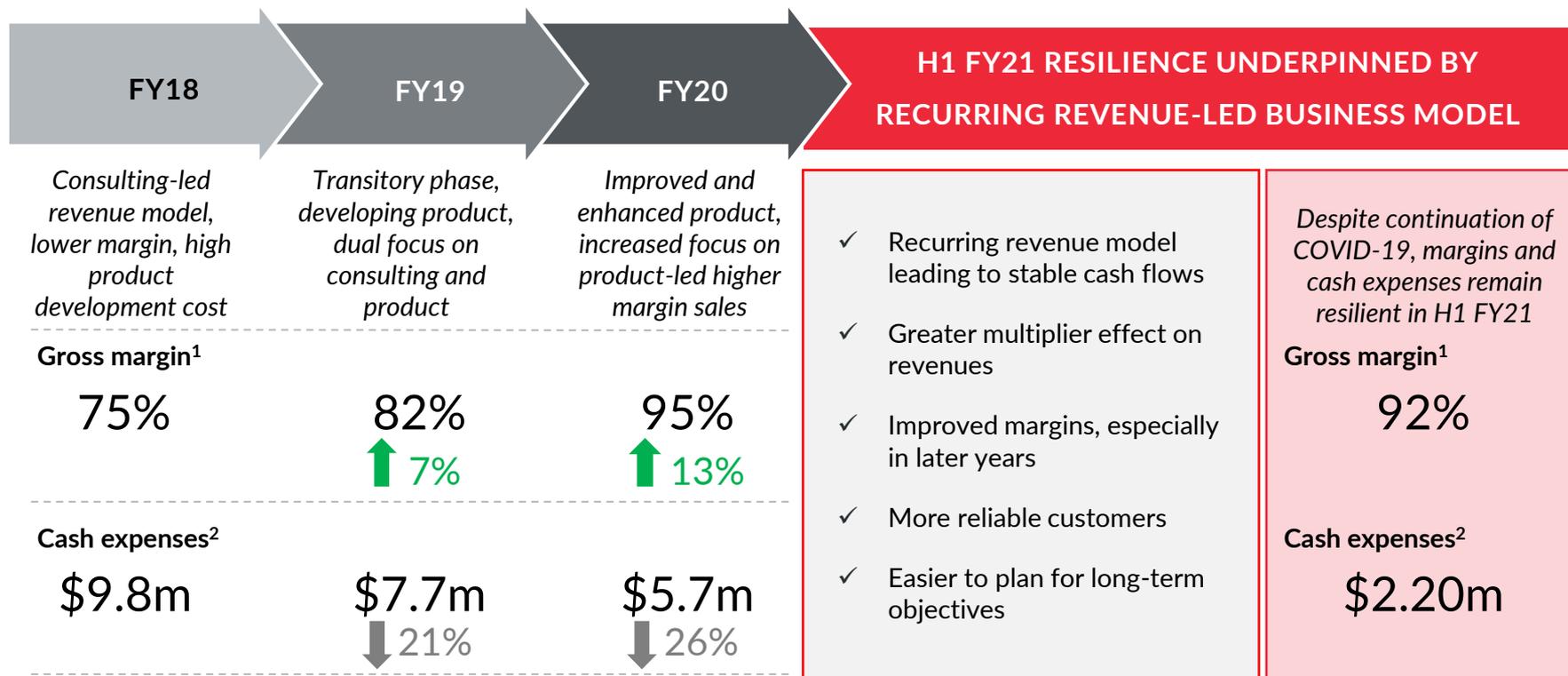
Muscle - measured through adhesive electrodes near the surface of the skin



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

¹ Defined as revenue less cost of sales.

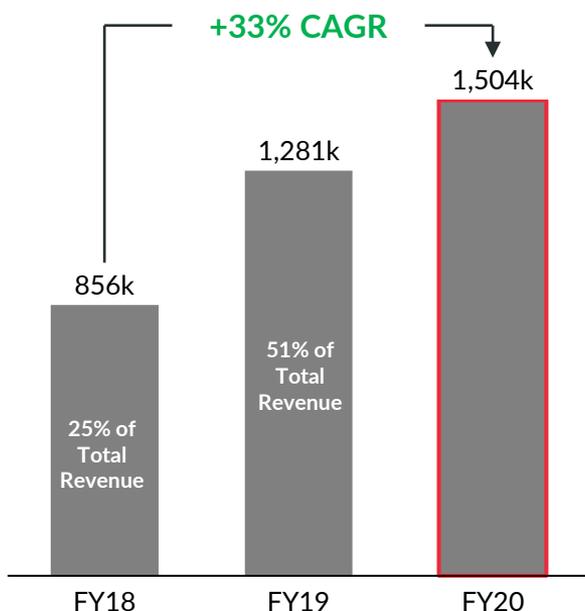
² Defined as cash payments for non-financing, operational expenses and capital expenses but excluding expenses such as depreciation and share based payments

RECURRING REVENUE STRATEGY UNDERPINS COVID RESILIENCE

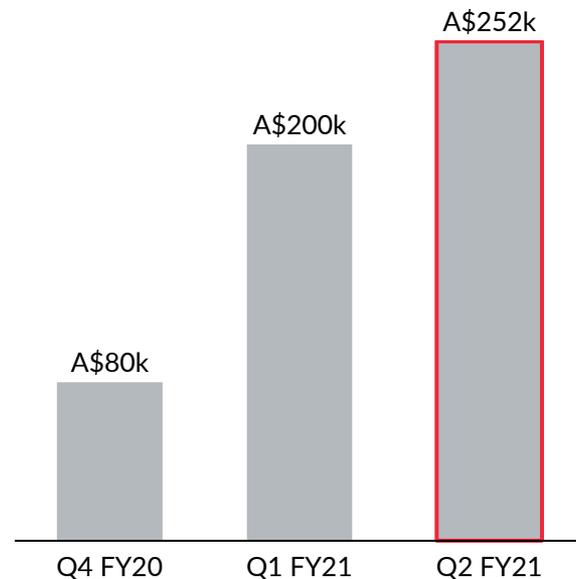
Strategic shift towards Recurring revenue...

...Underpins our resilience during COVID...

... including increased buying activity from new customers into FY21¹



H1 FY21
A\$679k
Recurring revenues
=
86% Total Revenue



DORSAVI HAS A GLOBAL, BLUE-CHIP CUSTOMER BASE

USA

55% FY20 revenue
Key target market going forward



AIG CATERPILLAR®
amazon Select MEDICAL

Past and current clients

UK

20% FY20 revenue
Strong traction in transport and construction



VINCI CONSTRUCTION stryker®
Heathrow UNDERGROUND

Past and current clients

AUS

25% FY20 revenue
Strong traction in supermarket retail and manufacturing



coles QBE
TOYOTA BHP

Past and current clients

WORKPLACE MARKET: CORPORATE AND INSURANCE

US\$2.5bn

~850k business sites¹ @ \$3k per year

CORPORATE

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



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

Heathrow

53% reduction in injuries within 12 months post intervention



17% improvement in productivity

INSURANCE

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

INSURANCE COMPANIES PROVIDE LARGE VALUE UPSIDE WITH NETWORK EFFECT

Strategic partnership with QBE with \$250k pre-allocated



dorsaVi has been engaged by a QBE customer

Successful results seen



dorsaVi has been engaged by other QBE customers

dorsaVi currently has <1% share of the US\$2.5bn market²

¹ 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

² 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

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 (2nd stage) and Medtronic (evaluation 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



Greg Tweedly

Non-executive Chairman

- Director of **Melbourne Health**, Deputy Chair **EPA Victoria** and Chair of the Personal Injury Education Foundation
- Previously Director and Chief Executive Officer of the **Victorian WorkCover Authority**



Andrew Ronchi

Director & Chief Executive Officer

- Founder and CEO of **dorsaVi** from inception
- **Founding partner in five physiotherapy centres** and former **Physiotherapist** at AFL clubs
- PhD (Comp & Sys Eng.) on wearables; GAICD



Damian Connellan

Chief Financial Officer

- Formerly partner at **KPMG** in Australia and Asia
- Extensive experience in advising ASX-listed companies and small to medium sized businesses



Matt May

General Manager

- **Physiotherapy trained.**
- Experienced people leader and general manager with 10+ years' experience working for ASX listed product and services companies in the health and technology sectors



Caroline Elliott

Non-executive Director

- Chief Executive Officer at **Propel** and Director at **St John's Ambulance Australia (Vic)**
- Former **NED** at **Cell Therapies** and **Peter MacCallum Cancer Centre**



Michael Panaccio

Non-executive Director

- Former director at **ImpediMed**, **Sirtex Medical**, **Protagonist Therapeutic** and **Energy Response**
- Co-founder of Australian venture capital manager, **Starfish Ventures**



Ashraf Attia

Non-executive Director

- 25+ years of senior management experience in medical devices, biotech and diagnostics
- Former Managing Director, Asia Pacific of **St Jude Medical/Thoratec**

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 (12-Mar-21)	A\$0.034
Shares issued	349.9m
Market capitalisation	A\$11.89m
Cash (31-Dec-20) ¹	A\$2.95m
Adj. debt ² (31-Dec-20)	A\$0.13m

Share price performance (last 12 months)



¹ Cash balance excludes \$1.55m raised as part of the shortfall placement in February 2021

² Adjusted debt comprises of ~A\$136k from US PPP loan, which may be forgiven. Excludes convertible notes issued in 2019 capital raising which will be automatically converted at maturity pending shareholder approval

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