



16 February, 2017

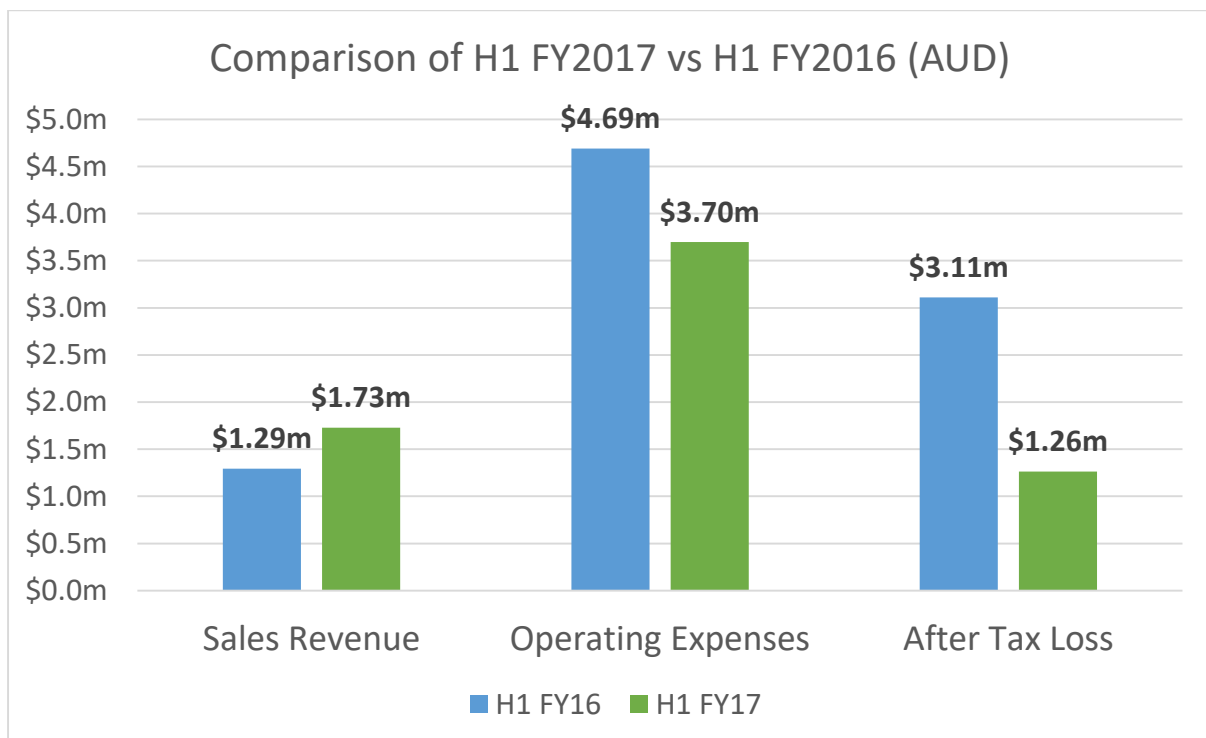
dorsaVi Half Year Financial Results CONTINUED SALES MOMENTUM

SUMMARY OF H1 RESULTS FOR FY17

- Sales revenue up 33.8% to \$1.73m compared to \$1.29m in Previous Corresponding Period (PCP).
- US customer revenue for the half-year of \$518k exceeded full year US FY16 customer revenue of \$454k.
- After tax loss of \$1.26 million (PCP: \$3.11 million) reflecting increased revenue offsetting operating and corporate expenditures which are trending downwards.
- Continued investment in product development totalling \$714k in the six months to December 2016 with expansion of product portfolio.
- Completion, in January 2017, of a capital raising of \$8m (before costs) with \$5m received prior to 31 December 2016.
- Cash balance of \$8.7 million at 31 December 2016 (30 June 2016: \$6.0 million).

Melbourne, Australia: dorsaVi Ltd (ASX: DVL) has today released its Appendix 4D Financial Report and financial results for the half year ended 31 December 2016.

KEY RESULTS OVERVIEW



For personal use only

Revenue was impacted by the devaluation of UK currency following Brexit and Christmas seasonality in Australia, resulting in contract signings pushing into Q3.

OPERATIONAL HIGHLIGHTS FOR THE PERIOD

- **Traction in US market:** US customer revenue for the half year of \$518k exceeded full year US FY16 customer revenue of \$454k. The US sales agency model is resulting in accelerated adoption of ViSafe in the US market and delivering a growing pipeline. Access to reimbursement codes is supporting continued growth in the US clinical market for ViMove.
- **New product launches:** dorsaVi continues to invest in new product development which totalled \$714k for the half year.

myViSafe, a real time mobile app was launched in December 2016 and Crown Resorts were announced as the first customer. Additional customers for this self-management monitoring technology have been signed in the US and Australia. myViSafe is comprised of mini-sensors, a smartphone or tablet based app and a reporting dashboard. This allows management to view manual handling risks in the workplace, identify high injury risk activities or movements and visually guide workers in how to modify their movement patterns to reduce the risk of injury.

The company also launched a new clinical application, ViPerform AMI (Athletic Movement Index), which was developed in collaboration with a leading US-based sports injury expert, Dr Nessler.

- **Annuity revenue increasing:** The introduction of myViSafe brings annuity revenue to the OHS ViSafe product line.
- **Growth across all markets and products:** Growth was recorded across all markets with the OHS division, ViSafe, continuing to be a major revenue driver. The uptake in the US clinical market has been significant and has been enhanced by the relationship with Select Medical.
- **Large number of active contracts underway:** The number and size of contracts increased over the last six months. Repeat customers are driving this trend including Heathrow Airport which commenced a three-phase project rolling out over 12-months. This followed the success of previous dorsaVi ViSafe projects which saw compliance with use of manual handling aids increase from 20% to 80%.
- **Research continues to support medical and health economic benefits:** A new publication investigating the economic impact of using wearable technology and biofeedback to provide treatment for low back pain was published. This health economic evaluation was conducted concurrently with dorsaVi's randomised clinical trial published in 2015. Together, the studies demonstrate that monitoring and treating low back pain patients with wearable motion-sensor biofeedback devices (ViMove) from dorsaVi, was more clinically effective and economically efficient than standard care.

Wake Forest Baptist Medical Centre is using dorsaVi ViMove to identify adolescent idiopathic scoliosis, a spinal condition which affects more than 7 million children in the United States.

- **Strong cash position:** Supported through increased customer revenues, grants, and capital raising. Completion of a capital raising of \$8m (before costs) with \$5m received before 31 December 2016. The company was awarded \$350k Victoria Government Future Industries Manufacturing Grant which will fast track plans to improve manufacturing facilities.

Reductions in operating cost reflect the ongoing focus on cost control together with capitalisation of development expenditure in the six months ended 31 December 2016 (\$714k).

“dorsaVi’s products are becoming the standard of care in the monitoring of movement in the workplace and clinical environment, and we are pleased to continue to see growth across our three primary geographies,” said Dr Andrew Ronchi, dorsaVi Chief Executive Officer.

“Our existing product portfolio is being bolstered through new products with myViSafe launching late last year and currently being rolled out in the US, UK and Australia with new customers. The myViSafe product will drive annuity revenue from the OHS market and will support consultancy projects which are continuing to increase in commercial value and scope.”

“Finally, our pipeline remains very strong with a high rate of enquiry supporting the efforts of our sales network.”

- ENDS -

For more information or to arrange an interview, contact:

MEDIA

Megan Connell

dorsaVi Ltd

0416 116 526

mconnell@dorsavi.com

INVESTOR

Rebecca Wilson

Buchan Consulting

0417 382 391

rwilson@buchanwe.com.au

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:** ViMove is transforming the management of patients by providing objective assessment, monitoring outside the clinic and immediate biofeedback. ViMove is currently used by medical and physiotherapy practices in Australia, the United Kingdom, and the United States.
- **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 by

For personal use only

AFL and NRL clubs, Cricket Australia, and the Australian Institute of Sport (AIS) in Australia. Barclays Premier League (EPL) clubs in the UK and US based sports clubs from the National Basketball Association (NBA), the Major Soccer League (MLS) and the National Football League (NFL) as well as various Olympic teams and athletes internationally.

- **OHS:** We combine innovation, measurement, and quality to reduce workplace incidents, costs, meet compliance and improve brand reputation. ViSafe 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. ViSafe 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. Australian Workplace Compliance delivers risk mitigation through compliance to OHS, Quality Management Systems, Company Policy and Process.

Further information is available at www.dorsavi.com.