

ASX ANNOUNCEMENT

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Insurer Allianz and dorsaVi partner to improve workplace safety

Melbourne, Australia: Medical device company dorsaVi Ltd (ASX.DVL) has today announced an alliance with insurance giant Allianz to recommend the use of its ViSafe product in Australian workplaces.

The initiative with Allianz is the first dorsaVi has formed with an insurer. The company has identified partnering with insurers as a key path to growing ViSafe's market in OH&S and increasing revenue.

As a result of the initiative and following Allianz's referral, Victorian Health Services provider Monash health has commenced a biomechanical assessment program of workers using dorsaVi's ViSafe.

ViSafe aims to reduce injuries to workers and cut occupational health and safety costs for employers.

The device uses wireless biomechanical and electrophysiological technology to measure a worker's movement and muscle activity to better manage their physical work demands and help reduce injury rates and work-related costs. The device can also aid the rehabilitation of injured employees and help them return to work.

Norm Cockerell, Allianz's General Manager, VIC Workers Compensation, said the company was pleased to recommend a ground breaking product that has the potential to have a significant benefit to workplace safety in Australia.

"ViSafe is a unique device that has the ability to assess the stress and strains on an employee's body while undertaking their job, providing information that can be used to make changes to improve workplace safety and reduce injuries."

"This is clearly good for workers but there are also significant benefits in reducing the economic impact of workplace injury on employers and the broader community."

Reducing workplace incidents will see fewer claims on insurers and help employers manage the cost of their insurance premiums.

dorsaVi chief executive Andrew Ronchi said the alliance with Allianz to recommend its ViSafe product was a strong endorsement for the technology and its benefits.

"ViSafe offers unique insights as to where higher risk areas exist in occupational environments. Once risks are identified, ViSafe processes and data capture can be used to re-engineer work environments to reduce risks and at the same time increase productivity. We are pleased that a number of large organisations across Australia have used ViSafe insights to make decisions which have lead to significant results," he said.

"The likelihood of workplace injury can be reduced, which cuts down on costs associated with workplace health and safety."

According to Safe Work Australia, in 2010-2011 there were 132,570 workers' compensation claims for serious work-related injuries or illnesses, with 20% of serious claims involving a back injury.

The authority found that in 2011-2012, 42.4% of all serious claims were for sprains and strains and 13.7% of claims were for musculoskeletal disorders.

Work-related injury and illnesses are a major drag on the Australian economy, costing \$60.6 billion in the 2008-2009 financial year, representing 4.8% of GDP.

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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 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 technology has applications across three sectors:

- **Elite Sports:** *ViPerform* for assessment and management of player injury. Currently used by AFL clubs Hawthorn, Richmond, Western Bulldogs, Essendon, Fremantle and Brisbane Lions; English Premier League clubs Manchester United and West Bromwich Albion; two NRL clubs-the Roosters & Cowboys, the Australian and Victorian Institutes of Sport, the Queensland Academy of Sport and Cricket Australia.
- **OH&S:** *ViSafe* for improving work practices and workplace safety and design. Has been used by major corporates including Coles, Woolworths, Toll, Toyota, Orora (formerly Amcor), Crown and BHP Billiton.
- **Medical and physiotherapy:** *ViMove* for assessing and treating low back pain and other musculoskeletal conditions. Currently used by practices in Australia and the UK. dorsaVi has obtained regulatory approval and is marketing and selling *ViMove* as a medical device in Australia and Europe. dorsaVi has applied for US FDA 510(k) approval to sell and market *ViMove* in the USA.