



dorsaVi announces operational changes to drive US market penetration

Key highlights:

- **CEO Dr Andrew Ronchi relocates to US to focus on strategic relationships in the US and European markets**
- **Matt May promoted to General Manager**
- **Search for a Senior Business Development Manager, Australia now underway**
- **Operational changes to senior management team demonstrate commitment to US market**

Melbourne, Australia, 23 January 2018: dorsaVi (ASX: DVL) today confirms operational changes to its senior management team consistent with its focus on growing annuity revenue in the US market, securing repeat contracts and strengthening strategic relationships to enhance growth opportunities.

The Company's co-founder and CEO Dr Andrew Ronchi has relocated to the US, effective 22 January 2018. The relocation is in line with the Company's strategic focus on the US market, which has experienced growing annuity revenue in the clinical and OHS markets. The move also allows dorsaVi to build strategic relationships with key stakeholders and major clinical and insurance groups across the US and Europe.

Compared to Australia, the US clinical market is more advanced in its acceptance of data-driven decision-making, evident in the quicker scale up of the Company's clinical business in the US. Given the significant number of large enterprises and scale of population in the US, the relocation will assist dorsaVi to drive local market penetration. The relocation does not affect Mark Heaysman's role as Head of Sales and Operations US.

Further to Listing Rule 3.16.4, it is confirmed that Andrew Ronchi will cease to be an employee of the Australian entity, dorsaVi Ltd, and will become an employee of the USA subsidiary, dorsaVi USA Inc. In establishing a remuneration package of US\$300,000 per annum, the Nomination and Remuneration Committee took into consideration the market rate for such an assignment. In addition, Andrew will be entitled to relocation expenses of up to US\$60,000. Andrew will remain an Executive Director of dorsaVi Ltd for which fees of A\$25,000 per annum, which are to be paid into his Superannuation fund, has also been approved by the Board.

Additionally, Matt May, Head of Sales and Operations for Australia, has been promoted to General Manager. Matt is an experienced operations executive and has lead dorsaVi's Australian sales and operations since 2014. Prior to dorsaVi, Matt was the Chief Operating Officer and Head of Product, Process and Performance at an ASX-listed national provider of workplace health and injury management services. In his new role, Matt will continue to oversee the sales function in Australia. The Company is currently recruiting for a Senior Business Development Manager in Australia.

The operational changes provide an important platform for dorsaVi to achieve its next phase of growth and development as it continues to build its annuity revenue in the US market, and secure deals with strategic partners while continuing to strengthen its position as a market trailblazer for movement-related solutions.

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For more information 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:** 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 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.