



30 August 2024

## dorsaVi Full-Year 2024 Financial Results

### Key highlights

- dorsaVi achieved total sales revenue of ~\$1.3m in FY23
- Retained strong base of ~\$1.1m in annualised recurring revenue
- FY24 net operating cash outflow of ~\$1.1m (excluding government grants and tax incentives), representing a ~31% improvement from last year (~\$1.6m outflow in FY23)
- Released several AI enhancements, significantly improving dorsaVi's flagship product, increasing the value proposition and broadening its addressable market
- Strong momentum in the clinical market led by key customer signings in the US, including Norton Healthcare and Georgia Southern University
- Growing sales pipeline in the workplace market driven by strategic partnership with one of Australia's largest insurers, providing a channel for new business leads
- Appointed Dr Winlo and Mr Abl to dorsaVi's Board of Directors and Mr Chan as Chief Financial Officer
- Cash balance of \$478k as at 30 June 2024 with a \$1.1m capital raising completed subsequent to the period

**Melbourne, Australia, 30 August 2024:** dorsaVi (ASX:DVL) (dorsaVi or the Company), developer of FDA-approved sensors and leader in human movement analytics, is pleased to announce its full year results for the year ended 30 June 2024.

### Dr Andrew Ronchi, dorsaVi's Chief Executive Officer, commented:

*"It has been a pivotal year as we shifted our focus towards accelerating our AI adoption and enhancing our product offering with emerging AI capabilities. Our commitment to refining our technology has resulted in significant innovations such as AI-driven video tracking and facial blurring for ViMove+, which have broadened our market reach, improved our value proposition, and ensured that we are well-positioned for future growth.*

*Contracts secured with leading institutions such as Norton Healthcare and Fire Rescue Victoria, validate our strategic focus and bolster our market presence. Our successful partnership with a leading insurer has also provided us with new business leads, highlighting the value of our partnership arrangement and the returning demand for AI-driven solutions in the workplace sector.*

*We appointed new members to our Board and management teams, providing us with refreshed perspectives and diverse expertise so that we may better leverage new technologies and execute our growth strategy. I am confident our focus on product innovation, tailored to the needs of our customers, will help drive sales growth and improved outcomes in the coming financial year."*

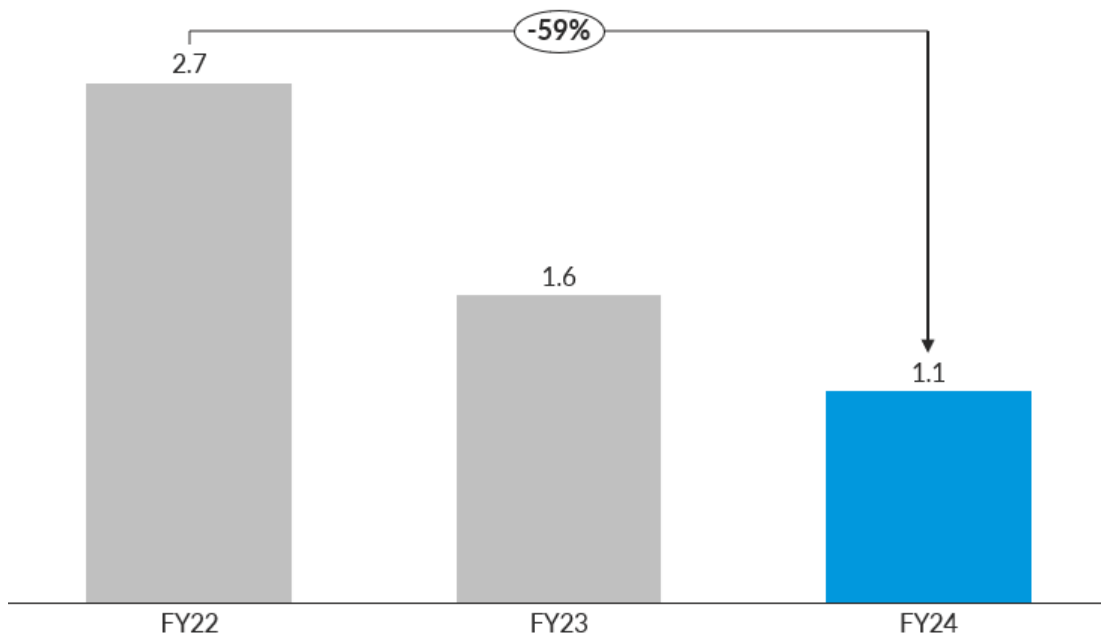
For personal use only

## Financial update

dorsaVi recorded FY24 sales revenues of ~\$1.3m, as the Company strategically focused on improving its product offering with advanced AI capabilities. This effort aims to attract a broader market and drive increased sales in the upcoming financial year. dorsaVi maintained a strong annualised recurring revenue base of ~\$1.1m, which provides a stable foundation and supports sustainable growth. Sales revenue exhibited stable growth each quarter throughout the financial year, signalling a positive outlook for FY25.

The Company recorded FY24 net operating cash outflows of ~\$1.1m (excluding government grants and tax incentives). This represented a ~31% decrease from the previous financial year (~\$1.6m outflow in FY23) and a ~59% reduction from FY22 (~\$2.7m outflow in FY22), marking three consecutive years of reducing cash outflows (Figure 1). The improvement is primarily attributed to reduced FY24 cash expenses, recording ~\$2.6m in cash expenses, down ~31% from the previous financial year (~\$3.8m in FY23). These reductions in cash expenses are the result of dorsaVi's lean management strategy which aims to lower overhead costs and optimise operational efficiency. With a sustainable cost structure in place, dorsaVi is well-positioned to grow and generate operating leverage in the next financial year.

Figure 1: Net operating cash outflow (excludes government grants and tax incentives) (A\$m)



## AI-focused product enhancements

During the financial year, dorsaVi introduced several key product enhancements, including an upgraded ViMove+ Run Module, AI video tracking tools for facial and upper limb analysis, and an AI Natural Movement Algorithm. These innovations underpin dorsaVi's commitment to technology advancement and are expected to provide avenues for growth in both new and existing markets. The strategic focus strengthens the company's unique value proposition and builds upon its competitive advantage.

### **Momentum in the clinical market**

dorsaVi made significant strides in the clinical market, having secured two new contracts with prominent institutions in the US healthcare sector. The Company secured agreements with Norton Healthcare and Georgia Southern University for a combined value of ~US\$113k<sup>1</sup> with projects spanning a period of 2 years. Data collection and analysis for the clinical study with Norton Healthcare was completed after the period. The agreements marked a pivotal step forward in dorsaVi's strategy to engage in longer-term contracts and validates dorsaVi's commercial focus on the US-enterprise market. Further to dorsaVi's success with academic research institutions, dorsaVi signed a new contract with a leading Australian University for a value of ~A\$100k over 4 years. dorsaVi anticipates these projects will provide new insights into patterns of human movement, potentially enhancing outcomes for patients dealing with spinal conditions and stress fractures related to running.

### **Growing demand in the workplace market**

Medium to large workplace enterprises are continuing to seek innovative ways to minimise injuries and improve employee wellbeing. During the financial year, dorsaVi secured a new 4-year contract with Fire Rescue Victoria ("FRV") valued at ~A\$90k. FRV engaged dorsaVi to support its new worker safety program and leveraged two of dorsaVi's leading products: the ViMove+ Athletic Movement Index ("AMI") which assesses worker movements and addresses movement asymmetries, and ViSafe+ Insights, which evaluates workplace tasks and provides real-time feedback.

Further to this signing, dorsaVi attracted strong interest and received introductions to new customers through its strategic partnership with one of Australia's leading insurers<sup>2</sup>. New contracts were signed with leading Australian enterprises across the mining, healthcare and shipping sectors. The contracts represent a combined value of ~A\$110k and are expected to be delivered across Q4 FY24 and Q1 FY25.

### **Strengthened leadership and management teams**

During the financial year, dorsaVi announced several strategic appointments to its senior leadership and management team, adding to the depth of the Company's expertise and diversity of experience. Key appointments include:

- Dr Michael Winlo as Non-Executive Director: Dr Winlo brings extensive managerial and leadership experience from ASX-listed healthcare companies, along with a deep understanding of the global healthcare landscape.
- Mr Gernot Abl as Non-Executive Director: With over 20 years of entrepreneurial and business strategy expertise, Mr Abl has a strong track record of advising high-growth businesses, including pre-revenue and early-stage ASX-listed companies.

In addition to these Board changes, the Company was pleased to announce the appointment of Mr Aaron Chan as Chief Financial Officer, Mr Justin Mouchacca as Company Secretary, and MVAB Bennett as its new Company auditor during the period.

---

<sup>1</sup> Assumes an A\$:US\$0.67 exchange rate

<sup>2</sup> [See ASX announcement \(24 June 2022\)](#)

## Cash Position

As at 30 June 2024, dorsaVi had a cash balance of ~\$478k, which excludes proceeds from the \$1.1m capital raising<sup>3</sup> completed after the financial year.

- ENDS -

This release has been authorised for lodgement to the ASX by the Company's Finance Disclosure Committee

### For further information about dorsaVi, please contact:

#### Company

Andrew Ronchi

Chief Executive Officer

+61 417 882 267

Email: [ar@dorsavi.com](mailto:ar@dorsavi.com)

#### Investors

Joel Seah

Vesparum Capital

+61 3 8582 4800

Email: [dorsavi@vesparum.com](mailto:dorsavi@vesparum.com)

### 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 physical therapy (physiotherapists), 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.

Further information is available at [www.dorsavi.com](http://www.dorsavi.com)

---

<sup>3</sup> [See ASX announcement \(24 July 2024\)](#)