



28 January 2021

## Quarterly Activities and Cash Flow Report

### Quarter ended 31 December 2020

#### Key highlights

- Achieved Recognised Recurring Revenue of ~\$346k in Q2 FY21, up 4% on Q1, despite upswing in COVID-19 disruptions in US and Europe
- Closed new deals worth ~\$252,000, up 26% from Q1 FY21
- Continued lean management of expenses with net operating cash outflows of \$645k in Q2 FY21, representing a 20% reduction compared to pcp
- Cash balance of \$2.9m as at 31 December 2020

**Melbourne, Australia, 28 January 2021:** dorsaVi (ASX: DVL) (**dorsaVi** or the **Company**) today released its Quarterly Activities Report and Quarterly Cashflow Report (Appendix 4c) for the quarter ended 31 December 2020.

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

*"While there was an upswing in COVID-19 disruptions globally, it is pleasing to see the resilient performance of dorsaVi, highlighted by our modest growth in recurring revenue and new deals won. In addition, the commitments of key customers including Visy in Australia and Caterpillar in US is a strong validation of our technology and the value of the data we capture. Lastly, we continue to track towards our cashflow targets, with a reduction in staff, marketing, R&D and manufacturing costs compared to Q1 FY21."*

#### **Promising outlook with steady growth seen despite COVID-19 disruptions**

In Q2 FY21, dorsaVi achieved Recognised Recurring Revenue (RRR) of approximately \$346k, up 4% on Q1. The steady growth in revenue was a positive outcome considering the reintroduction of COVID-19 restrictions globally.

In addition, several key customers renewed their subscriptions including Caterpillar and VISY, providing further validation of our technology and the data it captures. In terms of new customers, dorsaVi continues to sign new deals with approximately \$252k in new deals won this quarter. This includes Deutz in US, a world leading manufacturer in innovative drive systems, who signed a longer-term deal following a 3-month pilot program. The positive trend in new deals won, increasing from \$80k of new deals in Q4 FY20 and \$200k of new deals in Q1 FY21, highlights the Company's growing presence in both the workplace and clinical markets.

The Company is confident in building on this positive momentum and continues to focus on attractive markets with large upside potential. This includes the insurance industry, where dorsaVi announced a partnership with QBE Australia in July 2020. The Company will provide an update on the QBE alliance and the projects that the Company are currently working on in the near term. In Q2 FY21, dorsaVi continued to target the insurance industry and signed with Gallagher Basset in US, a major workers compensation claims management company.

## Lean business model with focus on operating expenses

During the quarter, dorsaVi continued to actively manage its operating expenditures, with a 5% reduction in cash outflows from operating activities compared to the previous quarter. This also includes a 13% reduction in staff costs from \$690k in Q1 FY21, down to \$598k in Q2 FY21.

During the quarter, the Company achieved net operating cash outflows of \$645k, including receipts from customers of \$322k. Receipts from customers of \$322k is slightly down on the previous quarter (22%), primarily due to a change of address from US to AUS which led to a delay in collections, however this should come through in the next quarter.

## Well capitalised to fund growth objectives

As at 31 December 2020, dorsaVi had a cash balance of \$2.9m, following the capital raising in October 2020. The Company will continue to demonstrate appropriate fiscal restraint such that it can continue its current activities during these uncertain times.

Payments related to Item 6.1 of the Appendix 4C relate to the Chief Executive Officer's salary.

– ENDS –

## For further information about dorsaVi, please contact:

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## 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 refer 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](http://www.dorsavi.com)

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

dorsaVi Ltd

**ABN**

15 129 742 409

**Quarter ended ("current quarter")**

December 2020

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	322	736
1.2 Payments for		
(a) research and development	(8)	(33)
(b) product manufacturing and operating costs	(11)	(36)
(c) advertising and marketing	(32)	(74)
(d) leased assets	(35)	(58)
(e) staff costs	(598)	(1,288)
(f) administration and corporate costs	(375)	(690)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	3	4
1.5 Interest and other costs of finance paid	(30)	(60)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	106	793
1.8 Other (provide details if material)	13	28
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(645)</b>	<b>(678)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	(9)	(12)
(f) other non-current assets	-	-

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(9)</b>	<b>(12)</b>
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	2,151	2,151
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(148)	(148)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(26)	(52)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>1,977</b>	<b>1,951</b>
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	1,623	1,685
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(645)	(678)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(9)	(12)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,977	1,951
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>2,946</b>	<b>2,946</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	2,818	1,495
5.2	Call deposits	128	128
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>2,946</b>	<b>1,623</b>

**6. Payments to related parties of the entity and their associates**

- |     |   | <b>Current quarter<br/>\$A'000</b> |
|-----|---|------------------------------------|
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 38                                 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | -                                  |

Note: Made up of CEO salary and superannuation. The CEO is a director of the entity.

**7. Financing facilities**

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1 Loan facilities	136	136
7.2 Credit standby arrangements	-	-
7.3 Other – Convertible Note	1,155	1,155
7.4 <b>Total financing facilities</b>	1,291	1,291

7.5 **Unused financing facilities available at quarter end** -

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

An unsecured US\$104k Paycheck Protection Program (PPP) loan with a five-year term commencing 25 June 2020 at an interest rate of 1% per annum. Obtained in the US in relation to COVID19 relief assistance in the USA. Up to 100% of this loan may be forgiven in 2021 by the US Small Business Administration if certain conditions are met.

Unsecured convertible notes with a face value of \$1 each, paying interest at a rate of 10% p.a. and maturing on 6 December 2022.

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	(645)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	2,946
8.3 Unused finance facilities available at quarter end (Item 7.5)	-
8.4 Total available funding (Item 8.2 + Item 8.3)	2,946
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	4.6

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28<sup>th</sup> January 2021

Authorised by: Finance Disclosure Committee

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.