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New and Repeat Sales Accelerating dorsaVi OHS division

Melbourne, Australia: Medical device company dorsaVi Limited (ASX: DVL) has today announced additional sales with Crown Melbourne Ltd, BP Australia and Monash Health in its Occupational Health and Safety division, dorsaVi OHS, utilising its revolutionary ViSafe process.

The approach to the OHS market involves using ViSafe for a number of escalating steps, each representing a potential project to dorsaVi, commencing with an audit of OHS processes and followed by assessment of the workforce, solutions based implementation and ongoing maintenance. ViSafe consists of wearable sensors that are placed on the body to precisely measure movement and muscle activity in the workplace. This technology enables employers to assess risk of injury for employees, reduce insurance-related costs, achieve relevant compliance, and test the effectiveness of proposed changes to workplace design, equipment or methods based on objective evidence.

dorsaVi first carried out a significant round of assessments on gaming tables and tasks for Crown in 2013 and 2014 with a number of new initiatives implemented with the aim of reducing workplace injuries. In this new contract dorsaVi will undertake a comparative assessment to determine the effectiveness of these initiatives and to inform further improvements in the workplace.

Both the BP and Monash Health (supported by insurer Allianz) are repeat contracts and follow assessments undertaken by dorsaVi with workers over the last six months with the data collected informing recommendations to improve the workplace and reduce injury. The initial assessment with Monash Health, a Victorian Health Services provider, was secured following a recommendation from global insurer Allianz last year.

Head of dorsaVi OHS, Mark Heaysman, said: "We welcome the opportunity to work again with Crown, BP and Monash Health and provide recommendations and implement initiatives to further reduce workplace injury. The initial assessments allowed us to work closely with these businesses and these new contracts are now allowing us to be part of the implementation of these solutions."

"We are receiving a positive response from new and existing customers regarding the implementation of the solutions that we present, which is a great reflection of the work we are delivering and the overall dorsaVi OHS offering."

dorsaVi CEO Andrew Ronchi said: "dorsaVi's ViSafe process is allowing companies to precisely understand where workplace risk is occurring and delivers real data that allows senior management to make informed decisions to improve workplace safety. dorsaVi OHS is a compelling business partner for some of Australia's largest corporates who are looking for the evidence to inform their business decisions. Our projects to date have delivered significant workplace improvements, injury reductions and associated cost savings for our clients and their workers."

ViSafe has been used by a number of major corporations including BP, Sodexo, Martin Brower, Kennards Hire, Silverchain, Coles, Woolworths, Toll, Toyota, Orora (formerly Amcor), Crown and BHP Billiton.

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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 who are suffering from back pain and musculoskeletal conditions by providing objective assessment, monitoring outside the clinic and immediate biofeedback. ViMove is currently used by medical and physiotherapy practises in Australia and the United Kingdom.
- **Elite Sports:** ViPerform is allowing coaches and medical teams managing elite athletes and teams to screen and assess risk of soft tissue injury, take preventative action, optimise technique as well as effectively rehabilitate athletes prior to return to sport. ViPerform is being used by AFL and NRL clubs in Australia, clubs in the English Premier League, Australian and Victorian Institutes of Sport, various Olympic teams and athletes internationally, and Cricket Australia.
- **OH&S:** ViSafe is enabling employers to assess risk of injury for employees as well as effectiveness of proposed changes to workplace design, equipment or methods) based on objective evidence. ViSafe has been used by major corporations including Coles, Woolworths, Toll, Toyota, Orora (formerly Amcor), Crown and BHP Billiton. Combining the focus on compliance and the effective mitigation of costly injuries to a business is the core delivery of this service.

Further information is available at www.dorsavi.com.

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Head of *dorsaVi* OH&S, Mark Heaysman, said: “We welcome the opportunity to work with Crown again and provide recommendations and implement initiatives to further reduce workplace injury. The initial assessments allow us to work closely with these businesses to identify risk and issues and importantly provide the solutions to improve workplace safety, culture and behaviours.”

“We are receiving a hugely positive response from new and existing customers regarding the implementation of the solutions that we present, which is a great reflection of the work we are delivering and the overall *dorsaVi* OHS offering.”

Companies have been trying standard approaches to OH&S to address safety and workplace injury, and spending many millions of dollars, and not having any success in making meaningful reductions in workplace injury. ViSafe is allowing companies to put sensors on employees and deliver real data that allows them to make informed decisions to improve workplace safety – there is no other company in Australia that offers this service.

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