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dorsaVi Signs First French Distributor as it Launches Capital-Efficient International Expansion Strategy

Agreement with LuxingSport establishes an initial distribution channel in France, with the Company targeting additional opportunities across Europe and Asia while maintaining direct sales in the US and Australia.

Key Highlights:

- **First distributor signed in France:** dorsaVi has signed a distribution agreement with LuxingSport, led by Laurent Massias, to promote its products through established French sales channels in elite sport, physiotherapy and research.
- **Capital-efficient international growth:** The distributor-led model is intended to expand geographical reach without establishing large, wholly owned sales teams in each market.
- **Products positioned for wider rollout:** dorsaVi's established wearable sensing and Video AI platforms have been deployed across clinical, workplace and elite-sport settings, including use by prominent organisations.
- **Direct markets remain a priority:** dorsaVi will retain and develop its direct sales activities in the United States and Australia.
- **Further territories under evaluation:** The Company intends to assess distributor partnerships across Europe, Japan and selected Asian markets with established demand for medical technology, workplace safety and sports performance solutions.
- **Near-term launch planned:** Initial sales activity under the French agreement is expected to begin in November–December 2026, with development of the relationship continuing through 2027. Timing and commercial outcomes remain subject to customer demand and execution.
- France Agreement Marks First Step in International Distribution Strategy

Melbourne, Australia – dorsaVi Limited (ASX: DVL) ("dorsaVi" or the "Company") is pleased to announce it has signed a distribution agreement with France-based LuxingSport as the first step in a broader strategy to expand its established movement-analysis technologies into additional international markets through local distribution partners.

The Company believes the timing is appropriate to broaden its commercial reach. Following years of product development, clinical and workplace deployment, and continuing improvements to its wearable sensors, software and Video AI capabilities, dorsaVi is seeking to leverage mature products and existing proof of use through specialist distributors that already serve relevant customer segments.

dorsaVi technology has been used by organisations and brands including Liverpool FC, US Soccer, Caterpillar, Boeing, Select Medical, Medtronic and Stryker. These examples illustrate experience across sporting, clinical and workplace markets; they should not be interpreted as endorsements of the new French distribution agreement or indications of future orders.

Why a Distributor-Led Model

Building a proprietary direct sales operation in every country involves recruitment, management, training and ongoing operating costs before sufficient market demand is established. Through selected local distributors, dorsaVi aims to access established sales representatives, customer relationships, market knowledge and existing commercial infrastructure while concentrating its internal resources on product development, training, technical support and markets where it already sells directly.

The international distribution strategy is designed to complement, not replace, dorsaVi's US and Australian operations. These remain core markets where the Company intends to continue developing its direct salesforce and relationships with clinical, workplace and elite-sport customers.

Potential future markets include other European countries, Japan and selected Asian jurisdictions where specialist medical, rehabilitation, sports science and workplace-safety distribution channels may support adoption. Each territory will be assessed against local regulatory requirements, channel capability, commercial terms and likely demand.

LuxingSport Brings Established French Market Channels

LuxingSport has sales relationships and personnel focused on elite sporting organisations, research groups and physiotherapy centres. dorsaVi believes its objective movement-measurement and assessment products complement LuxingSport's existing sales activities and customer base.

LuxingSport principal Laurent Massias approached dorsaVi several months ago after reviewing dorsaVi's suite of products. The parties have since completed a distribution agreement, with initial sales activities expected during November and December 2026 and a broader market-development effort planned for 2027.

France has an estimated population of approximately 69.1 million people as at 1 January 2026[1] . It is an established market for elite sport, healthcare and rehabilitation services, providing a relevant setting in which to assess demand for dorsaVi products.

[1] https://www.insee.fr/en/statistiques/8726555

Key Commercial Terms

The agreement establishes a non-exclusive distribution channel in France for an initial 12-month term, with automatic renewal for successive 12-month periods unless either party gives 90 days' notice of non-renewal. LuxingSport will purchase products and subscriptions from dorsaVi for resale to its customers, with payment to dorsaVi against accepted orders.

The agreement does not impose minimum purchase volumes or compulsory inventory commitments. Future revenue will depend on orders generated through the relationship and cannot presently be reliably forecast. Its strategic significance is the establishment of a local French distribution channel and the implementation of dorsaVi's broader distributor-led international expansion strategy.

Distributor Commentary

Laurent Massias of LuxingSport said;

"LuxingSport's vocation is to provide sport, health and performance professionals with access to state-of-the-art equipment and technologies, capable of bringing real added value to their practices.

In this approach, dorsaVi fully corresponds to the profile of technology partner we are looking for, in particular by the quality of its motion analysis solutions and their concrete application in the field.

Our common ambition is to make these technologies accessible to French professionals, by combining innovation, advice, training and personalized support."

CEO Commentary

Mathew Regan, Group Chief Executive Officer of dorsaVi, said:

"Our international strategy is about increasing the reach of technologies that are already proven in demanding real-world environments. Rather than building large sales teams in every new jurisdiction, we see an opportunity to work with capable distributors who understand their customers and already have established routes to market.

"LuxingSport is an encouraging first partner for this approach. Its experience in elite sport, physiotherapy and research aligns well with the customers and applications for which dorsaVi's products have been developed.

"Moving forward, we intend to combine direct sales and distributor-led sales in the US and Australia, while carefully selecting international partners who can introduce dorsaVi to new customers in a commercially disciplined way. We look forward to working with Laurent and the LuxingSport team as sales activity begins in France."

Outlook and Commercial Considerations

The agreement provides a new channel through which the Company can pursue sales. The timing, value and volume of future orders cannot presently be reliably forecast. dorsaVi will support partner onboarding, product training and commercial activities, and will assess additional distributors on their existing customer access, sector expertise, commitment to the portfolio and ability to provide local support.

The Company will provide further updates where material developments arise in accordance with its continuous disclosure obligations.

- ENDS -

This release has been authorised for lodgement to the ASX by the Board.

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Forward-Looking Statements

This announcement may contain certain forward-looking statements and projections. Such forward-looking statements/projections are estimates for discussion purposes only and should not be relied upon. Forward looking statements/projections are inherently uncertain and may therefore differ materially from results ultimately achieved. dorsaVi Limited does not make any representations and provides no warranties concerning the accuracy of the projections and disclaims any obligation to update or revise any forward-looking statements/projections based on new information, future events or otherwise, except to the extent required by applicable laws.

About dorsaVi

dorsaVi Ltd (ASX: DVL) is an ASX company focused on delivering intelligence at the ultra-edge. Enabling real time AI-driven decisions to be made locally, at the point of sensing, without reliance on cloud connectivity. dorsaVi's wearable sensor technology captures, quantifies, and assesses detailed human movement and position outside a biomechanics lab, in both real-time and real situations for up to 24 hours, across clinical applications, elite sports, and occupational health and safety. Underpinning this vision, dorsaVi is building the hardware foundations of the ultra-edge through strategic investments in neuromorphic computing and RRAM memory technology. dorsaVi's focus is on three major markets:

- Ultra-Edge Intelligence: dorsaVi's sensor platforms are designed to process and act on data locally, embedding AI-driven inference directly at the point of capture. By investing in neuromorphic computing and RRAM memory technology, dorsaVi enables real-time decision-making without round-tripping to the cloud, delivering lower latency, lower power consumption, and reliable operation in latency- and connectivity-constrained environments across industrial, clinical, and autonomous systems applications.

- 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 London Underground, Vinci Construction, Crown Resorts, Caterpillar (US), Boeing, Monash Health, Coles, Woolworths, Toll, Toyota, Orora, Mineral Resources and BHP.

- Clinical: dorsaVi is transforming the management of patients with its clinical solutions (ViMove+) 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 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.

Further information is available at www.dorsavi.com