

**ASX RELEASE**

22 March 2021

## Scout and Prosegur Launch in First Market

### Highlights:

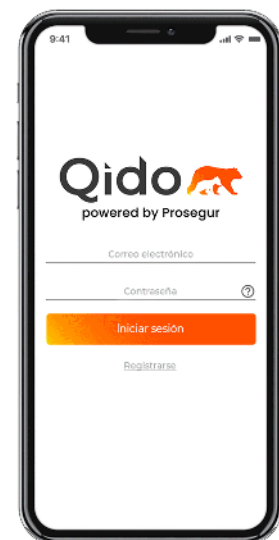
- **Scout and Prosegur have officially launched Qido, a fully featured Prosegur-branded home security product suite powered by Scout, into the country of Peru**
- **With Peru deployed, Scout and Prosegur are working towards launching in 2-3 additional countries before the end of the calendar year 2021**
- **Scout expects to see growth in recurring monthly revenue through uptake of monitoring service plans as Qido gains traction with customers in Peru, the first launch market, and in subsequent anticipated territories**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to advise that the Company's white label program continues to gain momentum with the first country launch of Qido, Prosegur's new self-installed security product suite powered by Scout's hardware and software.

### Background

On 16 July 2020, Scout advised that the Company had signed a 5-year Commercial Agreement with strategic partner Prosegur Global Alarmas ROW, S.L., a subsidiary of multinational security company and Scout shareholder Prosegur Compañía de Seguridad, S.A. (BMAD: PSG, "Prosegur"). Prosegur is a global leader in private security, including residential, operating in 26 countries with more than 160,000 employees.

Under this agreement, Prosegur paid Scout US\$500,000 (~AU\$728,000) to fund the customisation of Scout's platform for it to be branded under Prosegur owned brands. Scout then granted Prosegur certain white label rights, exclusive in select territories, on the understanding that Prosegur



would launch and market new and innovative security products based on Scout's technology in up to 26 of its international markets.

On 15 October 2020, Scout received Prosegur's initial purchase order for hardware underpinning the launch of this international program. The parties subsequently finalised system integrations, app customisations and support infrastructure.

With Prosegur having recently taken receipt in the first launch country of the customised Scout hardware from its initial purchase order, the parties are now ready to jointly work to scale the new Scout-powered and Prosegur-branded security products in Peru.

### Qido Launch First Market in March 2021

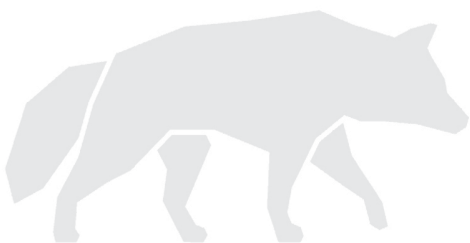
After several months of coordinated planning and effort, Scout and Prosegur have launched Qido into Peru. The modular Qido kits provide a full suite of home security products, including central alarm hubs, motion sensors, HD cameras and remote controls, along with a mobile app that provides full control of all functions and 24/7 monitoring plans to suit varying customer requirements.

The product website, [Qido.com](https://qido.com), is now active for online sales, and Scout and Prosegur are implementing a marketing plan to target Peruvian customers.



Having launched Peru, the companies have now completed translations, set up localized servers, put in place critical supply chain components and have completed certifications that will allow for the continued expansion of the Qido program across Latin America. Prosegur identified Peru as the ideal country for initial launch and the companies plan to jointly expand the offering into 2-3 additional Latin American countries before the end of the calendar year.

Scout expects to see growth in recurring monthly revenue in the second half of CY21 through monitoring service plans as Qido gains traction with customers in Peru and subsequent



territories, combined with the orders from the Company's telecommunications partner and existing portfolio.

Scout Security co-founder and CEO, Dan Roberts, said:

*"We are extremely excited to see Qido launch into Peru with our partner Prosegur, which we anticipate will be the first of many countries where Qido will become available. This launch is the embodiment of the hard work of the last eight months and it marks the starting point of Scout's exposure on an international scale.*

*"This launch is an important step not only in the long-term, international cooperation between Prosegur and Scout, but also in the development of our white label program as a whole. Through this program, we're demonstrating the flexibility and power of our platform to handle unique product development capabilities across the globe.*

*"Scout is now focused intently on making the Qido program successful at scale, and in partnership with Prosegur, we look forward to significantly expanding our base of active users and delivering growth in upfront and recurring revenue."*

This ASX release has been authorised by the Board of Directors of Scout Security Ltd.

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**About Scout Security Limited**

Scout Security Limited (ASX: SCT) sells the Scout Alarm, a self-installed, wireless home security system that is making security more modern, open and affordable. Scout was named "Best App-Based Security System" in 2019 by US News and World Report.

Scout's design-centric offering gives users complete flexibility around connected home security, allowing the system to integrate with other best-in-class IoT devices and offering flexible monitoring options. Scout is an official partner of Amazon Alexa, Google's Assistant and Samsung SmartThings. Scout is also an Amazon Alexa Fund portfolio company.

