

Scout Security (ASX: SCT) provides modern, curated home security experiences with end-to-end solutions that are smart, simple and affordable.



ASX RELEASE

16 November 2022

ASX Announcement – 2022 Annual General Meeting CEO Address

In accordance with the ASX Listing Rules, the CEO's address to the 2022 Annual General Meeting ("**AGM**"), is appended.

This ASX release has been authorised for release by the Board of Directors.

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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 recognized as one of Forbes "Best Home Security Companies of 2022" and was named "Best for Custom Notifications and Alarms" in 2021 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 focused on being the industry's leading white label provider of DIY home security and IoT solutions.

Scout is an official partner of Amazon Alexa and Google's Assistant. Scout is also an Amazon Alexa Fund portfolio company.



CEO Address

Welcome to all who were able to attend our AGM live, and all who are watching this recording. It's been an exciting, productive, and educational first 11 months since I came on as CEO for Scout.

The first quarter of 2022 was all about learning the business, our customers, and our investors. All while our white label partner Windstream ramped sales in earnest. During the second quarter we focused on change. This meant bringing in new personnel to run operations, accounting, and secretarial duties, all while departing from more expensive outsource services.

After the turn of the fiscal year was the most hectic yet fulfilling time for Scout. Like all ASX listed companies, we had our 4E, 4C, and annual reports all due in short order. However, Scout was also fully heads down to close fortune 500 partner Lumen and partake on a successful capital raise.

In October, our co-founder Dan and myself visited with some of you in person. I found the visit extremely enlightening and look forward to meeting more of you in person on future visits.

The remainder of this calendar year and the beginning of the next is all about execution for Scout. That means growing the Windstream business faster, through new channels such as e-commerce. As well as finishing out technical build of the Lumen solution and working closely with them to launch as quickly as possible in 1H 2023.

Meanwhile, our partner pipeline is more robust than it's ever been. I fully expect we'll be able to announce more white label deals before this fiscal year is over. Combining that with our expansion into Australia, the first step being live already on Amazon.com.au, and there is no doubt this is the most promising and exciting time ever to be part of Scout Security.

Thank you again for your support and commitment.

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