

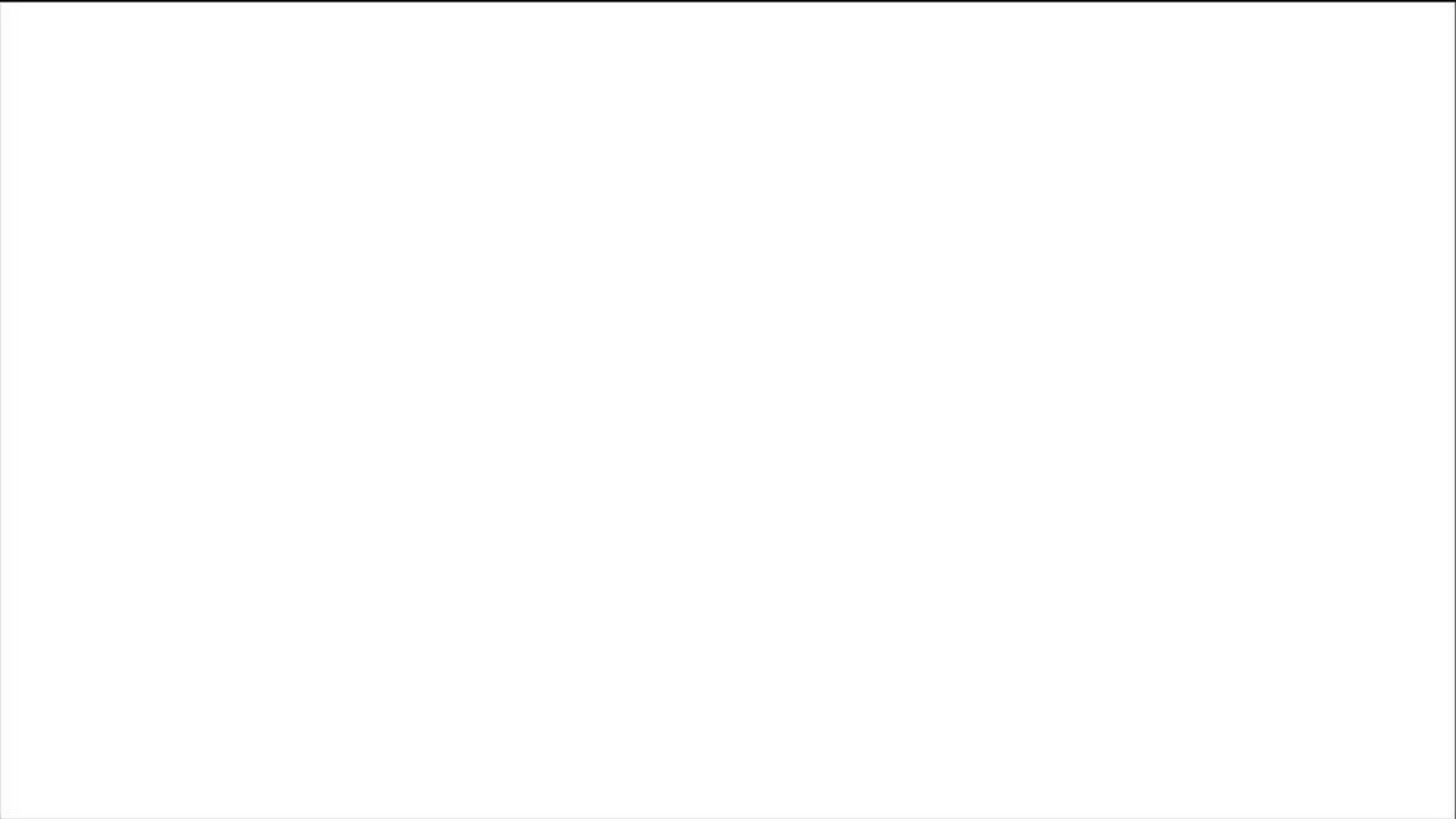
NWR Conference

June 1, 2023



WWW.SCOUTALARM.COM

Scout Security (ASX: SCT)



Security-as-a Service Solution

Scout is the only true white label DiY security solution in the world, and a pioneer in WiFi motion sense solutions.

Consumer Benefits

- Best-in-class DIY security
- Leading camera platform
- Full remote control and security notifications
- Self-monitor or pro monitor
- 24/7 police, Fire, EMS dispatch

Partner Benefits

- Turnkey, branded new product line
- New high-margin recurring revenue
- Faster, cheaper route to market
- End-to-end engineering, design and customer support
- Robust, customisable platform

Scout Benefits

- Leverage partner resources to eliminate CAC and accelerate payback
- Access to built-in, existing user bases and significant marketing budgets

scout 



The Industry

IP OWNERSHIP AND GLOBAL REACH

Motion Sense

Vendor Agnostic

Scout has partnered with all 3 motion sense providers for integration and referral opportunities.



ESTABLISHED DISTRIBUTION + MULTIPLE CHANNELS

Key Customers SECURED

Partnerships with major traditional security & telecom providers have opened up both US and international distribution, with more to come.



ALIGNED TO ISP MRR

Mesh Providers

Global ISP referral potential

Modem, router, and mesh providers to ISP's around the world.



FIRST OTT MOTION SENSE SOLUTION

Over-the-Top ISP Agnostic

Hardware partners where we integrated motion sense, turning devices into beacons and transmitters for sale to any end user.



Forbes "Best Home Security
Companies of 2022" List

Eliminating the Barriers to Entry

WiFi Motion allows customers to access home security with equipment they already own, or with very low cost IoT devices

Internet Service Provider

- ISPs already give this equipment to consumers with core service
- Every ISP customer can have baseline home security in one click

Over the Top (OtT)

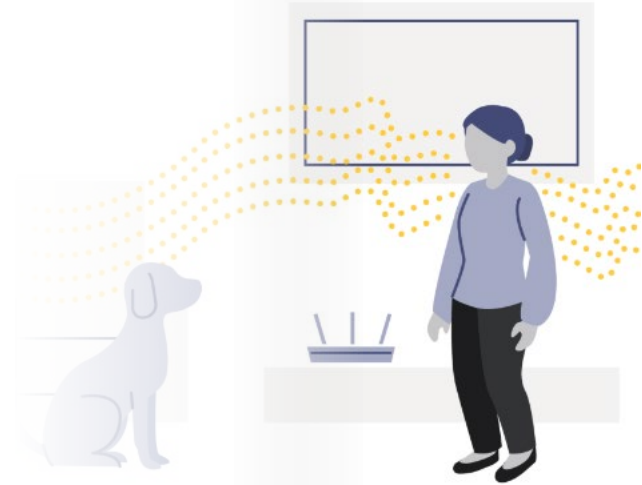
- Low cost smart plugs act as motionsense transmitters and receivers
- For less than \$75 in hardware anyone can have home security

Reseller Integration

- Managed WiFi and WiFi mesh solution has motionsense onboard
- Scout integrates into reseller application that ISPs white label

Value Add

- Scout's inexpensive HD cameras and video cloud provide visuals
- Alexa* listens for glass break, smoke alarms – further reducing cost



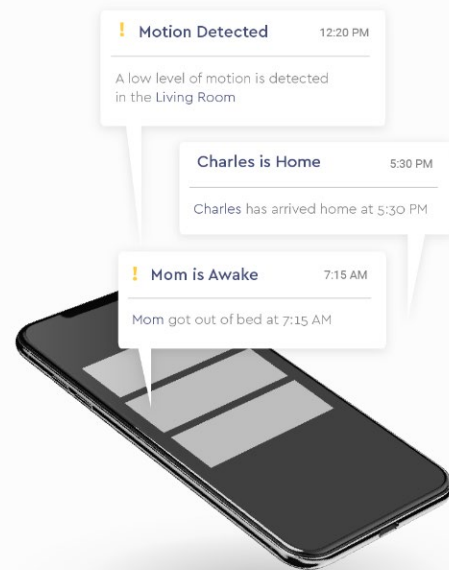
*Amazon is a long term shareholder through its Alexa Fund

Roadmap Opportunities

Motion Sense is evolving from a reason to check your ISP app to the basis of home security. Aging in place is next, facilitating independent living.

- Scout is at the forefront of transitioning Motion Sense into a technology that will dominate home security for the next decade
- Aging in Place will be the next market changing solution integrated in the same ways as Scout is already doing today
- A.I. developments for processing the raw Motion Sense data will enable even more advanced detection ability
 - Sleep, breathing, falls, pets, open doors and windows, etc
- Low cost return to office monitoring and office space utilization

Hundreds of millions of households globally can leverage Scout's next generation WiFi approach for home security and aging care.



The Prize

USA home residences have the highest home security penetration in the world at approx 30%¹.

Through Scout's partnerships we can target penetrating only 1% of households that have broadband and no security solution.

A conservative monthly ARPU to Scout is A\$7.00

This would equate to ARR of ~A\$62m

We currently have access to 6m+ customers through our existing Windstream and Lumen partnerships

# US Households ²	124,000,000
85% have a broadband internet connection ²	105,400,000
70% do not have home security (TAM)¹	73,780,000
Penetration Rate	1%
Scout ARPU (\$A per month)	\$7
ARR (\$A)	\$61,975,200

¹, security.org

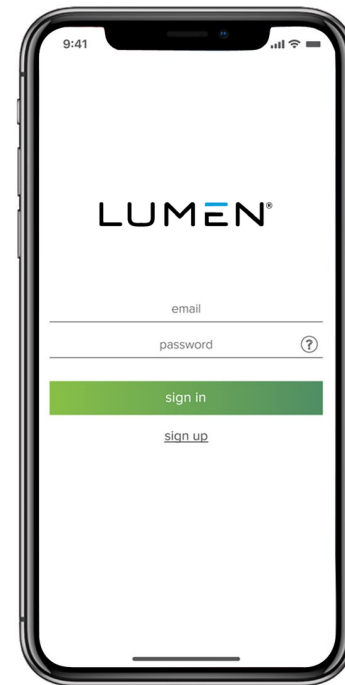
², US Census bureau

³ All figures in AUD (US\$1.00: AU\$1.54): and approximate; ARR and ARPU was calculated using historic monthly revenue received for other white label partners; the number of customers stated is aspirational in nature and is subject to customer take up of the company's product; the Company cannot guarantee that the monthly revenue per customer will be equal to the assumed value; historic performance should not be relied upon as being indicative of future performance.

Business Update

Lumen pilot and Windstream e-commerce both planned to launch in June

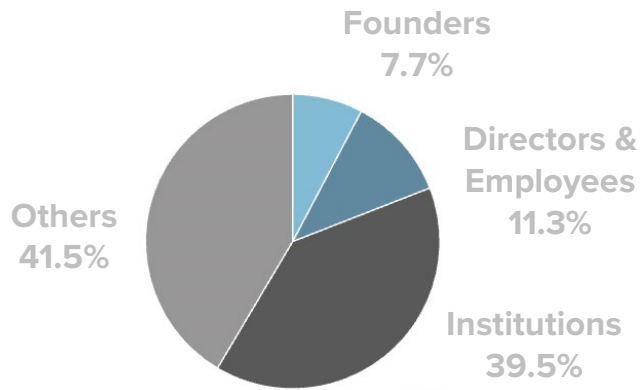
- Recurring monthly revenue streams total AU\$1.1 million in annualised recurring revenue (ARR)
- Revenue momentum driven by telco rollout through Windstream which is gathering pace, while the recent opening of sales to low bandwidth users has expanded Scout's TAM through this channel by 30%
- The alpha version of Lumen's Scout-powered Motion Sense Security solution is complete with pilot launch now pending on Lumen's approval. Scout's solution is extendable to other ISPs and telco carriers globally
- After 31 March, the Company successfully secured USD\$1.72m in funding from a syndicate of US investors. Conversations are ongoing with potential parties, with the aim of securing additional investment on the same terms.
- Our pipeline remains robust working with ISPs across the US as well as our extensive referral partner group in the CPE (consumer premises equipment) and motion sense space.



Corporate Snapshot

KEY SHAREHOLDERS

Shareholders	% of Issued Capital
EGP Capital	19.36%
Glennon Capital	7.66%
Altor Capital	6.41%
Prosegur	4.84%
Daniel B Roberts (co-founder)	4.29%
David Shapiro (co-founder)	3.43%
Martin Pretty	2.98%
Anthony Brown	2.42%
Amazon.com	1.18%



REGISTRY - Feb '23



EXECUTIVE DIRECTOR

Dan Roberts

Co-founder, Designer
MDes, IIT Inst. Of Design
Sandbox, Maya Design



EXECUTIVE DIRECTOR

Ryan McCall

CEO, Global Head of Sales Prior
BSE, MBA Santa Clara University
FutureMark, Avery Dennison



CHAIRMAN, NON-EXECUTIVE DIRECTOR

Martin Pretty

CFA, BA (Hons) Unimelb, GradDipAppFin Finsia,
GAICD
Experienced investment manager and ASX
company director



NON-EXECUTIVE DIRECTOR

Dave Shapiro

Co-Founder, Developer
BSA, Miami of Ohio
Sandbox, JPMorgan



NON-EXECUTIVE DIRECTOR

Anthony Brown

GAICD
Experienced electronic security industry leader

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