



Investor Presentation

COMPANY ROADMAP

November 2023



SCOUT SECURITY (ASX: SCT)

Scout is a white label security-as-a-service software platform and product suite being delivered to the US market via some of the largest security, internet service, and telco providers in the world.

Our turnkey, DIY approach puts smart security within reach for millions of residential homes, small-to-medium businesses and multi-tenant buildings.

Across 2023 Scout has been building the next generation of DIY security with partners, underpinned by Motion Sense technology.

Scout is poised to be the market leader in applying Motion Sense technology to home awareness, security and aging in place. This roadmap presentation details the growth path ahead.



Opportunity: Motion Sense Security

Motion Sense is opening the pipeline to some of the largest companies globally - more so than our 10 year history – including advanced discussions with NYSE, S&P 500 and NASDAQ-listed organizations.

FY24 is focused on maintaining and expanding leadership in applying WiFi Motion Sense technology to multiple multi- billion-dollar global markets: home awareness, security, health and aging in place.

Scout has successfully completed the first WiFi Motion Sense pilot program, garnering strongly positive user feedback and cementing relationships with the three major motion sense vendors globally.

The signed MSA with Lumen Technologies (NYSE: LUMN) defines the terms of a commercial rollout of WiFi Motion Sense, in FY24 Scout remains focused on maintaining and expanding leadership in this area.

Beyond home security, leadership in WiFi Motion Sense technology opens doors into wellbeing and aged care – new verticals for which Scout is laying the groundwork in FY24 for future entry.

Reframing Home Security

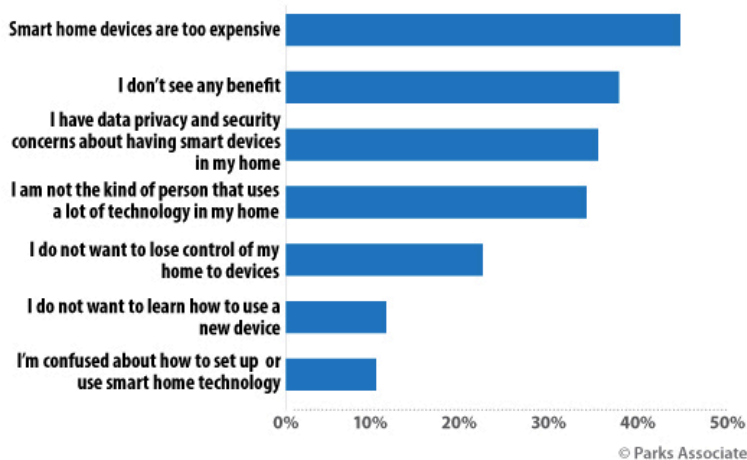
Home security is expensive. Consumers settle on point solutions in lieu of full security. Scout's average DIY security kit is US\$470. Traditional security systems often exceed US\$1000.

With whole-home motion sensing, no additional devices are needed for a baseline home control system that can be flexed into a full home security system over time.

This reframes everything.

Smart Home Device: Purchase Inhibitors

Among the US Broadband Households Not Owning and Not Intending to Buy a Smart Home Device



Why Motion Sense?

WiFi Motion requires minimal hardware that users often already own, dramatically reducing cost barriers and revolutionizing DIY security.

Benefits for Scout:

- Leverages hardware ISPs already give for free to core customers
- Motion Sense eliminates hubs and sensors, eliminating cost barriers
- Every ISP customer can get baseline home security via their router
- Scout's inexpensive HD cameras add visuals to motion events
- Already-owned Alexa devices monitor for environmental alarms
- Service revenues maintained while hardware cost barriers minimized

Win-Win-Win Situation:

- ISPs want security revenue, but their core is selling internet
- Motion vendors are deep technologists, not security companies
- Neither group could easily replicate Scout

Scout is one of the only white label DIY security offerings available to enterprises today and the only one with white label Motion Sense.



How Motion Sense Works

Motion Sense measures the invisible WiFi waves in homes to detect the displacement of those waves by human and non-human motion.

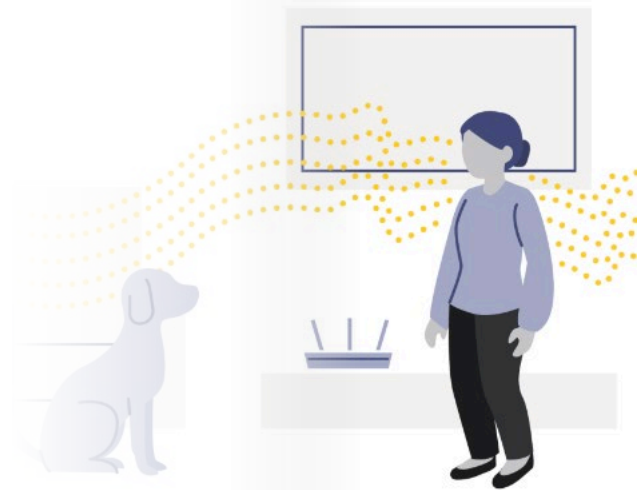
How?

WiFi follows a consistent, measurable pattern between a router and endpoints. When disrupted, we know the location and the amount of disruption, indicating if a person, pet, or something else is moving.

Why does it matter?

- Leverages existing equipment and commonly-owned IOT devices
- Fewer false-positives, as accuracy exceeds traditional sensors
- Incorporated WiFi routers provides network occupancy data that 3rd party vendors have not had access to historically, including Scout
- Provides distinction between human and non-human motion
- Can be utilized to monitor activity without activating an alarm event

We have a working solution already tested with a Fortune 500 ISP with strongly positive user feedback.



Applications

Motion Sense can be deployed in a variety of ways across partner channels to maximize value added service attach rate and MRR.

Over-the-Top Security (OTT)

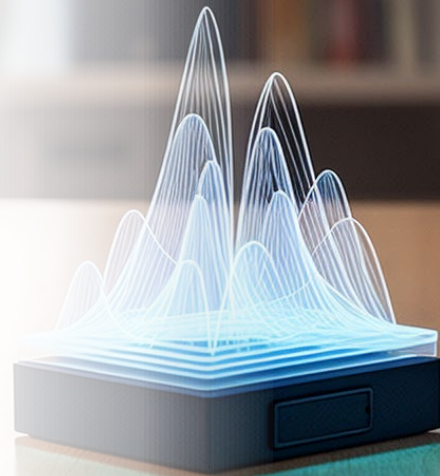
- Scout devices (smart plugs, cameras) propagate motion sense zone
- Motion sensing zone formed independent of routers, mesh points
- Great for non-ISPs and ISPs with large, legacy equipment base

CPE-Integrated Security (Customer Premise Equipment)

- Routers and mesh points with motion sense integration onboard
- Scout turnkey platform integrates directly into partner app
- Partner can generate additional MRR with Scout cameras, services

General Motion Sense

- Managed WiFi and mesh solution with motion sense tie-ins
- General Motion Sense experience for wellbeing, home awareness
- Security experience directly integrated into partner application

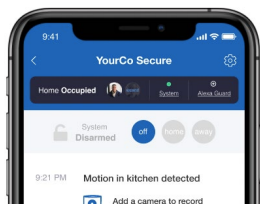


Over-the-Top Motion Sense

Sub-US\$100 in hardware. CPE-agnostic. Whole home Motion Sense Security with Cloud Storage.

Kit Highlights:

- 3 plug, 2 camera Motion Sense kit for sub-\$100
- Motion sensing zone formed independent of CPE
- Great for non-ISP partners and ISPs with large legacy CPE base



WiFi Motion



Localization



Automations



Indoor | Outdoor



Video Cloud



Video Motion



Security Modes



24/7 Dispatch



Event Alerts



Occupancy



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CPE-Integrated Motion

Sub-US\$50 in hardware. CPE-integrated. Whole home Motion Sense Security with Cloud Storage.

Kit Highlights:

- Router and extender Motion Sense kit for sub-\$50
- Motion zone formed by CPE, cameras
- Low cost, future-proofing of new CPE rollouts



WiFi Motion



Occupancy



Automations



Indoor | Outdoor



Video Cloud



Video Motion



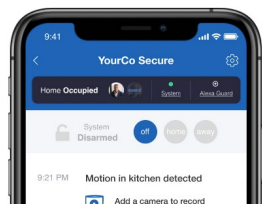
Security Modes



24/7 Dispatch



Event Alerts



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Opportunities

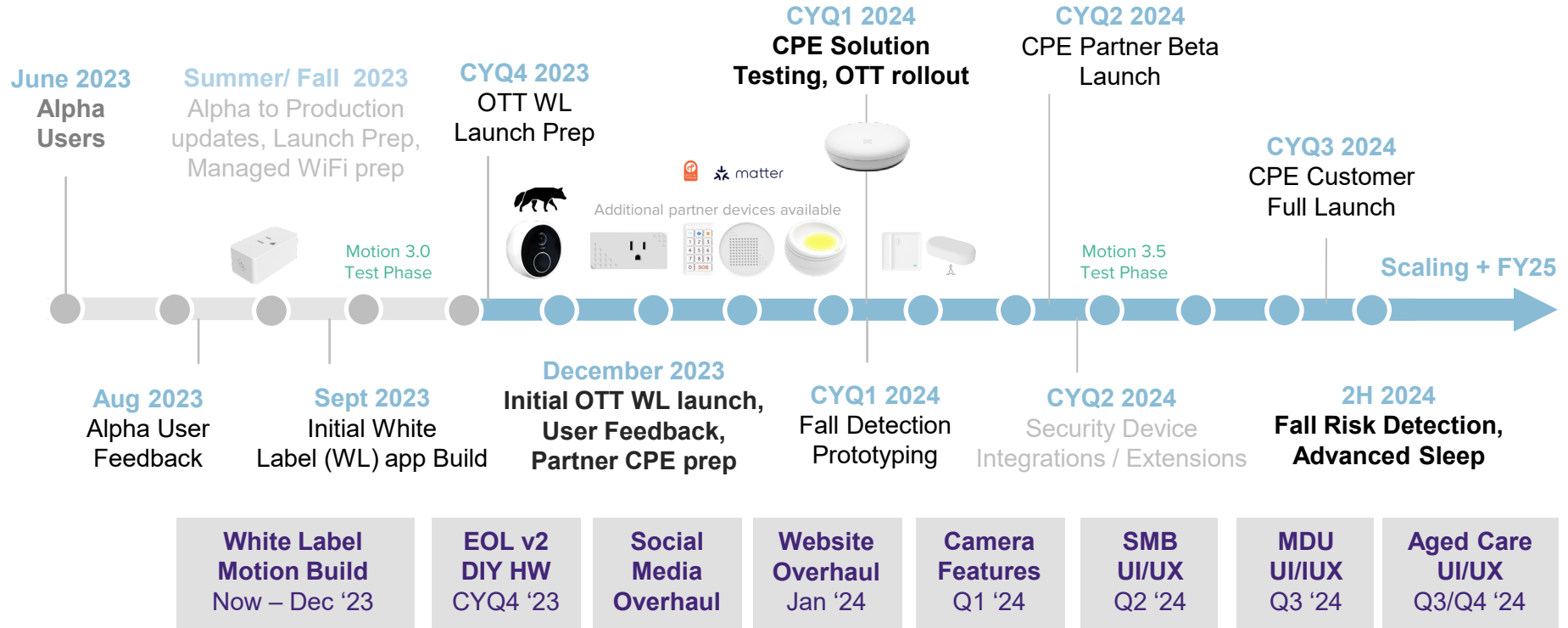
Motion Sense is evolving from a reason to check your ISP app to the basis of home security...and so much more.

New Channels:

- **Small & Medium Business (SmB):** Utilizing Motion Sense security for small business to start, with opportunity to partner on presence detection, occupant tracking and retail analytics
- **Multi-Dwelling-Units (MDU):** Porting Motion Sense into a smart apartment with a Zego-like offer
- **Wellness:** Short of a full aged care, the concept of utilizing Motion Sense for overall wellness, including sleep monitoring, is afoot
- **Aged Care:** Fall detection, gait tracking and micromovements will have huge implications for Aging in Place without wearables



FY24 Roadmap



The Prize

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

Through Scout's partnerships we are targeting 1% penetration of households that have broadband access, but no security solution.

A conservative monthly ARPU to Scout is A\$7.00

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

Windstream and Lumen partnerships represent access to 6m+ US homes.

# <u>US Households</u> ²	124,000,000
85% have a broadband internet <u>connection</u> 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.

Differentiation

Scout is the only white label DIY security offering available to enterprises today.
We'll be the only one with white label WiFi Motion Sense tomorrow.

Will others have WiFi Motion Sense?

Yes, the traditional home security players and main D2C brands will integrate it into their offerings. BUT, for thousands of enterprises that want to leverage their own brand, not a third party's, Scout is the one stop for white label DIY.

Everyone gets revenue without duplicating their partners' model:

- ISPs want security revenue, but their core is selling internet
- Motion Sense vendors are deep technologists, not security companies
- Neither group could easily replicate Scout

With a commitment to extending our lead in Motion Sense and associated offerings, we can spark a new growth trajectory for Scout in FY24.



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