

scout overview



Scout is a self-installed home security system that is smart, modern and affordable - for consumers, alarm dealers and enterprises.

Problem & Solution

Traditional security systems do not meet the needs of modern consumers. Dated, one-size-fits-all offerings for IOT are confusing and fail as smart home solutions.

Scout is Simple and Affordable

- Self-installation, portable
- Modern and minimal
- The latest technology and integrations

With Flexible Monthly Service Fees

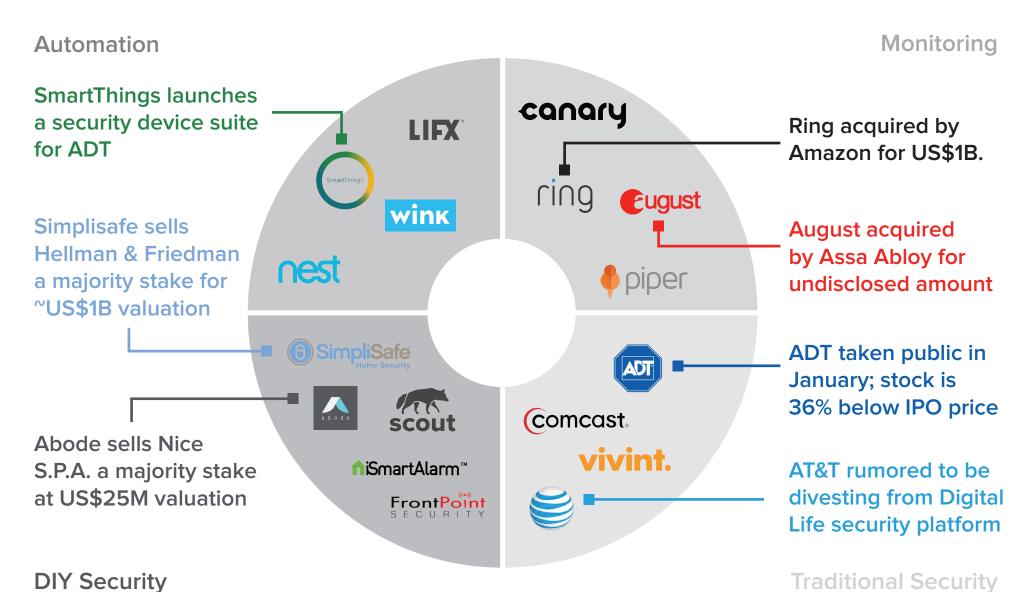
- US\$9.99 \$19.99 per month
- Month-to-month or annual
- Customizable kits



vision: Scout aims to be the go-to experience for connected smart home security. We believe security is a Trojan horse into the Internet of Things (IOT) - solving a known problem that people will pay for. ASX: SCT

Competitive Landscape Activity

Scout is one of the few independent platforms remaining.



ASX: SCT

The Market

80% of the US population lives unprotected by security (1).

Target Consumer

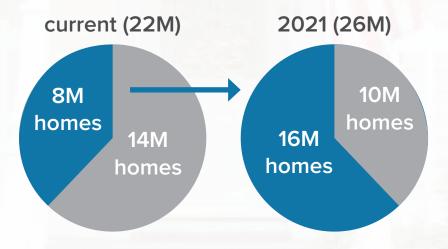
- Millennial and Gen X householders
- Middle income and up
- Reach next 1-3% of non-consumers

Market Stats

- 130MM homes, 35% renters (2)
- Home Security is a \$31.5B market (4)(5)
- ADT taken public in Jan. 2018
- Alarm.com stock +84% since Jan.

Sources: (1) https://www.protectyourhome.com/blog/articles/2014/february/5-reasons-why-more-americans-are-installing-home-security-systems (2) http://quick-facts.census.gov/qfd/states/00000.html (3) Parks Associates (4) https://www.ibisworld.com/industry/default.aspx?indid=1491





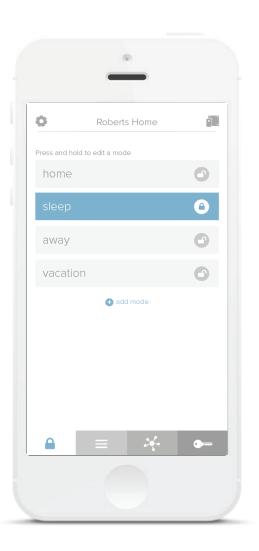
- Smart Home Security
- Traditional Home Security

The Power of a Platform

Hardware is a vehicle to deliver Scout's powerful software and service platform.

Hardware is necessary, but it's not the point:

- Scout's platform can now be leveraged by a wide array of large enterprise partners
- The majority of first-time IOT purchases are driven by a security device need
- Stanley Black & Decker (Fortune 500) signing with Scout is a perfect example of the potential
- Active Monitoring-as-a-Service (MAAS) deal with Samsung SmartThings
- Alarm dealers see DIY coming and need to respond



Ecosystem

No other system integrates with as many best-in-class devices and platforms.

Amazon.com is a key shareholder having invested via the Alexa Fund



Other Notable Integrations

















- Voice control via Alexa and Android
- Yale door locks, GE Lighting, water sensors and more





In the Press





Named "Best DIY Security System" 2016 and 2017. Also, one of 10 "Best Smart Home Devices of 2017"

#1 "Best, No Contract Home Security System" and #4 overall in "Top Rated Home Security System for 2017"



"I've been raving about the Scout
Alarm since I first installed it, each day
growing more and more comfortable
with the security it provides."
- Jordan Crook

#1 Best DIY Home Security System for 2018. Scout scored a 9.2/10 rating to earn best overall DIY system, beating Simplisafe, Abode, Lowe's Iris, Swann and iSmartAlarm.

TechCrunch



Stanley Black & Decker Partnership

Scout signs strategic deal with Stanley Black & Decker (Fortune 500, US\$22B), a global leader in electronic security.

SBD is licensing Scout's security platform:

- 5 year, strategic partnership with the 2nd largest electronic security provider in the world
- Grants SBD the right to deploy the Scout software and hardware suite across their brands and security business units globally
- AU\$408,000 up-front, prepaid license block
- Scout expects this partnership to start materially contributing to revenue in the March 2019 quarter
- Numerous near-term and long-term opportunities

StanleyBlack&Decker











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Stanley Black & Decker Overview

SBD has been in business for 175 years and deploys security solutions under some of the most recognizable global brands.

Stanley Black & Decker Operations:

- SBD operates in the commercial and residential security markets
- SBD secures over 500,000 buildings globally
- Established network of alarm dealers nationally associated with multiple Stanley-owned brands
- SBD owns and operates monitoring centers for police and fire dispatch
- Outside of security, SBD is a leader in tools, healthcare and industrial applications

StanleyBlack&Decker

















Distribution & Growth

Cash receipts were up 49% in FYQ4 over FYQ3. Our white label platform is gaining steam and starting to meaningfully supplement the direct-to-consumer business. This is just the beginning.

Additional Sales Channels

Online Retailers



Utility Companies



Insurance Companies



Multi-Channel Security



Traditional Retail

MAAS **Partners**



Online **Affiliates**

clearlink

Multifamily **Dwellings**



Alarm **Dealers**



Telco Companies

ASX Milestones

In the year since listing, Scout has delivered regular and significant market announcements.

Recent announcements:

- Signed strategic partnership with Stanley Black & Decker with a licensing prepayment
- 4,000 systems sold to smart apartment provider
 Zego and tracking towards 5k-10k target by Oct. 2018
- 1080p camera and Yale integration announced

What to expect in the next 12 months:

- Consistent revenue and recurring monthly revenue (RMR) updates
- Additional sales channel partnerships
- New devices, integrations and system capabilities
- Updates on existing partners, notably SBD

StanleyBlack&Decker







Scout Security Ltd. (ASX: SCT)

Trading Information

ASX Stock Code:	SCT
Share price at 10 Aug:	\$.26
Shares on Issue:	108 m
Market Cap:	28 m
Options:	27 m*
Performance Shares:	24 m

Top 10 Shareholders

Shareholder	% of Issued Capital
Daniel B Roberts (co-founder	r) 7.35%
David Shapiro (co-founder)	7.17%
Alexander Gerko	5.57%
John Strong	4.30%
Citicorp Nominees Pty Ltd	3.19%
Amazon.com Investment	2.53%
Celtic Capital Pty Ltd	2.03%
Libertine Investments Pty Ltd	1.70%
Stuart and Fiona Phillips	1.62%
Jarvisbrown Super Pty Ltd	1.56%
Total	40.01%

^{* 21}m \$0.30 by 24/08/2020, 6m \$0.40 by 20/12/2020

Investment Highlights

Scout is positioned at the intersection of DIY security and IOT - two markets projected to grow exponentially.

Market Size (US only) (4) (5) \$31.5B

FYQ3 Cash Receipts \$405k FYQ4 Cash Receipts \$602k Scout RMR (annual) (5)

\$960k



#1 Best, No Contract Home Security System



Top 5 Best DIY Home Security System



#1 Best DIY Home Security System for 2018.

investor & partner



StanleyBlack&Decker



additional partners



Google Home



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