

ASX RELEASE

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Scout's White Label Programs Moving from Launch to Scale

Highlights

- **First sales achieved of Scout's Prosegur-branded app-based security suite, Qido, with second Spanish-speaking geography selected for launch in Q3 CY21 following a successful rollout in Peru**
- **Launch of new white-labelled products with Scout's US telecommunications partner has been confirmed and scheduled for Q2 CY21, following a hardware upgrade to incorporate higher quality cameras at a more attractive price point**
- **New Sales Director hired to drive Scout's white label pipeline in its target market of US telecommunications, bringing more than 20 years of experience selling products, solutions and professional services into a range of Tier 1 global carriers and Tier 2-3 rural US carriers**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to provide an update on the continued momentum of its white label program.

Through Scout's white label program, the Company partners with established and well-resourced players in the security and connected home industries. These international partnerships provide Scout with access to strong branding, global distribution networks and unique product development capabilities. The program leverages everything the Company has built to accelerate business growth and gain scale independent of available capital.

Prosegur Achieves Initial Sales of Qido

On 22 March 2021, Scout announced the official launch of Qido, a fully featured, Prosegur-branded home security product suite powered by Scout, into the country of Peru. Prosegur is a publicly listed multinational security company, a substantial shareholder in the Company, a Scout strategic partner and a global leader in private security, operating in 26 countries with more than 160,000 employees.

Prosegur is increasing its efforts marketing Qido in Peru, currently optimizing its online marketing mix and determining ideal pricing post-launch. The scale of Prosegur's reach is evident in the initial Qido commercial having now achieved more than 900,000 impressions via YouTube. Scout and Prosegur are now seeing Qido sales increase from their initially small base. Both parties anticipate strong sales figures as CY21 progresses.



This early success marks the beginning of what the Company believes can grow to a significant pipeline of sales as Scout looks across Prosegur's 26-country footprint. The parties plan to jointly launch Qido into at least two additional Spanish-speaking countries in 2021, with the first of these geographies now selected ahead of launch expected in Q3 CY21.

Telco White Label Launch Confirmed

Scout is pleased to confirm that the launch of white labelled products through its telecommunications partner, first announced to the ASX on 11 November 2020, has been confirmed and scheduled for Q2 CY21. This progress aligns with the schedule outlined in the Company's Quarterly Update released to the ASX on 28 April 2021, after Scout strategically chose to delay the launch to upgrade to a higher quality product that offers more competitive pricing.

As part of the preparations for Scout's white label launch into the US telecommunications market, the Company has taken advantage of an opportunity to incorporate cameras of higher quality into its product suite at a more attractive price point. Scout is tracking towards delivery of this hardware from Asia to the US in June, at which point the Company expects to be paid in full by its white label partner for this component of the order.

Key Hire to Drive Scout's Telco Pipeline

Scout is pleased to advise that the Company has hired a new Sales Director based in the USA. The new hire brings broad experience and deep relationships in the US telecommunications and wireless industries, having sold products, solutions and professional services into a range of Tier 1 global carriers over the past 20 years including Verizon, AT&T, Sprint, T-Mobile, US Cellular, Telefonica and Orange, as well as several Tier 2-3 rural US carriers. The Company expects this key hire to increase the size and improve the conversion of Scout's pipeline of potential white label partners, particularly in its target market of telecommunications.

This ASX release has been authorised for release by Dan Roberts, Executive Director & CEO.

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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.

