

Scout Security (ASX: SCT) is a white label security-as-a-service platform and product suite powering recurring revenue for some of the largest security, internet service and telco providers in the world.



**ASX RELEASE**

01 February 2023

## Scout Security Appoints CEO Ryan McCall to the Board

Security-as-a-Service platform provider Scout Security (ASX: SCT, "Scout" or "the Company") is pleased to announce the appointment of Chief Executive Officer Ryan McCall to the Company's board of directors, effective February 1, 2023.

Mr McCall was appointed to the role of CEO in January 2022 on the back of 14 years of business and people leadership in consumer technology businesses, with a focus on growing revenue and profitability. Mr McCall came to Scout with a background in both engineering and technology sales. He led the global commercial team for software, SaaS and Data-as-a-Service business Futuremark and prior to that managed the global business development team for Avery Dennison, bringing it into the consumer electronics space.

Since Mr McCall's appointment as an executive 12 months ago he has led the Company in scaling up its commercial partnerships. The company today reported \$1.1 million in Annualised Recurring Revenue (ARR), up from ~\$500k a year earlier, primarily driven by the award-winning initial roll-out of Scout's offering by US regional telecommunications company Windstream during calendar 2022 (the Broadband Multimedia Marketing Association (BMMA) awarded the 2022 Partnership Award to Windstream and Scout as part of the Best in Class Marketing awards). Under Mr McCall's tenure, Scout has also locked in agreements with leading US telecommunications company Lumen, for which development work is currently proceeding ahead of the launch of its white-labeled Scout offering.

*"On behalf of the Board, I would like to welcome Ryan as our newest director,"* said Scout chairman Martin Pretty.

*"As stated in our quarterly cash flow statement, our pipeline of potential new white label customers is larger than ever and Ryan has played a key role over the past 12 months in both growing that pipeline and driving the relationships to generate recurring revenue out of that pipeline."*

This ASX release has been authorised by the Board of Directors of Scout Security Ltd.



**For more information, please contact:**

**Ryan McCall**

**Chief Executive Officer**

[investors@scoutalarm.com](mailto:investors@scoutalarm.com)

**Tim Dohrmann**

**Investor and Media Enquiries**

+61 468 420 846

[tim@nwrcommunications.com.au](mailto:tim@nwrcommunications.com.au)

### **About Scout Security Limited**

Scout Security Limited (ASX: SCT) is a white label security-as-a-service platform and product suite powering recurring revenue for some of the largest security, internet service and telecommunications providers in the world. Scout's simple and affordable DIY approach puts security within reach for millions of residential homes, small-to-medium businesses and multi-tenant buildings.

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

