



ASX RELEASE

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Scout signs sales deal with smart apartment provider CasaIQ

Highlights:

- **Scout Security signs a sales partnership with CasaIQ leveraging the Scout platform to power CasaIQ hubs for multifamily, smart home solutions**
- **CasaIQ offers smart home device and service packages to tenants and property managers of multifamily dwellings: an 18.8 million unit market**
- **CasaIQ has prepaid Scout AUD\$.320M for the first order of 1,075 hubs, associated license fees and technical support**
- **Scout and CasaIQ will work to jointly offer security services to CasaIQ's users, bringing Scout into the attractive multifamily channel**
- **CasaIQ expects to deploy 5,000 to 10,000 systems within 12 months and has agreed to purchase any additional hubs from Scout over the contract term**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to announce that it has signed a sales partnership deal with CasaIQ, Inc ("CasaIQ").

CasaIQ provides smart home device and service packages to tenants and managers of multifamily dwellings. These packages act as a bridge into the connected home for renters and helps owners and managers to differentiate their properties when acquiring and retaining tenants. CasaIQ's initial package includes a base of smart home devices, on top of which it is able to layer a range of security sensors and value-added services.



The US multifamily residential property market is huge, comprising 18.8 million units according to the National Multi Family Council (NMFC).¹ In the US, 'multifamily dwellings' refers to single title, multi unit, leased and professionally managed real estate.

Communities average 200 apartments in size and allow for renters to move during their lease term between apartments and/or communities under the same management group. This element of flexibility favours Scout's portable and affordable home security solutions.

CasalQ's solution seamlessly integrates a smart home package into these rental units and provides interfaces for both tenants and property managers to monitor and control the system.

The companies are fast-tracking a joint solution to maximise market penetration within the multifamily channel. To do this, Scout is licensing select pieces of the Scout platform to power the CasalQ hub. As systems are installed, Scout and CasalQ will offer home security devices and monitoring to the growing base.

CasalQ will initially purchase 1,075 hubs from Scout and expects to order between 5,000 and 10,000 systems over the next 12 months.

Scout Security co-founder and CEO, Dan Roberts, said:

"We're excited to be working with CasalQ to unlock multifamily dwellings as a channel for smart home products and services. This deal represents a significant revenue opportunity for Scout and we look forward to updating the market on the progress of the partnership as it develops."

"As the Internet of Things become more ubiquitous, integrating these offerings as part of the core tenant agreement is a natural evolution."

The benefit here is not just to tenants, but also to property managers. By empowering property managers and tenants to monitor and control a home jointly, CasalQ and Scout bring convenience to the table, while also mitigating risk."

"In ten years' time, I can't imagine a rental property or new construction property not having smart home products and services as part of the core of the home."

¹ <http://www.nmhc.org/Content.aspx?id=4708>



Scout continues to progress discussions with additional potential resellers and distribution partners across the US retail, consumer and utility sectors.

Additional terms of the agreement include:

- Initial term is for twelve months with termination by either party if the other fails to perform any material obligations for a period of 30 days or more after written notice provided of breach or at a time where CasaIQ has its own certified Hub;
- Incremental orders have a minimum order quantity of 1,000 hubs with CasaIQ purchasing hubs from Scout for a minimum of 12 months even if the agreement is terminated.

About CasaIQ:

CasaIQ is a simple, turn-key solution for landlords and apartment owners that allows them to provide a smart home automation amenity for their residents. On top of being an in-demand amenity to help attract and retain new residents, our property manager platform also helps owners and managers reduce operating costs related to tenant turnover and building expenses such as HVAC and management of vacant units.



<https://www.casa.iq>

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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. In 2016, the Scout system was recognised by CNet as one of the Best Smart Home Devices of the year.

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 Works With Nest and Samsung SmartThings. Scout is also an Amazon Alexa Fund portfolio company.

www.scoutalarm.com