



ASX RELEASE

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Scout signs resale deal with top US insurer Hanover

Highlights:

- **Scout Security signs partnership deal with leading insurance provider, Hanover Insurance Group (NYSE: THG), to sell Scout's self-installed wireless home security kits to Hanover's customers and employees.**
- **Hanover and Scout's deal is part of Hanover's 'Partners in Protection' program, which promotes collaboration with high quality service providers to offer valued services at special pricing to the benefit of policyholders.**
- **Hanover is a top 25 insurance provider in the US with 2 million+ home and business insurance policy holders and ~4,900 employees.**
- **Ongoing discussions between Scout and potential resellers and distribution partners across the US retail, consumer and utility sectors show strong potential to materially boost Scout's base of users and recurring revenue.**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to announce that it has signed a deal with Hanover Insurance Group, Inc ((NYSE: THG), "Hanover").

Hanover is a top 25 US insurance provider and is one of the oldest continuously running insurance companies in the US. Hanover is listed on the New York Stock Exchange with a market cap of US\$3.9 billion, Hanover earned US\$5 Billion of revenue in the year ending 31 December 2016.

Hanover combines 150+ years of experience with new smart home technologies to reduce property loss claims from intrusion, water leaks, temperature fluctuations and carbon monoxide detection.



Selling into Hanover's engaged and growing customer base of 2 million+ home and business policy holders and ~4,900 employees will represent a material boost to Scout's hardware sales and high-margin recurring monthly revenue (RMR).

Hanover not only seeks to reduce claims from property loss, but also looks to the data coming from connected devices with the goal of increasing its ability to more effectively price insurance premiums.

Hanover and Scout will work together to market the offering with the aim of maximising penetration into Hanover's large and growing client base.

scout  The Hanover Insurance Group®

Scout Alarm, Your Partner in Protection

Hanover policyholders take advantage of this exclusive offer from Scout Alarm.

15%

Hardware Discount

use code: "Hanover15" at checkout

BUY NOW!

Hanover Starter Kit

- 1 - Hub
- 1 - Door Panel
- 2 - Motion Sensors
- 3 - Access Sensors

- Month-to-month monitoring, no long-term contracts
- Seamless do-it-yourself installation
- Customizable to fit your home and your lifestyle
- Unmatched control, that keeps security simple
- Self-monitor or leave it to the pros - it's your choice

LEARN MORE

use code: "Hanover15" at checkout

Landing page with exclusive offer for Hanover customers and employees

Scout Security Limited (ACN 615 321 189)

e: info@scoutalarm.com w: www.scoutalarm.com

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

"We are thrilled to partner with Hanover to bring affordable, portable home security to a base of like-minded customers."

"We look forward to helping Hanover simplify customer adoption of smart home devices and enhance its portfolio by offering a valued service — one which solves a problem for Hanover policy holders, provides a more tightly integrated smart home experience, and provides Hanover with an opportunity to introduce an attractive additional service into the insurance sector."

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

About Hanover:

Hanover Insurance Group, Inc. (NYSE: THG), based in Worcester, Massachusetts, is the holding company for several property and casualty insurance companies, which together constitute one of the largest insurance businesses in the United States. For more than 160 years, Hanover has provided a wide range of property and casualty products and services to individuals, families, and businesses.

Hanover distributes its products through a select group of independent agents and brokers. Through its international member company, Chaucer, Hanover also underwrites business at Lloyd's of London in several major insurance and reinsurance classes.

<https://www.hanover.com/>

For more information, please contact:

Dan Roberts

Chief Executive Officer

investors@scoutalarm.com

Scout Security Limited (ACN 615 321 189)

e: info@scoutalarm.com w: www.scoutalarm.com

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Tim Dohrmann

Investor and Media Enquiries

+61 468 420 846

tim@nwrcommunications.com.au

Michael Shaw-Taylor

Corporate Advisor

+61 477 383 390

michael.shaw-taylor@armadacapital.com.au

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.

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