



ASX RELEASE

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Scout Announces 1080p Camera and First Ever Verified Video Solution for DIY Home Security

Highlights:

- **Scout will launch its highly-requested and much-anticipated high-definition 1080p indoor line of cameras in Q1 of CY18**
- **Scout will seek to place the purchase order for the first batch of cameras in the coming weeks, with an anticipated delivery date in mid-Q1 2018**
- **Providing consumers with a high-definition view into their home will boost hardware sales and create an additional recurring revenue stream for Scout in the form of video cloud storage**
- **Scout's Verified Video solution will be the first of its kind offered in the DIY Home Security market, increasing customer adoption of a service historically only found in high-end home security systems**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to announce that it will launch the Scout camera into the home security market in Q1 of CY18.

The highly-requested and much-anticipated camera will provide consumers with a high-definition picture of what is going on in the home, along with the first ever DIY verified video solution. Scout expects this new product to add to the Company's high-margin recurring revenue through video cloud storage subscription plans.

The launch will see Scout offer a camera line directly for sale on the Company's website, www.scoutalarm.com, complementing the existing camera integrations Scout offers through its partnership with Google Nest.



This development of Scout's product line will unlock additional channels of recurring revenue for the Company through video cloud storage subscription plans and verified video. Scout believes it is the first ever DIY home security company to offer verified video in a DIY camera plan.

Scout's camera users can opt into verified video, which gives permission to Scout's monitoring centre to verify an event for the police through video camera footage. A verified event, as opposed to an unverified event, from the monitoring center will result in immediate and highly prioritised police response. Verified video also reduces false alarms which minimises cost for customers, Scout, the Company's professional monitoring centre and local police departments.

The addition of a camera bolsters Scout's product range and also streamlines the purchase process - allowing customers to get all of their devices in one kit directly from Scout and bundled under one monthly plan.

Key features of the camera line on launch:

- high-definition 1080p video
- two-way audio
- built-in infrared for night vision
- sleek, modern design

These key features empower Scout users to check in using their smartphones on what is going on at the home both day and night, and also communicate directly with anyone in the vicinity of the camera.

The release of Scout's camera line further builds on the customisation and flexibility of the Scout system. The camera gives Scout customers the option to remotely view what is happening at home, but they will still have complete control over when the camera is on and what is being recorded. Combined with the ability to mix and match cameras with the non-visual, existing line of sensors, Scout users are empowered to decide the right level of security for their family and living situation.



Scout's camera line will be sold direct-to-consumer under the Scout brand, but the Company plans to leverage the work done to bring the product to market to also power cameras for Scout's white-label line of products aimed at the security dealer channel. As Scout continues to release devices which increase the consumer value proposition, the work completed will be leveraged similarly in multiple channels and with multiple partner types.

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

"We're excited to be bringing a camera solution to market for our customers, as we understand the value of having a visual of what is going on in the home. It is empowering to know that everything is OK at home, or to be in a position to take action if it is not. A camera brings that to the table."

"It was important to us that we struck a balance between giving users that high-definition visual and having complete control over privacy. The Scout camera line is completely customisable - as are all of the Scout devices - so that consumers decide when a camera is recording and when it's not. Focusing on privacy and building that trust with our users is critical."

"We are very excited about verified video events as this service has not been available to DIY security customers historically. It will have a meaningful impact on the costs incurred by our local municipalities by eliminating false alarm situations."

"In addition to the value the camera line brings to our users, it also creates great value for the Scout business. Video cloud storage is a critical component of camera ownership. By providing this valuable service, we will boost the Company's recurring revenue, while increasing ARPU for existing service subscribers that opt for video cloud storage service plans."



Scout continues to progress research and development work on additional devices and integrations that supplement the core security devices and drive high-margin recurring revenue.

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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.

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