



ASX RELEASE

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Scout receives material new purchase order from Zego

Highlights:

- **Scout has received a new purchase order for 1,000 smart home security hubs from Zego, the premier digital amenity platform for US apartments**
- **Recent growth in orders and sales leaves Zego on target to deploy 5,000 to 10,000 Scout systems in the first 12 months of partnership**
- **Anticipated sales to drive upfront hardware revenue as well as pave the way for additional security service sales and recurring revenue**
- **Scout continues to advance discussions with additional distribution partners and will update the market as those partnerships are formed**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to announce that it has received a material new purchase order in anticipation of strong near-term sales.

Scout has received an order for 1,000 hubs from Zego (formerly known as CasalQ), a leading US provider of smart home device and service packages to apartment residents and managers.

This purchase order is a key milestone in the joint plan announced to the ASX on 16 October 2017 for Scout and Zego to maximise market penetration in the 18.8 million unit multifamily dwelling (apartment community) channel in the US.

Zego has now ordered more than 2,000 Scout hubs and remains on target to deploy 5,000 to 10,000 systems in the 12 months since the companies commenced a sales partnership in October 2017.



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

"We are pleased to see our partnership with Zego leading to healthy orders and sales in the apartment channel.

"In a matter of months, we have embedded Scout as an integral component of Zego's smart home package, achieving a valuable beachhead in an attractive market historically overlooked by security providers.

"As this and other channel partnerships continue to flourish, we expect to achieve ongoing growth in revenue as we expand Scout's installed base."

Scout continues to progress discussions with additional potential resellers and distribution partners across the US retail, consumer and utility sectors. Scout expects to update the market on this front in early 2018.

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About Zego, Inc.

Zego is the premier digital amenity platform for apartments. Zego's flagship smart apartment solution provides residents with the convenience, savings, and security of a smart home solution integrated into the Zego mobile application that digitally connects apartment owners and residents.

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In addition to driving resident engagement and enhancing the resident experience, Zego increases ancillary revenue and decreases operating expenses for apartment owners.

Headquartered in Kansas City, Zego is venture funded by Techstars Ventures, KCRise, and several of the largest apartment operators in the US.

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