



ASX RELEASE

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Scout Security Launches Industry-First 1080p Scout Camera

Highlights:

- **Scout has launched and commencing first sales of its high-definition 1080p Scout Camera, with 1,000 units of inventory received and ready to sell from the Company's distribution facilities**
- **Scout Camera fills out the Company's connected home security product suite with a strong feature set at a compelling price point, with verified video option a unique value-add for new and existing consumers**
- **Camera orders bring the potential to materially boost new customers' average spend, and accelerate the Company's growth in recurring monthly revenue by offering video cloud storage as a service – a key point of difference for Scout**
- **The Scout Camera expands the Company's addressable market to target the 63% of US consumers who want a network-connected camera as part of their smart home security service¹**
- **First sales generated through marketing to the existing Scout user base via email marketing and now through the Company's online store, with Amazon sales and white-labelling options expected to follow**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to announce the release of its high-definition 1080p Scout Camera.

The high-definition camera integrates with and bolsters the Company's comprehensive product suite with a crisp, clear, remote view into what is happening in the home through the Scout mobile app.

The Company is also pleased to advise that Scout is the only home security provider to offer verified video with a DIY camera plan, enabling highly prioritised police response to verified incidents.

Scout offers this functionality at a compelling price point relative to existing products in the connected home security camera.

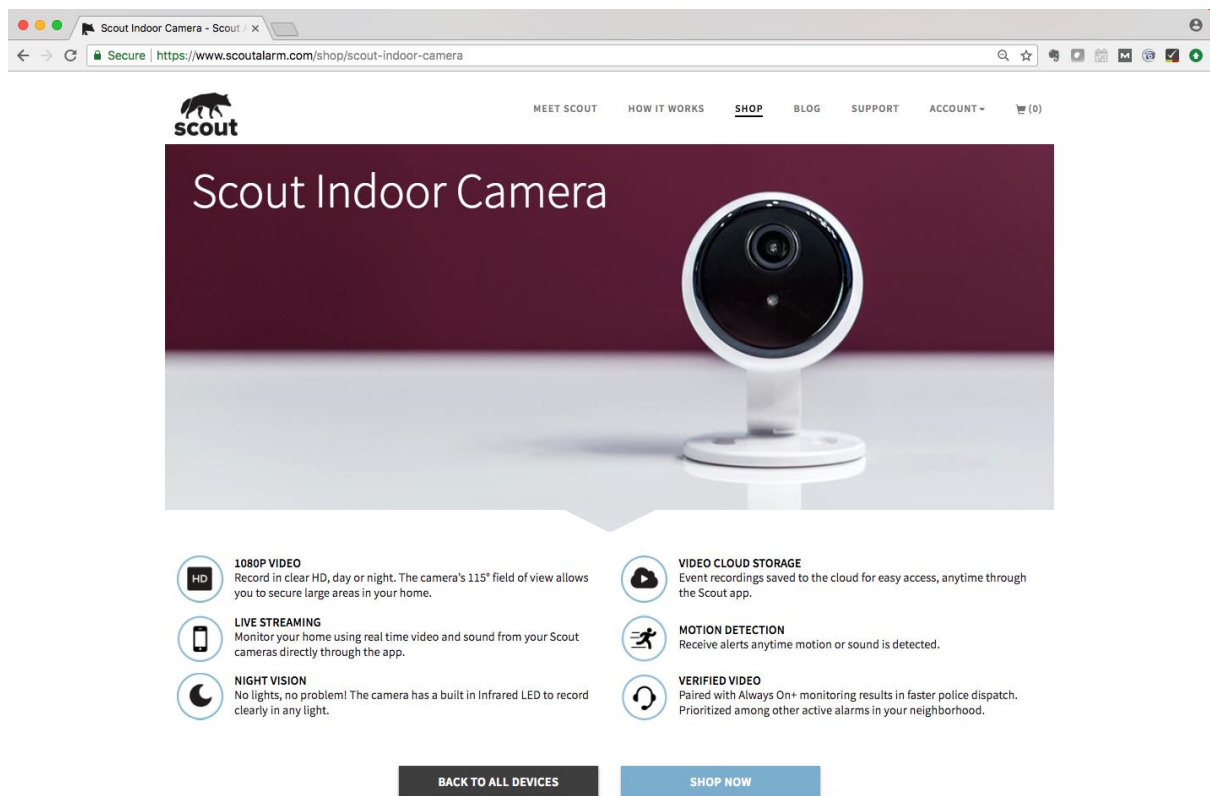
1: //corporate.comcast.com/images/August_Xfinity-Safe-and-Secure-Study-Report.pdf

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The Company has priced the Scout Camera at US\$99.99 per unit, with video cloud storage an additional US\$2.99 per camera per month. If the average customer adds one Scout Camera with video cloud storage to their order, the Company will boost its upfront hardware sales revenue by approximately 25%, with recurring monthly revenue to increase by approximately 20% depending on the monitoring plan chosen.

The Company has commenced marketing the Scout Camera initially to existing Scout customers and is now making it available for purchase through the Company's website www.scoutalarm.com as an add-on to the modular Scout Alarm system. A broader release to the Amazon online store will follow.



Screenshot from Scout's website

The functionality of the Scout Camera will enable customers to opt into verified video, giving 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 centre will result in an immediate and highly prioritised police response, bringing Scout customers peace of mind.

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Verified video also reduces false alarms which minimises cost for customers, Scout, the Company's professional monitoring centre and local police departments.



Key features of the highly-requested Scout Camera include:

- high definition 1080p video
- two-way audio
- built-in infrared for night vision
- sleek, modern design
- wireless lithium-ion battery power

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

"The release of the 1080p Scout Camera further demonstrates the uniqueness of our offering in providing both customisation and flexibility of the Scout system. We look forward to bringing our customers peace of mind through our invitation to opt in for verified video functionality, as this program offers potentially quicker reaction times and a highly prioritised police response."

"Although we have commenced offering the Scout Camera directly to consumers under the Scout brand, the Company does plan to leverage the technology for Scout's white-label lined of products aimed at the security dealer channel."

1: //corporate.comcast.com/images/August_Xfinity-Safe-and-Secure-Study-Report.pdf

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"Adding the camera to our product suite opens up a whole new set of target customers that want a camera as part of their home security system. This empowers Scout to increase both upfront revenue and recurring monthly revenue.

"We look forward to updating our shareholders as we progress."

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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. The Scout system is consistently recognised as one of the best smart home security devices, most recently being labeled 2018 Best DIY Home Security System by TopTenReviews.com.

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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