



## ASX RELEASE

7 November 2018

### Scout's White Label Program Gains Momentum

#### Highlights:

- **Scout's strategic partner, STANLEY Security, has placed an initial purchase order for Scout equipment**
- **The initial purchase order progresses the relationship with STANLEY Security and sets in motion one of the numerous near and long-term opportunities of the partnership**
- **Scout received a purchase order for 1,000 units in each of the months in the September quarter from Zego, raising the total ordered systems to over 6,700 in the last 12 months**
- **In addition to purchase orders placed, Zego took delivery of 785 units from Scout stock in the September quarter to address demand above and beyond initial forecasts**
- **Scout is currently in discussions with multiple potential partners that could further expand the growth of the white label program in 2019 and beyond**

Home security provider Scout Security Limited ((ASX: SCT), "Scout" or "the Company") is pleased to provide a market update on the progress of the Company's white label program, which gained significant momentum in the September quarter with an initial purchase order from STANLEY Security and a lift in purchase volume from smart apartment developer Zego.

Building on the prepayment for licenses early in the September quarter, STANLEY Security has placed an initial purchase order for Scout equipment. This is an important step in the progression of the relationship with STANLEY Security, as Scout continues to expand its white label capabilities to be increasingly flexible, versatile and feature-rich.

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Scout's key resale partner Zego ordered 1,000 smart home security hubs in each of the months in the September quarter and took immediate delivery on an additional 785 hubs to address demand above and beyond initial forecasts. The 1,785 hubs in September is the largest single-month order since the sales partnership commenced in late 2017. In total, Zego has ordered nearly 7,000 units from Scout, meeting the target of 5,000 to 10,000 Scout systems ordered in a 12-month period.

In addition to STANLEY Security and Zego, Scout is in discussions with multiple potential partners that could continue to expand and grow the white label program in 2019.

Scout Security co-founder and CTO, Dave Shapiro, said:

*"The wide array of applications we're working on with STANLEY Security and Zego demonstrates the power of the asset we have developed. Scout's platform provides these brands an opportunity to expand product offerings in a seamless and deeply integrated way.*

*The combined solutions are a paradigm shift in the retail, commercial and multi-family environments, offering extensive benefits to new and existing customer bases.*

*We continue to work with all of our existing and potential partners to identify new opportunities that benefit from the application of Scout's technology."*

The Company looks forward to continuing to update the market as new partners are added to the white label program and milestones are achieved. Due to the competitive sensitivity of purchase orders and volume commitments from our partners, future updates will focus on partner volumes in the aggregate, rather than individual purchase orders.

**For more information, please contact:**

**Dan Roberts**

Chief Executive Officer

[investors@scoutalarm.com](mailto:investors@scoutalarm.com)

**Tim Dohrmann**

Investor and Media Enquiries

+61 468 420 846

[tim@nwrcommunications.com.au](mailto:tim@nwrcommunications.com.au)

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**Michael Shaw-Taylor**

Corporate Advisor

+61 477 383 390

[michael.shaw-taylor@armadacapital.com.au](mailto: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.

[www.scoutalarm.com](http://www.scoutalarm.com)

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