STEALTHGLOBAL
HOLDINGS LTD

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An Australian multinational leading distribution group of Industrial MRO supplies

2021 Annual General Meeting Presentation

Monday 29 November 2021

SGH Board & Corporate Summary

STEALTH GLOBAL HOLDINGS LTD

Chris Wharton AM
Chairman &
Non-Executive Director

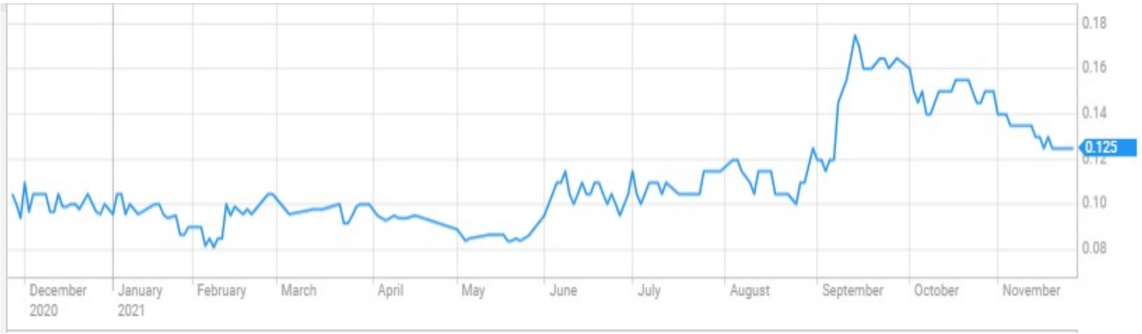
Mike Arnold
Group Managing Director & CEO

John Groppoli
Non-Executive Director & General Counsel

Simon Poidevin AM OAM
Non-Executive Director

Jessamyn Lyons
Company Secretary

Share Price Chart



$12.5m
Market Cap

Shareholding Register at 30 June 21

- **23%** Directors and Management
- **32%** Institutional Investors
- **11%** High Net Worth's
- **34%** Retail

Leadership Team

Mike ARNOLD
Group Managing Director & CEO

Luke CRUSKALL
Group Chief Operating Officer

John BOLAND
Group Chief Financial Officer

Brendan ROSSITER
Group Financial Controller

Jessica RICH
Chief Marketing Officer

Phil PODGORSKI
Chief Information Officer

Michelle SCHOEMAN
Group Manager Executive Office

Darren BEAZLEY
General Manager
Heatleys Safety & Industrial

Karin DOUGLAS
General Manager - Sales
Heatleys Safety & Industrial

Vince ZENONI
General Manager
C&L Tool Centre

Des ELLIS
General Manager
Skipper Transport Parts

Adam SHERWOOD
General Manager
BSA Brands (UK)

Brad COLEMAN
General Manager
Industrial Supply Group

Peter REED
Group Manager
People & Safety

2021 Review
Progress On Strategy
Looking Ahead

Mike Arnold

Group Managing Director & CEO

About Stealth

Our Key Strengths

01 Multichannel offering covering business, trade and retail.

02 Diverse distribution network with an advantaged market position.

03 Extensive supply chain infrastructure.

04 Expansive product range and in-stock offering.

05 Innovative supply solutions models.

06 Robust eCommerce data & digital platforms.

07 Deep partner relationships.

08 Collective buying scale combining Company, Independent retailers and Joint Ventures.

Access to attractive markets, with favourable drivers

Our Vision

Build Australia's leading distribution group of Industrial MRO supplies and other related products and services, holding an advantaged market position.

Our History Profile

Purposeful build and buy strategy since Listing on the ASX in October 2018 investing to build a larger distribution group.

2025 Future

Sales Revenue

FY18 $24m

FY19 $63m

FY20[1] $68.1m

FY21[1] $69.7m

Annual sales run-rate
CY22[2] $95m - $102m+

Next 3 years

Continue build and buy strategy

focused on good growth opportunities, improve competitiveness and grow market share.

Strategic M&A Outcomes

2018

HEATLEYS SAFETY & INDUSTRIAL

Acquired 100% of Heatleys Sales

2019

BSA BRANDS (UK)

UK launch JV with Bisley Workwear

ISG INDUSTRIAL SUPPLY GROUP

Acquired 100% of Industrial Supply Group

PAL

Acquired Protect-A-Load own label brand

Dec 2020

C&L TOOL CENTRE

Acquired 100% of C&L Tool Centre

Aug 2021

SKIPPER TRANSPORT PARTS

Acquired 100% of Skipper Transport Parts

[1] Revenue growth despite withdrawing from low margin major Africa contract in Dec19 reducing Africa annual sales by $17.9m from FY19 and FY21. These sales were replaced by higher margin customers in Australia and the UK. [2] Calendar Year (CY22) guidance of $95m-$102m after Skipper Transport Parts is fully integrated. Expected completion 31 December.

A Look Inside Our Business

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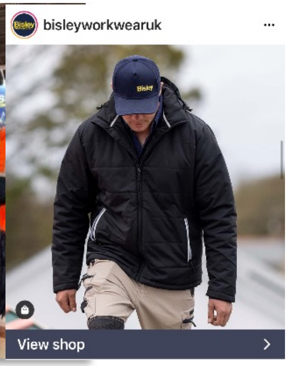

Strategic Direction – Next 3 Years

Building Australia's leading distribution group of Industrial MRO supplies holding an advantaged market position

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Group Priorities We continue to fine-tune our strategy and focus areas

Provide a satisfactory return to shareholders

01

Build a larger relevant business with operating leverage.

- Differentiated sales and services
- More customer value and better experiences
- Serve all types, sizes, industries covering business, trade, retail
- Supply chain infrastructure
- Buying scale 'Source & buy better'
- Strength through partnerships
- Ranging, merchandising, own brands

02

Preferred Partner of choice a genuine alternative.

03

Deepen supplier arrangements.

04

Innovative customer acquisition and retention capabilities.

05

Grow eCommerce sales.

Automation & Scalable management systems.

06

Drive higher EBITDA margins

- 2025 +8% EBITDA target
- Market share growth
- Lean, low-cost operating model
- Supply Chain efficiency
- Robust capital management
- Full product range made available across all businesses.
- Pursue growth opportunities in attractive markets with favourable drivers

07

Two synergistic trading divisions focused on supply, and customer distribution.

08

Leading logistics and distribution capability.

09

Retain, attract, develop our people.

Responsible business practices.

10

Configure our business to meet the evolving needs of our customers.

Multichannel business model: Sales Team, Instore, Onsite, Online, Click & Collect, DCs, Delivery, using a network of local and national locations

FY21 Group Highlights – Record Year Of Revenue and Profit

REVENUE * ^
↑ 2.5% **$69.7** MILLION

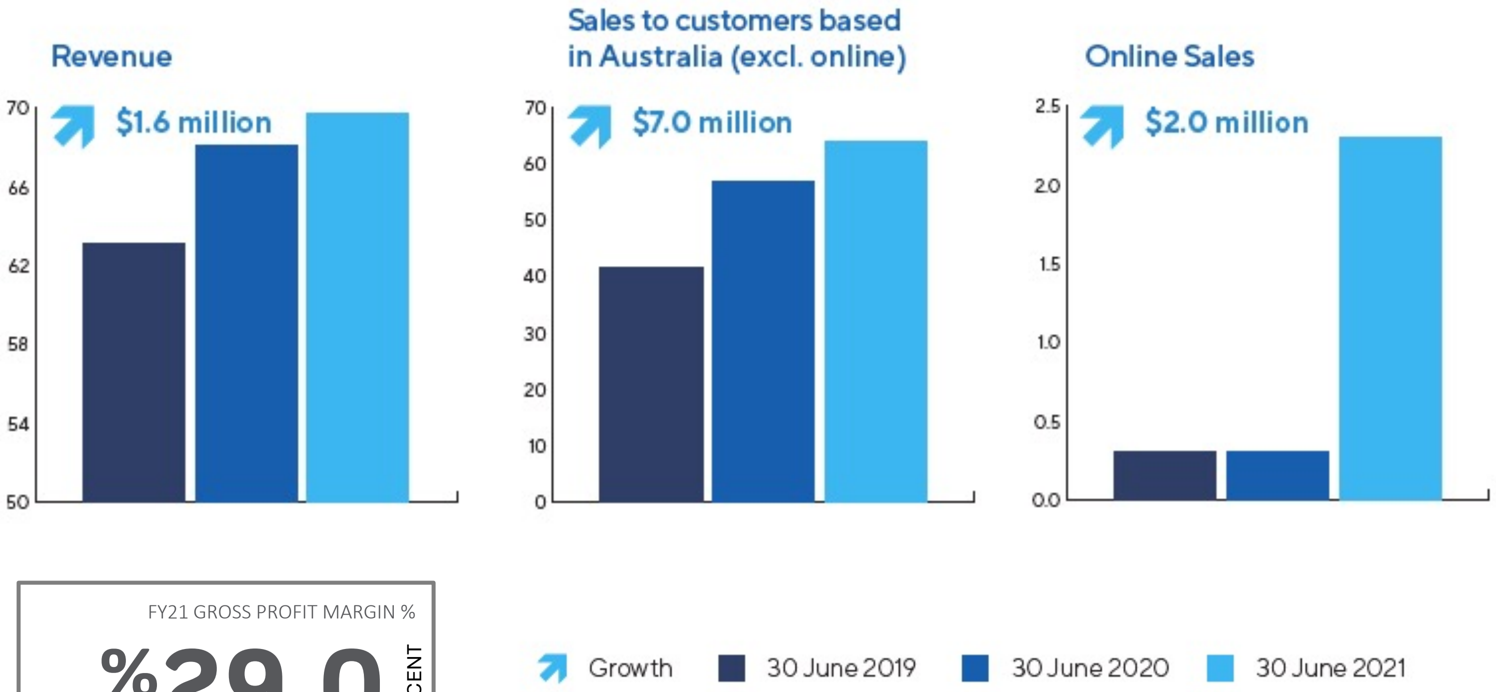
UNDERLYING EBITDA #
↑ 41% **$4.5** MILLION

AUSTRALIA REVENUE
↑ 17% **$66.5** MILLION

UK DOMESTIC JV REVENUE ^
↑ 82% **$2.0** MILLION

NET PROFIT AFTER TAX BEFORE SIGNIFICANT ITEM COSTS
↑ 40% **$1.6** MILLION

NET PROFIT AFTER TAX & AFTER SIGNIFICANT ITEM COSTS
↑ 481% **$0.6** MILLION



FY21 GROSS PROFIT MARGIN %
↑ 9% **%29.0** PERCENT

Includes BSA 100% of joint venture revenue
^ Revenue growth despite withdrawing from major Africa contract and low margin customers reducing Africa sales by $10.1m
 # Underlying Earnings Before Interest, Tax, Depreciation, Amortisation (EBITDA) excludes significant items (investments and M&A transactions)

Group Highlights – A Standout Year

Progress on strategy to September 21.

Investments made aligned to our strategy

Acquisitions 01

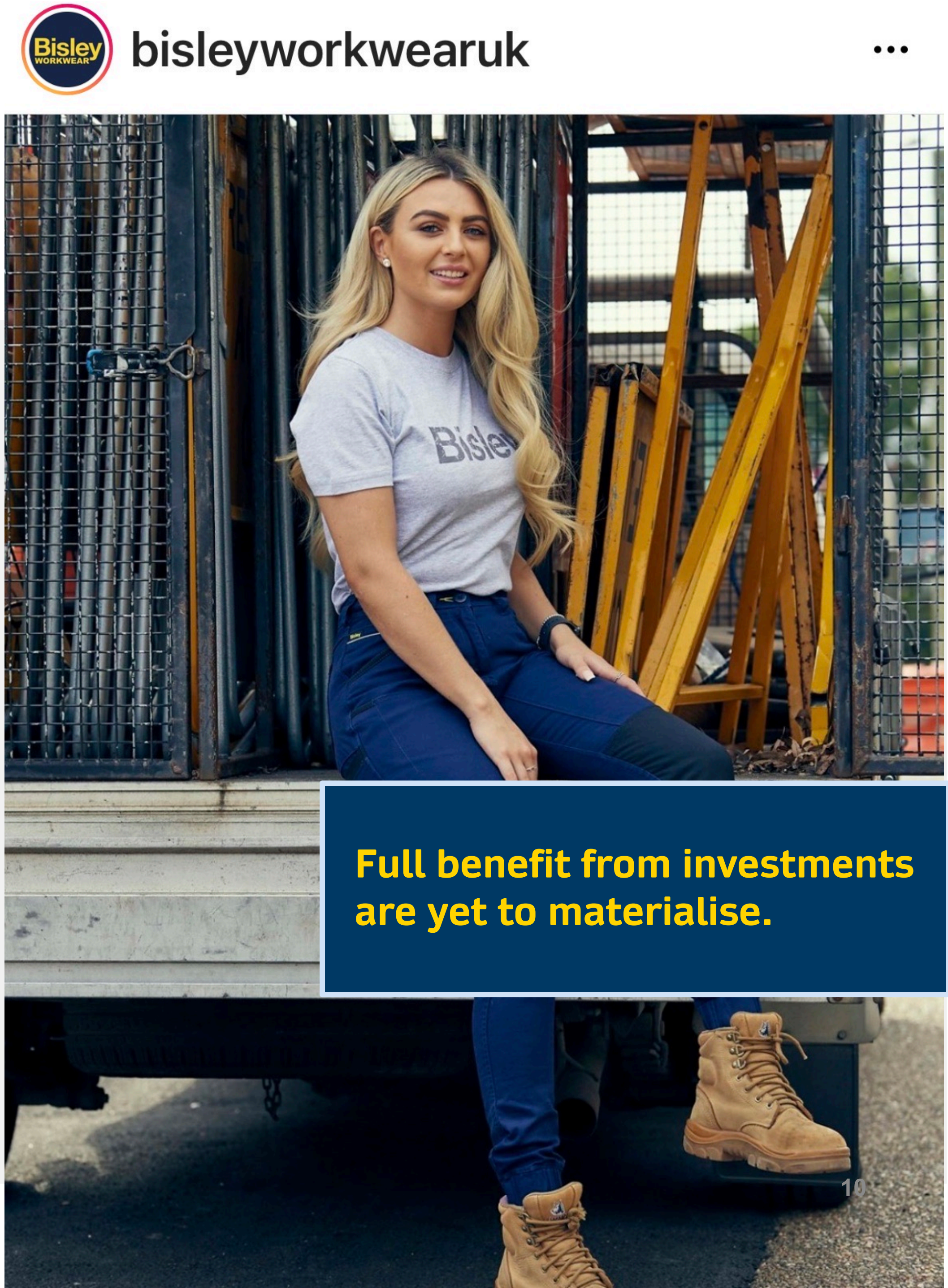
- C&L Tool Centre.
- Skipper Transport Parts.
- New bank CBA and finance facilities.
- New On-site stores.
- Supply chain solutions infrastructure.

Brands & Channels 02

- New office & showroom format upgrades.
- Brand refresh of Heatleys and ISG. Marketing online and offline.
- UK range, promotion, influencers, warehouse relocation, store stockists.
- Onsite solutions model and consumer-led inventory ranging.

Digital & Data 03

- $1m investment in B2B/B2C eCommerce platforms.
- On-site inventory technology and scanning linked to ERP.
- Integrated single reporting platform for data and insights.
- Improvements in task automation.



Full benefit from investments are yet to materialise.

Group Highlights – A Standout Year

Progress on our strategy to September 21.

Scale & Operating Leverage Growth

Stores

- 6 new company stores
- 17 new onsite locations

Locations

Queensland: Brisbane, Mackay, Emerald

WA: Perth, Karratha, Albany, Port Hedland, Esperance

Product & Range

- 600,000 new products

Team Members

- 62 new team members

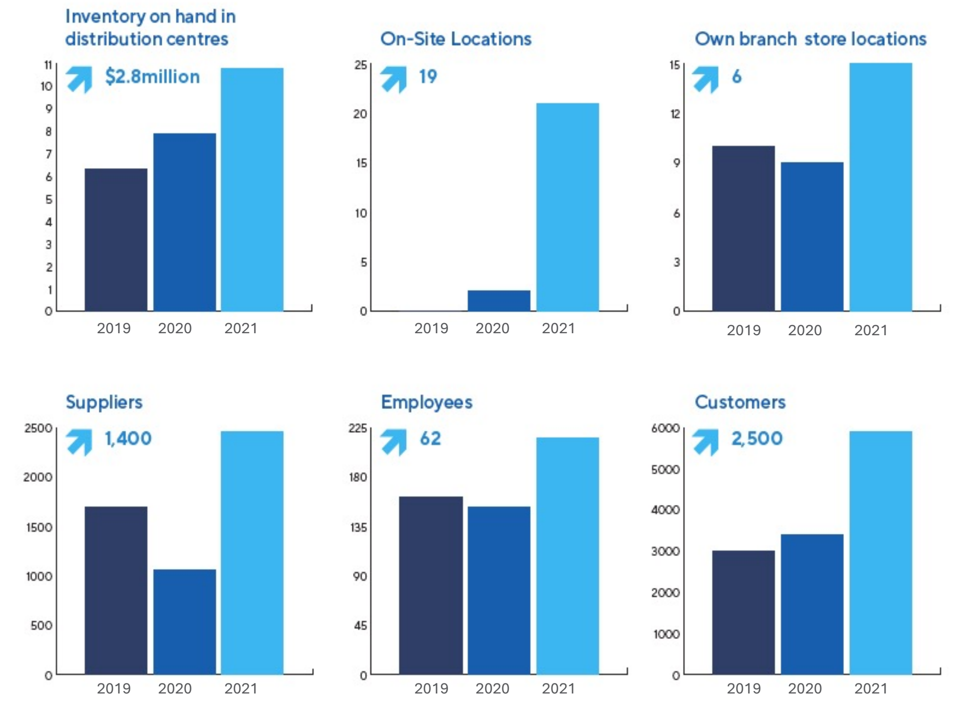
Customers & Suppliers

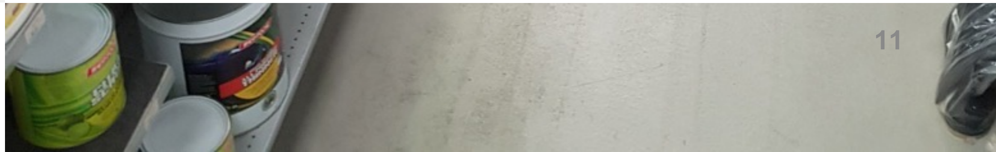
- 2,500 new customers
- 1,400 new suppliers

eCommerce

- 6x new B2B/B2C online marketplaces
- Sophisticated platform for business customers

Year-On-Year Growth





Digital & Online Transformation

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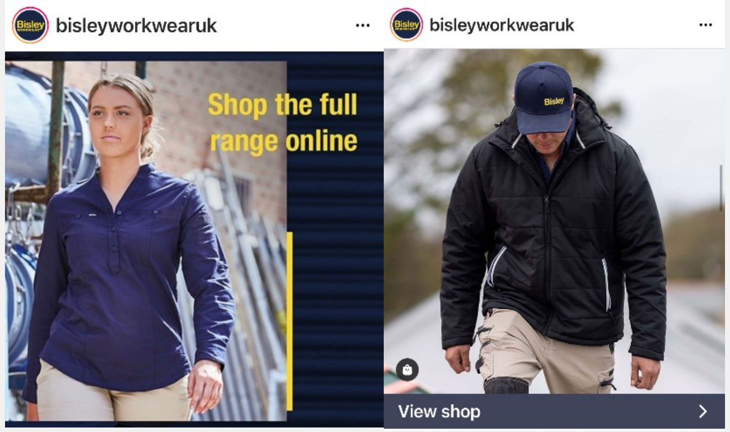
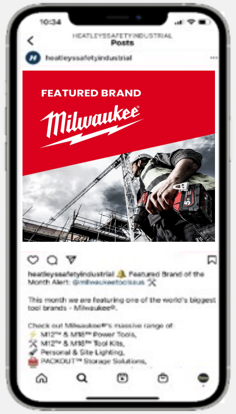
Accelerated eCommerce platforms and Online marketplaces

STEALTHGLOBAL HOLDINGS LTD	C&L TOOL CENTRE	HEATLEYS SAFETY & INDUSTRIAL	BSA BRANDS (UK)	ISG INDUSTRIAL SUPPLY GROUP	SKIPPER TRANSPORT PARTS
ENHANCED	B2C / B2B	B2B / B2C	B2C	PORTAL	B2B / B2C
www.stealthgi.com	www.cltoolcentre.com.au	www.heatleys.com.au	www.bsabrands.co.uk	www.isgaus.com.au	www.skippertp.com.au





Features

- ✓ EDI, Punchout
- ✓ Product content
- ✓ CRM
- ✓ Data & Analysis
- ✓ Internal TV channel
- ✓ Shopping Cart
- ✓ Click & Collect
- ✓ Click & Deliver
- ✓ Pay later / buy now
- ✓ Social Media
- ✓ Mobile Management
- ✓ Business Analytics
- ✓ Promotion and Advertising

Customer uptake growing strongly

Annual sales run-rate up 250% on FY20

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Marketing & Advertising Refresh

More value and opportunities for our Supplier Partners 'channels to market'

Onsite Supply Solutions Model

Serves customers with more complex or specific inventory supply needs.

Products-On-Demand

Customised

Tailored model for customers with more complex or specific needs.

Managed Inventory

Dedicated Inventory placement across customer facilities, special projects and site requirements.

Productivity

Simplicity, convenience, efficiency, cost savings, less downtime, shorter lead-times, support.

Supply Technology

Inventory scanning, visibility, reporting, insights, invoicing with integration to company and customers ERP.

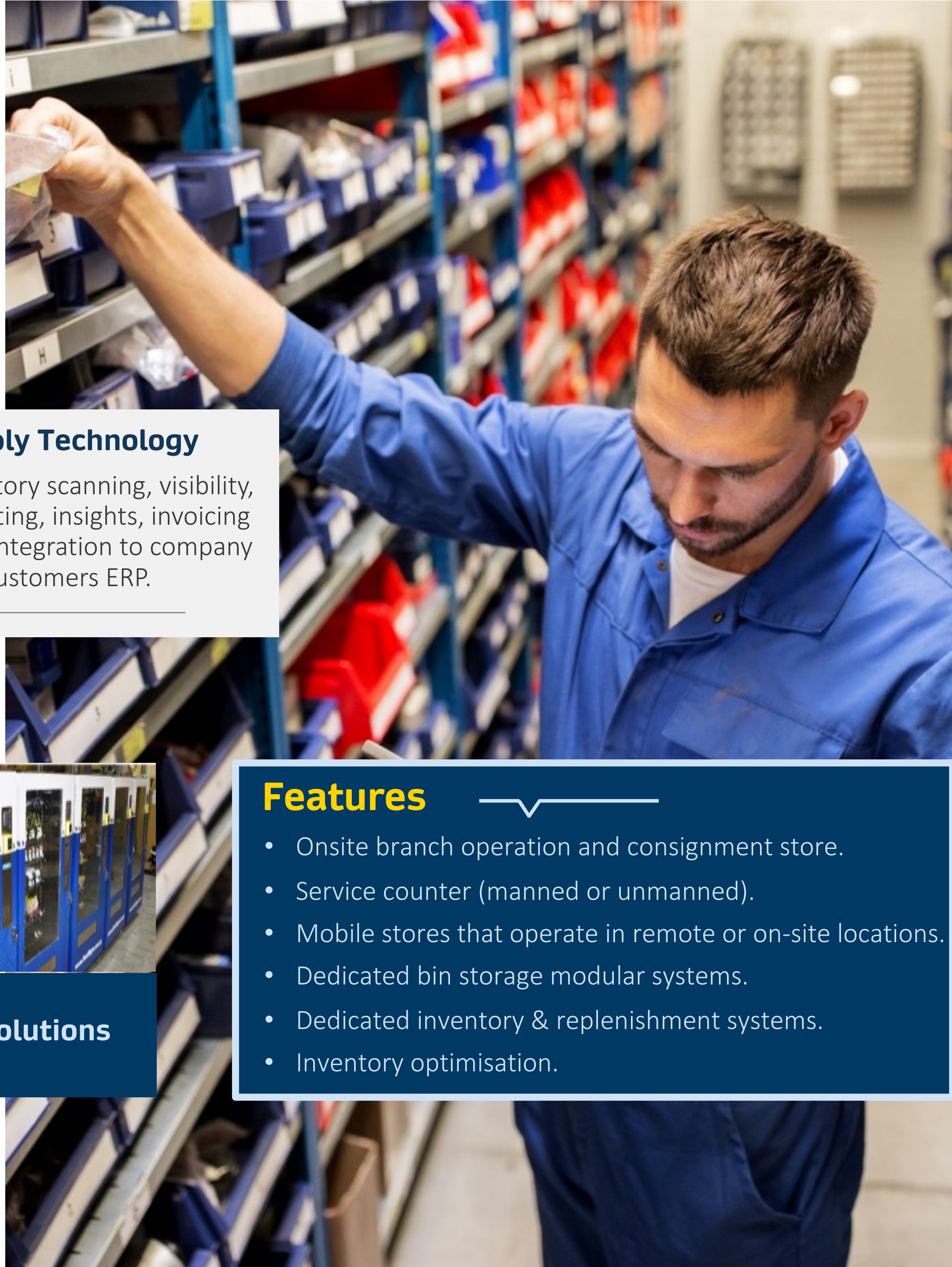
Access Stock, Anytime, Anywhere

Expert Team

On-site Stores

Mobile Stores

Vending Solutions



Features

- Onsite branch operation and consignment store.
- Service counter (manned or unmanned).
- Mobile stores that operate in remote or on-site locations.
- Dedicated bin storage modular systems.
- Dedicated inventory & replenishment systems.
- Inventory optimisation.

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Looking Ahead

Trading Update

July21 to November 21

- **Strong start to 1H22 sales. Momentum building in all markets.**
- **Company record sales month in October of $8.47million.**
- **Multiple strategic and operational activities in progress**. Related costs in 1H22.
- **Covid impact:** Stop/start momentum from restrictions (UK, VIC, NSW, QLD).

Several new Customer Contract Awards

Several new customer contracts awarded or finalising contract terms.

Australia

↑ **Combined annual value of contracts >$18m** at peak levels estimated to be in 12-18 months.

Onboarding commencement dates vary from between Nov21 – Mar22.

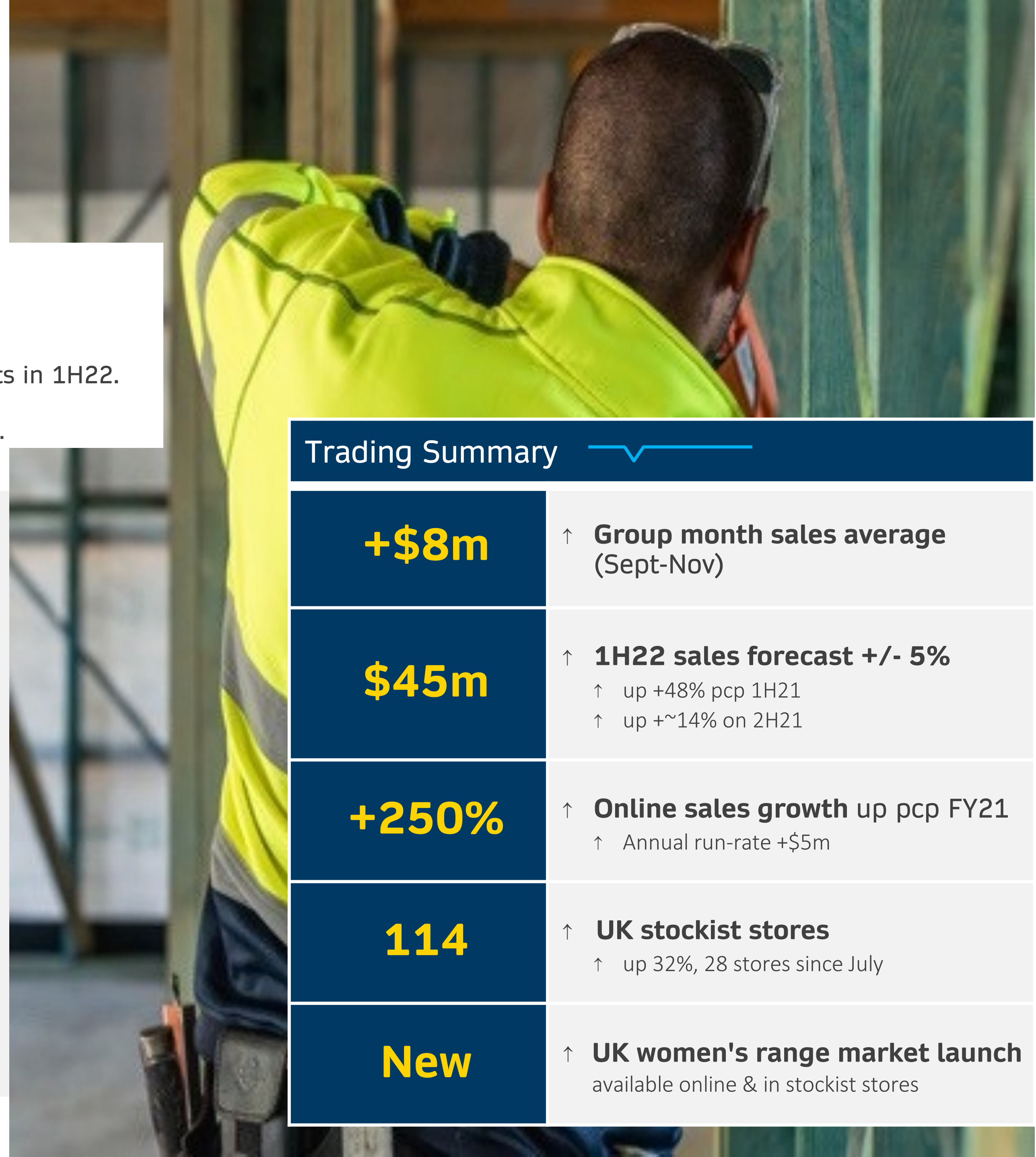
United Kingdom

↑ 90-store leading builder's merchant.

Operational Investment Costs

- Total cost of ~ $0.76 million.
- CAPEX $0.80 million
- Supply chain infrastructure.
- Digital platforms.
- New customer contracts pre-commencement set-up.
- Brand development, upgrade of office and store formats.

Aligned to strategy



Trading Summary

+$8m	↑ **Group month sales average** (Sept-Nov)
$45m	↑ **1H22 sales forecast +/- 5%** ↑ up +48% pcp 1H21 ↑ up +~14% on 2H21
+250%	↑ **Online sales growth** up pcp FY21 ↑ Annual run-rate +$5m
114	↑ **UK stockist stores** ↑ up 32%, 28 stores since July
New	↑ **UK women's range market launch** available online & in stockist stores

Trading Update

July21 to November 21

Acquisition of Skipper Transport Parts completed 15 August.

- Business Asset purchase of ~$4.2m. $18m sales and $1.1m underlying EBITDA.
- Physical relocation commenced in mid August. Onboarding & integration to be completed late December.
- Onboarding and integration costs incurred in 1H22 estimated at $0.55million.

Insights into Onboarding & Integration costs

Assets acquired

- $3.7m inventory
- $0.5m PP&E
- 5 store operations
- 1250 customers
- 300 suppliers
- 45 people
- technology inventory systems
- Websites

Integration Operational

- Warehouse reconfiguration housing ~500,000 new product lines
- Relocation of physical products from Amcap DC to new Skippers DC
- New storage & handling systems
- New storage binning systems included onsite stores
- Integrated 18 people into Heatleys head office

ERP Systems migration & onboarding

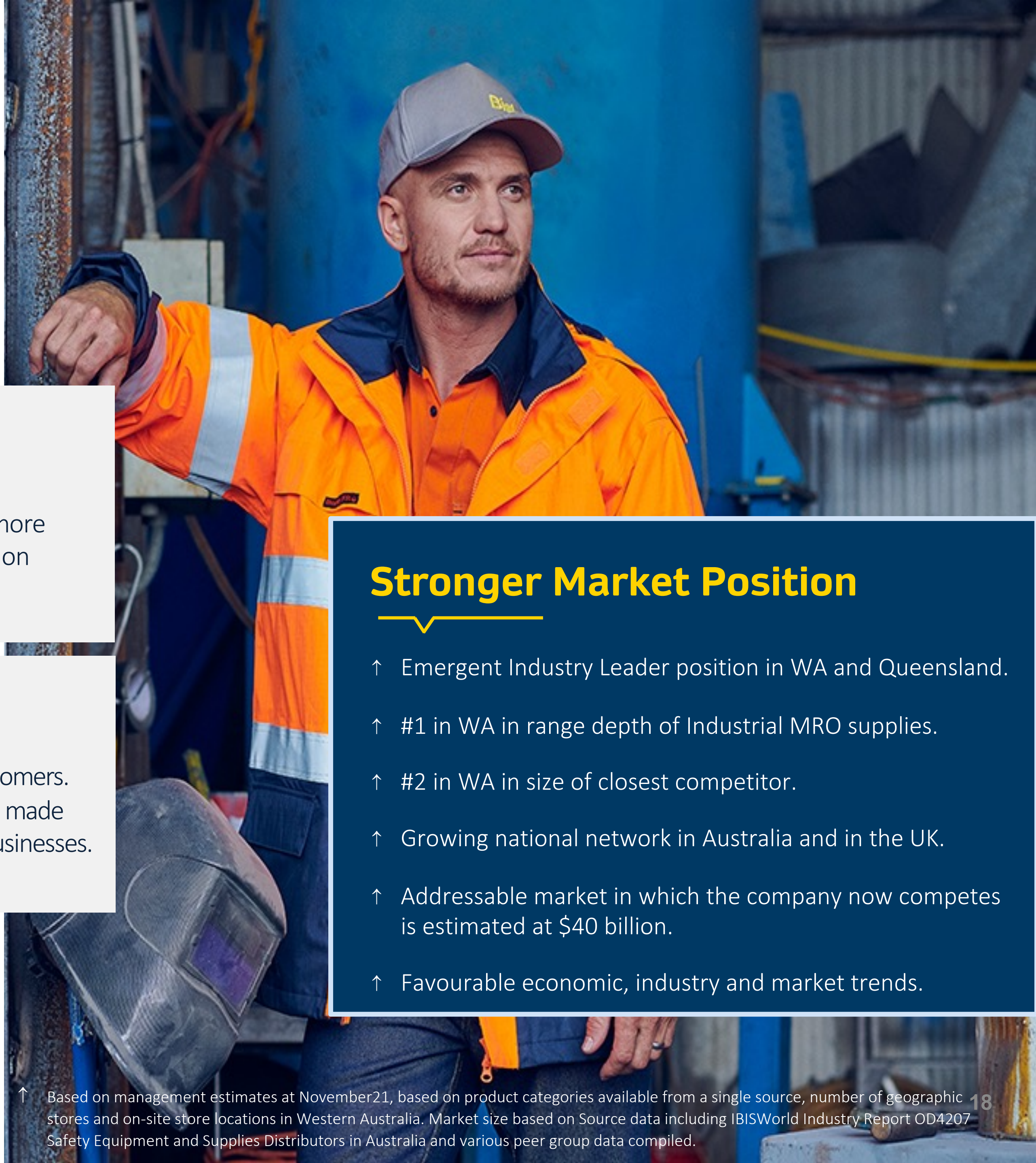
- 45x staff and training
- 981,000 product lines
- 1x Perth branch
- 4x regional branch stores
- 9x on-site stores
- Finance & operational set up of 1,250 customers, 300 suppliers
- Communication infrastructure

Outlook – Investment Merits

Well positioned for future growth as a genuine alternative

01 Customer and market share growth expected across all businesses.	**02** Experienced management team and Board.	**03** Network growth – more stores and distribution locations.
04 Upside benefits from recent acquisitions where synergies not yet fully materialised.	**05** Upside from investment made in digital and technology channels.	**06** • New contract customers. • Full product range made available across businesses.

Growing sales and earnings profile expected in calendar year 2022 and beyond aligned to our 3-year strategy.



Stronger Market Position

↑ Emergent Industry Leader position in WA and Queensland.

↑ #1 in WA in range depth of Industrial MRO supplies.

↑ #2 in WA in size of closest competitor.

↑ Growing national network in Australia and in the UK.

↑ Addressable market in which the company now competes is estimated at $40 billion.

↑ Favourable economic, industry and market trends.

↑ Based on management estimates at November21, based on product categories available from a single source, number of geographic stores and on-site store locations in Western Australia. Market size based on Source data including IBISWorld Industry Report OD4207 Safety Equipment and Supplies Distributors in Australia and various peer group data compiled.

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Last Page