

ASX MEDIA RELEASE

Friday, 25 March 2022

ASX: SGI



STEALTHGLOBAL
HOLDINGS LTD

STEALTH INVESTOR WEBINAR PRESENTATION

Stealth Global Holdings Ltd (ASX: SGI) (the Company or Stealth) a leading industrial distribution group specialising in industrial maintenance, repairs, operations "MRO" and safety supplies and related solutions, is pleased to advise the presentation is now available from ShareCafe's Small Cap "Hidden Gems" Webinar held today Friday 25th of March 2022 at 12:30pm AEDT / 9:30am AWST.

Group Managing Director and CEO Mike Arnold provided an overview of the Company's five subsidiary brands which provide supplies and solutions for supply chains covering business, trade, retail, service and specialist wholesale.

The recording of the webinar will be made available on Monday 28 March 2022.

This announcement was authorised to be given to the ASX by the Board of Directors of Stealth Global Holdings Ltd.

For Further Enquiries:

Mike Arnold
Group Managing Director & CEO
P: +61 (0) 8 6465 7800

Chris Wharton^{AM}
Chairman
P: +61 (0) 8 6465 7800

John Boland
Group CFO
P: +61 (0) 8 6465 7800

-ENDS-

About Stealth Global Holdings

Stealth Global Holdings Limited (ASX code: SGI) is a broad-line business-to-business (B2B) and business-to-consumer (B2C) distributor of industrial, maintenance, repair, operating 'MRO', safety & workplace supplies and other related products and services. Headquartered in Perth, Western Australia, it provides supplies and solutions for every industry through its portfolio of distribution businesses that extends across the end-to-end supply chain covering Business, Trade, Retail, Service & Specialist Wholesale. The core operating brands are: Heatley's Safety & Industrial, C&L Tool Centre, Skipper Transport Parts, Industrial Supply Group and United Tools.

BOARD OF DIRECTORS

Chris Wharton^{AM}
Chairman

Michael Arnold
Group Managing Director & CEO

John Groppoli
Non-Executive Director

Simon Poidevin^{AM OAM}
Non-Executive Director

Jessamyn Lyons
Company Secretary

ISSUED CAPITAL

99.7 million Ordinary Shares

PRINCIPAL OFFICE

Level 2/43 Cedric Street
Stirling, Western Australia 6021

CONTACT

Michael Arnold
Group Managing Director & CEO

John Boland
Group Chief Financial Officer

P: +61 86465 7800
E: investors@stealthgi.com
W: www.stealthgi.com

ABN: 25 615 518 020

GROUP OPERATING BRANDS

- > Heatleys Safety & Industrial
- > C&L Tool Centre
- > Skipper Transport Parts
- > Industrial Supply Group
- > United Tools

WEBSITES

- > www.heatleys.com.au
- > www.cltoolcentre.com.au
- > www.skipperptp.com.au
- > www.isgaus.com.au
- > www.unitedtools.com.au

Stealth Global Holdings Ltd
ASX: SGI



STEALTHGLOBAL
HOLDINGS LTD

.... A Leading Industrial Distribution Group



Company Presentation

ShareCafe Small Cap "Hidden Gems" Webinar

25 March, 2022

Compelling Investment Proposition

- 1 **Leading pure-play distributor of industrial MRO supplies**, fast-growing revenue and profit profile, with high ongoing demand for our everyday products and services
- 2 Well-positioned in favourable, large, fragmented and **resilient \$40b addressable market**
- 3 Deliberate investments in our business model, **materially increased scale**, won several large customer contracts, **benefits to deliver significant value when fully materialised**.
- 4 **Distinct competitive advantages** with exposure to diversified end markets, expected to deliver strong financial mid-term performance.
- 5 **Strong outlook:** Macroeconomic backdrop is supportive. Customer and market share **growth expected across all businesses**



New distribution portfolio and future strategy will further enhance leadership position

A business-to-business (B2B) and business-to-consumer (B2C) distributor of industrial maintenance, repairs, operations “MRO” & safety supplies and related services and solutions.

Presence

Headquarters in Perth, Western Australia. We are focused on Australia and select International markets.

Diversified portfolio of 6 operating brands with a network of 66 store locations Australia-wide.



Sales Channels

INDUSTRY/BUSINESS

RETAIL

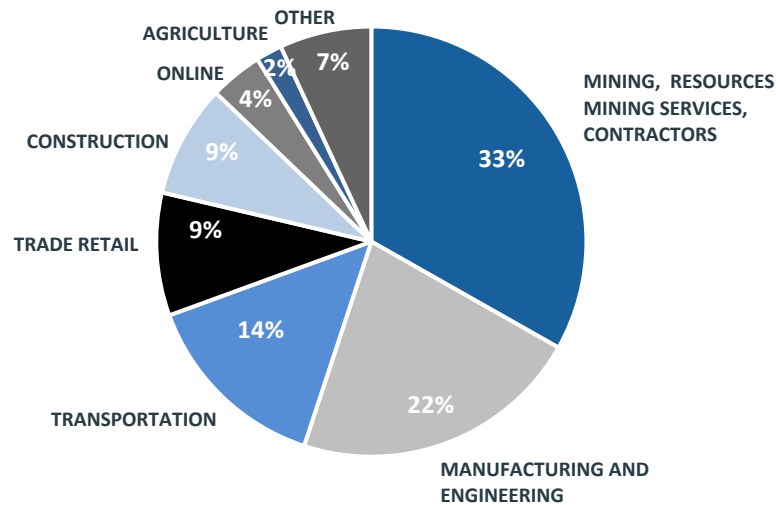
INDEPENDENTS

SPECIALIST WHOLESALE

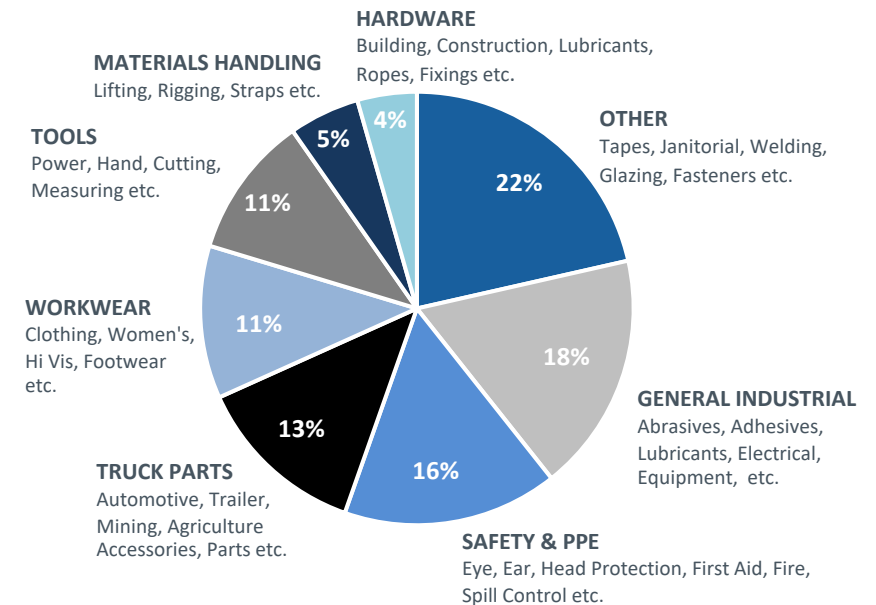
Sales Mix

>87% Business / <13% Retail

Diversified End Markets



Extensive Assortment Of Products To Every Workplace

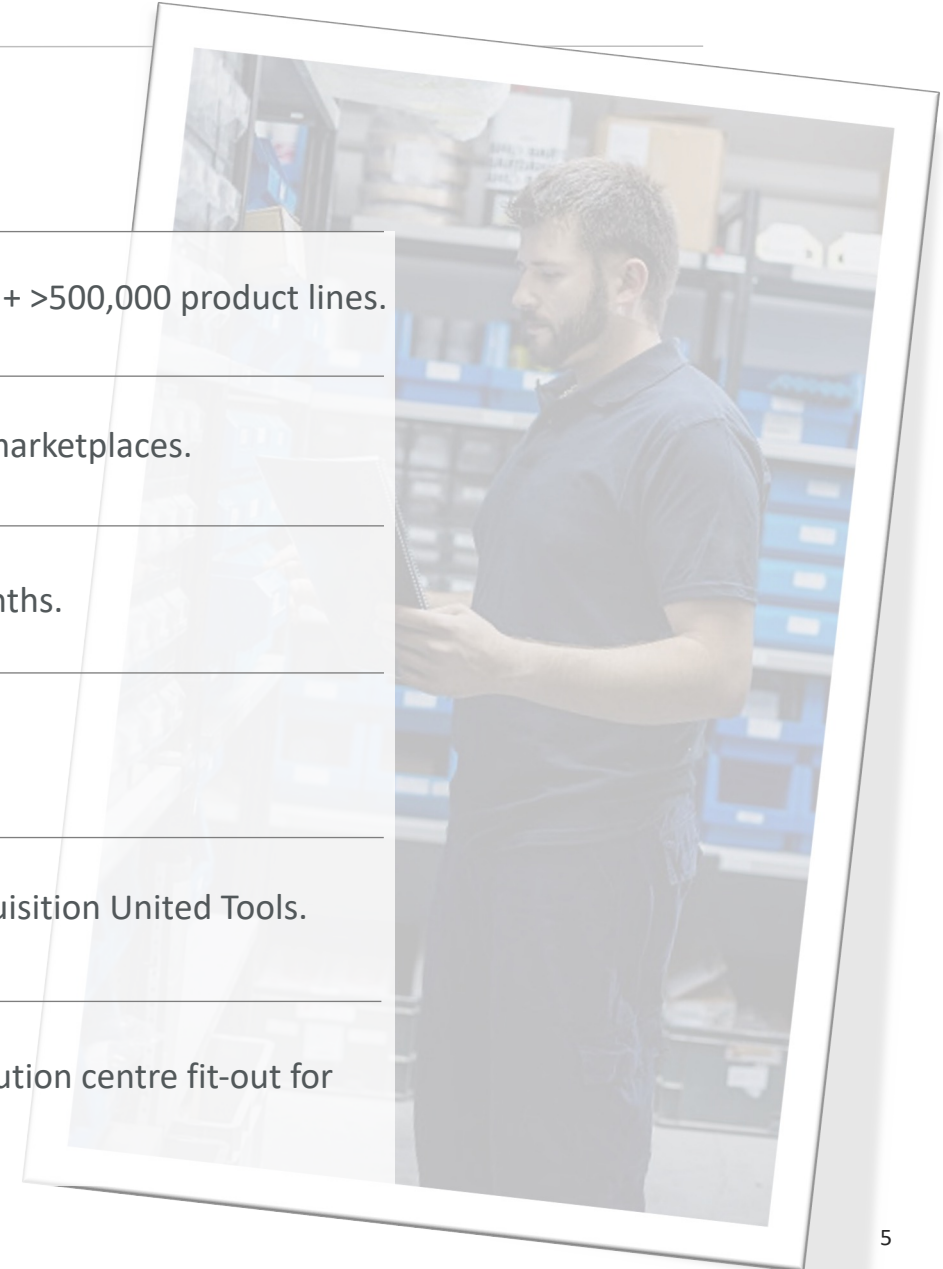


A Look In Our Group



Strategic Achievements In 1H2022

- 1 **Record result** in first half 2022 demonstrating the resilience of Stealth's business.
- 2 **Acquired two companies** to drive future growth. \$26m pa. new sales, +2,000 customers, + >500,000 product lines.
- 3 **Doubled the number of outlet stores in Australia by 38** and added 3 new online digital marketplaces.
- 4 **Won several new customer contracts**, to deliver ~\$18m annual sales at its peak in 18months.
- 5 **Invested in employee pay and benefits** to attract, retain and reward our team.
- 6 **\$3m of positive cash generated** from sale of shareholding in JV United Kingdom and acquisition United Tools. Receipted in March 2022.
- 7 **Capital allocation aligned** to acquisitions, inventory, eCommerce, store upgrades, distribution centre fit-out for integrations supporting future growth drivers.



Growth Journey Since September 2018....

STEALTHGLOBAL HOLDINGS LTD

Strong M&A Track Record



Acquired Oct 2018



Acquired May 2019



Acquired Dec 2020



Acquired Sept 2021



Acquired March 2022



Start Up in 2H22



WE HAVE INVESTED PRUDENTLY TO BUILD SIZE, SCALE AND OPERATING LEVERAGE

Annual Sales
Run-Rate

\$100
million

24

FY21 \$69.7m

Sept 2018

Physical Store
Network Locations

66

1

Sept 2018

Products Available

1 million

100k

Sept 2018

Customers

~5,500

200

Sept 2018

Employees

230+

40

Sept 2018

Suppliers

~2,500

300

Sept 2018

Connecting thousands of our products to customers of all types and sizes in every industry

OMNICHANNEL SERVICE PORTFOLIO ALONG THE VALUE CHAIN



Our local and national distribution footprint, puts us closer to customers all over Australia

Key strengths that provide distinct competitive advantage....

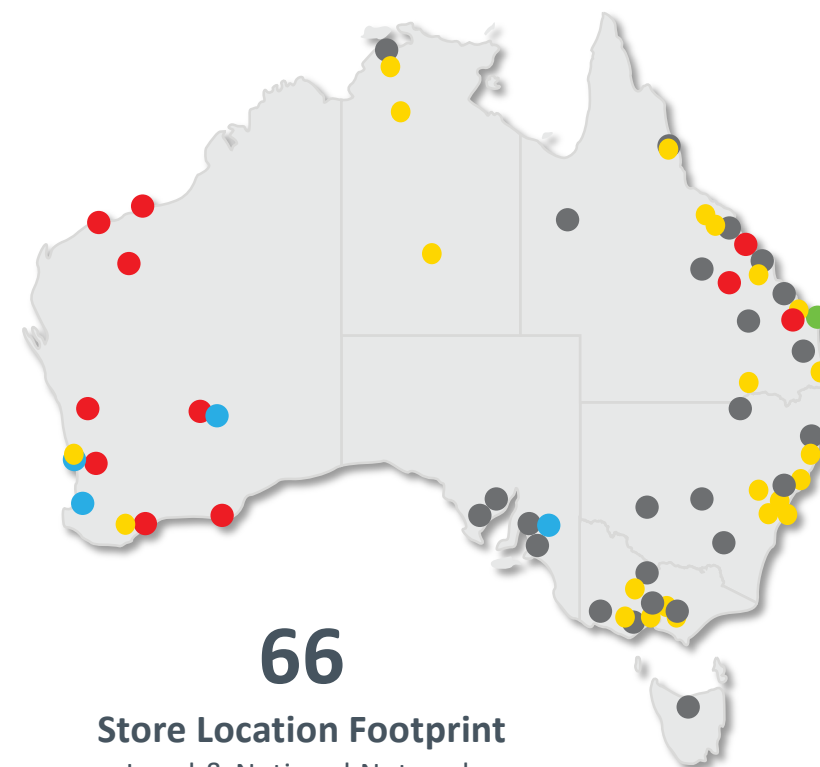
We hold an advantaged position with our....

Extensive supply chain infrastructure	People & Culture
Broad in-stock product offering	Innovative solutions model
Deep supplier relationships	Robust eCommerce channels

Comprehensive market coverage across Australia

One of Australia's largest distribution networks of company owned and independent retailer assets.

Sample of our 5,500+ Business Customers



Store Location Footprint
Local & National Network
and Growing

Board and Corporate Summary

Well balanced experienced team, established to support today's business and its future direction

Half Year Comparison	31 Dec 2021	31 Dec 2020	% change
Market Cap \$m	14.5m	10.0m	+45.0%
Share Price (cents)	14.5	10.0	+45.0%
Net Debt \$m ¹	9.7m	3.4m	(181%)
Cash & Undrawn Facilities ² \$m	4.4m	4.2m	4.8%
Net Assets \$m	14.7m	13.4m	+10.1%
Sales Revenue \$m	44.3m	28.7m	54.7%
Underlying EBITDA \$m	1.7m	0.5m	+243%
NPAT	0.8m	0.2m	+406%
Shares on issue (m)	99.7m	99.7m	+0%
Trading multiple EV/Underlying EBITDA ³	7.9x	15.7x	+50.0%



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



Shareholding Register at 24 March 2022

25% Directors and Management

26% Institutional Investors

26% High Net Worth's

23% Retail

¹ includes \$3.9m STP acquisition, \$0.9m capital investment. Net debt equals total debt less cash on hand.

² excludes \$2.0m additional working capital funding secured with CBA in February 2022.

³ EV (Enterprise Value) is Market Cap + Total Debt. Total debt equals net debt plus cash on hand. Based on annualization of half-year Underlying EBITDA.

Stronger business model, materially increased scale, balanced portfolio poised for further outperformance to 2025

- Positive momentum and customer demand is strong.
- Solid start to 2H. Group Sales up 30% like-for-like and GP\$ up 24% like-for-like.
- 35 new United Tools store outlets from March 2022, deliver significant leverage.
- Organic growth driven by scale, network depth, cross sell and new contracts.
- Clear focus on margin expansion, integration, synergies, leveraging new buying power.
- Pandemic and economic situations remains dynamic.
- We are effectively managing our supply chain with some disruption in delays to select categories.



Vision Of The Stealth Group

Our Ambition

is to transform the delivery of industrial MRO products and solutions in Australia as the market leader.

Our Mission

is to connect our products and solutions into every workplace, every industry and in residential (at home), through an omnichannel approach.

No1 company of choice

We are focused on becoming the **company of choice** for Customers, Suppliers, Employees, and Stakeholders.

Our Strategic Pillars

- Our strategy is based on range, network and service, leveraging scale and strength from business combinations.
- Expanding our plug and play distribution platform through Organic and M&A led-growth.
- We want to be famous for having the biggest and best range of industrial MRO supplies, at the best prices with the best industry leading customer and member experience.

Our Goal

Build Australia's leading industrial distribution group combining a large-scale distribution ecosystem of company owned assets and partners, with strong market presence to go head-to-head with industry giants.

Focused on creating shareholder value

Disciplined Investment

- Organic growth in value generating areas
- Acquisitions and Partnerships
- CapEx light model

Performance Improvement

- Margin expansion
- 25%+ Incremental YOY sales growth
- EBITDA +8% target by 2025

Cash Generation

- Increase Operating Cash Flow
- Active portfolio management

Key pillars to deliver on our growth strategy

Six primary value levers..... short-to-medium horizon priorities

Priority 1

Capitalise on opportunities from recent acquisitions

Priority 2

One-stop connected portfolio strategy - leveraging scale advantage

Priority 3

Improve financial performance (margin, profit, sales, cash, pricing)

Priority 4

More customer value and better experiences to grow sales

Priority 5

Simplify and improve our business

Priority 6

Continue to build a larger business - organic & M&A led-growth

Investments in the future - according to growth potential

Retain, attract, and develop our people

Stores and solutions model

Products & Merchandising Innovation

Strengthen and update supply chain

Innovative technology solutions & automation

Key drivers - continue to expand in products, services and network

Cross Sell **core products**, available across all businesses

Deepen supplier commercial engagement

Unmatched customer service levels

Align teams to grow different customer types and Industries

Expand independent network and channels

Key Messages

Organic and M&A-led growth track record, with exposure to diversified end markets

We operate in a large, fragmented and attractive **\$40b addressable market**

We are **one of the largest networks** of company owned and independent retailer assets, holding an advantaged position

Long-standing and well-diversified partnerships with our suppliers and customers.

Powerful and scalable distribution platform gives us agility, breadth, and reach, delivering experiences that no one else can.

We have 6 **key levers to enhance our value creation** to 2025

Exciting growth plans from organic growth, capitalising on synergies from recent acquisitions, and pursuing further M&A-led opportunities.

Next phase of growth underway, expected to drive strong financial returns over the medium-term

Financial capability and solid balance sheet to execute and invest for the future. Capital light business.

We expect our **revenues to grow** at ~25% - year-on-year for the next 3 years

EBITDA target of + 8% by 2025

Cash generation and capital discipline remain a key focus



STEALTHGLOBAL
HOLDINGS LTD

A Leading Industrial Distribution Group

Specialising in industrial maintenance, repairs, operations “MRO” & safety supplies and related services and solutions.

ABN 25 615 518 020
Level 2, 43 Cedric Street,
Stirling, Western Australia 6021

www.stealthgi.com

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