

# ASX MEDIA RELEASE

26<sup>th</sup> November 2021



**STEALTHGLOBAL**  
HOLDINGS LTD

## STEALTH INVESTOR WEBINAR PRESENTATION

Stealth Global Holdings Ltd (ASX: SGI) (the Company or Stealth) is pleased to advise the presentation is now available of ShareCafe's Small Cap "Hidden Gems" Webinar held today, Friday 26 November 2021 at 9.30am AWST.

Group Managing Director and CEO Mike Arnold provided an overview of the Company's five competitive subsidiary brands which offer industrial maintenance, repair, and operations equipment, safety and workplace supplies, as well as other related products.

The recording of the webinar will be made available on Monday 29 November 2021.

### For further enquiries:

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Group Managing Director & CEO  
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Chris Wharton<sup>AM</sup>  
Chairman  
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John Boland  
Group Chief Financial Officer  
P: +61 (0) 8 6465 7800

-ENDS-

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

### BOARD OF DIRECTORS

Chris Wharton<sup>AM</sup>  
Chairman

Michael Arnold  
Group Managing Director & CEO

John Groppoli  
Non-Executive Director

Simon Poidevin<sup>AM OEM</sup>  
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

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Group Managing Director & CEO

John Boland  
Group Chief Financial Officer

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E: [investors@stealthgi.com](mailto:investors@stealthgi.com)  
W: [www.stealthgi.com](http://www.stealthgi.com)

ABN: 25 615 518 020

### GROUP OPERATING BRANDS

- > Heatleys Safety & Industrial
- > C&L Tool Centre
- > Skipper Transport Parts
- > Industrial Supply Group
- > BSA Brands (UK)

### WEBSITES

- > [www.heatleys.com.au](http://www.heatleys.com.au)
- > [www.cltoolcentre.com.au](http://www.cltoolcentre.com.au)
- > [www.skippertp.com.au](http://www.skippertp.com.au)
- > [www.isgaus.com.au](http://www.isgaus.com.au)
- > [www.bsabrands.co.uk](http://www.bsabrands.co.uk)

### 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 five distribution businesses that extends across the end-to-end supply chain covering Business, Trade, Retail, Service & Specialist Wholesale. The five subsidiary brands are: Heatley's Safety & Industrial, C&L Tool Centre, Skipper Transport Parts, Industrial Supply Group and BSA Brands (UK) a joint venture with Bisley Workwear.

An Australian Multinational Distribution Group





**STEALTHGLOBAL**  
HOLDINGS LTD

An Australian multinational leading distribution group of Industrial MRO supplies

# Investor Presentation

Friday 26 November 2021



**Mike Arnold**

Group Managing Director & CEO

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# About Stealth



Corporate Video <https://vimeo.com/573851956>

ersonal use only

# About Stealth

## Value Proposition

Diverse operating businesses with multichannel offering.

Extensive supply chain infrastructure.

Broad-line product range and in-stock offering.

Tailored supply solutions model.

Partner of choice with our suppliers, customers, employees, independents.

Robust eCommerce platforms.

Collective buying scale using a combination of Company, JV's, and Independents.

We serve customers of all types and sizes in Business, Trade and Retail.

## Our Vision

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



# SGI Board & Corporate Summary



**Chris Wharton AM**  
Chairman & Non-Executive Director



**Mike Arnold**  
Group Managing Director & CEO



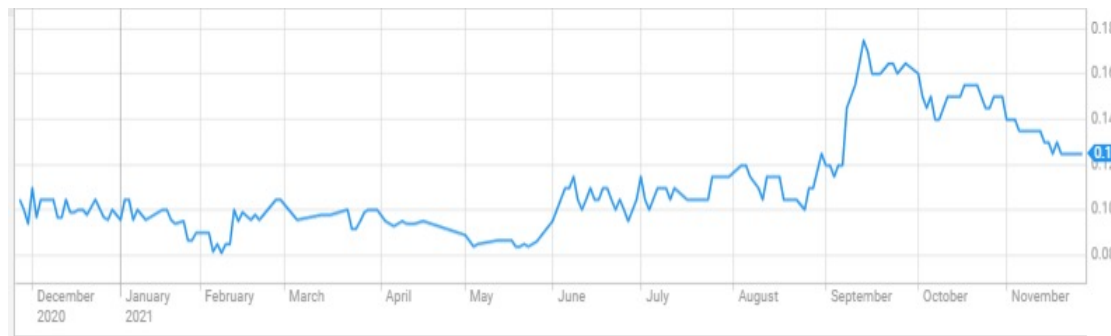
**John Groppoli**  
Non-Executive Director & General Counsel



**Simon Poidevin AM OAM**  
Non-Executive Director



**Jessamyn Lyons**  
Company Secretary



**\$12.5m**  
Market Cap

## Shareholding Register at 30 June 21

**23%** Directors and Management

**32%** Institutional Investors

**11%** High Net Worth's

**34%** Retail

	30 June 2021	30 June 2020	% change
Market Cap \$m	11.0m	6.5m	+59.9%
Share Price (cents)	11.0	6.9	+59.4%
Net Debt \$m <sup>1</sup>	4.2m	1.4m	(207%)
Cash & Undrawn Facilities \$m	6.1m	6.3m	(3.4%)
Net Assets \$m	13.8m	12.7m	+8.5%
Underlying EBITDA \$m	4.5m	3.2m	+41.2%
Shares on issue \$m	99.7m	94.9m	+5.1%
Trading multiple EV/Underlying EBITDA	4.1x	2.8x	+44.0%
Sales Revenue \$m	69.7m	68.1m	+2.5%
EPS (cents)	0.6	0.1	+470%

<sup>1</sup> includes \$2.5m (FY20: Nil) related to C&L acquisition.

# Our History Profile

Since Listing on the ASX in October 2018 we have invested to build a larger distribution group.



## Strong M&A Track Record

<p>2018 ▶</p>	<p>2019 ▶</p>	<p>2019 ▶</p>	<p>2019 ▶</p>	<p>Dec 2020 ▶</p>	<p>Aug 2021 ▶</p>	<p>Today ▶</p> <p><b>\$90m annual sales run-rate</b></p>
 <p>Acquired 100% of Heatleys Sales.</p>	 <p>Established a JV with Bisley Workwear in the UK.</p>	 <p>Acquired 100% of Industrial Supply Group. A co-op buying group of independents with stores across Australia.</p>	 <p>Acquired 100% of Protect-A-Load materials handling brand.</p>	 <p>Acquired 100% of C&amp;L Tool Centre.</p>	 <p>Acquired 100% of Skipper Transport Parts.</p>	<ul style="list-style-type: none"> <li>• 1 million products available</li> <li>• 300,000 products in DC's stores</li> <li>• 210 team members</li> <li>• 34 store network in Australia</li> <li>• 6 online marketplaces</li> <li>• 114 stockists in UK</li> <li>• 5,500+ business customers</li> </ul>

# A Look Inside Our Business



# Supply Solutions & Services Model

Tailored model for customers with more complex or specific needs.

## Product-On-Demand



Expert  
Team



On-site  
Stores



Mobile  
Stores



Vending  
Solutions



## Access Stock, Anytime, Anywhere

## On-Site Solutions

- Managed Inventory across customer facilities, special projects and site requirements.
- Convenience, efficiency, cost savings, reduces downtime, speed in supply.
- Technology systems integrated with company and customers ERP.

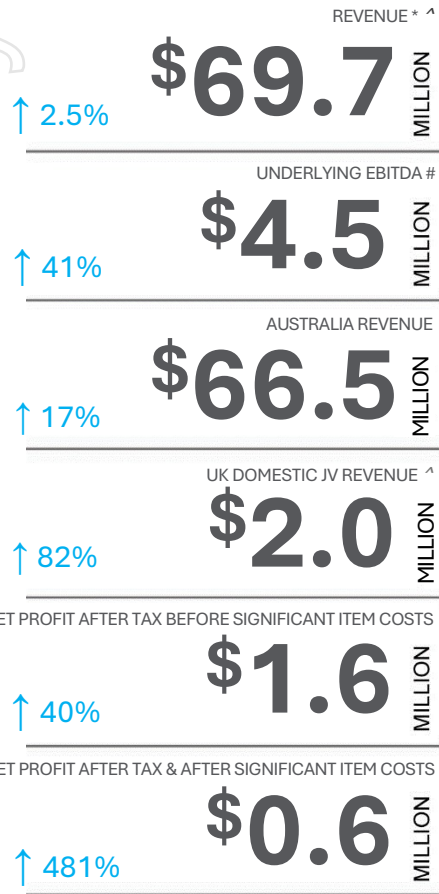




# Group Highlights – A Standout Year

FY21 Record year for revenue and profit.

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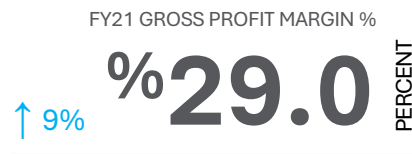
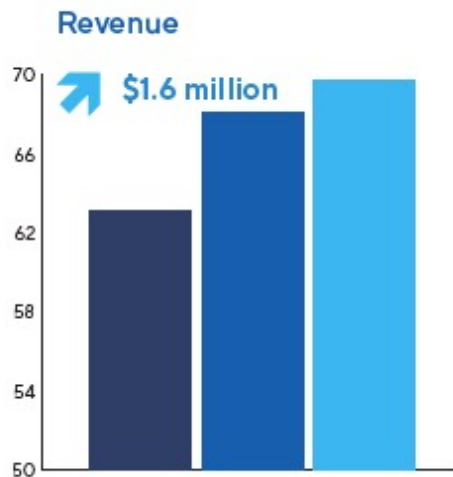


\* Includes BSA 100% of joint venture revenue

^ 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)

➔ Growth    30 June 2019    30 June 2020    30 June 2021



# Group Highlights – A Standout Year

Progress on build and buy strategy.

## Growth Achievements

### Acquisitions

- C&L Tool Centre
- Skipper Transport Parts

### Stores

- 6 new company stores
- 17 new onsite locations

### Range

- 600,000 new products

### Team Members

- 62 new team members

### Customers & Suppliers

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

### Online

- 6x new marketplaces
- \$1m investment in B2B/B2C marketplaces

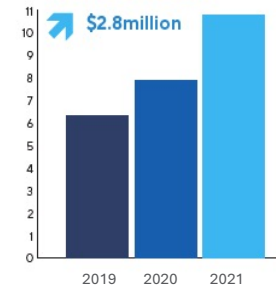
## New Store Locations

Brisbane, Mackay, Emerald, Perth, Karratha, Albany, Port Hedland, Esperance

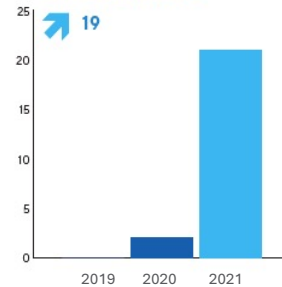


## Combined Today

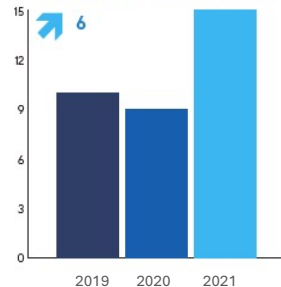
Inventory on hand in distribution centres



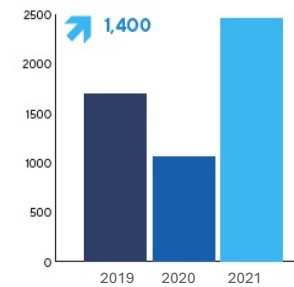
On-Site Locations



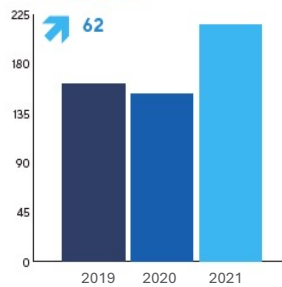
Own branch store locations



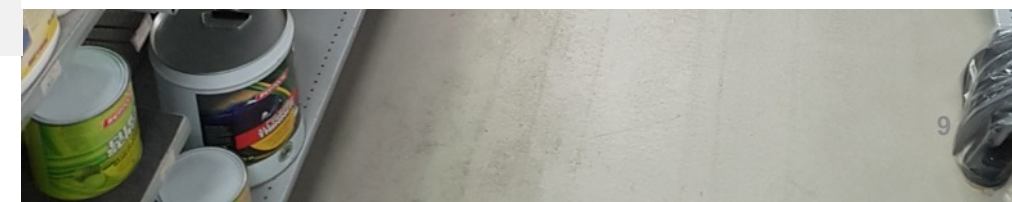
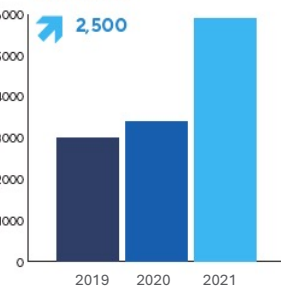
Suppliers



Employees



Customers



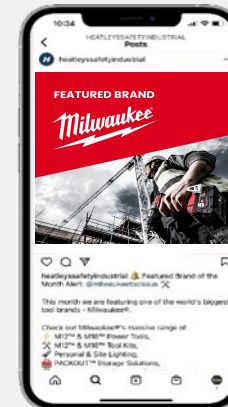
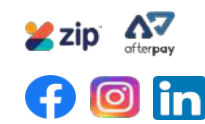
# Digital & Online Transformation

## Accelerated eCommerce platforms and Online marketplaces

					
ENHANCEMENT	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



# Marketing & Advertising Refresh



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More value and opportunities for our Supplier Partners

# Strategy Next 3 Years

Supporting the portfolio through a build and buy strategy to further improve competitiveness and grow market share.

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

Satisfactory return to shareholders

01

## Build a larger relevant business

more scale, operating leverage, supply chain infrastructure using strength from business combinations.

Two tier operating model focused on

1. Supply & Product Range Development
2. Customer & Service Delivery

02

## Preferred partner of choice

a genuine alternative for suppliers, independents, employees and customers.

Pursue attractive growth opportunities leveraged from recent acquisitions.

03

## Deepen supplier arrangements

improve buying power, ranging, merchandising, pricing, channels to market.

04

## More customer value better experiences

- Widest range
- Best prices
- Stock available
- Multiple buying channels
- Merchandise Innovation
- Store formats
- Inventory Solutions
- Technology & Data
- Unmatched service

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

05

## Accelerating eCommerce sales.

## Expand supply solutions model.

Retain, attract & develop our people  
Responsible business practices  
Scalable management systems.

06

## Grow market share

- Improve profitability.
- Lean, low-cost operating model.
- +8% EBITDA target in 2025.
- Double digit annual sales growth.

# 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

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.

## Advantaged market positions

- 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.



# Important Notices and Disclaimer

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An Australian multinational leading distribution group of Industrial MRO supplies

**Last Page**

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