

Company Presentation

16 February, 2024



STEALTH GROUP
HOLDINGS LTD

An Australian Industrial Distribution Company

Our Approach.

What We Do

We are a wide-range distributor, and a retailer, of Industrial industrial MRO and Automotive products and value-add solutions to Commercial, Trade and DIY consumers.

Our Model

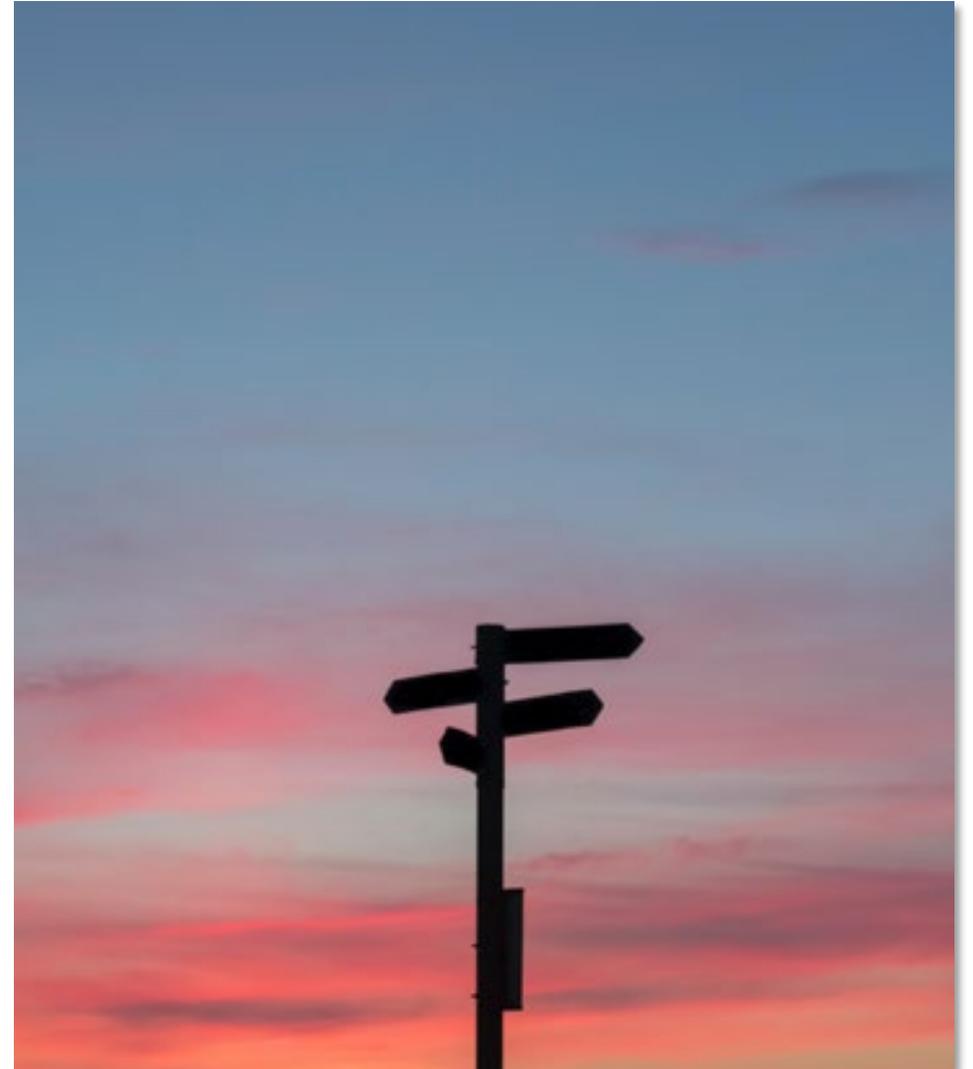
We provide products and solutions for every workplace.

Our Ambition

Industry leadership position by being Australia's go-to favourite place for Industrial and Automotive Supplies and Solutions.

Our Commitment

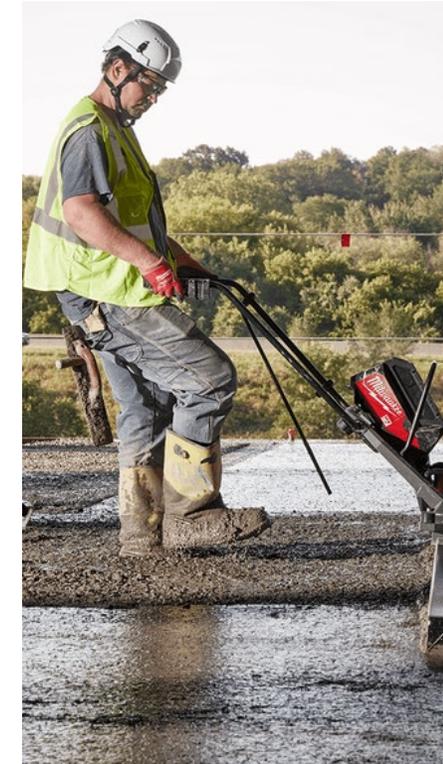
Responsible management to deliver sustainable long-term growth and shareholder value.



Why Invest?

Building the #1 market leading alternative to the majors.

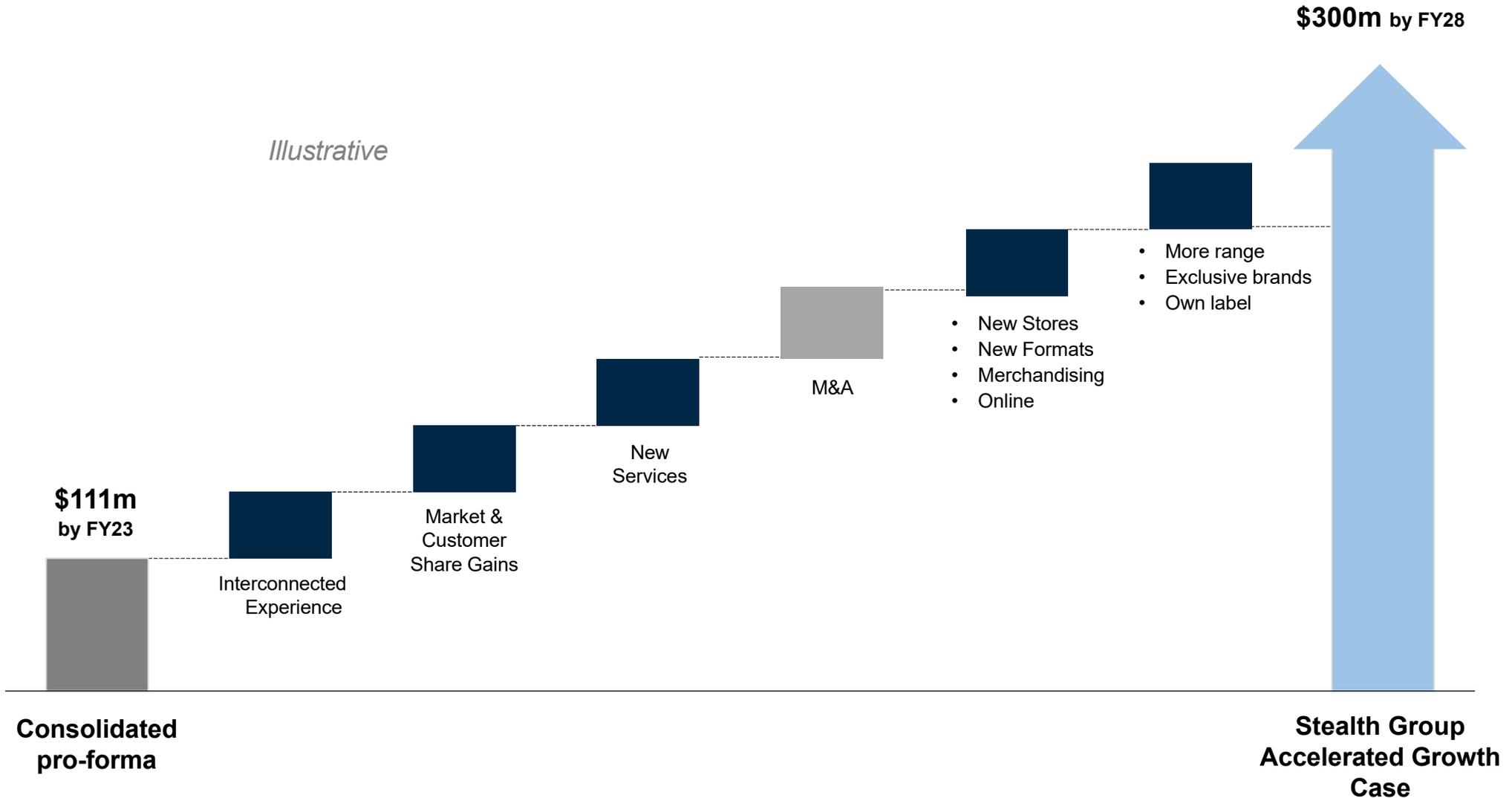
- Defensive growth sectors in large, fragmented, \$60bn markets
- Scale and leading positions
- Differentiated customer proposition
- Clear track record of growth
- Multiple growth drivers
- Strong financial track record, solid balance sheet
- Growing industry leadership





We are a Stronger, More Agile Company Today Than We've Ever Been, and **Well-Positioned to Capitalise on the **Growth Opportunities** in Our Market.**

Sales Growth 5-year outlook.



Where we are today.

~\$125m

In Revenue

65

Store locations
Australia-wide

>95%

Of products we sell are
Non-discretionary items

> \$60m

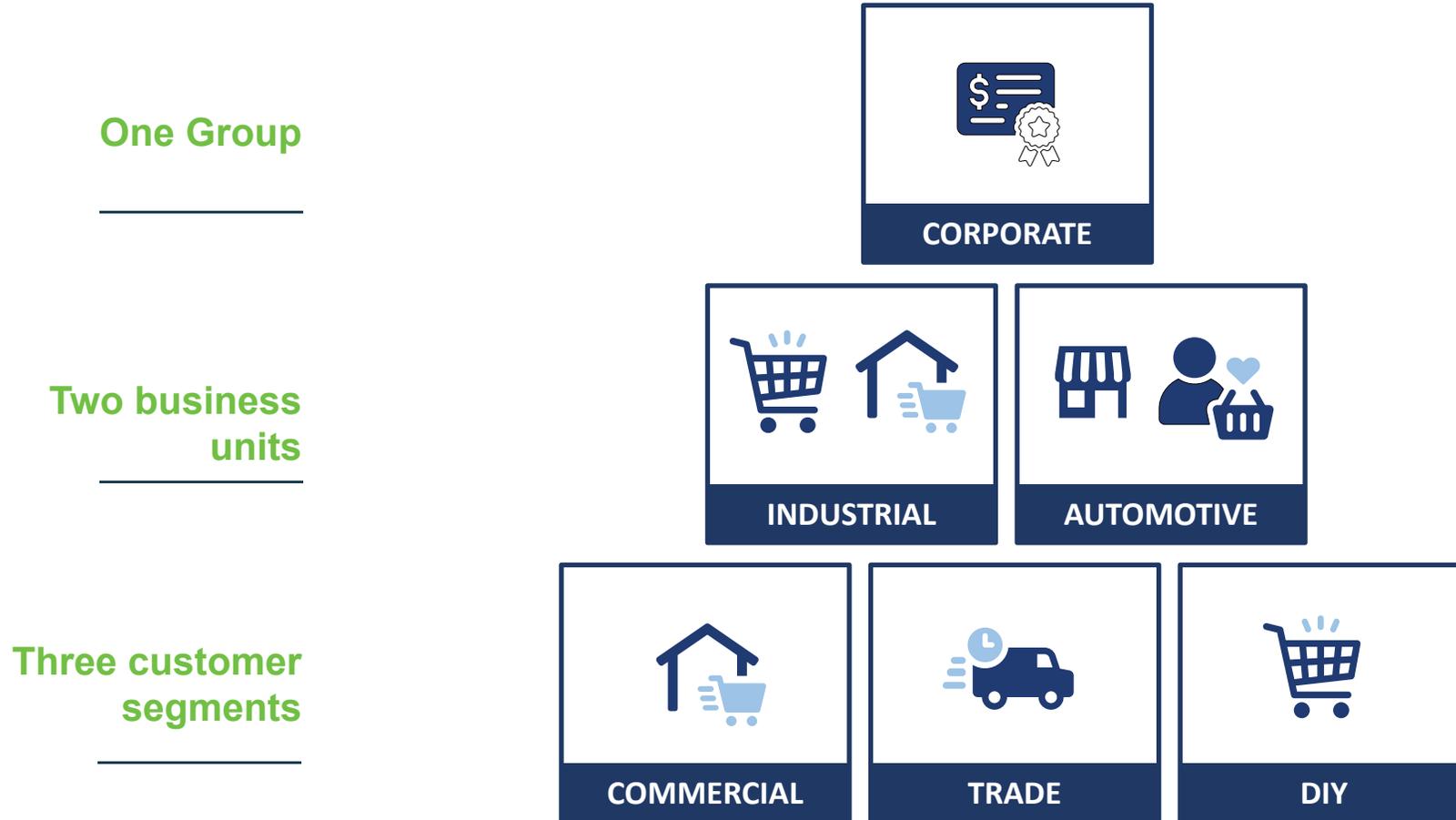
Pipeline of organic
new annual revenue in
FY25

Well-positioned
to be the
#1 market-alternative
to the majors

Pre-Audit Financial Performance 1H24

| Year ended 31 December (\$m) | 1H FY24 | 1H FY23 | Var % |
|--|---------|---------|---------|
| Revenue | 56.5 | 52.4 | 7.8% |
| Gross Profit | 16.6 | 15.2 | 9.3% |
| Earnings before interest, tax, depreciation and amortisation | 2.8 | 2.3 | 23.7% |
| Earnings before interest and tax | 1.4 | 0.8 | 71.3% |
| Profit before tax | 0.7 | 0.3 | 121.0% |
| Net profit after tax | 0.5 | 0.3 | 49.1% |
| Basic earnings per share (cps) | 0.45 | 0.31 | 48.4% |
| Return on capital employed (%) | 11.8% | 6.6% | 77.3% |
| Operating cash flows | 2.9 | 1.8 | 65.2% |
| Net capital expenditure | 0.5 | 0.6 | (9.8%) |
| Free cash flows | 2.4 | 1.2 | 101.2% |
| Cash realisation ratio (%) | 130 | 75 | 73.3 |
| Net financial debt | 5.8 | 10.1 | (42.1%) |
| Net Debt to EBITDA (x) | 1.0x | 2.2x | (53.2%) |

A new structure creates opportunities to drive more growth



Well-positioned for growth.

Stealth is actively pursuing opportunities in each pathway.

| | | | | | | | |
|-------------------------------|---|---|---|--|--|---|--|
| Operating Divisions | Industrial | | Automotive | | | | |
| Our Business | <p>We provide a wide-range assortment of Industrial maintenance, repair & operations 'MRO' products and Automotive aftermarket parts and accessories to Commercial, Trade and DIY consumers.</p> | | | | | | |
| Products and Solutions |  INDUSTRIAL |  SAFETY & PPE |  AUTOMOTIVE |  WORKPLACE |  HIRE RENTAL |  SERVICES |  SOLUTIONS |

2024 focus areas

Positive impact on sales, margin and profit.

TOP-LINE IMPACT

| | | |
|-----------------|---|---------------------------------|
| Dynamic Pricing | More gains from commercial, trade and DIY | Improve the customer experience |
|-----------------|---|---------------------------------|

BOTTOM-LINE IMPACT

| | | | |
|------------------------|-----------------------|---------------------------------|---------------------------------|
| Be more cost efficient | Increase productivity | Improve operational performance | Improve the employee experience |
|------------------------|-----------------------|---------------------------------|---------------------------------|

We are well placed to win.



Scale
advantage



Volume
growth



Growing
customer base



Higher
productivity



Winning
culture



Financial
strength



Thankyou

