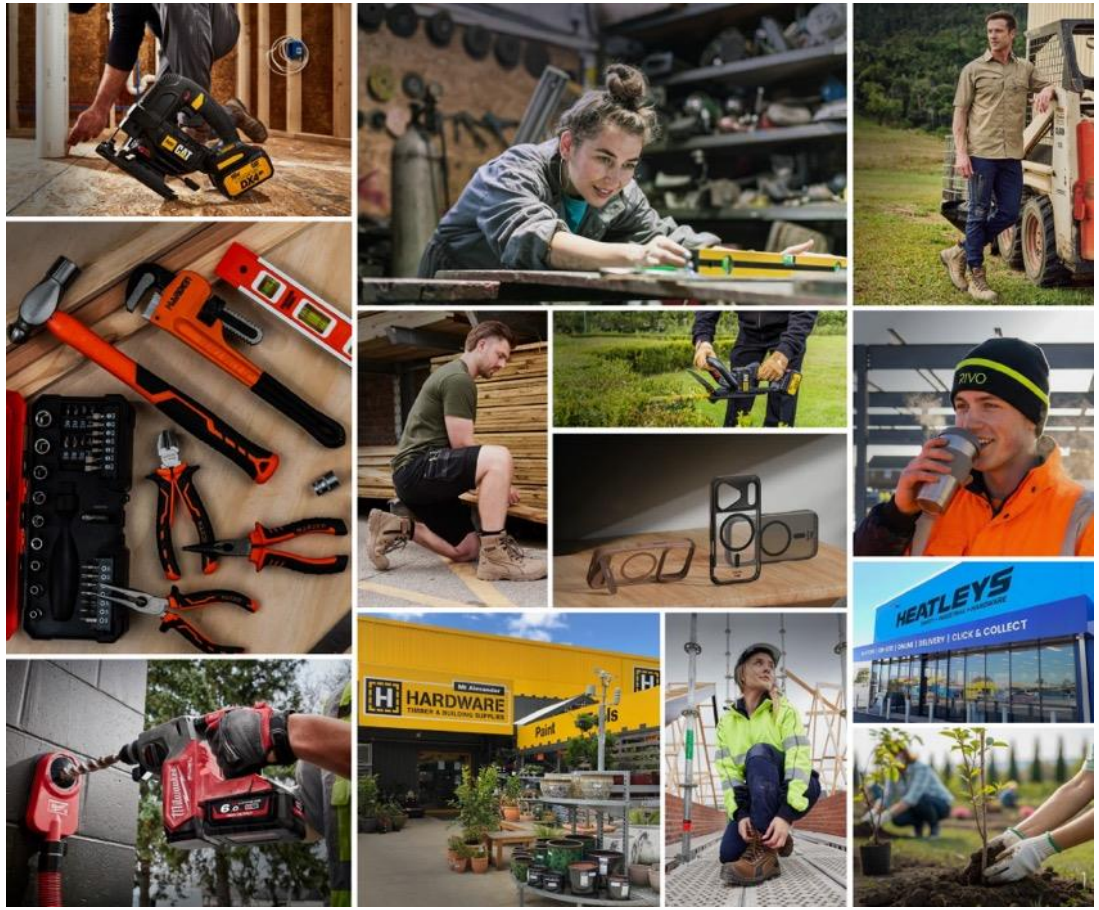
# Shareholder presentation

12 November 2026

**STEALTH GROUP HOLDINGS LTD**

Australia's leading independent distributor and retailer supplying products and solutions for the workplace and home.

# 2026 Annual Shareholders Meeting




ASX code: SGI

www.stealthgi.com

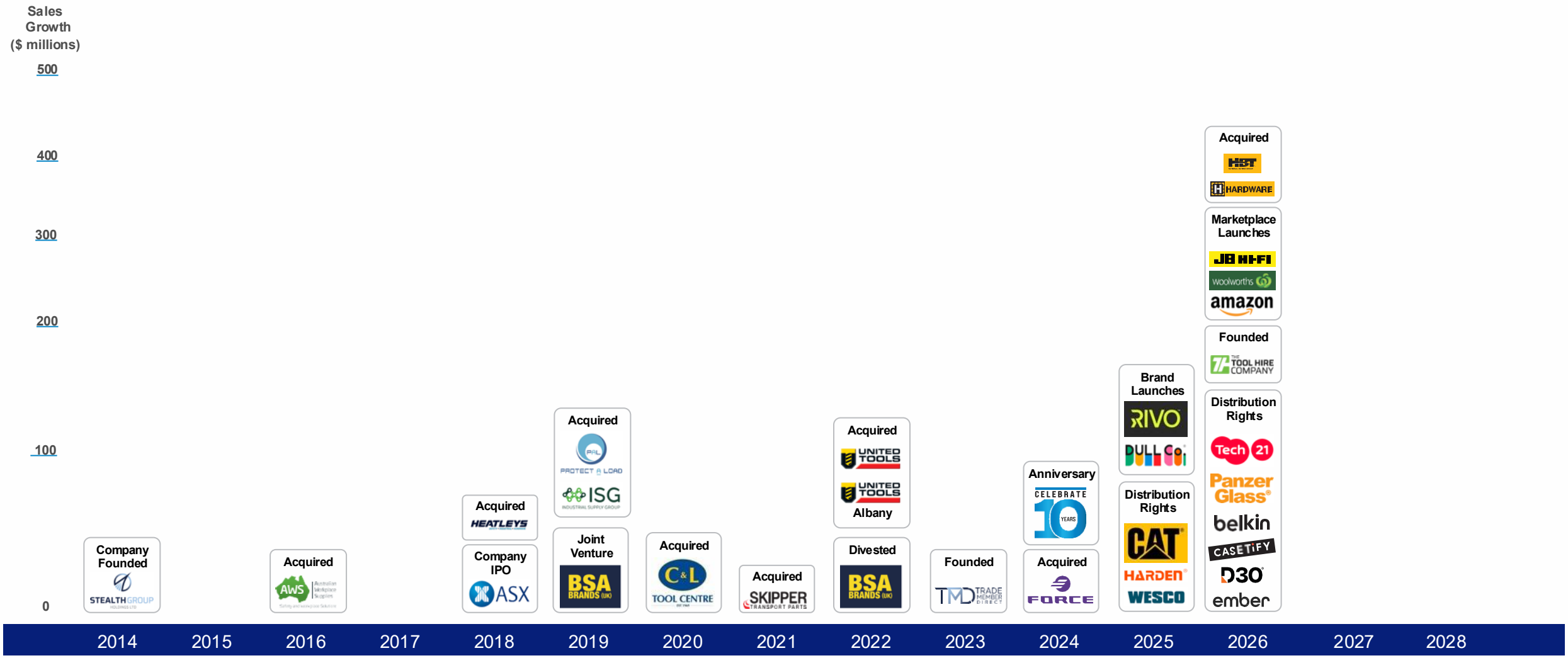
investors@stealthgi.com

STEALTH GROUP
HOLDINGS LTD

# 3.
# Group Managing Director & CEO’s Address



# Our History


Sales Growth ($ millions)
500
400
300
200
100
0
2014
2015
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025
2026
2027
2028
Company Founded
STEALTH GROUP
Acquired
AWS
Acquired
HEATLEYS
Company IPO
ASX
Acquired
PAL
PROTECT A LOAD
ISG
Joint Venture
BSA BRANDS (UK)
Acquired
C&L
TOOL CENTRE
Acquired
SKIPPER
TRANSPORT PARTS
Acquired
UNITED TOOLS
UNITED TOOLS
Albany
Divested
BSA BRANDS (UK)
Founded
TMD TRADE MEMBER DIRECT
Anniversary
CELEBRATE 10 YEARS
Acquired
FORCE
Brand Launches
RIVO
BULL Co!
Distribution Rights
CAT
HARDEN
WESCO
Acquired
HIT
HARDWARE
Marketplace Launches
JB HI-FI
woolworths
amazon
Founded
THE TOOL HIRE COMPANY
Distribution Rights
Tech 21
Panzer Glass
belkin
CASETiFY
D30
ember

# Stealth at a Glance

| Description | Definition |
|---|---|
| **Who we are** | Australia's leading independent distributor and retailer serving every workplace, industry, trade and home |
| **What we supply** | Hardware, home improvement, building supplies, industrial MRO, safety, and consumer retail products and related services |
| **Operating businesses** | Hardware & Building Traders (HBT) \| Heatleys Safety, Industrial & Hardware \| C&L Tool Centre \| Force Technology \| H Hardware |
| **Customers** | Independent Retailers (HBT Members), Businesses & Organisations, Trade Professionals, Retail Resellers, DIY Consumers |
| **Business model** | Multi-channel, wide-range supplier of products and solutions across 3 pillars; B2B Distribution \| Retail & Trade \| Sourcing & Supply Solutions |
| **Markets** | Large, Fragmented ~$120bn Market |
| **How we grow** | Product distribution \| Supply chain services \| Supplier partnerships \| Customers \| Distribution network \| Strategic acquisitions |

# Our Business Model

A multi-channel distributor and retailer providing a wide range of products and solutions across the entire value chain

## Suppliers

- **Category leaders**: leading national & global brands
- **Strategic suppliers:** preferred partnerships
- **Exclusive brands:** brand distribution rights
- **Own-label and white label:** designed & sourced direct from manufacturers

## Revenue Pillars

**01**



### Supply Chain Solutions

Sourcing & procurement, member services, managed services, product development, and exclusive / own brand distribution

**02**




### B2B Distribution

National supply through sales force, branch/store network, customer contact centres, online and onsite.

**03**




### Retail

Omnichannel sales through company-owned stores and digital channels.

### Core customer value

| Supply solutions | Broad product range | Reliable product supply | Technical expertise | Competitive pricing |
|---|---|---|---|---|

## Customers

- Independent retailers
- Businesses and organisations
- Trade professionals
- Retail resellers
- DIY consumers

**Australia's largest independent distribution network** combining Company-owned operations, independent retailers and retail resellers in our markets, built to serve every workplace, industry, trade and home.

# Our Strategy: Building a winning value proposition

**Essential products and solutions for every workplace, trade, industry and home**

HBT | HEATLEYS SAFETY • INDUSTRIAL • HARDWARE | FORCE TECHNOLOGY | HARDWARE | C&L TOOL CENTRE

| | | | |
|---|---|---|---|
| Value proposition | **SOURCING & SUPPLY SOLUTIONS FOR EVERY PARTNER**<br>where independents and suppliers come for value, quality, certainty. | **PRODUCTS & SOLUTIONS FOR EVERY INDUSTRY**<br>where commercial & trade customers come for solutions, range, and service, all in one place. | **PRODUCTS & SOLUTIONS FOR EVERY HOME**<br>where DIY customers come for range, convenience, price, help and advice |
| Strategic Growth Levers | 01 **Simplifying the Supply Chain ecosystem** | 02 **Continually expand and innovate our offer** | 03 **Grow in Commercial, Trade and DIY** |
| | 04 **Optimise and grow our network** | 05 **Enhance productivity and Technology** | |
| Strategic Outcomes | $500m in Sales \| 8-12% EBITDA \| Market Share Growth \| Shareholder Returns | | |

# Our Strategy: Building a $500m+ business

**Our strategy to build a business of $500 million-plus in sales, with stronger margins, is unchanged.**

- Central invoicing continues to roll out across the HBT network, supporting the conversion of network purchasing into recognised sales through central invoicing, partnerships and commercial services, with a target of 75% conversion compared with approximately 21% in FY26.
- Customers are being onboarded for new annualised sales and negotiations continue on further sales opportunities, commencing progressively throughout 1H27.
- The Group continues to actively consider strategic acquisitions to expand its offering, grow its customer base, optimise and expand its network, and enter new categories.

**We'll report on progress towards our FY28 targets at our half-year results in February 2027.**

STEALTH GROUP
HOLDINGS LTD

# 6. Meeting Close



# Important notice and disclaimer

This document has been prepared by Stealth Group Holdings Ltd (the Company) and is provided for information purposes only. This document does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in the Company nor does it constitute financial product advice. This document is not a prospectus, product disclosure statement or other offer document under Australian law or under any other law. This document has not been filed, registered or approved by regulatory authorities in any jurisdiction. By reading this document you agree to be bound by the limitations set out in this document.

This document and the information contained within it is strictly confidential and is intended for the exclusive benefit of the persons to whom it is given. It may not be reproduced, disseminated, quoted or referred to, in whole or in part, without the express written consent of the Company. By receiving this document, you agree to keep the information confidential, not to disclose any of the information contained in this document to any other person and not to copy, use, publish, record or reproduce the information in this document without the prior written consent of the Company, which may be withheld in its absolute discretion.

The information contained in this document is not intended to be relied upon as advice or a recommendation to investors and does not consider the investment objectives, financial situation, taxation situation or needs of any investor. An investor must not act based on any matter contained in this document but must make its own assessment of the Company and conduct its own investigations and analysis. Investors should assess their own individual financial circumstances and consider talking to a financial adviser, professional adviser or consultant before making any investment decision.

Statements and information in this document are current only at 12 November 2026 and the information in this document remains subject to change without notice. The information contained in this document is for information purposes only and is an overview and does not contain all information necessary to make an investment decision or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the "Corporations Act 2001 (Cth)" (Corporations Act). The information contained in this document is of a general nature and does not purport to be complete or verified by the Company, or any other person. The Company has no responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this document, which may affect any matter referred to in this document.

While reasonable care has been taken in relation to the preparation of this document, none of the Company, or their respective directors, officers, employees, contractors, agents, or advisers nor any other person (Limited Party) guarantees or makes any representations or warranties, express or implied, as to or takes responsibility for, the accuracy, reliability, completeness or fairness of the information, opinions, forecasts, reports, estimates and conclusions contained in this document. No Limited Party represents or warrants that this document is complete or that it contains all information about the Company that a prospective investor or purchaser may require in evaluating a possible investment in the Company or acquisition of shares in the Company.

To the maximum extent permitted by law, each Limited Party expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of or reliance on information contained in this document including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions, forecasts, reports or other matters, express or implied, contained in, arising out of or derived from, or for omissions from, this document including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom.

Certain statements in this document constitute forward looking statements and comments about future events, including the Company's expectations about the performance of its businesses. Such forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, and which may cause actual results, performance or achievements to differ materially from those expressed or implied by such statements. Forward looking statements are provided as a general guide only and should not be relied on as an indication or guarantee of future performance. Given these uncertainties, recipients are cautioned to not place undue reliance on any forward-looking statement. Subject to any continuing obligations under applicable law the Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements in this document to reflect any change in expectations in relation to any forward-looking statements or any change in events, conditions or circumstances on which any such statement is based.

Past performance is not indicative of future performance, and no guarantee of future returns is implied or given. Nothing contained in this document, nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of the Company. No Limited Party or any other person makes any representation or gives any assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this document will occur.

This document is only being provided to persons who are the holders of an Australian financial services licence and their representatives, sophisticated investors (in accordance with section 708(8) of the Corporations Act) and professional investors (in accordance with section 708(11) of the Corporations Act) or to such other persons whom it would otherwise be lawful to distribute it.

STEALTH GROUP
HOLDINGS LTD

**ASX CODE : SGI** | ABN 25 615 518 020