



HILLMAN™

Investor Presentation

Third Quarter 2021

Safe Harbor Statement

Forward Looking Statements

This presentation may contain “forward-looking statements” within the meaning of federal securities laws. All statements other than statements of historical fact included in this presentation are forward-looking statements made in good faith by the company and are intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. The Company's actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “intend,” “plan,” “may,” “will,” “could,” “should,” “believes,” “predicts,” “potential,” “continue,” and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, the Company's expectations with respect to future performance. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside the Company's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) unfavorable economic conditions that may affect operations, financial condition and cash flows including inflation, recessions, instability in the financial markets or credit markets; (2) highly competitive markets that could adversely impact financial results (3) ability to continue to innovate with new products and services; (4) seasonality; (5) large customer concentration; (6) ability to recruit and retain qualified employees; (7) the outcome of any legal proceedings that may be instituted against the Company (8) adverse changes in currency exchange rates; (9) the impact of COVID-19 on the Company's business; or (10) regulatory changes and potential legislation that could adversely impact financial results. The foregoing list of factors is not exclusive, and readers should also refer to those risks that will be included under the header “Risk Factors” included in the S-1 filed on August 25, 2021 with the Securities and Exchange Commission (“SEC”). Given these uncertainties, current or prospective investors are cautioned not to place undue reliance on any such forward looking statements. The Company does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements in this presentation to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based. All estimates of financial metrics in this presentation for fiscal 2021 and beyond are current as of November 3, 2021.

Presentation of Non-GAAP Financial Measures

In addition to the results provided in accordance with U.S. generally accepted accounting principles (“GAAP”) throughout this presentation the company has provided non-GAAP financial measures, which present results on a basis adjusted for certain items. The company uses these non-GAAP financial measures for business planning purposes and in measuring its performance relative to that of its competitors. The company believes that these non-GAAP financial measures are useful financial metrics to assess its operating performance from period-to-period by excluding certain items that the company believes are not representative of its core business. These non-GAAP financial measures are not intended to replace, and should not be considered superior to, the presentation of the company's financial results in accordance with GAAP. The use of the non-GAAP financial measures terms may differ from similar measures reported by other companies and may not be comparable to other similarly titled measures. These non-GAAP financial measures are reconciled from the respective measures under GAAP in the appendix below.

The company is not able to provide a reconciliation of the company's non-GAAP financial guidance to the corresponding GAAP measures without unreasonable effort because of the inherent difficulty in forecasting and quantifying certain amounts necessary for such a reconciliation such as certain non-cash, nonrecurring or other items that are included in net income and EBITDA as well as the related tax impacts of these items and asset dispositions / acquisitions and changes in foreign currency exchange rates that are included in cash flow, due to the uncertainty and variability of the nature and amount of these future charges and costs.

3Q21 Review



3Q21 & YTD Highlights

Financial Highlights

- Completed merger with Landcadia III; began trading on NASDAQ under “HLMN” ticker
- Recapitalized balance sheet reducing leverage from 7.1x to 4.3x TTM Adjusted EBITDA at 9/25/21
- Continued to implement new business wins on time and complete thanks to field service teams
- Secured additional business wins for 2022
- Achieved fill-rates > 90%; above competitors ~70% fill rates
- Second round price increases effective Q4; will implement third round in Q1 2022
- 3Q21 Sales of \$364.5 million (-8.6% y/y) and Adjusted EBITDA of \$56.5 million (-24.6% y/y)
- YTD Sales of \$1,081.5 million (+3.9% y/y) and Adjusted EBITDA of \$168.8 million (-5.2% y/y)

Note: Adjusted EBITDA is a non-GAAP measure. Please see page 17 for a reconciliation of Adjusted EBITDA to Net Income.

Revenues on Track, Cost Environment Challenging

(\$ in millions)

Third Quarter

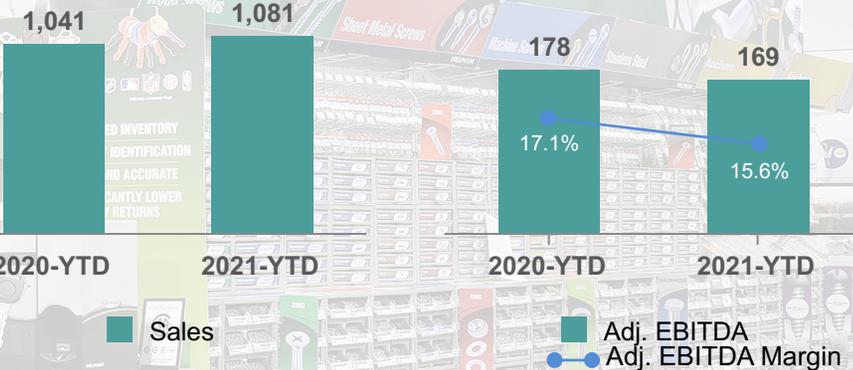
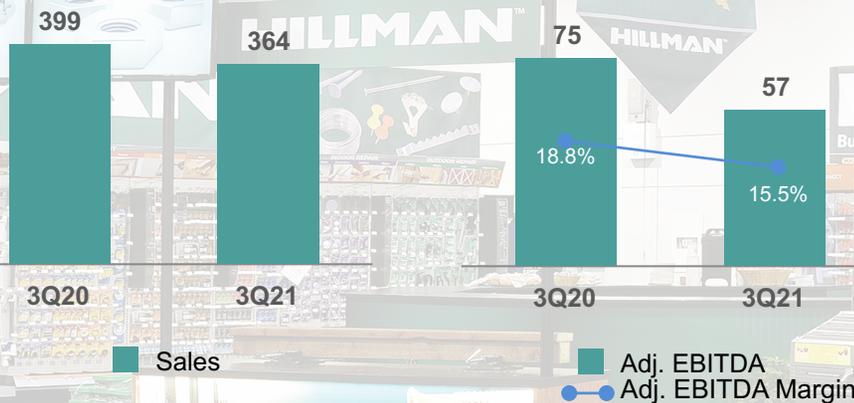
9-Month YTD

Sales

Adjusted EBITDA

Sales

Adjusted EBITDA



Third Quarter Highlights

9-Month YTD Highlights

- On tough comparisons, sales decreased 8.6% in 3Q21
 - HS (6.4%) PS (26.6%)
 - RDS +14.0% Canada (9.3%)
- Adjusted EBITDA decreased 24.6% and margin contracted -330 basis points primarily due to loss of higher margin PPE sales and higher operating expenses
- 2-Year Growth: Revenue +14.9%, Adjusted EBITDA +11.2%

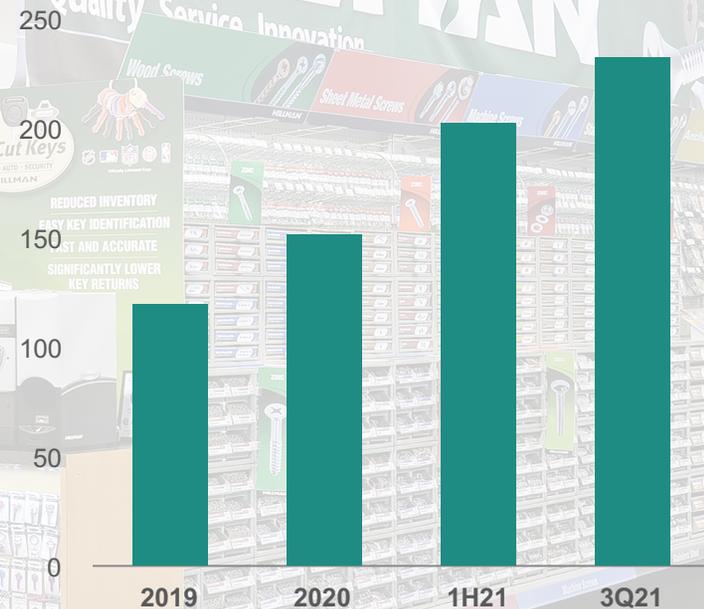
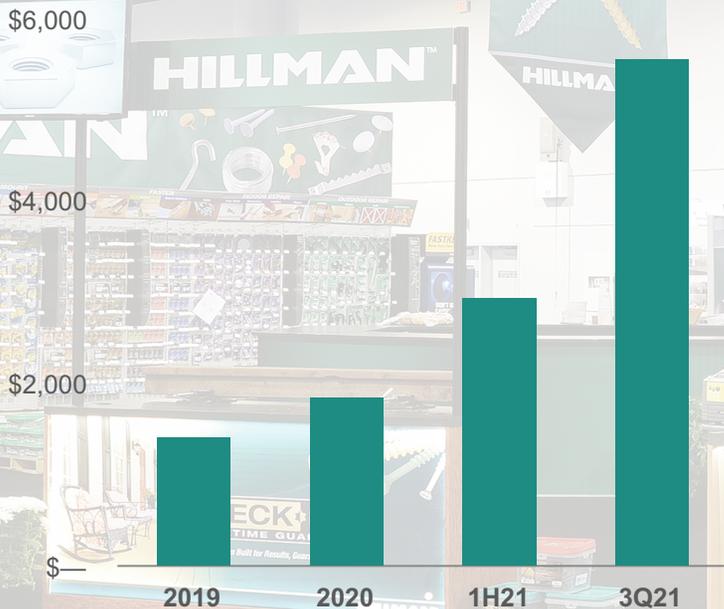
- Sales increased 3.9% 9-month YTD
 - HS +2.6% PS (8.9%)
 - RDS +20.3% Canada +15.6%
- Adjusted EBITDA decreased 5.2% and margin contracted -150 basis points primarily due to loss of higher margin PPE sales and higher operating expenses
- 2-Year Growth: Revenue +16.3%, Adjusted EBITDA +17.6%

Note: Adjusted EBITDA is a non-GAAP measure. Please see page 17 for a reconciliation of Adjusted EBITDA to Net Income.

Container Costs & Lead Times

Average Container Costs (US\$)*

Average Lead Times (Days)**



- Average container costs are currently ~3x 2019 and nearly double from 1H21

- Lead times have increased from historically ~120 days to well over 200 days

*Twenty foot equivalent

**Measured from order placement to West Coast

3Q21 Segment Results Summary

\$ Thousands

Hardware & Protective For Quarter Ended	3Q20 9/26/2020	3Q21 9/25/2021	\$ Change	Comments
Revenues	\$300,307	\$261,456	\$(38,851)	HS: lower retail demand, PS: less Covid product sales
Adjusted EBITDA	\$52,623	\$30,634	\$(21,989)	Lower demand and higher expenses
Margin	17.5 %	11.7 %	(580) bps	PS: lack of higher margin PPE sales and higher operating costs

Robotics & Digital Solutions For Quarter Ended	3Q20 9/26/2020	3Q21 9/25/2021	\$ Change	Comments
Revenues	\$59,186	\$67,499	\$8,313	Recovery from weak demand during covid lock-downs
Adjusted EBITDA	\$17,995	\$23,483	\$5,488	Strong sales growth and margin expansion
Margin	30.4 %	34.8 %	440 bps	Operating leverage from stronger sales

Canada For Quarter Ended	3Q20 9/26/2020	3Q21 9/25/2021	\$ Change	Comments
Revenues	\$39,187	\$35,525	\$(3,662)	Softer retail sales and supply chain disruptions
Adjusted EBITDA	\$4,365	\$2,411	\$(1,954)	Lower sales on tough comparisons
Margin	11.1 %	6.8 %	(430) bps	Higher freight and material costs

Note: Adjusted EBITDA is a non-GAAP measure. Please see page 18 and 19 for a reconciliation of Adjusted EBITDA to Net Income.

Year-To-Date Segment Results

\$ Thousands

Hardware & Protective For Six Months Ended	YTD 9/26/2020	YTD 9/25/2021	\$ Change	Comments
Revenues	\$782,983	\$775,514	\$(7,469)	Strong demand for HS + price offset by reduced Covid sales
Adjusted EBITDA	\$123,989	\$95,780	\$(28,209)	Inflation, higher freight costs, lower sales
Margin	15.8 %	12.4 %	(340) bps	PS: lack of higher margin PPE sales and higher operating costs

Robotics & Digital Solutions For Six Months Ended	YTD 9/26/2020	YTD 9/25/2021	\$ Change	Comments
Revenues	\$157,691	\$189,729	\$32,038	Recovery in key and engraving sales post Covid
Adjusted EBITDA	\$47,938	\$64,596	\$16,658	Strong sales growth and margin expansion
Margin	30.4 %	34.0 %	360 bps	Operating leverage from sales growth

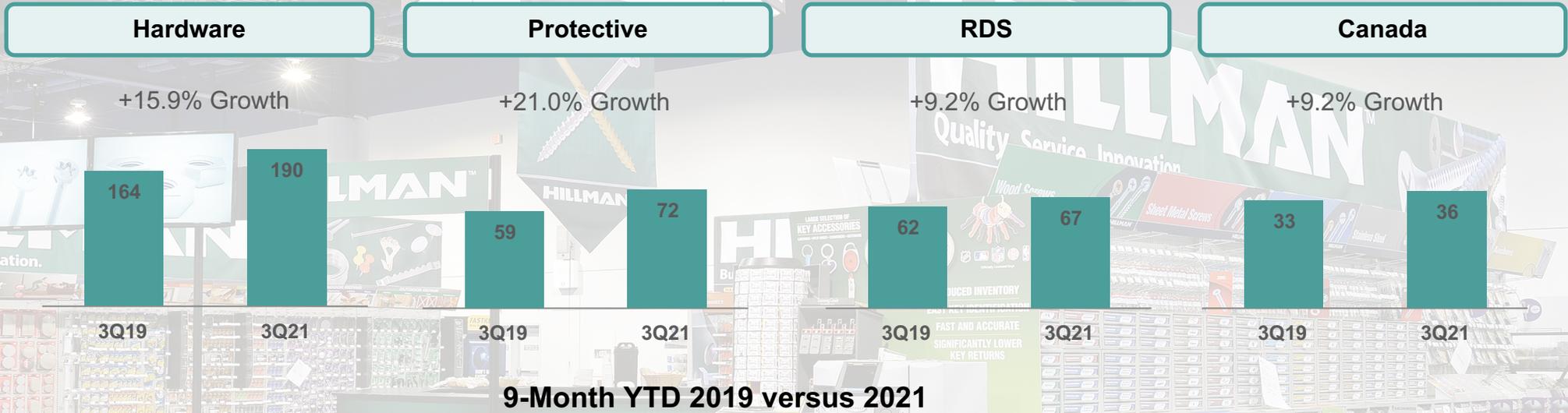
Canada For Six Months Ended	YTD 9/26/2020	YTD 9/25/2021	\$ Change	Comments
Revenues	\$100,552	\$116,233	\$15,681	Recovery from weaker 1H20 sales due to Covid
Adjusted EBITDA	\$6,187	\$8,430	\$2,243	Strong sales growth
Margin	6.2 %	7.3 %	110 bps	Operating leverage partially offset by inflation & freight costs

Note: Adjusted EBITDA is a non-GAAP measure. Please see page 18 and 19 for a reconciliation of Adjusted EBITDA to Net Income.

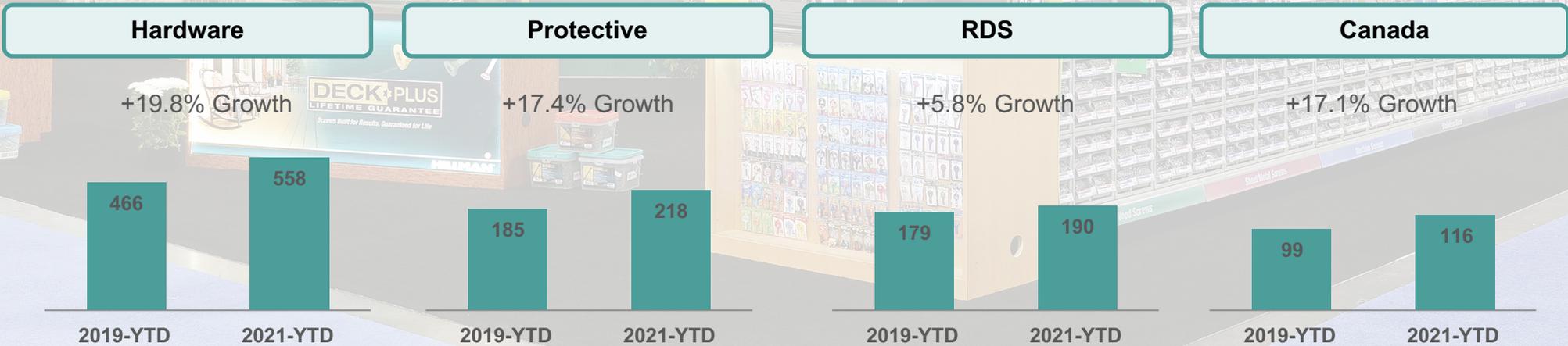
Strong Two-Year Revenue Growth Trends

(\$ in millions)

Third Quarter 2019 versus 2021



9-Month YTD 2019 versus 2021



3Q21 Two-Year Growth Comparison

\$ Millions

Hardware & Protective	3Q19	3Q21	%	YTD 2019	YTD 2021	%
<i>For Quarter Ended</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>
Revenues	\$222.9	\$261.5	17.3%	\$651.0	\$775.5	19.1%
Adjusted EBITDA	\$29.8	\$30.6	2.6%	\$81.5	\$95.8	17.6%
Margin	13.4%	11.7%	(170) bps	12.5%	12.4%	(10) bps

Robotics & Digital Solutions	3Q19	3Q21	%	YTD 2019	YTD 2021	%
<i>For Quarter Ended</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>
Revenues	\$61.8	\$67.5	9.2%	\$179.4	\$189.7	5.8%
Adjusted EBITDA	\$19.9	\$23.5	18.3%	\$55.7	\$64.6	15.9%
Margin	32.1%	34.8%	270 bps	31.1%	34.0%	290 bps

Canada	3Q19	3Q21	%	YTD 2019	YTD 2021	%
<i>For Quarter Ended</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>
Revenues	\$32.5	\$35.5	9.2%	\$99.2	\$116.2	17.1%
Adjusted EBITDA	\$1.1	\$2.4	115.7%	\$6.3	\$8.4	33.6%
Margin	3.4%	6.8%	340 bps	6.4%	7.3%	90 bps

Consolidated	3Q19	3Q21	%	YTD 2019	YTD 2021	%
<i>For Quarter Ended</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>	<i>9/28/2019</i>	<i>9/25/2021</i>	<i>Change</i>
Revenues	\$317.3	\$364.5	14.9%	\$929.6	\$1,081.5	16.3%
Adjusted EBITDA	\$50.8	\$56.5	11.2%	\$143.5	\$168.8	17.6%
Margin	16.0%	15.5%	(50) bps	15.4%	15.6%	20 bps

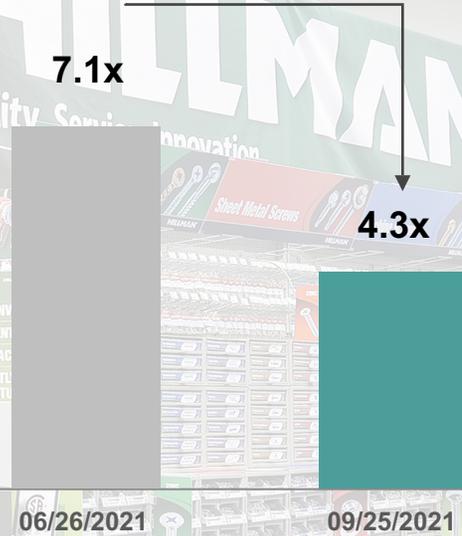
Note: Adjusted EBITDA is a non-GAAP measure. Please see page 18 and 20 for a reconciliation of Adjusted EBITDA to Net Income.

Strong Capital Structure Supports Growth & Enables All Important Industry Leading Fill Rates

Total Leverage Based on TTM Adj. EBITDA

(\$ millions)	9/25/21
Cash	\$ 14
ABL Revolver (\$250 million)	74
New Term Note	851
Total Debt	\$ 925
Net Debt	\$ 911
TTM Adjusted EBITDA	\$ 211.9
Net Debt/ TTM Adjusted EBITDA	4.3x

Total Net Leverage Based on TTM Adj. EBITDA



Note: Adjusted EBITDA is a non-GAAP measure. Please see page 17 for a reconciliation of Adjusted EBITDA to Net Income.

Outlook

Outlook (\$ millions)	2019	2020	2021E
Revenues	\$1,214.4	\$1,368.3	\$1,400
Adjusted EBITDA	\$178.7	\$221.2	\$205-\$210

Long-term Growth

- Revenue +6%
- Adj EBITDA +10%

Other

- SGA: 75%-80% driven by revenues
- Interest Expense: ~\$30 million/year
- Income Tax: cash taxpayer in 2023, then ~25% cash taxpayer
- Capital Expenditures: ~\$60 million/year, \$40 million growth
- Shares outstanding: 187.6 million, 24.7 million warrants outstanding at \$11.50 strike price

Note: Adjusted EBITDA is a non-GAAP measure. Please see page 17 for a reconciliation of Adjusted EBITDA to Net Income.

Appendix



Investment Highlights



Indispensable partner embedded with winning retailers



HILLMAN



Customers love us, trust us and rely on us



Market and innovation leader across compelling categories



Large, predictable, growing and non-cyclical end markets



Significant runway for incremental growth: organic and via M&A



Management team with proven operational and M&A expertise



Strong financial profile with 56-year track record

Hillman at a Glance

Business Description

- Founded in 1964; HQ in Cincinnati, OH
- The leading distributor of hardware and home improvement products, personal protective equipment and robotic kiosk technologies to a broad range of winning retailers in the U.S., Canada and Mexico
- The predominance of our sales come from Hillman-owned brands
- Highly attractive ~\$6 billion direct addressable market with strong secular tailwinds
- Long-standing strategic partnerships with winning retailers including Home Depot, Lowe's, Walmart, Tractor Supply, ACE and independent hardware stores
- Provide highly complex logistics, inventory, category management and differentiated in-store merchandising services via ~1,100 person field sales and service team
- ~3,600 non-union employees across corporate HQ, 22 N.A. distribution centers, and Taiwan sourcing office

By the Numbers

~20 billion
Fasteners
Sold per Year

~575 million
Pairs of Gloves
Sold per Year

~116 million
Keys Duplicated
per Year

~112,000
SKUs
Managed

~42,000
Store Direct
Locations

~35,000
Kiosks in
Retail Locations

#1
Position Across
Core Categories

10%
Long-Term
Historical
Sales CAGR

55 Years
Sales Growth in
56-Year History

~\$1.4bn
2020
Sales

22%
2017-2020 Adj.
EBITDA Growth

16%
2020 Adj.
EBITDA Margin

*Note: Figures may not tie due to rounding and corporate eliminations.
Adjusted EBITDA is a non-GAAP measure. Please see page 17 for a reconciliation of Adjusted EBITDA to Net Income.
Operational metrics based on 2020 management estimates.*

Our Primary Business Segments

Hardware & Protective Solutions

Hardware Solutions

Protective Solutions

Robotics and Digital Solutions

Segment Position

#1

#1

#1

Hillman-Owned Brands

Fasteners & Specialty

HILLMAN

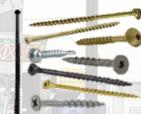
DECK PLUS
LIFETIME GUARANTEE



Picture Hanging

Construction Fasteners

POWERPRO
ENGINEERED PERFORMANCE



Builders Hardware & Metal Shapes

Work Gear

AWP

McGuire-Nicholas



Safety / PPE

Gloves

GREASE MONKEYS

GORILLA GRIP



FIRM GRIP

TRUEGRIP



Key and Fob Duplication

HILLMAN

minuteOkey



Personalized Tags

Knife Sharpening

high & mighty

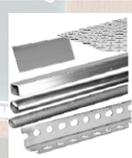
OOK

HILLMAN



THE STEELWORKS
BY HILLMAN

HILLMAN



FIRM GRIP

AWP

PREMIUM DEFENSE



i.d. SPOT

QUICK TAG

QUICK TAG

fidu

TagWorks



resharp



Representative Top Customers

ACE Hardware



TSC TRACTOR SUPPLY CO.

Walmart

Source: Third party industry report.

Adjusted EBITDA Reconciliation

	3Q20 09/26/20	3Q21 9/25/21	2020-YTD 09/26/20	2021-YTD 9/25/21
<i>\$ Thousands</i>				
<i>For Period Ending</i>				
Income from Operations	\$35,102	\$(13,295)	\$65,276	\$11,994
D&A	30,809	29,958	95,269	91,892
EBITDA	65,911	16,663	160,545	103,886
1 Stock Compensation	1,149	5,280	3,818	8,817
2 CCMP Management Fees	130	56	451	270
3 Facility Exits	3,108	—	3,541	—
4 Restructuring	651	462	3,361	571
5 Litigation Fees	2,980	487	5,654	10,769
6 Acquisition & Integration	1,054	802	2,044	8,941
7 Buy-back Expense	—	650	—	2,000
8 Anti-Dumping Expense	—	—	—	2,636
9 Inventory Valuation	—	32,026	—	32,026
10 Change in Fair Value	—	102	(1,300)	(1,110)
Adjusted EBITDA	\$74,983	\$56,528	\$178,114	\$168,806

- | | |
|---|--|
| 1 Stock compensation | 6 Professional fees, non-recurring bonuses, severance and other costs related to merger and acquisition activity including merger with LCY |
| 2 CCMP management fees | 7 Remove infrequent buy-backs associated with new business wins |
| 3 Costs associated with the closure of facility in San Antonio, Texas | 8 Prior year anti-dumping duties related to nail business |
| 4 Inventory write-offs, severance, rent, labor costs, etc. related to restructuring initiatives | 9 Inventory valuation charge taken in connection with the exit of certain COVID-19 product lines |
| 5 Professional fees related to non-recurring litigation | 10 Change in fair value of contingent consideration for acquisitions |

Note: Adjusted EBITDA is a non-GAAP measure. Please see above for a reconciliation of Adjusted EBITDA to Net Income.

2021 Segment Adjusted EBITDA Reconciliations

Thirteen Weeks Ended September 25, 2021	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$(24,901)	\$11,158	\$448	\$(13,295)
Depreciation & Amortization	17,615	10,842	1,501	29,958
Stock Compensation Expense	4,535	745	—	5,280
Management Fees	47	9	—	56
Restructuring	—	—	462	462
Litigation Expense	—	487	—	487
Acquisition & Integration Expense	662	140	—	802
Buy-Back Expense	650	—	—	650
Inventory Valuation	32,026	—	—	32,026
Change in Fair Value of Contingent Consideration	—	102	—	102
Adjusted EBITDA	\$30,634	\$23,483	\$2,411	\$56,528

Thirty-nine weeks ended September 25, 2021	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$(8,856)	\$17,858	\$2,992	\$11,994
Depreciation & Amortization	52,135	34,816	4,941	91,892
Stock Compensation Expense	7,591	1,226	—	8,817
Management Fees	232	38	—	270
Restructuring	64	10	497	571
Litigation Expense	—	10,769	—	10,769
Acquisition & Integration Expense	7,952	989	—	8,941
Buy-Back Expense	2,000	—	—	2,000
Inventory Valuation	32,026	—	—	32,026
Anti-dumping Duties	2,636	—	—	2,636
Change in Fair Value of Contingent Consideration	—	(1,110)	—	(1,110)
Adjusted EBITDA	\$95,780	\$64,596	\$8,430	\$168,806

Note: Adjusted EBITDA is a non-GAAP measure. Please see above for a reconciliation of Adjusted EBITDA to Operating Income

2020 Segment Adjusted EBITDA Reconciliations

Thirteen Weeks Ended September 26, 2020	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$30,107	\$3,046	\$1,949	\$35,102
Depreciation & Amortization	17,146	11,898	1,765	30,809
Stock Compensation Expense	1,003	146	—	1,149
Management Fees	114	16	—	130
Facility Exits	3,108	—	—	3,108
Restructuring	—	—	651	651
Litigation Expense	—	2,980	—	2,980
Acquisition & Integration Expense	886	168	—	1,054
Buy-Back Expense	—	—	—	—
Corporate & Intersegment Adjustments	259	(259)	—	—
Adjusted EBITDA	\$52,623	\$17,995	\$4,365	\$74,983

Thirty-nine weeks ended September 26, 2020	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$63,383	\$4,432	\$(2,539)	\$65,276
Depreciation & Amortization	51,608	38,296	5,365	95,269
Stock Compensation Expense	3,333	485	—	3,818
Management Fees	394	57	—	451
Facility Exits	3,541	—	—	3,541
Restructuring	—	—	3,361	3,361
Litigation Expense	—	5,654	—	5,654
Acquisition & Integration Expense	1,518	526	—	2,044
Change in Fair Value of Contingent Consideration	—	(1,300)	—	(1,300)
Corporate & Intersegment Adjustments	212	(212)	—	—
Adjusted EBITDA	\$123,989	\$47,938	\$6,187	\$178,114

Note: Adjusted EBITDA is a non-GAAP measure. Please see above for a reconciliation of Adjusted EBITDA to Operating Income

2019 Segment Adjusted EBITDA Reconciliations

Thirteen Weeks Ended September 28, 2019	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$8,000	\$4,243	\$(2,290)	\$9,953
Depreciation & Amortization	16,236	13,187	1,511	30,934
Stock Compensation Expense	1,016	228	—	1,244
Management Fees	140	—	—	140
Restructuring	1,085	243	1,897	3,225
Litigation Expense	—	515	—	515
Acquisition & Integration Expense	3,656	1,054	—	4,710
Corporate & Intersegment Adjustments	(288)	288	—	—
Impairment	—	96	—	96
Adjusted EBITDA	\$29,845	\$19,854	\$1,118	\$50,817

Thirty-nine Weeks Ended September 28, 2019	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$16,361	\$3,859	\$(1,456)	\$18,764
Depreciation & Amortization	48,506	39,880	4,468	92,854
Stock Compensation Expense	1,557	349	—	1,906
Management Fees	396	—	—	396
Restructuring	1,127	253	3,186	4,566
Litigation Expense	—	812	—	812
Acquisition & Integration Expense	7,937	3,301	—	11,238
Buy-Back Expense	6,083	—	—	6,083
Corporate & Intersegment Adjustments	(492)	492	—	—
Impairment	—	6,782	114	6,896
Adjusted EBITDA	\$81,475	\$55,728	\$6,312	\$143,515

Note: Adjusted EBITDA is a non-GAAP measure. Please see above for a reconciliation of Adjusted EBITDA to Operating Income