



HILLMAN™

**Quarterly Earnings Presentation
Q3 2022**

This presentation contains certain forward-looking statements, including, but not limited to, certain plans, expectations, goals, projections, and statements, which are not historical facts and are subject to numerous assumptions, risks, and uncertainties. Statements that do not describe historical or current facts, including statements about beliefs and expectations, are forward-looking statements. All forward-looking statements are made in good faith by the company and are intended to qualify for the safe harbor from liability established by Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934, and the Private Securities Litigation Reform Act of 1995. 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," "target", "goal", "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 spending on home renovation or construction projects, inflation, recessions, instability in the financial markets or credit markets; (2) increased supply chain costs, including raw materials, sourcing, transportation and energy; (3) the highly competitive nature of the markets that we serve (4) ability to continue to innovate with new products and services; (5) seasonality; (6) large customer concentration; (7) ability to recruit and retain qualified employees; (8) the outcome of any legal proceedings that may be instituted against the Company (9) adverse changes in currency exchange rates; (10) the impact of COVID-19 on the Company's business; or (11) 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 are included in the Company's filings with the Securities and Exchange Commission ("SEC"), including the Annual Report on Form 10-K filed on March 16, 2022. Given these uncertainties, current or prospective investors are cautioned not to place undue reliance on any such forward looking statements.

Except as required by applicable law, 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 communication to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

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.

Financial Highlights for the 13 Weeks Ended September 24, 2022

- Net sales increased 3.9% to \$378.5 million versus Q3 2021
 - Hardware Solutions +11.0%
 - Robotics and Digital Solutions ("RDS") (2.8)%
 - Canada +15.6%
 - Protective Solutions +5.7% (excl. COVID-related PPE sales)
- GAAP net loss improved to \$(9.5) million, or \$(0.05) per diluted share, compared to a net loss of \$(32.5) million, or \$(0.19) per diluted share, in Q3 2021
- Adjusted EBITDA increased to \$59.0 million from \$56.5 million in Q3 2021
- Adjusted EBITDA (ttm) / Net Debt: 4.5x at quarter end
- Compared to Pre-COVID (Q3 2022 vs Q3 2019):
 - Net sales increased +19.3%
 - Adjusted EBITDA +16.1%

Please see reconciliation of Adjusted EBITDA to Net Income and Net Debt in the Appendix of this presentation.

Operational Highlights for the 13 Weeks Ended September 24, 2022

- Successfully implemented price increase (fourth increase in past 18 months)
- Maintained average fill rates of nearly 96% for the year
- Positioned for continued new business momentum
 - Examples of quarterly wins:
 - Picture hanging, builders' hardware, deck screws, solid wall anchors (including new concrete screws)
- Expects to see inventory to continue to come down and cash flows increase in the fourth quarter of 2022 and into 2023

Financial Highlights for the 39 Weeks Ended September 24, 2022

- Net sales increased 5.0% to \$1.14 billion versus the 39 weeks ended September 25, 2021
 - Hardware Solutions +12.2%
 - Robotics and Digital Solutions ("RDS") +1.3%
 - Canada +7.8%
 - Protective Solutions +1.5% (excl. COVID-related PPE sales)
- GAAP net loss improved to \$(2.5) million, or \$(0.01) per diluted share, compared to a net loss of \$(44.9) million, or \$(0.38) per diluted share, versus the 39 weeks ended September 25, 2021
- Adjusted EBITDA totaled \$165.3 million versus \$168.8 million in the 39 weeks ended September 25, 2021

Please see reconciliation of Adjusted EBITDA to Net Income in the Appendix of this presentation.

Top & Bottom Line Performance

Net Sales

(millions \$)

\$364.5 \$378.5

Q3 2021

Q3 2022

Adjusted Gross Margin

(millions \$ and % of Net Sales)

\$160.2 \$163.7

43.9%

43.3%

Q3 2021

Q3 2022

Adjusted EBITDA

(millions \$ and % of Net Sales)

\$56.5 \$59.0

15.5%

15.6%

Q3 2021

Q3 2022

Please see reconciliation of Adjusted EBITDA to Net Income in the Appendix of this presentation. Not to scale.

Performance by Product Category (Q3)

Hardware & Protective	Q3 2021	Q3 2022	Δ	
<i>Thirteen weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		<i>Comments</i>
Revenues	\$261,456	\$271,853	4.0%	Price increases + lighter volume (HS & PS)
Adjusted EBITDA	\$30,634	\$28,693	(6.3)%	Margin pressure from timing & dollar-for-dollar price increases
Margin (Rev/Adj. EBITDA)	11.7%	10.6%	(110) bps	

Robotics & Digital	Q3 2021	Q3 2022	Δ	
<i>Thirteen weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		<i>Comments</i>
Revenues	\$67,499	\$65,632	(2.8)%	Lighter volumes in engaving and smart auto key fobs
Adjusted EBITDA	\$23,483	\$22,446	(4.4)%	Lighter volumes in engaving and smart auto key fobs
Margin (Rev/Adj. EBITDA)	34.8%	34.2%	(60) bps	

Canada	Q3 2021	Q3 2022	Δ	
<i>Thirteen weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		<i>Comments</i>
Revenues	\$35,525	\$41,053	15.6%	Price increases + softer demand
Adjusted EBITDA	\$2,411	\$7,834	224.9%	Improved operations + price increases
Margin (Rev/Adj. EBITDA)	6.8%	19.1%	1,230 bps	

Consolidated	Q3 2021	Q3 2022	Δ
<i>Thirteen weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>	
Revenues	\$364,480	\$378,538	3.9%
Adjusted EBITDA	\$56,528	\$58,973	4.3%
Margin (Rev/Adj. EBITDA)	15.5%	15.6%	10 bps

Please see reconciliation of Adjusted EBITDA to Net Income in the Appendix of this presentation. Figures in Thousands of USD unless otherwise noted..

Performance by Product Category (YTD)

Hardware & Protective	YTD 2021	YTD 2022	Δ	
<i>Thirty-nine weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		<i>Comments</i>
Revenues	\$775,514	\$818,110	5.5%	Price increases + flat demand (HS) and lower PPE sales (PS)
Adjusted EBITDA	\$95,780	\$80,569	(15.9)%	Timing of price increase; lower PPE sales; inflation
Margin (Rev/Adj. EBITDA)	12.4%	9.8%	(260) bps	

Robotics & Digital	YTD 2021	YTD 2022	Δ	
<i>Thirty-nine weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		<i>Comments</i>
Revenues	\$189,729	\$192,216	1.3%	Installed base + COVID comps
Adjusted EBITDA	\$64,596	\$63,654	(1.5)%	Sales growth offset by inflation
Margin (Rev/Adj. EBITDA)	34.0%	33.1%	(90) bps	

Canada	YTD 2021	YTD 2022	Δ	
<i>Thirty-nine weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		<i>Comments</i>
Revenues	\$116,233	\$125,339	7.8%	Price increases + soft demand
Adjusted EBITDA	\$8,430	\$21,037	149.5%	Improved operations + price increases
Margin (Rev/Adj. EBITDA)	7.3%	16.8%	950 bps	

Consolidated	YTD 2021	YTD 2022	Δ	
<i>Thirty-nine weeks ended</i>	<i>9/25/2021</i>	<i>9/24/2022</i>		
Revenues	\$1,081,476	\$1,135,665	5.0%	
Adjusted EBITDA	\$168,806	\$165,260	(2.1)%	
Margin (Rev/Adj. EBITDA)	15.6%	14.6%	(100) bps	

Please see reconciliation of Adjusted EBITDA to Net Income in the Appendix of this presentation. Figures in Thousands of USD unless otherwise noted..

Revenue by Business Segment (Q3)

	Hardware & Protective	Robotics & Digital	Canada	Revenue
<i>Thirteen weeks ended September 24, 2022</i>				
Fastening and Hardware	\$210,853	\$—	\$39,578	\$250,431
Personal protective	61,000	—	322	61,322
Keys and key accessories	—	51,688	1,145	52,833
Engraving and Resharp	—	13,944	8	13,952
Consolidated	\$271,853	\$65,632	\$41,053	\$378,538

	Hardware & Protective	Robotics & Digital	Canada	Revenue
<i>Thirteen weeks ended September 25, 2021</i>				
Fastening and Hardware	\$189,935	\$—	\$34,648	\$224,583
Personal protective	71,521	—	79	71,600
Keys and key accessories	—	52,586	778	53,364
Engraving and Resharp	—	14,913	20	14,933
Consolidated	\$261,456	\$67,499	\$35,525	\$364,480

Figures in Thousands of USD unless otherwise noted..

Revenue by Business Segment (YTD)

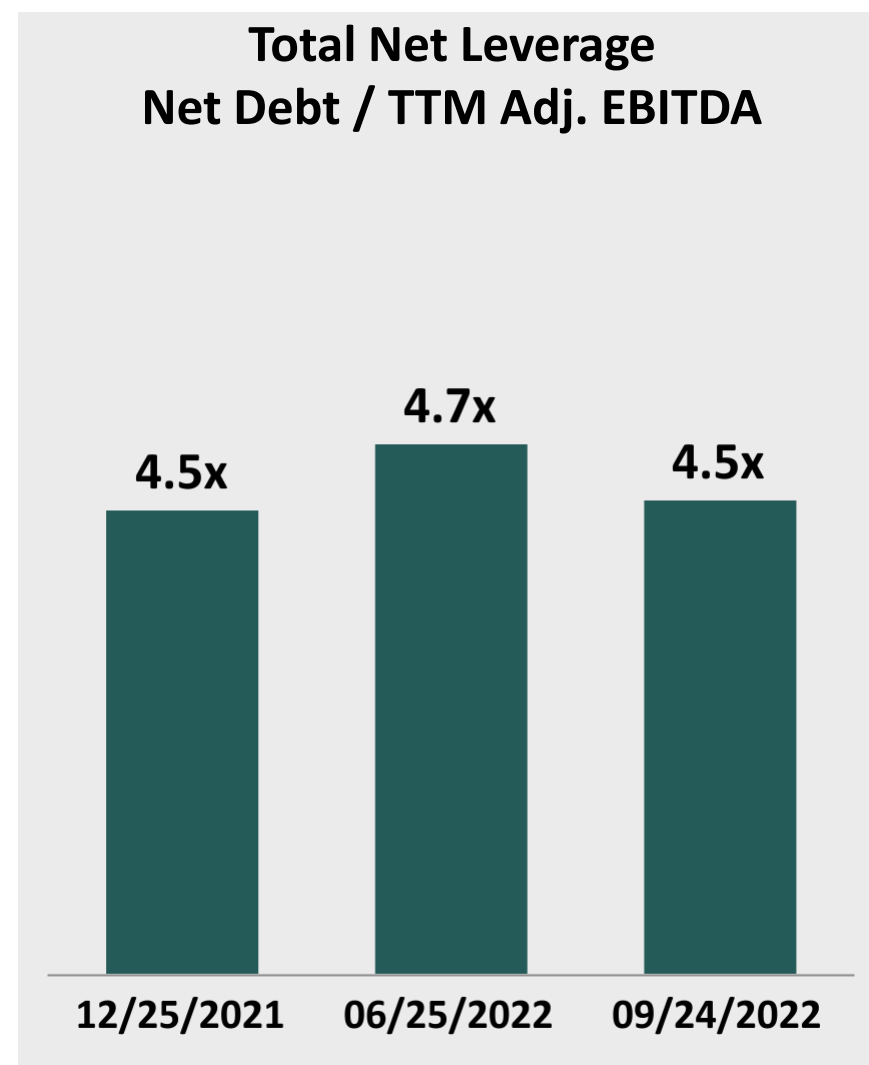
	Hardware & Protective	Robotics & Digital	Canada	Revenue
<i>Thirty-nine weeks ended September 24, 2022</i>				
Fastening and Hardware	\$625,537	\$—	\$121,710	\$747,247
Personal protective	192,573	—	984	193,557
Keys and key accessories	—	149,901	2,611	152,512
Engraving and Resharp	—	42,315	34	42,349
Consolidated	\$818,110	\$192,216	\$125,339	\$1,135,665

	Hardware & Protective	Robotics & Digital	Canada	Revenue
<i>Thirty-nine weeks ended September 24, 2021</i>				
Fastening and Hardware	\$557,745	\$—	\$114,565	\$672,310
Personal protective	217,769	—	270	218,039
Keys and key accessories	—	144,969	1,345	146,314
Engraving and Resharp	—	44,760	53	44,813
Consolidated	\$775,514	\$189,729	\$116,233	\$1,081,476

Figures in Thousands of USD unless otherwise noted..

Supports Growth & Enables Healthy Fill Rates

	September 24, 2022
ABL Revolver (\$328 million capacity)	\$100.0
Term Note	\$844.6
Finance Leases	\$4.8
Other Financing	\$1.8
Total Debt	\$951.3
Cash	\$29.2
Net Debt	\$922.0
TTM Adjusted EBITDA	\$203.9
Net Debt/ TTM Adjusted EBITDA	4.5 x



Please see reconciliation of Adjusted EBITDA to Net Income and Net Debt in the Appendix of this presentation. Figures in Millions of USD unless otherwise noted.

2022 Full Year Guidance - Update

On November 3, 2022, Hillman provided an update on its full year guidance, originally provided on March 2, 2022 with Hillman's fourth quarter 2021 results.

<i>(in millions USD)</i>	Original Full Year 2022 Guidance Range (millions)	Updated Full Year 2022 Guidance Range (millions)
Revenues	\$1,500 to \$1,600	\$1,460 to \$1,500
Adjusted EBITDA	\$207 to \$227	\$207 to \$211
Free Cash Flow	\$120 to \$130	\$75 to \$85

2022 Assumptions

- Free Cash Flow guidance excludes any royalty fee litigation judgement related to the Hy-Ko case as the payment timing is still to be determined (updated)
- Interest Expense: \$50-\$55 million (up from original range of \$45-\$50 million)
- Cash Interest: \$45-\$50 million (up from original range of \$35-\$45 million)
- Income Tax: Modest cash taxpayer in 2022; ~25% cash taxpayer in 2023 (no change)
- Capital expenditures: \$60-\$65 million (down from original range of \$60-\$70 million)
- Fully diluted shares outstanding: ~196 million (no change)

Please see reconciliation of Adjusted EBITDA to Net Income in the Appendix of this presentation. Figures in Millions of USD unless otherwise noted..

Price offsets lighter foot traffic; Focused on delevering

- Finalized the implemented of fourth pricing increase
- 1,100-member distribution (sales and service) team and direct-to-store fulfillment continue to provide competitive advantages and strengthen competitive moat
- Commodity and shipping costs have softened; expected to flow through balance sheet in 2H 2023
- Repair, Remodel and Maintenance industry has meaningful long-term tailwinds; business not tied to new housing - record level of U.S. home equity driving investment in the home¹
- Expect to reduce inventory by approx. \$25 to \$35 million during Q4; reduce Net Debt / TTM Adj. EBITDA ratio to "low four times" by year end; see working capital improve during Q1 2023 versus years past.

Long-term Annual Growth Targets (Organic):

Revenue Growth: +6% & Adj. EBITDA Growth: +10%

Long-term Annual Growth Targets (incl. Acquisitions):

Revenue Growth: +10% & Adj. EBITDA Growth: +15%

1) [U.S. Home Equity Hits Highest Level on Record—\\$27.8 Trillion.](#)

HILLMAN

Appendix



Indispensable partner embedded with winning retailers



HILLMAN



Customers love us, trust us and rely on us



Market and innovation leader across multiple categories



Large, predictable, growing and resilient end markets



Significant runway for incremental growth: Organic + M&A



Management team with proven operational and M&A expertise



Strong financial profile with 57-year track record

Who We Are

- The leading distributor of hardware and home improvement products, personal protective equipment and robotic kiosk technologies
- Long-standing strategic partnerships with winning retailers across North America: Home Depot, Lowes, Walmart, Tractor Supply, ACE Hardware, etc.
- Hillman's 1,100 person field sales and service team provide complex logistics, inventory, category management and differentiated in-store merchandising
- The predominance of sales come from Hillman-owned brands, and are shipped store-direct
- Highly attractive ~\$6 billion direct addressable market with strong secular tailwinds
- ~4,000 non-union employees across corporate HQ, 22 North American distribution centers, and Taiwan sourcing office
- Founded in 1964; HQ in Cincinnati, Ohio

2021: By The Numbers

~20 billion Fasteners Sold	~400 million Pairs of Gloves Sold	~125 million Keys Duplicated
~112,000 SKUs Managed	~40,000 Store Direct Locations	~35,000 Kiosks in Retail Locations
#1 Position Across Core Categories	10% Long-Term Historical Sales CAGR	56 Years Sales Growth in 57-Year History
\$1.4 billion 2021 Sales	14.4% CAGR 2017-2021 Adj. EBITDA Growth	14.5% 2021 Adj. EBITDA Margin

Notes:

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.

Primary Product Categories

HILLMAN

HLMN | Nasdaq Listed

Hardware Solutions

#1 in Segment

Fasteners & Specialty

HILLMAN

DECK+PLUS
LIFETIME GUARANTEE



Picture Hanging

OOK

HILLMAN



Construction Fasteners

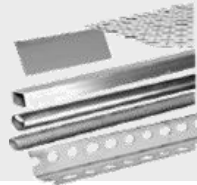
POWERPRO



Builders Hardware & Metal Shapes

THE STEELWORKS
BY HILLMAN

HILLMAN



Protective Solutions

#1 in Segment

Work Gear

AWP



McGuire-Nicholas
EST. 1932



Gloves



FIRM GRIP

TRUEGRIP



Safety / PPE

FIRM GRIP

AWP



PREMIUM DEFENSE

Robotics & Digital Solutions

#1 in Segment

Key and Fob Duplication

HILLMAN

MINUTEKEY



Personalized Tags

Knife Sharpening



resharp



Representative Top Customers

ACE Hardware



TSC TRACTOR SUPPLY CO

Walmart

Source: Third party industry report.

Adjusted EBITDA Reconciliation

<i>Thirteen weeks ended</i>	September 25, 2021	September 24, 2022
Net loss	\$(32,524)	\$(9,466)
Income tax benefit	(5,798)	(5,679)
Interest expense, net	11,801	14,696
Interest expense on junior subordinated debentures	1,471	—
Investment income on trust common securities	(44)	—
Depreciation	14,454	14,312
Amortization	15,504	15,557
Mark-to-market adjustment on interest rate swaps	(261)	—
EBITDA	\$4,603	\$29,420
Stock compensation expense	5,280	2,485
Management fees	56	—
Restructuring ⁽¹⁾	462	916
Litigation expense ⁽²⁾	487	25,255
Acquisition and integration expense ⁽³⁾	802	178
Change in fair value of contingent consideration	102	719
Buy-back expense ⁽⁴⁾	650	—
Loss on change in fair value of warrant liability	3,990	—
Refinancing charges ⁽⁵⁾	8,070	—
Inventory valuation ⁽⁶⁾	32,026	—
Adjusted EBITDA	\$56,528	\$58,973

1. Restructuring includes severance, consulting, and other costs associated with streamlining our operations.
2. Litigation expense includes legal fees associated with our litigation with KeyMe, Inc. and Hy-Ko Products Company LLC.
3. Acquisition and integration expense includes professional fees, non-recurring bonuses, and other costs related to the merger with Landcadia III and the secondary offering of shares in 2022.
4. Infrequent buy backs associated with new business wins.
5. In connection with the merger, we refinanced our Term Credit Agreement and ABL Revolver. Proceeds from the refinancing were used to redeem in full senior notes due July 15, 2022 (the "6.375% Senior Notes") and the 11.6% Junior Subordinated Debentures
6. In the third quarter of 2021, we recorded an inventory valuation adjustment in our Hardware and Protective Solutions segment of \$32.0 million primarily related to strategic review of our COVID-19 related product offerings. We evaluated our customers' needs and the market conditions and ultimately decided to exit the following protective product categories related to COVID-19; cleaning wipes, disinfecting sprays, face masks, and certain disposable gloves.

Adjusted EBITDA Reconciliation

HILLMAN

HLMN | Nasdaq Listed

<i>Thirty-nine weeks ended</i>	September 25, 2021	September 24, 2022
Net loss	\$(44,879)	\$(2,537)
Income tax benefit	(11,023)	(147)
Interest expense, net	49,979	38,857
Interest expense on junior subordinated debentures	7,775	—
Investment income on trust common securities	(233)	—
Depreciation	46,065	41,738
Amortization	45,827	46,644
Mark-to-market adjustment on interest rate swaps	(1,685)	—
EBITDA	\$91,826	\$124,555
Stock compensation expense	8,817	10,789
Management fees	270	—
Restructuring ⁽¹⁾	571	1,481
Litigation expense ⁽²⁾	10,769	28,968
Acquisition and integration expense ⁽³⁾	8,941	2,393
Change in fair value of contingent consideration	(1,110)	(2,926)
Buy-back expense ⁽⁴⁾	2,000	—
Anti-dumping duties ⁽⁵⁾	2,636	—
Loss on change in fair value of warrant liability	3,990	—
Refinancing charges ⁽⁶⁾	8,070	—
Inventory valuation ⁽⁷⁾	32,026	—
Adjusted EBITDA	\$168,806	\$165,260

1. Restructuring includes severance, consulting, and other costs associated with streamlining our operations.
2. Litigation expense includes legal fees associated with our litigation with KeyMe, Inc. and Hy-Ko Products Company LLC.
3. Acquisition and integration expense includes professional fees, non-recurring bonuses, and other costs related to the merger with Landcadia III and the secondary offering of shares in 2022.
4. Infrequent buy backs associated with new business wins.
5. Anti-dumping duties assessed related to the nail business for prior year purchases.
6. In connection with the merger, we refinanced our Term Credit Agreement and ABL Revolver. Proceeds from the refinancing were used to redeem in full senior notes due July 15, 2022 (the "6.375% Senior Notes") and the 11.6% Junior Subordinated Debentures
7. In the third quarter of 2021, we recorded an inventory valuation adjustment in our Hardware and Protective Solutions segment of \$32.0 million primarily related to strategic review of our COVID-19 related product offerings. We evaluated our customers' needs and the market conditions and ultimately decided to exit the following protective product categories related to COVID-19; cleaning wipes, disinfecting sprays, face masks, and certain disposable gloves.

Adjusted Gross Profit Margin Reconciliation

<i>Thirteen weeks ended</i>	September 25, 2021	September 24, 2022
Net Sales	\$364,480	\$378,538
Cost of sales (exclusive of depreciation and amortization)	236,999	214,802
Gross margin exclusive of depreciation and amortization	\$127,481	\$163,736
Gross margin exclusive of depreciation and amortization %	35.0 %	43.3 %
Adjusting Items ⁽¹⁾:		
Buy-back expense	650	—
Inventory valuation	32,026	—
Adjusted Gross Profit	\$160,157	\$163,736
Adjusted Gross Margin %	43.9 %	43.3 %

<i>Thirty-nine weeks ended</i>	September 25, 2021	September 24, 2022
Net Sales	\$1,081,476	\$1,135,665
Cost of sales (exclusive of depreciation and amortization)	654,264	648,221
Gross margin exclusive of depreciation and amortization	\$427,212	\$487,444
Gross margin exclusive of depreciation and amortization %	39.5 %	42.9 %
Adjusting Items ⁽¹⁾:		
Buy-back expense	2,000	—
Anti-dumping duties	2,636	—
Inventory valuation	32,026	—
Adjusted Gross Profit	\$463,874	\$487,444
Adjusted Gross Margin %	42.9 %	42.9 %

1. See adjusted EBITDA Reconciliation for details of adjusting items

Adjusted S&A Expense Reconciliation

<i>Thirteen weeks ended</i>	September 25, 2021	September 24, 2022
Selling, general and administrative expenses	\$110,447	\$133,246
Adjusting Items ⁽¹⁾:		
Stock compensation expense	5,280	2,485
Restructuring	462	916
Litigation expense	487	25,255
Acquisition and integration expense	802	178
Adjusted SG&A	\$103,416	\$104,412
Adjusted SG&A as a % of Net Sales	28.4 %	27.6 %

<i>Thirty-nine weeks ended</i>	September 25, 2021	September 24, 2022
Selling, general and administrative expenses	\$325,288	\$366,013
Adjusting Items ⁽¹⁾:		
Stock compensation expense	8,817	10,789
Restructuring	571	1,481
Litigation expense	10,769	28,968
Acquisition and integration expense	8,941	2,393
Adjusted SG&A	\$296,190	\$322,382
Adjusted SG&A as a % of Net Sales	27.4 %	28.4 %

1. See adjusted EBITDA Reconciliation for details of adjusting items

Net Debt & Free Cash Flow Reconciliations

Reconciliation of Net Debt

<i>As of</i>	September 25, 2021	December 25, 2021	September 24, 2022
Revolving loans	\$74,000	\$93,000	\$100,000
Senior term loan	851,000	851,000	844,618
Finance leases	1,715	1,782	4,826
Other financing	—	—	1,809
Gross debt	\$926,715	\$945,782	\$951,253
Less cash	14,429	14,605	29,228
Net debt	\$912,286	\$931,177	\$922,025

Reconciliation of Free Cash Flow

<i>For the Thirty-nine Weeks Ended</i>	September 25, 2021	September 24, 2022
Net cash provided by (used for) operating activities	\$(105,305)	\$63,117
Capital expenditures	(36,955)	(46,431)
Free cash flow	\$(142,260)	\$16,686

Segment Adjusted EBITDA Reconciliations

<i>Thirteen Weeks Ended September 25, 2021</i>	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 and integration expense	662	140	—	802
Change in fair value of contingent consideration	—	102	—	102
Buy-back expense	650	—	—	650
Inventory valuation	32,026	—	—	32,026
Adjusted EBITDA	\$30,634	\$23,483	\$2,411	\$56,528

<i>Thirteen Weeks Ended September 24, 2022</i>	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$7,113	\$(14,094)	\$6,532	\$(449)
Depreciation & Amortization	18,440	10,284	1,145	29,869
Stock compensation expense	2,131	197	157	2,485
Restructuring	831	85	—	916
Litigation expense	—	25,255	—	25,255
Acquisition and integration expense	178	—	—	178
Change in fair value of contingent consideration	—	719	—	719
Adjusted EBITDA	\$28,693	\$22,446	\$7,834	\$58,973

1. See adjusted EBITDA Reconciliation for details of adjusting items

Segment Adjusted EBITDA Reconciliations

<i>Thirty-nine weeks ended September 25, 2021</i>	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 and integration expense	7,952	989	—	8,941
Change in fair value of contingent consideration	—	(1,110)	—	(1,110)
Buy-back expense	2,000	—	—	2,000
Anti-dumping duties	2,636	—	—	2,636
Inventory valuation	32,026	—	—	32,026
Adjusted EBITDA	\$95,780	\$64,596	\$8,430	\$168,806

<i>Thirty-nine weeks ended September 24, 2022</i>	HPS	RDS	Canada	Consolidated
Operating Income (Loss)	\$15,255	\$4,198	\$16,720	\$36,173
Depreciation & Amortization	53,159	31,754	3,469	88,382
Stock Compensation Expense	8,693	1,248	848	10,789
Restructuring	1,357	124	—	1,481
Litigation expense	—	28,968	—	28,968
Acquisition and integration expense	2,105	288	—	2,393
Change in fair value of contingent consideration	—	(2,926)	—	(2,926)
Adjusted EBITDA	\$80,569	\$63,654	\$21,037	\$165,260

1. See adjusted EBITDA Reconciliation for details of adjusting items