



# Third Quarter 2024 Earnings Presentation

November 4, 2024

# Disclaimer

## Forward-Looking Statements

Any "forward-looking" statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, contained herein, including those relating to TriMas' business, financial condition or future results, involve risks and uncertainties with respect to, including, but not limited to: general economic and currency conditions; competitive factors; market demand; our ability to realize our business strategies; our ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; pressures on our supply chain, including availability of raw materials and inflationary pressures on raw material and energy costs, and customers; the performance of our subcontractors and suppliers; risks and uncertainties associated with intangible assets, including goodwill or other intangible asset impairment charges; risks associated with a concentrated customer base; information technology and other cyber-related risks; risks related to our international operations, including, but not limited to, risks relating to tensions between the United States and China; government and regulatory actions, including, without limitation, climate change legislation and other environmental regulations, as well as the impact of tariffs, quotas and surcharges; changes to fiscal and tax policies; intellectual property factors; uncertainties associated with our ability to meet customers' and suppliers' sustainability and environmental, social and governance ("ESG") goals and achieve our sustainability and ESG goals in alignment with our own announced targets; litigation; contingent liabilities relating to acquisition activities; interest rate volatility; our leverage; liabilities imposed by our debt instruments; labor disputes and shortages; the disruption of operations from catastrophic or extraordinary events, including, but not limited to, natural disasters, geopolitical conflicts and public health crises; the amount and timing of future dividends and/or share repurchases, which remain subject to Board approval and depend on market and other conditions; our future prospects; our ability to successfully complete the sale of our Arrow Engine business; and other risks that are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023. The risks described are not the only risks facing our Company. Additional risks and uncertainties not currently known to us or that we currently deemed to be immaterial also may materially adversely affect our business, financial position and results of operations or cash flows. These risks and uncertainties may cause actual results to differ materially from those indicated by the forward-looking statements. All forward-looking statements made herein are based on information currently available, and the Company assumes no obligation to update any forward-looking statements, except as required by law.

## Non-GAAP Financial Measures

In this presentation, certain non-GAAP financial measures may be used. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure may be found in the Appendix at the end of this presentation or in the earnings releases available on the Company's website. Additional information is available at [www.trimas.com](http://www.trimas.com) under the "Investors" section.

Please see the Appendix for details regarding certain costs, expenses and other amounts or charges, collectively described as "Special Items," that are included in the determination of net income, earnings per share and/or cash flows from operating activities under GAAP, but that management believes should be separately considered when evaluating the quality of the Company's core operating results, given they may not reflect the ongoing activities of the business. Management believes that presenting these non-GAAP financial measures, by adjusting for Special Items, provides useful information to investors by helping them identify underlying trends in the Company's businesses and facilitating comparisons of performance with prior and future periods. These non-GAAP financial measures should be considered in addition to, and not as a replacement for or superior to, the comparable GAAP financial measures.

# Q3 2024 Highlights

## Continued Momentum and Positive Trends in TriMas' Largest Operating Groups

- Strong core sales growth in Packaging and Aerospace of +12.3% and +4.8%, respectively, as compared to the prior year quarter



**Packaging:** Improved Adjusted EBITDA conversion rates by 100 basis points sequentially, while continuing to navigate increased demand for beauty & personal care products by adding capacity in North America, which is expected to benefit performance further in 2025



**Aerospace:** Solid earnings performance despite incurring a 10-week work stoppage at its Commerce, California, plant, which has since been resolved with a new three-year collective bargaining agreement



**Specialty Products:** Cost reduction efforts implemented in Q2 beginning to yield positive contributions, with Adjusted EBITDA margins improving by 670 basis points sequentially, albeit on a lower sales base

- Repurchased an additional 99,130 shares in the quarter, bringing total year-to-date share repurchases to 771,067 shares, for a net reduction of 1.6% shares outstanding through the end of Q3 2024
- Continuing to make strides in focusing TriMas portfolio of businesses

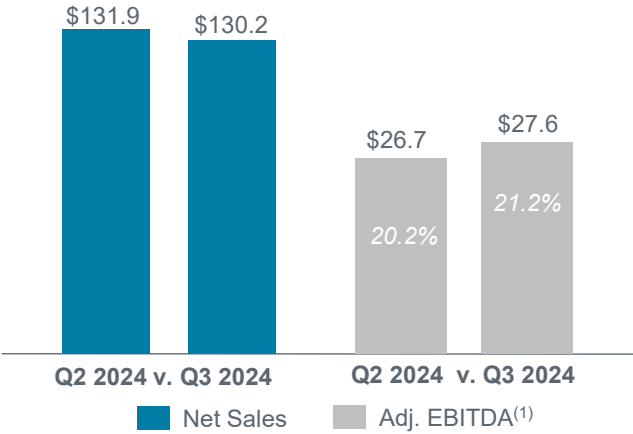


**Positive trends across the portfolio position TriMas for further operating leverage gains in 2025**

# Q3 2024 Sequential Portfolio Highlights

## Sequential Performance Summary Across TriMas' Portfolio

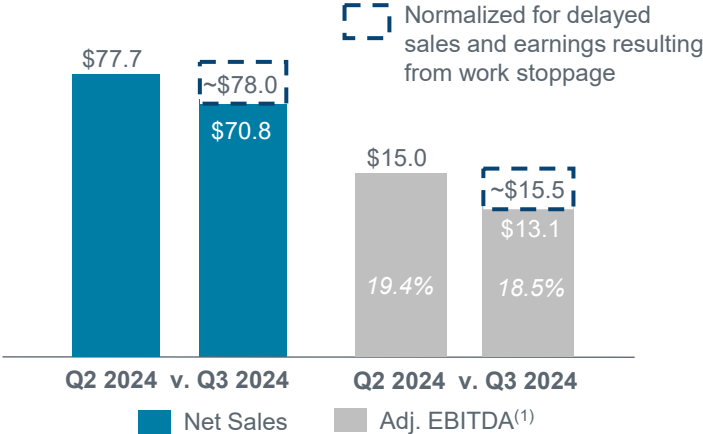
### TriMas Packaging (in millions) ~57% of Q3 2024 Net Sales



#### Positioning for further conversion gains in 2025

- Beginning to drive growth in absolute EBITDA and conversion rates, with actions underway for further improvements in 2025

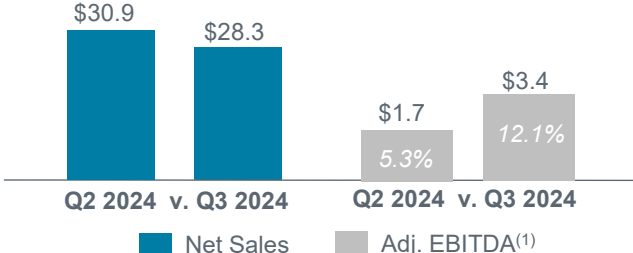
### TriMas Aerospace ~31% of Q3 2024 Net Sales



#### Another strong quarter when normalized for work stoppage

- 10-week work stoppage at one aerospace location resulted in approximately \$7 to \$8 million of delayed shipments and related incremental margin

### Specialty Products ~12% of Q3 2024 Net Sales



#### Beginning to experience benefits from restructuring actions

- Poised for future gains as we emerge from cyclical demand trough

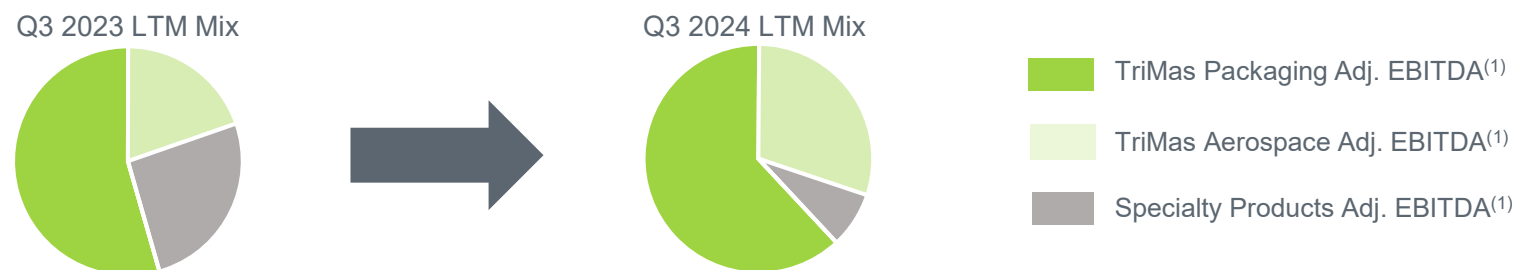
Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.  
 (1) Adjusted EBITDA is defined as net income (loss) plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.

# Q3 2024 Consolidated Results

Adjusted for Special Items	Q3 2024	Q3 2023	Change
Total Net Sales	\$229.4	\$235.3	(\$6.0)
TriMas Packaging	\$130.2	\$116.5	\$13.7
TriMas Aerospace	\$70.8	\$67.6	\$3.3
Specialty Products	\$28.3	\$51.3	(\$23.0)
Segment Adjusted EBITDA <sup>(1)</sup>	\$44.2	\$53.2	(\$9.1)
TriMas Packaging	\$27.6	\$28.5	(\$0.9)
TriMas Aerospace	\$13.1	\$13.0	\$0.1
Specialty Products	\$3.4	\$11.7	(\$8.3)
Operating Profit	\$22.7	\$27.9	(\$5.2)
Operating Profit Margin	9.9%	11.8%	
Net Income	\$17.7	\$26.0	(\$8.4)
Adjusted Earnings Per Share <sup>(2)</sup>	\$0.43	\$0.63	(\$0.20)

- Sales decline was driven by Specialty Products results, with Q3 2024 sales down ~\$23 million, or more than 40%, as compared to Q3 2023, which represented the last unusually strong demand quarter for certain steel cylinders
  - Net of this impact from Specialty Products, sales of TriMas’ two largest groups were up more than 9.0% YoY
- The operating profit and EPS decline was driven primarily by Specialty Products, with a YoY change of more than \$8 million, or approximately \$0.15 per share
  - In addition, Q3 2023 Adjusted Earnings Per Share was positively impacted by a tax benefit of approximately \$0.06 per share which did not repeat in 2024

## Segment LTM Adjusted EBITDA<sup>(1)</sup> earnings mix comparing Q3 2023 to Q3 2024



**Driving TriMas’ portfolio to a higher quality of earnings mix – with absolute LTM EBITDA gains within TriMas Packaging and TriMas Aerospace, two high-value businesses**

Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions, except per share amounts.

(1) Adjusted EBITDA is defined as net income (loss) plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.

(2) Adjusted Earnings Per Share is defined as diluted EPS per GAAP plus or minus the after-tax impact of Special Items, acquisition-related intangible amortization expense and non-cash compensation expense.

# Continuing to Manage a Strong Balance Sheet

## Capitalization and Balance Sheet

<b>Key Credit Statistics</b>	<b>September 30, 2024</b>	<b>June 30, 2024</b>	<b>September 30, 2023</b>
Total Debt	\$410.0	\$427.4	\$395.4
Less: Cash	\$26.9	\$35.0	\$34.7
Net Debt	\$383.0	\$392.4	\$360.8
Net Leverage <sup>(1)</sup>	2.7x	2.6x	2.1x
Quarterly Free Cash Flow <sup>(2)</sup>	\$15.4	\$11.4	\$25.2

- Continuing to manage a strong balance sheet, allowing for flexible capital allocation including capital expenditures to improve factory floor performance, bolt-on acquisitions, share buyback and dividends
- Ended third quarter with Net Debt under \$400 million, despite the increased pace of share buybacks, as well as dividend payments, NWC investments related to higher sales and capital expenditures
- Q3 Free Cash Flow impacted primarily by the Specialty Products earnings shortfall, investment in working capital within Aerospace and incremental investments in Packaging to add capacity

Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.

(1) Net Leverage is defined as Net Debt/LTM Adjusted EBITDA.

(2) Free Cash Flow is defined as Net Cash Provided by/(Used for) Operating Activities, excluding the cash impact of Special Items, less capital expenditures.

# Q3 2024 Segment Overview: TriMas Packaging Group



Adjusted for Special Items	Q3 2024	Q3 2023	Q2 2024
Net Sales	\$130.2	\$116.5	\$131.9
Operating Profit	\$19.0	\$19.5	\$18.5
Operating Margin	14.6%	16.7%	14.0%
Adjusted EBITDA <sup>(1)</sup>	\$27.6	\$28.5	\$26.7
Adjusted EBITDA Margin	21.2%	24.5%	20.2%



## Quarterly Takeaways

- Sales increased 12.3% organically driven by YoY sales increases in the beauty, personal care, industrial, and food & beverage end markets
- Operating profit margin decreased as planned conversion from higher sales was more than offset by capacity constraints and related production inefficiencies caused by high demand rates for certain dispenser product lines and IT allocation costs
- Continuing to achieve commercial gains with larger CPG customers within the Packaging and Life Sciences end markets through innovative product designs and functions, and novel processing approaches

## Forward Perspective

- Actively exploring bolt-on M&A opportunities with a priority in the beauty, food & beverage, and life sciences end markets, leveraging broader product offering from recent acquisitions
- Investing to relieve capacity pinch points to allow for increased sales and improved conversion as we enter 2025
- Anticipate making continued commercial gains moving forward

2024 Outlook	
Sales Growth	9% to 10%
Adj. EBITDA Margin %	21% to 23%

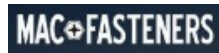
Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.

(1) Adjusted EBITDA is defined as net income (loss) plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.

# Q3 2024 Segment Overview: TriMas Aerospace Group



<i>Adjusted for Special Items</i>	Q3 2024	Q3 2023	Q2 2024
Net Sales	\$70.8	\$67.6	\$77.7
Operating Profit	\$8.7	\$8.3	\$10.5
Operating Margin	12.3%	12.3%	13.5%
Adjusted EBITDA <sup>(1)</sup>	\$13.1	\$13.0	\$15.0
Adjusted EBITDA Margin	18.5%	19.3%	19.4%



## Quarterly Takeaways

- YoY sales increased 4.8%, driven by continued strong demand, partially offset by a decrease in sales due to a 10-week labor union work stoppage at our Commerce, California, location, resulting in an estimated \$7 - \$8 million of lost sales during the quarter
- Operating profit increased slightly as sales leverage and operational excellence improvements were partially offset by the impact of the work stoppage, resulting in an estimated operating profit effect of ~\$2.5 million
- Prioritizing investment in factory floor enhancements to accommodate growth in certain product lines and to catalyze operational improvements, all to further increase future conversion rates

## Forward Perspective

- Continuing to explore select bolt-on M&A to build out this platform
- Adding to backlog with certain plants nearly booked for 2025
- Outlook assumes no meaningful impact from customer work stoppages

2024 Outlook	
Sales Growth	18% to 22%
Adj. EBITDA Margin %	18% to 19%

Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.

(1) Adjusted EBITDA is defined as net income (loss) plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.



# Q3 2024 Segment Overview: Specialty Products



<i>Adjusted for Special Items</i>	Q3 2024	Q3 2023	Q2 2024
Net Sales	\$28.3	\$51.3	\$30.9
Operating Profit	\$2.4	\$10.7	\$0.6
Operating Margin	8.5%	20.9%	1.9%
Adjusted EBITDA <sup>(1)</sup>	\$3.4	\$11.7	\$1.7
Adjusted EBITDA Margin	12.1%	22.8%	5.3%



## Quarterly Takeaways

- Lower sales driven by weak demand resulting from prior year overstocking in general industrial markets, predominantly impacting cylinders for HVAC and welding-related applications, as well as softer sales of engines and compressors for oil and gas applications
- YoY operating profit and the related margin declined primarily as a result of lower sales
- Second quarter cost reductions beginning to have a positive impact, with sequential Adjusted EBITDA improvement of ~680 basis points

## Forward Perspective

- Increased commercial activity in terms of quoting and bookings suggests that Specialty Products businesses are beginning to emerge from a cyclical demand trough
- Significant flexing actions taken in prior quarters position Specialty Products businesses for improved conversion rates with improved demand
- Implemented Strategex™ 80/20 Profit & Growth commercial model to better optimize and focus Norris Cylinder's production resources, even in a more moderated demand environment

2024 Outlook	
Sales Growth	-30% to -25%
Adj. EBITDA Margin %	10% to 14%

Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.

(1) Adjusted EBITDA is defined as net income (loss) plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.

# TriMas' Near-Term Value Drivers



1

Market recovery in the largest segments is underway with anticipated sustained core growth in the coming years

2

Prioritizing building out TriMas Packaging and TriMas Aerospace platforms through strategic M&A

3

Resetting cost base within demand-impacted Specialty Products businesses which will contribute to earnings as we move forward

# Appendix

# Condensed Consolidated Balance Sheet

	September 30, 2024	December 31, 2023
	(unaudited)	
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 26,910	\$ 34,890
Receivables, net	163,260	148,030
Inventories	213,880	192,450
Prepaid expenses and other current assets	31,290	22,010
Total current assets	435,340	397,380
Property and equipment, net	329,310	329,990
Operating lease right-of-use assets	42,220	43,220
Goodwill	365,100	363,770
Other intangibles, net	168,650	181,020
Deferred income taxes	10,370	10,230
Other assets	16,840	16,050
Total assets	<u>\$ 1,367,830</u>	<u>\$ 1,341,660</u>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Short-term borrowings	\$ 80	\$ -
Accounts payable	80,800	91,910
Accrued liabilities	65,210	59,640
Lease liabilities, current portion	7,900	7,900
Total current liabilities	153,990	159,450
Long-term debt, net	409,870	395,660
Lease liabilities	38,650	39,690
Deferred income taxes	26,820	23,290
Other long-term liabilities	55,750	40,620
Total liabilities	685,080	658,710
Total shareholders' equity	682,750	682,950
Total liabilities and shareholders' equity	<u>\$ 1,367,830</u>	<u>\$ 1,341,660</u>

# Consolidated Statement of Income

	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
	(unaudited)		(unaudited)	
Net sales	\$ 229,360	\$ 235,340	\$ 696,960	\$ 683,990
Cost of sales	(177,660)	(179,410)	(538,540)	(525,840)
Gross profit	51,700	55,930	158,420	158,150
Selling, general and administrative expenses	(44,460)	(32,290)	(120,890)	(104,410)
Net gain on dispositions of assets	1,040	120	1,040	70
Operating profit	8,280	23,760	38,570	53,810
Other expense, net:				
Interest expense	(4,860)	(3,950)	(15,010)	(11,620)
Other income (expense), net	(30)	(120)	(310)	(30)
Other expense, net	(4,890)	(4,070)	(15,320)	(11,650)
Income before income tax expense	3,390	19,690	23,250	42,160
Income tax expense	(860)	(3,200)	(4,640)	(9,740)
Net income	\$ 2,530	\$ 16,490	\$ 18,610	\$ 32,420
<b>Earnings per share - basic:</b>				
Net income per share	\$ 0.06	\$ 0.40	\$ 0.46	\$ 0.78
Weighted average common shares - basic	40,612,413	41,425,208	40,776,583	41,477,095
<b>Earnings per share - diluted:</b>				
Net income per share	\$ 0.06	\$ 0.40	\$ 0.45	\$ 0.78
Weighted average common shares - diluted	40,946,571	41,673,381	41,089,208	41,706,867

**Note: Please see Slide 16 for a schedule and reconciliation of Special Items impacting third quarter EPS.**

# Consolidated Statement of Cash Flows

	Nine months ended	
	September 30,	
	2024	2023
<b>Cash Flows from Operating Activities:</b>		
Net income	\$ 18,610	\$ 32,420
Adjustments to reconcile net income to net cash provided by operating activities, net of acquisition impact:		
Gain on dispositions of assets	(1,040)	(70)
Depreciation	29,940	29,830
Amortization of intangible assets	12,640	13,810
Amortization of debt issue costs	720	700
Deferred income taxes	3,540	2,650
Non-cash compensation expense	8,050	9,320
Provision for losses on accounts receivable	290	-
Change in legacy liability estimate	5,510	-
Change in environmental liability estimate	2,490	-
Increase in receivables	(15,910)	(22,580)
(Increase) decrease in inventories	(23,050)	1,800
Increase in prepaid expenses and other assets	(4,570)	(660)
Decrease in accounts payable and accrued liabilities	(7,020)	(10,390)
Other operating activities	6,500	740
Net cash provided by operating activities, net of acquisition impact	36,700	57,570
<b>Cash Flows from Investing Activities:</b>		
Capital expenditures	(35,980)	(34,940)
Acquisition of businesses, net of cash acquired	-	(77,340)
Cross-currency swap terminations	(3,760)	-
Settlement of foreign currency exchange forward contract	3,760	-
Net proceeds from disposition of property and equipment	4,100	460
Net cash used for investing activities	(31,880)	(111,820)
<b>Cash Flows from Financing Activities:</b>		
Proceeds from borrowings on revolving credit facilities	248,730	74,410
Repayments of borrowings on revolving credit facilities	(235,380)	(73,350)
Payments to purchase common stock	(19,270)	(13,350)
Shares surrendered upon exercise and vesting of equity awards to cover taxes	(1,620)	(2,680)
Dividends paid	(4,980)	(5,020)
Other financing activities	(280)	(3,190)
Net cash used for financing activities	(12,800)	(23,180)
<b>Cash and Cash Equivalents:</b>		
Decrease for the period	(7,980)	(77,430)
At beginning of period	34,890	112,090
At end of period	\$ 26,910	\$ 34,660
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 9,860	\$ 7,560
Cash paid for taxes	\$ 9,080	\$ 11,020

# Company and Segment Financial Information

	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
<b>Packaging</b>				
Net sales	\$ 130,240	\$ 116,500	\$ 389,190	\$ 350,040
Operating profit	\$ 17,930	\$ 16,470	\$ 53,060	\$ 48,140
Special Items to consider in evaluating operating profit:				
Purchase accounting costs	-	-	-	800
Business restructuring and severance costs	1,070	3,010	2,420	7,720
Adjusted operating profit	\$ 19,000	\$ 19,480	\$ 55,480	\$ 56,660
<b>Aerospace</b>				
Net sales	\$ 70,830	\$ 67,580	\$ 215,890	\$ 177,370
Operating profit	\$ 6,310	\$ 7,130	\$ 23,870	\$ 11,190
Special Items to consider in evaluating operating profit:				
Third-party and other costs incurred related to strike	2,340	-	2,340	-
M&A diligence and transaction costs	30	-	60	-
Purchase accounting costs	-	1,190	-	1,990
Business restructuring and severance costs	-	-	-	290
Adjusted operating profit	\$ 8,680	\$ 8,320	\$ 26,270	\$ 13,470
<b>Specialty Products</b>				
Net sales	\$ 28,290	\$ 51,260	\$ 91,880	\$ 156,580
Operating profit	\$ 2,290	\$ 10,510	\$ 5,480	\$ 32,360
Special Items to consider in evaluating operating profit:				
Business restructuring and severance costs	120	190	120	190
Adjusted operating profit	\$ 2,410	\$ 10,700	\$ 5,600	\$ 32,550
<b>Corporate Expenses</b>				
Operating profit (loss)	\$ (18,250)	\$ (10,350)	\$ (43,840)	\$ (37,880)
Special Items to consider in evaluating operating loss:				
Change in legacy liability estimate for asbestos-related costs	5,510	-	5,510	-
M&A diligence and transaction costs	820	(480)	3,020	1,930
Change in environmental liability estimate	1,830	-	2,490	-
Business restructuring and severance costs	830	190	1,510	3,950
System implementation costs	1,830	-	3,620	-
Adjusted operating loss	\$ (7,430)	\$ (10,640)	\$ (27,690)	\$ (32,000)
<b>Total Company</b>				
Net sales	\$ 229,360	\$ 235,340	\$ 696,960	\$ 683,990
Operating profit	\$ 8,280	\$ 23,760	\$ 38,570	\$ 53,810
Total Special Items to consider in evaluating operating profit	14,380	4,100	21,090	16,870
Adjusted operating profit	\$ 22,660	\$ 27,860	\$ 59,660	\$ 70,680

	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
<b>Adjusted operating profit</b>	\$ 22,660	\$ 27,860	\$ 59,660	\$ 70,680
Corporate operating expenses (adjusted)	5,660	7,440	19,210	22,570
Non-cash stock compensation	1,630	3,140	8,050	9,320
Legacy expenses (adjusted)	140	60	430	110
Corporate expenses	7,430	10,640	27,690	32,000
<b>Adjusted segment operating profit</b>	\$ 30,090	\$ 38,500	\$ 87,350	\$ 102,680
<b>Adjusted segment operating profit margin</b>	13.1%	16.4%	12.5%	15.0%

	YOY Growth %			Total
	Organic	Acquisitions	Fx	
<b>Q3 2024 vs. Q3 2023</b>				
Consolidated TriMas	-2.3%	0.0%	-0.2%	-2.5%
Packaging	12.3%	0.0%	-0.5%	11.8%
Aerospace	4.8%	0.0%	0.0%	4.8%
Specialty Products	-44.8%	0.0%	0.0%	-44.8%
<b>YTD Q3 2024 vs. YTD Q3 2023</b>				
Consolidated TriMas	-0.3%	2.3%	-0.1%	1.9%
Packaging	10.5%	0.8%	-0.1%	11.2%
Aerospace	14.4%	7.3%	0.0%	21.7%
Specialty Products	-41.3%	0.0%	0.0%	-41.3%

# Additional Information on Non-GAAP Measures

	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
<b>Net income, as reported</b>	\$ 2,530	\$ 16,490	\$ 18,610	\$ 32,420
<b>Special Items to consider in evaluating quality of net income:</b>				
Change in legacy liability estimate for asbestos-related costs	5,510	-	5,510	-
Business restructuring and severance costs	2,020	3,390	4,050	12,150
Purchase accounting costs	-	1,190	-	2,790
M&A diligence and transaction costs	850	(480)	3,080	1,930
Defined benefit pension plan settlement charge	-	-	-	640
Derivative de-designation and settlement (gain) loss	-	-	10	-
System implementation costs	1,830	-	3,620	-
Third-party and other costs incurred related to strike	2,340	-	2,340	-
Change in environmental liability estimate	1,830	-	2,490	-
Foreign exchange forward change	-	360	-	360
Amortization of acquisition-related intangible assets	4,210	4,610	12,640	13,810
Non-cash compensation expense	1,630	3,140	8,050	9,320
Income tax effect of net income adjustments <sup>(1)</sup>	(5,100)	(2,680)	(10,190)	(9,350)
<b>Adjusted net income</b>	<b>\$ 17,650</b>	<b>\$ 26,020</b>	<b>\$ 50,210</b>	<b>\$ 64,070</b>
	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
<b>Diluted earnings per share, as reported</b>	\$ 0.06	\$ 0.40	\$ 0.45	\$ 0.78
<b>Special Items to consider in evaluating quality of diluted EPS:</b>				
Change in legacy liability estimate for asbestos-related costs	0.14	-	0.13	-
Business restructuring and severance costs	0.05	0.08	0.10	0.29
Purchase accounting costs	-	0.03	-	0.07
M&A diligence and transaction costs	0.02	(0.01)	0.07	0.05
Defined benefit pension plan settlement charge	-	-	-	0.02
Derivative de-designation and settlement (gain) loss	-	-	-	-
System implementation costs	0.04	-	0.09	-
Third-party and other costs incurred related to strike	0.06	-	0.06	-
Change in environmental liability estimate	0.04	-	0.06	-
Foreign exchange forward change	-	0.01	-	0.01
Amortization of acquisition-related intangible assets	0.10	0.11	0.31	0.33
Non-cash compensation expense	0.04	0.08	0.20	0.22
Income tax effect of net income adjustments <sup>(1)</sup>	(0.12)	(0.07)	(0.25)	(0.23)
<b>Adjusted diluted EPS</b>	<b>0.43</b>	<b>0.63</b>	<b>1.22</b>	<b>1.54</b>
<b>Weighted-average shares outstanding</b>	<b>40,946,571</b>	<b>41,673,381</b>	<b>41,089,208</b>	<b>41,706,867</b>

Unaudited, dollars in thousands, except for share and per share amounts.

(1) Income tax effect of net income adjustments is calculated on an item-by-item basis, utilizing the statutory income tax rate in the jurisdiction where the adjustments occurred. For the three and nine month periods ended September 30, 2024 and 2023, the income tax effect on the cumulative net income adjustments varied from the tax rate inherent in the Company's reported GAAP results, primarily as a result of certain discrete items that occurred during the period for GAAP reporting purposes.



# Additional Information on Non-GAAP Measures

	Three months ended September 30,					
	2024			2023		
	As reported	Special Items	As adjusted	As reported	Special Items	As adjusted
Net cash provided by operating activities	\$ 22,030	\$ 5,210	\$ 27,240	\$ 31,380	\$ 3,790	\$ 35,170
Less: Capital expenditures	(11,870)	-	(11,870)	(10,010)	-	(10,010)
Free Cash Flow	<u>\$ 10,160</u>	<u>\$ 5,210</u>	<u>\$ 15,370</u>	<u>\$ 21,370</u>	<u>\$ 3,790</u>	<u>\$ 25,160</u>

	Nine months ended September 30,					
	2024			2023		
	As reported	Special Items	As adjusted	As reported	Special Items	As adjusted
Net cash provided by operating activities	\$ 36,700	\$ 11,840	\$ 48,540	\$ 57,570	\$ 10,430	\$ 68,000
Less: Capital expenditures	(35,980)	-	(35,980)	(34,940)	-	(34,940)
Free Cash Flow	<u>\$ 720</u>	<u>\$ 11,840</u>	<u>\$ 12,560</u>	<u>\$ 22,630</u>	<u>\$ 10,430</u>	<u>\$ 33,060</u>

	September 30, 2024	December 31, 2023	September 30, 2023
Short-term borrowings	\$ 80	\$ -	\$ -
Long-term debt, net	409,870	395,660	395,420
Total Debt	409,950	395,660	395,420
Less: Cash and cash equivalents	26,910	34,890	34,660
Net Debt	<u>\$ 383,040</u>	<u>\$ 360,770</u>	<u>\$ 360,760</u>

# Additional Information on Non-GAAP Measures

	Three months ended September 30,		Twelve months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023	2024	2023
Net income, as reported	\$ 2,530	\$ 16,490	\$ 26,550	\$ 51,260	\$ 18,610	\$ 32,420
Depreciation expense	9,940	9,290	39,520	38,610	29,940	29,830
Amortization expense	4,210	4,610	17,010	18,310	12,640	13,810
Interest expense	4,860	3,950	19,310	15,220	15,010	11,620
Income tax expense	860	3,200	5,130	15,450	4,640	9,740
Non-cash compensation expense	1,630	3,140	8,400	11,480	8,050	9,320
Adjusted EBITDA, before Special Items	\$ 24,030	\$ 40,680	\$ 115,920	\$ 150,330	\$ 88,890	\$ 106,740
Adjusted EBITDA impact of Special Items	14,310	4,470	27,950	21,870	21,030	15,660
Adjusted EBITDA <sup>(1)</sup>	\$ 38,340	\$ 45,150	\$ 143,870	\$ 172,200	\$ 109,920	\$ 122,400
Adjusted EBITDA as a percentage of net sales	16.7%	19.2%	15.9%	19.4%	15.8%	17.9%
Packaging	\$ 27,630	\$ 28,490	\$ 105,980	\$ 101,010	\$ 80,560	\$ 81,300
Aerospace	13,120	13,020	50,710	34,050	39,910	27,850
Specialty Products	3,420	11,710	13,740	46,110	8,680	35,660
Segment Adjusted EBITDA <sup>(1)</sup>	\$ 44,170	\$ 53,220	\$ 170,430	\$ 181,170	\$ 129,150	\$ 144,810
Segment Adjusted EBITDA as a percentage of net sales	19.3%	22.6%	18.8%	20.4%	18.5%	21.2%
Other Corporate expenses	(5,830)	(8,070)	(26,560)	(8,970)	(19,230)	(22,410)
Adjusted EBITDA <sup>(1)</sup>	\$ 38,340	\$ 45,150	\$ 143,870	\$ 172,200	\$ 109,920	\$ 122,400

# Additional Information on Non-GAAP Measures

As of November 4, 2024

## Full Year 2024 GAAP to Non-GAAP EPS Outlook Reconciliation

	Twelve months ended December 31, 2024	
	Low	High
<b>Diluted earnings per share (GAAP)</b>	\$ 0.82	\$ 1.02
Pre-tax amortization of acquisition-related intangible assets <sup>(1)</sup>	0.41	0.41
Income tax benefit on amortization of acquisition-related intangible assets	(0.10)	(0.10)
Pre-tax non-cash compensation expense	0.24	0.24
Income tax benefit on non-cash compensation expense	(0.06)	(0.06)
Impact of Special Items <sup>(2)</sup>	0.39	0.39
<b>Adjusted diluted earnings per share</b>	<b>\$ 1.70</b>	<b>\$ 1.90</b>

(1) These amounts relate to acquisitions completed as of November 4, 2024. The Company is unable to provide forward-looking estimates of future acquisitions, if any, that have not yet been consummated.

(2) The Company is unable to provide forward-looking estimates of Special Items without unreasonable effort, due to the uncertainty and inherent difficulty of predicting the occurrence and the financial impact of such items and the periods in which such items may be recognized. For the same reasons, the Company is unable to address the probable significance of the unavailable information, which could be material to future results.