# **TriMas**

## Second Quarter 2021 Earnings Presentation

July 29, 2021

### Disclaimer

#### **Forward-Looking Statement**

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: the severity and duration of the ongoing coronavirus ("COVID-19") pandemic on our operations, customers and suppliers, as well as related actions taken by governmental authorities and other third parties in response, each of which is uncertain, rapidly changing and difficult to predict; general economic and currency conditions; material and energy costs; risks and uncertainties associated with intangible assets, including goodwill or other intangible asset impairment charges; competitive factors; future trends; 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; information technology and other cyber-related risks; the performance of our subcontractors and suppliers; supply constraints; market demand; intellectual property factors; litigation; government and regulatory actions, including, without limitation, climate change legislation and other environmental regulations, as well as the impact of tariffs, quotas and surcharges; our leverage; liabilities imposed by our debt instruments; labor disputes; changes to fiscal and tax policies; contingent liabilities relating to acquisition activities; the disruption of operations from catastrophic or extraordinary events, including natural disasters and public health crises; the potential impact of Brexit; our future prospects; and other risks that are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2020. These risks and uncertainties may cause actual results to differ materially from those indicated by the forwardlooking 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.trimascorp.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.

#### TriMas' Diversified End Market Positioning Contributes to Strong Second Quarter Results

Advancing TriMas' Strategy

- Strong Q2 sales with better than expected earnings performance
  - Our TriMas Packaging segment continues to outperform expectations as the *pull-back* from the record 2020 pandemic-related sales rate was less than anticipated
  - Our Specialty Products segment leveraged incremental demand
- Continued investment in innovation and additional capacity for TriMas Packaging
- Achieved Norris Cylinder "MADE IN THE USA" designation and branding
  - Completed the multi-year process to leverage Norris Cylinder's manufacturing and procurement positioning in the U.S.
- Continued LTM Adjusted EBITDA momentum, with an increase to \$164 million, while maintaining low leverage and net debt in line with year end
  - Reduced shares outstanding by 0.5% in the first half

## Investing in Our Future



#### New Product Innovation



- TriMas' Packaging group commercializes a single-polymer dispensing pump
  - Currently in-market and used in customer applications
  - Use of a single-polymer for dispensing promotes ease of recyclability
- In process of introducing a full range of single polymer dispensing pumps:



#### TriMas' Packaging group breaks ground on a new plant to localize production in the U.S. for a key customer

- Installing our largest global manufacturing plant
- Initially planned for foaming dispensers, but also expect to manufacture other dispenser products
- Anticipate commercial production supply in second quarter 2022; additional capacity for future growth

#### Localizing U.S. Production Capacity





al Items Q2 2021 Q2 2020			YOY Growth %	
\$219.0 \$199.6		, end of the second sec	Organic Acquisitions	
Ş215.0 Ş155.0 —	Consolidated Tri	Consolidated TriMas 2.4%	Consolidated TriMas 2.4% 5.0%	Consolidated TriMas 2.4% 5.0% 2.3%
\$30.0 \$27.5	TriMas Packag	TriMas Packaging -2.9%	TriMas Packaging -2.9% 7.7%	TriMas Packaging -2.9% 7.7% 3.6%
rofit Margin 13.7% 13.8%	TriMas Aerosp	TriMas Aerospace 4.6%	TriMas Aerospace 4.6% -	TriMas Aerospace 4.6%
0111 Margin 15.7% 15.8%	Specialty Prod	Specialty Products 23.8%	Specialty Products 23.8% -	Specialty Products 23.8%
\$22.7 \$18.7				
gs Per Share <sup>(1)</sup> \$0.62 \$0.52				
A <sup>(2)</sup> \$45.3 \$43.3				
ITDA Margin 20.7% 21.7%				

- Sales increased 9.7% primarily due to acquisition-related sales in TriMas Packaging and robust growth in our Specialty Products segment
- Increased operating profit 8.9%, as the impact of higher sales more than offset the impact of input cost increases
- Achieved Q2 Adjusted EPS of \$0.62 per share, a 19.2% increase compared to Q2 2020
- Adjusted EBITDA<sup>(2)</sup> increase driven by higher sales volumes

#### Better-than-expected results driven by TriMas Packaging.

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 EPS is defined as diluted EPS per GAAP plus or minus the after tax impact of Special Items and acquisition-related intangible amortization expense.
- (2) 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.



Adjusted for Special Items	Q2 2021 YTD	Q2 2020 YTD
Net Sales	\$425.7	\$382.3
Operating Profit	\$56.6	\$49.5
Operating Profit Margin	13.3%	12.9%
Net Income	\$40.1	\$33.8
Adjusted Earnings Per Share <sup>(1)</sup>	\$1.11	\$0.94
Adjusted EBITDA <sup>(2)</sup>	\$85.9	\$78.6
Adjusted EBITDA Margin	20.2%	20.6%

YOY Growth %				
	Organic	Acquisitions	Fx	Total
Consolidated TriMas	2.2%	7.2%	1.9%	11.3%
Packaging	5.3%	10.2%	3.2%	18.7%
Aerospace	-7.3%	4.7%	-	-2.6%
Specialty Products	4.7%	-	-	4.7%

- Net sales increased 11.3% due to acquisitions, as well as organic sales increases in the Packaging and Specialty Products segments
- Operating profit increased 14.4%, as the impact of higher sales more than offset a less favorable product mix and increased input costs
- Achieved YTD Adjusted EPS of \$1.11 per share, a 18.1% increase compared to YTD 2020
- Adjusted EBITDA<sup>(2)</sup> increased by \$7.3 million, primarily driven by sales growth

#### Strong first half of the year.

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 EPS is defined as diluted EPS per GAAP plus or minus the after tax impact of Special Items and acquisition-related intangible amortization expense.
- (2) 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.



Key Credit Statistics	June 30, 2021	June 30, 2020	December 31, 2020
Total Debt	\$393.4	\$295.3	\$346.3
Less: Cash	\$117.4	\$65.3	\$74.0
Net Debt	\$276.0	\$230.0	\$272.3
LTM Adjusted EBITDA <sup>(1)</sup>	\$164.1	\$149.7	\$156.8
Net Leverage <sup>(2)</sup>	1.7x	1.5x	1.7x
Q2 Free Cash Flow <sup>(3)</sup>	\$20.6	\$25.2	
YTD Q2 Free Cash Flow <sup>(3)</sup>	\$30.9	\$27.0	

- Ended Q2 with \$117.4 million of cash
- Net debt comparable to 2020 year end as strong cash generation offset additional debt raised as part of the upsizing of Senior Notes in March 2021
- Achieved YTD 2021 Free Cash Flow<sup>(3)</sup> of \$30.9 million, an increase of 14.4% as compared to prior YTD
- Unrestricted cash & availability of more than \$400 million as of June 30, 2021

#### Sufficient liquidity to invest in our strategic initiatives.

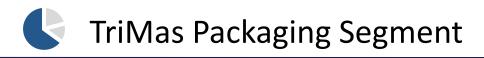
Note: All items are adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.

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

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









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Adjusted for Special Items	Q2 2021	Q2 2020
Net Sales	\$139.6	\$128.8
Operating Profit	\$28.2	\$27.2
Operating Margin	20.2%	21.1%
Adjusted EBITDA <sup>(1)</sup>	\$36.2	\$35.3
Adjusted EBITDA Margin	26.0%	27.4%

Note: Q2 Sales Growth – Organic -2.9%, Acquisitions 7.7% and Fx 3.6%





#### **Quarterly Takeaways**

• Record quarterly sales driven by acquisitions, demand increases for home care applications and the impact of favorable currency exchange

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- Operating profit increased as a result of higher sales levels, more than offsetting less favorable product sales mix and higher input costs
- Gaining early momentum on recently commercialized, patented singlepolymer dispenser
- Remain committed to further building-out TriMas' Packaging platform through acquisitions

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

Adjusted for Special Items	Q2 2021	Q2 2020
Net Sales	\$44.6	\$42.6
Operating Profit	\$2.7	\$4.3
Operating Margin	6.1%	10.1%
Adjusted EBITDA <sup>(1)</sup>	\$7.4	\$8.9
Adjusted EBITDA Margin	16.5%	20.8%



Note: Q2 Sales Growth – Organic 4.6%, Acquisitions 0.0%



#### **Quarterly Takeaways**

- Sales positively impacted by customers' stocking orders spanning 2021
- Continued to be impacted by significantly reduced aircraft production as a result of the effects of the global pandemic
- Operating profit declined as savings from realignment actions were more than offset by lower fixed cost absorption and production inefficiencies, both related to the pandemic
- Projects underway to continue to improve cost structure and efficiencies

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.

Adjusted for Special Items	Q2 2021	Q2 2020
Net Sales	\$34.8	\$28.1
Operating Profit	\$6.0	\$3.8
Operating Margin	17.3%	13.4%
Adjusted EBITDA <sup>(1)</sup>	\$7.2	\$4.7
Adjusted EBITDA Margin	20.7%	16.9%



TriMas





#### **Quarterly Takeaways**

- Sales increased as a result of higher demand for cylinders, as well as engines and compressors, used in construction, HVAC and upstream O&G applications
- End markets have shown signs of recovery compared to the pandemic downturn in 2020
- Operating profit and the related margin increased as a result of higher sales and previous factory floor improvement actions
- Leveraging well against restructured cost base

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.





## FY 2021 Outlook

#### As of 7/29/21

TriMas FY 2021 Outlook			
	Outlook Range		
<b>Consolidated TriMas</b> Sales Sales % change as compared to FY 2020	\$840M - \$875M 9% to 14%		
Segments			
TriMas Packaging			
Sales	\$535M - \$550M		
Sales % change as compared to FY 2020	10% to 13%		
Operating Profit Margin	19.5% - 20.5%		
TriMas Aerospace			
Sales	\$180M - \$190M		
Sales % change as compared to FY 2020	7% to 13%		
Operating Profit Margin	7.5% - 8.5%		
Specialty Products			
Sales	\$125M - \$135M		
Sales % change as compared to FY 2020	10% to 19%		
Operating Profit Margin	15% - 16%		
Adjusted EPS	\$2.15 to \$2.30		
Free Cash Flow	> 100% of Net Income		

#### Additional 2021 Thoughts

TriMas

#### **Consolidated TriMas**

• Overall sales growth driven by acquisitions, general industrial rebound and a benefit of diversified end markets

#### **TriMas Packaging**

- Sales increases due to acquisitions more than offset slightly lower organic volumes compared to pandemic-related peak levels in 2020
- Input costs are expected to stabilize during the second half

#### **TriMas Aerospace**

- YOY sales increase driven by stocking orders, ramp of new business awards and full year acquisition-related benefit
- Less favorable sales mix and lower fixed cost absorption resulting from full year impact of lower aircraft builds

#### **Specialty Products**

- Well-positioned to capture additional demand related to general economic rebound to drive YOY growth
- Entering the third quarter with a solid order book

#### EPS range midpoint represents a year-over-year increase of ~16%.

Note: All of the figures on this slide are adjusted for any current and future Special Items.

Adjusted EPS is defined as diluted EPS per GAAP plus or minus the after tax impact of Special Items and acquisition-related intangible amortization expense. See Appendix for reconciliation between GAAP and Adjusted EPS outlook.

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

## TriMas' Value Drivers



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Val	ue	Drivers

3	Packaging at Our Core
<u>}</u>	Market Recoveries
	M&A Augmented Growth
	Treasury Actions
7	Strong Balance Sheet

- - Products that help fight the spread of germs
  - Innovation pipeline to drive long-term growth
  - Well positioned as industrial and aerospace markets rebound
  - Expect margin leverage due to realignment actions
  - Targeting to build-out Packaging and Aerospace platforms
  - Continuously assessing business and product line additions
  - Momentum in returning capital through share buybacks
  - Cash generation confidence enables continuation of buybacks
  - Secured capital structure with low rate, non-amortizable debt
  - Significant cash and availability to execute long-term strategy

Multiple pathways for shareholders to win with TriMas.











#### **Enterprise-wide**

Effective Tax Rate:	20% to 21%
Capital Expenditures as a % of Sales:	5% to 6%
Interest Expense:	\$14M to \$15M
Corporate Expenses <sup>(1)</sup> as a % of Sales:	~2.5%
Non-cash Stock Compensation:	~\$7M

(1) Includes Legacy costs. Legacy costs are expenses associated with facilities and/or legal entities that, following previous realignment actions, are no longer an active part of TriMas' operations.

		June 30, 2021		December 31, 2020	
	(	unaudited)			
Assets					
Current assets:					
Cash and cash equivalents	\$	117,410	\$	73,950	
Receivables, net		135,220		113,410	
Inventories		149,920		149,380	
Prepaid expenses and other current assets		19,910		15,090	
Total current assets		422,460		351,830	
Property and equipment, net		253,230		253,060	
Operating lease right-of-use assets		38,970		37,820	
Goodwill		301,430		303,970	
Other intangibles, net		194,150		206,200	
Deferred income taxes		12,300		19,580	
Other assets		22,410		21,420	
Total assets	\$	1,244,950	\$	1,193,880	
Liabilities and Shareholders' Equity					
Current liabilities:					
Accounts payable	\$	77,250	\$	69,910	
Accrued liabilities		56,320		60,540	
Operating lease liabilities, current portion		6,530		6,740	
Total current liabilities		140,100		137,190	
Long-term debt, net		393,370		346,290	
Operating lease liabilities		32,890		31,610	
Deferred income taxes		19,560		24,850	
Other long-term liabilities		61,430		69,690	
Total liabilities		647,350		609,630	
Total shareholders' equity		597,600		584,250	
Total liabilities and shareholders' equity	\$	1,244,950	\$	1,193,880	



		Three mor June	nths e e 30,	ended		Six months ended June 30,				
		2021		2020		2021		2020		
				(unau	dited)					
Net sales	\$	218,990	\$	199,550	\$	425,720	\$	382,340		
Cost of sales		(160,960)		(162,320)		(316,360)		(298,740)		
Gross profit		58,030		37,230		109,360		83,600		
Selling, general and administrative expenses		(32,460)		(55,380)		(62,680)		(81,920)		
Operating profit (loss)		25,570		(18,150)		46,680		1,680		
Other expense, net:										
Interest expense		(4,120)		(4,230)		(7,670)		(7,810)		
Debt financing and related expenses		(10,320)		-		(10,520)		-		
Other income (expense), net		670		1,130		(260)		1,050		
Other expense, net		(13,770)		(3,100)		(18,450)		(6,760)		
Income (loss) before income tax expense		11,800		(21,250)		28,230		(5,080)		
Income tax benefit (expense)		40		5,550		(3,330)		2,500		
Net income (loss)	<u>\$</u>	11,840	\$	(15,700)	\$	24,900	\$	(2,580)		
Earnings (loss) per share - basic:										
Net income (loss) per share	\$	0.27	\$	(0.36)	\$	0.58	\$	(0.06)		
Weighted average common shares - basic		43,110,191		43,463,235		43,147,599		43,832,144		
Earnings (loss) per share - diluted:										
Net income (loss) per share	\$	0.27	\$	(0.36)	\$	0.57	\$	(0.06)		
Weighted average common shares - diluted		43,308,356		43,463,235		43,471,616		43,832,144		

## **Consolidated Statement of Cash Flows**



	Six mont June	hs end e 30,	led
	 2021		2020
Cash Flows from Operating Activities:			
Net income (loss)	\$ 24,900	\$	(2,580
Adjustments to reconcile net income to net cash provided by operating activities, net of			
acquisition impact:			
Loss on dispositions of assets	130		1,010
Depreciation	15,830		14,770
Amortization of intangible assets	10,780		10,150
Amortization of debt issue costs	520		570
Deferred income taxes	1,790		(1,460
Non-cash compensation expense	5,660		4,680
Debt financing and related expenses	10,520		-
Non-cash change in legacy liability estimate	-		23,400
Increase in receivables	(22,600)		(12,300
(Increase) decrease in inventories	(900)		5,260
(Increase) decrease in prepaid expenses and other assets	(7,430)		290
Increase (decrease) in accounts payable and accrued liabilities	1,350		(14,530
Other operating activities	2,120		1,580
Net cash provided by operating activities, net of acquisition impact	 42,670		30,840
Cash Flows from Investing Activities:			
Capital expenditures	(18,330)		(9,250
Acquisition of businesses, net of cash acquired	-		(95,160
Net proceeds from disposition of business, property and equipment	140		2,110
Net cash used for investing activities	(18,190)		(102,300
Cash Flows from Financing Activities:			
Retirement of senior notes	(300,000)		-
Proceeds from issuance of senior notes	400,000		-
Proceeds from borrowings on revolving credit facilities	-		245,700
Repayments of borrowings on revolving credit facilities	(48,620)		(247,320
Debt financing fees and senior notes redemption preimum	(13,570)		
Shares surrendered upon exercise and vesting of equity awards to cover taxes	(4,620)		(2,570
Payments to purchase common stock	(14,210)		(31,570
Net cash provided by (used for) financing activities	 18,980		(35,760
Cash and Cash Equivalents:			
Increase (decrease) for the period	43,460		(107,220
At beginning of period	73,950		172,470
At end of period	\$ 117,410	\$	65,250
Supplemental disclosure of cash flow information:			
Cash paid for interest	\$ 6,170	\$	7,150
Cash paid for taxes	\$ 4,420	\$	3,410

## **Company and Segment Financial Information**



	 Three moi Jun	nths er e 30,	nded		led		
	 2021	,	2020		2021	e <b>30</b> ,	2020
Packaging							
Net sales	\$ 139,630	\$	128,830	\$	271,720	\$	228,880
Operating profit	\$ 27,850	\$	24,040	\$	49,150	\$	42,320
Special Items to consider in evaluating operating profit:							
Purchase accounting costs	-		750		830		750
Business restructuring and severance costs	390		2,410		1,900		2,730
Adjusted operating profit	\$ 28,240	\$	27,200	\$	51,880	\$	45,800
Aerospace							
Net sales	\$ 44,560	\$	42,610	\$	89,170	\$	91,530
Operating profit (loss)	\$ 2,120	\$	(4,210)	\$	6,620	\$	870
Special Items to consider in evaluating operating profit:							
Purchase accounting costs	-		1,520		-		2,030
Business restructuring and severance costs	620		7,010		1,070		7,510
Adjusted operating profit	\$ 2,740	\$	4,320	\$	7,690	\$	10,410
Specialty Products							
Net sales	\$ 34,800	\$	28,110	\$	64,830	\$	61,930
Operating profit	\$ 6,010	\$	(5,940)	\$	10,530	\$	(2,510)
Special Items to consider in evaluating operating profit:							
Business restructuring and severance costs	 -		9,700		-		9,700
Adjusted operating profit	\$ 6,010	\$	3,760	\$	10,530	\$	7,190
Corporate Expenses							
Operating loss	\$ (10,410)	\$	(32,040)	\$	(19,620)	\$	(39,000
Special Items to consider in evaluating operating loss:							
Change in accounting policy for asbestos-related costs	-		23,400		-		23,400
M&A diligence and transaction costs	170		260		660		1,070
Business restructuring and severance costs	3,230		640		5,480		640
Adjusted operating loss	\$ (7,010)	\$	(7,740)	\$	(13,480)	\$	(13,890
Total Company							
Net sales	\$ 218,990	\$	199,550	\$	425,720	\$	382,340
Operating profit (loss)	\$ 25,570	\$	(18,150)	\$	46,680	\$	1,680
Total Special Items to consider in evaluating operating profit	4,410		45,690		9,940		47,830
Adjusted operating profit	\$ 29,980	\$	27,540	\$	56,620	\$	49,510

## Additional Information on Non-GAAP Measures



	 Three mor June		nded	Six months ended June 30,				
	2021	21 2020 2021				2020		
Net income (loss), as reported	\$ 11,840	\$	(15,700)	\$	24,900	\$	(2,580)	
Special Items to consider in evaluating quality of net income (loss):								
special nems to consider in evaluating quarty of net income (1033).								
Change in accounting policy for asbestos-related costs	-		23,400		-		23,400	
Business restructuring and severance costs	4,850		19,760		9,060		20,580	
M&A diligence and transaction costs	170		260		660		1,370	
Purchase accounting costs	-		2,270		830		2,780	
Debt financing and related expenses	10,320		-		10,520		-	
Income tax effect of Special Items <sup>(1)</sup>	(4,520)		(11,330)		(5,910)		(11,790)	
Adjusted net income	\$ 22,660	\$	18,660	\$	40,060	\$	33,760	

		Three mor	nths ei e 30.	nded		Six mont June	ded		
	2	2021	,	2020	2021			2020	
Diluted earnings (loss) per share, as reported	\$ 0.27 \$ (0.36)			\$	0.57	\$	(0.06)		

#### Special Items to consider in evaluating quality of diluted EPS:

Change in accounting policy for asbestos-related costs		-		0.54		-		0.53
Business restructuring and severance costs		0.11		0.45		0.21		0.47
M&A diligence and transaction costs		0.01		0.01		0.02		0.03
Purchase accounting costs		-		0.05		0.02		0.06
Debt financing and related expenses		0.24		-		0.24		-
Income tax effect of Special Items <sup>(1)</sup>		(0.10)		(0.26)		(0.14)		(0.26)
Pre-tax amortization of acquisition-related intangible assets		0.12		0.12		0.25		0.23
Income tax benefit on amortization of acquisition-related intangible $\ensuremath{assets}^{(1)}$		(0.03)		(0.03)		(0.06)	_	(0.06)
Adjusted diluted EPS	\$	0.62	\$	0.52	\$	1.11	\$	0.94
Weighted-average shares outstanding <sup>(2)</sup>	43	,308,356	43,6	48,211	43,4	71,616	4	4,059,342

<sup>(1)</sup> Income tax effect of Special Items and amortization of acquisition-related intangible assets is calculated on an item-by-item basis, utilizing the tax rate in the jurisdiction where the Special Item or amortization occurred. For the three and six month periods ended June 30, 2021 and 2020, the income tax effect of Special Items 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.

(2) 184,976 and 227,198 shares for the three and six months ended June 30, 2020, respectively, would have been dilutive to the computation of earnings per share in an income position, but were not significant enough to impact the computation of Adjusted diluted EPS.

		June	e 30,					
	2021 2020				2021		2020	
Adjusted operating profit	\$ 29,980		\$	27,540	\$ 56,620		\$	49,510
Corporate operating expenses (adjusted)		5,130		4,710		9,650		9,230
Non-cash stock compensation (adjusted)		1,300		2,740		2,910		4,680
Legacy expenses		580		290		920		(20)
Corporate expenses		7,010		7,740		13,480		13,890
Adjusted segment operating profit	\$	36,990	\$	35,280	\$	70,100	\$	63,400
Adjusted segment operating profit margin		16.9%		17.7%		16.5%		16.6%

## Additional Information on Non-GAAP Measures



	_			Th	ree months	ended	June 30,							
			2021			2020								
	As re	eported	Special Items	As	adjusted	As	reported	Spec	ial Items	As a	adjusted			
Net cash provided by operating activities	\$	26,930	2,670	\$	29,600	\$	27,440	\$	3,070	\$	30,510			
Less: Capital expenditures		(8,960)			(8,960)		(5,320)		-		(5,320)			
Free Cash Flow		17,970	2,670		20,640		22,120		3,070		25,190			
Net income (loss)		11,840	10,820		22,660		(15,700)		34,050		18,350			
Free Cash Flow as a percentage of net income		152%		-	91%		NM				137%			

		Six months ended June 30,												
		2021							2	2020		36,200 (9,250) 26,950 33,450		
	As reported Special Items			ial Items	As a	adjusted	As r	eported	Spec	ial Items	As adjusted			
Net cash provided by operating activities	\$	42,670	\$	6,590	\$	49,260	\$	30,840	\$	5,360	\$	36,200		
Less: Capital expenditures		(18,330)		-	_	(18,330)		(9,250)		-		(9,250)		
Free Cash Flow		24,340		6,590		30,930		21,590		5,360		26,950		
Net income (loss)		24,900		15,160		40,060		(2,580)		36,030		33,450		
Free Cash Flow as a percentage of net income		98%				77%		NM				81%		

	June 30, 2021	De	ecember 31, 2020	June 30, 2020
Long-term debt, net	\$ 393,370	\$	346,290	\$ 295,260
Less: Cash and cash equivalents	117,410		73,950	65,250
Net Debt	\$ 275,960	\$	272,340	\$ 230,010

## Additional Information on Non-GAAP Measures



	Three months ended June 30,				Twelve months ended June 30,					Six months ended June 30,			
		2021		2020	1	2021		2020		2021		2020	
Net income (loss), as reported	\$	11,840	\$	(15,700)	\$	(52,280)	\$	26,090	\$	24,900	\$	(2,580)	
Depreciation expense		7,980		8,110		30,080		27,650		15,830		14,770	
Amortization expense		5,390		5,300		21,380		19,410		10,780		10,150	
Interest expense		4,120		4,230		14,520		14,830		7,670		7,810	
Income tax expense		(40)		(5,550)		(17,120)		6,510		3,330		(2,500)	
Non-cash compensation expense		3,220		2,740		9,150		8,090		5,660		4,680	
Adjusted EBITDA, before Special Items	\$	32,510	\$	(870)	\$	5,730	\$	102,580	\$	68,170	\$	32,330	
Adjusted EBITDA impact of Special Items		12,810		44,120		158,340		47,160		17,710		46,260	
Adjusted EBITDA <sup>(1)</sup>	\$	45,320	\$	43,250	\$	164,070	\$	149,740	\$	85,880	\$	78,590	
Adjusted EBITDA as a percentage of net sales		20.7%		21.7%		20.2%		20.2%		20.2%		20.6%	
Packaging	\$	36,240	\$	35,260	\$	131,740	\$	111,180	\$	67,240	\$	59,130	
Aerospace		7,360		8,850		30,050		41,870		16,900		18,980	
Specialty Products		7,190		4,740		21,430		16,990		12,690		9,130	
Segment Adjusted EBITDA <sup>(1)</sup>	\$	50,790	\$	48,850	\$	183,220	\$	170,040	\$	96,830	\$	87,240	
Segment Adjusted EBITDA as a percentage of net sales		23.2%		24.5%		22.5%		22.9%		0.23		22.8%	
Other Corporate expenses		(5,470)		(5,600)		(19,150)		(20,300)		(10,950)		(8,650)	
Adjusted EBITDA <sup>(1)</sup>	\$	45,320	\$	43,250	\$	164,070	\$	149,740	\$	85,880	\$	78,590	

Unaudited, dollars in thousands.

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



#### As of 7/29/21

#### Full Year 2021 GAAP to Non-GAAP EPS Outlook Reconciliation

		Twelve mo Decembe		
		High		
Diluted earnings per share (GAAP)	\$	1.43	\$	1.58
Pre-tax amortization of acquisition-related intangible assets <sup>(1)</sup>		0.49		0.49
Income tax benefit on amortization of acquisition-related intangible assets		(0.12)		(0.12)
Impact of Special Items <sup>(2)</sup>		0.35		0.35
Adjusted diluted earnings per share	\$	2.15	\$	2.30

(1) These amounts relate to acquisitions completed prior to June 30, 2021. 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.