



## Third Quarter 2018 Earnings Presentation

October 30, 2018



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## 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 the Company's business, financial condition or future results, involve risks and uncertainties with respect to, including, but not limited to: 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; the Company's ability to realize its business strategies; the Company's ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; the performance of subcontractors and suppliers; supply constraints; market demand; technology factors; intellectual property factors; litigation; government and regulatory action, including, but not limited to, the impact of tariffs, quotas and surcharges; the Company's leverage; liabilities imposed by debt instruments; labor disputes; changes to fiscal and tax policies; contingent liabilities relating to acquisition activities; information technology factors; the disruption of operations from catastrophic or extraordinary events, including natural disasters; the potential impact of Brexit; tax considerations relating to the Cequent spin-off; the Company's 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, 2017. 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.

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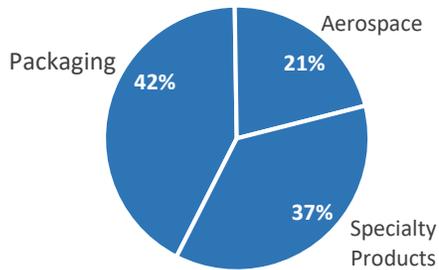
## Non-GAAP Financial Measures

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](http://www.trimascorp.com) under the "Investors" section.

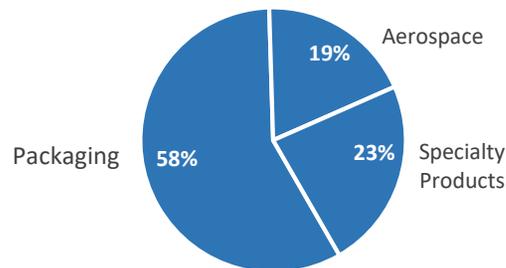
Please see the Appendix for details regarding certain costs, expenses and other amounts or charges, collectively described as "Special Items," that are included in the determination of net income, earnings per share and/or cash flows from operating activities under GAAP, but that management believes 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, 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.



**Net Sales by Segment**



**Operating Profit<sup>(1)</sup>**



- LTM Net Sales: ~\$861 million
- **Adj. EBITDA<sup>(2)</sup> Margin: ~19%**
- Leverage Ratio<sup>(3)</sup>: ~1.5x
- **Market Capitalization: ~\$1.3 billion**

## Packaging



**Net Sales: \$363.8M**  
**Op. Profit/Margin: \$83.5M, 22.9%**  
*Amortization Exp.<sup>(4)</sup>: \$9.1M, 2.5%*

## Aerospace



**Net Sales: \$183.3M**  
**Op. Profit/Margin: \$27.2M, 14.9%**  
*Amortization Exp.<sup>(4)</sup>: \$8.6M, 4.7%*

## Specialty Products



**Net Sales: \$313.9M**  
**Op. Profit/Margin: \$33.6M, 10.7%**  
*Amortization Exp.<sup>(4)</sup>: \$1.8M, 0.6%*

Note: All figures are last 12 months ("LTM") as of September 30, 2018, adjusted for Special Items, except market capitalization, which is as of October 29, 2018.

(1) Percentages of segment operating profit contribution exclude corporate expenses.

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

(3) As defined in the Company's credit agreement.

(4) Represents non-cash intangible amortization expense.

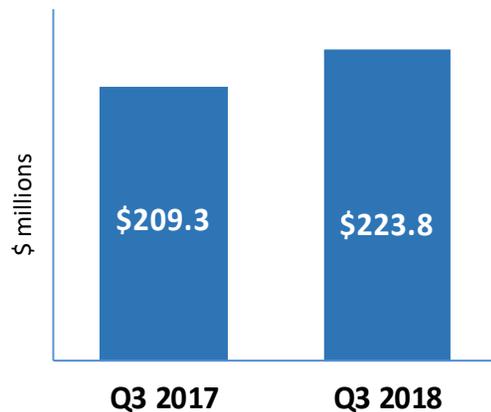
## Q3 Highlights

- TriMas' well-positioned businesses captured robust end market demand which contributed to strong sales growth of 6.9%
- Overall performance and prior realignment actions more than offset the impact of higher material costs

### Net Sales

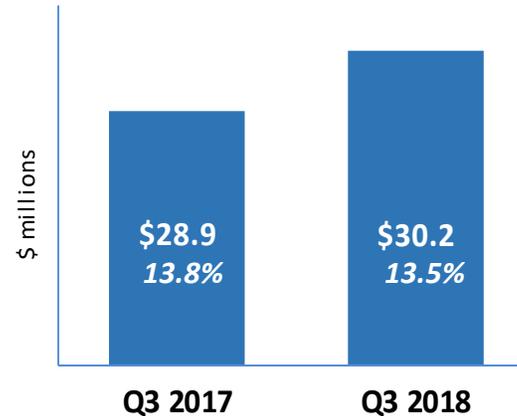
**+6.9%**

Organic +7.2%, Fx -0.3%



### Operating Profit

**+4.2%**



### EPS, diluted

**+23.1%**



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.

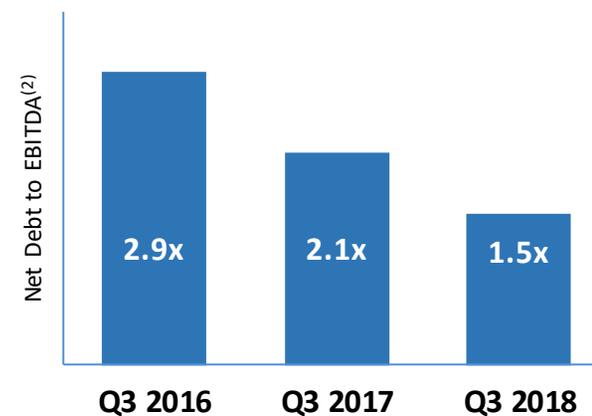
## Additional Highlights

- Another quarter of exceptional cash flow contributing to YTD performance:
  - Continued strengthening of balance sheet through net debt reduction and deleveraging

### Free Cash Flow<sup>(1)</sup>



### Leverage Ratio<sup>(2)</sup>



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

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

(2) As defined the Company's current and former credit agreements.



Segment Results



# Third Quarter 2018: Packaging Segment



## Net Sales

**+6.4%**

Organic +7.0%, Fx -0.6%



## Operating Profit

**-4.7%**



## Quarterly Takeaways

- Increased sales in HBHC and Industrial end markets
- Maintained strong margins despite increased quarter over quarter commodity costs and less favorable product mix
- Robust quoting activity continues within existing and new product lines

## Brand & Applications

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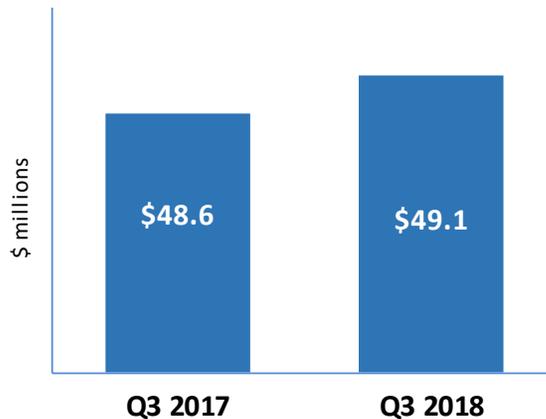


# Third Quarter 2018: Aerospace Segment



## Net Sales

+1.1%



## Operating Profit

+6.1%



## Quarterly Takeaways

- Sales increased as higher demand more than offset the impact of the decision to exit less profitable components
- Operating profit increased as continued operational improvements and higher sales more than offset incremental costs and temporary inefficiencies related to negotiating and finalizing a collective bargaining agreement at a U.S. facility
- Solid order intake and bookings in the quarter

## Brands & Applications



# Third Quarter 2018: Specialty Products Segment



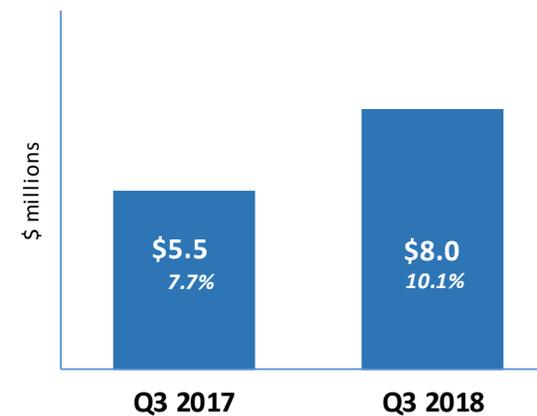
## Net Sales

+11.6%



## Operating Profit

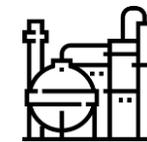
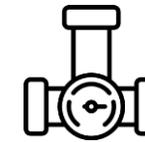
+46.1%



## Quarterly Takeaways

- Increased sales by capturing higher end market demand in all brands
- Increased operating profit and margin driven by higher sales and leveraging restructured footprint, slightly offset by higher commodity costs
- Enhanced focus on continuous improvement to take advantage of end market activity

## Brands & Applications





## Financial Position & Outlook



# Third Quarter YTD Results



<i>Adjusted for Special Items</i>	YTD 2018	YTD 2017	Change
Net Sales	\$665.8	\$622.5	6.9%
Operating Profit	\$90.3	\$83.5	8.3%
Operating Profit Margin	13.6%	13.4%	20 bps
Net Income	\$63.5	\$49.9	27.2%
Diluted Earnings Per Share	\$1.37	\$1.09	25.7%

- YTD Q3 2018 net sales increased 6.9% driven by higher levels of Packaging and Specialty Products sales, compared to YTD Q3 2017
- Operating profit and the related margin increased as a result of higher sales levels and prior realignment actions, which were partially offset by higher commodity-related costs and a less favorable product sales mix
- Net income and EPS increased more than 25% YTD as a result of stronger operating performance and a lower tax rate

Note: Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions, except per share amounts.

# Strong Balance Sheet and Available Liquidity



## Continued Strengthening of Financial Position

- Generated YTD Free Cash Flow<sup>(1)</sup> of \$70.7 million as compared to \$63.5 million in the year ago period
- Through 10/29/18, TriMas repurchased ~236,000 TriMas shares for approximately \$6.7 million, under its \$50 million share buyback authorization
- Reduced Net Debt \$61.8 million from 2017 year end and \$98.1 million as compared to September 30, 2017
- Increased LTM Adjusted EBITDA by 8.7% to \$163.7 million as compared to \$150.6 million at September 30, 2017

	Q3 2018	v. Q3 2017	Change
Q3 Free Cash Flow <sup>(1)</sup>	\$27.4	\$22.0	\$5.4
YTD Free Cash Flow <sup>(1)</sup>	\$70.7	\$63.5	\$7.1
Total Debt	\$293.3	\$336.6	(\$43.3)
Less: Cash	\$79.6	\$24.8	\$54.9
Net Debt	\$213.7	\$311.8	(\$98.1)
LTM Adjusted EBITDA	\$163.7	\$150.6	\$13.1
Leverage Ratio <sup>(2)</sup>	1.5x	2.1x	
Cash & Available Liquidity <sup>(3)</sup>	\$364.5	\$320.1	\$44.4

***Relentless commitment to cash conversion is a key component of TriMas' overall strategy.***

Note: Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions.

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

(2) As defined in the Company's credit agreement.

(3) The Company terminated its A/R Facility in Q1 2018 given its current liquidity position.

# 2018 Full Year Guidance



As of 10/30/18

TriMas FY 2018 Guidance		
	<i>Prior</i>	<i>Updated</i>
<b>Organic Sales Growth</b>	~5%	~6%
<b>EPS, diluted</b>	\$1.65 - \$1.75	\$1.72 - \$1.78
<b>Free Cash Flow<sup>(1)</sup></b>	> 120% of Net Income	<i>No Change</i>

- Continued strong order demand across all businesses
- Raising full year sales and EPS range guidance, while absorbing increased commodity costs and tariff impacts
  - Continue to address increased commodity and tariff costs through continuous improvement initiatives, performance, sourcing actions, commercial negotiations and leveraging global footprint
  - Midpoint of updated EPS guidance represents an increase of approximately 25% over 2017
- Delivering strong cash flow as a result of converting higher earnings

***Raising sales growth and EPS guidance based on strong YTD performance.***

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

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

# Levers for Continued Share Growth



## Innovation

- Growth through innovative and differentiated products
- Leading solution provider for new market trends
- Leveraging existing channels to further increase customer penetration



## Continuous Improvement

- TriMas Business Model
- Championing a culture of Kaizen and engaged employees
- Footprint and supply chain optimization



## Shaping TriMas

- Investing in higher margin and return products
- Accelerating the focus of TriMas on its highest value proposition products and businesses
- Bolt-on acquisitions



## Capital Allocation

- Reinvestment in TriMas businesses
- Bolt-on acquisitions
- Share buyback

***Multiple options to continue to unleash TriMas' value.***



Q & A





Appendix



# Condensed Consolidated Balance Sheet



	September 30, 2018	December 31, 2017
	<i>(unaudited)</i>	
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 79,630	\$ 27,580
Receivables, net	132,630	112,220
Inventories	165,470	155,350
Prepaid expenses and other current assets	8,360	16,120
Total current assets	386,090	311,270
Property and equipment, net	185,080	190,250
Goodwill	316,730	319,390
Other intangibles, net	179,280	194,220
Deferred income taxes	-	9,100
Other assets	9,390	8,970
Total assets	<u>\$ 1,076,570</u>	<u>\$ 1,033,200</u>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Accounts payable	\$ 77,780	\$ 72,410
Accrued liabilities	50,260	49,470
Total current liabilities	128,040	121,880
Long-term debt, net	293,290	303,080
Deferred income taxes	6,060	5,650
Other long-term liabilities	41,690	58,570
Total liabilities	469,080	489,180
Total shareholders' equity	607,490	544,020
Total liabilities and shareholders' equity	<u>\$ 1,076,570</u>	<u>\$ 1,033,200</u>

Dollars in thousands.

# Consolidated Statement of Income



	Three months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017
Net sales	\$ 223,780	\$ 209,330	\$ 665,790	\$ 622,530
Cost of sales	(162,060)	(150,440)	(478,910)	(452,350)
Gross profit	61,720	58,890	186,880	170,180
Selling, general and administrative expenses	(31,840)	(30,600)	(90,270)	(99,560)
Operating profit	29,880	28,290	96,610	70,620
Other expense, net:				
Interest expense	(3,480)	(3,390)	(10,660)	(10,360)
Debt financing and related expenses	-	(6,640)	-	(6,640)
Other income (expense), net	410	(370)	(2,330)	(1,290)
Other expense, net	(3,070)	(10,400)	(12,990)	(18,290)
Income before income tax expense	26,810	17,890	83,620	52,330
Income tax expense	(4,140)	(4,760)	(17,030)	(17,360)
Net income	\$ 22,670	\$ 13,130	\$ 66,590	\$ 34,970
<b>Earnings per share - basic:</b>				
Net income per share	\$ 0.49	\$ 0.29	\$ 1.45	\$ 0.77
Weighted average common shares - basic	45,850,288	45,721,155	45,850,187	45,699,782
<b>Earnings per share - diluted:</b>				
Net income per share	\$ 0.49	\$ 0.29	\$ 1.44	\$ 0.76
Weighted average common shares - diluted	46,166,558	46,029,361	46,198,884	45,953,578

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

# Consolidated Statement of Cash Flows



	Nine months ended September 30,	
	2018	2017
<b>Cash Flows from Operating Activities:</b>		
Net income	\$ 66,590	\$ 34,970
Adjustments to reconcile net income to net cash provided by operating activities:		
Loss on dispositions of assets	70	3,210
Depreciation	18,630	18,890
Amortization of intangible assets	14,600	14,920
Amortization of debt issue costs	1,020	1,030
Deferred income taxes	9,290	2,420
Non-cash compensation expense	4,400	5,090
Debt financing and related expenses	-	6,640
Increase in receivables	(20,060)	(12,700)
Increase in inventories	(10,750)	(580)
Decrease in prepaid expenses and other assets	7,180	7,110
Decrease in accounts payable and accrued liabilities	(6,740)	(8,590)
Other operating activities	(1,140)	240
Net cash provided by operating activities	<u>83,090</u>	<u>72,650</u>
<b>Cash Flows from Investing Activities:</b>		
Capital expenditures	(15,890)	(24,120)
Net proceeds from disposition of property and equipment	250	1,800
Net cash used for investing activities	<u>(15,640)</u>	<u>(22,320)</u>
<b>Cash Flows from Financing Activities:</b>		
Proceeds from issuance of senior notes	-	300,000
Repayments of borrowings on term loan facilities	-	(257,940)
Proceeds from borrowings on revolving credit and accounts receivable facilities	59,060	353,710
Repayments of borrowings on revolving credit and accounts receivable facilities	(68,490)	(435,250)
Debt financing fees	-	(6,070)
Shares surrendered upon exercise and vesting of equity awards to cover taxes	(2,380)	(480)
Payments to purchase common stock	(3,590)	-
Other financing activities	-	(250)
Net cash used for financing activities	<u>(15,400)</u>	<u>(46,280)</u>
<b>Cash and Cash Equivalents:</b>		
Net increase for the period	52,050	4,050
At beginning of period	27,580	20,710
At end of period	<u>\$ 79,630</u>	<u>\$ 24,760</u>
<b>Supplemental disclosure of cash flow information:</b>		
Cash paid for interest	\$ 7,840	\$ 9,020
Cash paid for taxes	<u>\$ 5,020</u>	<u>\$ 13,140</u>

Unaudited, dollars in thousands.

# Company and Segment Financial Information



	Three months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017
<b>Packaging</b>				
Net sales	\$ 95,250	\$ 89,560	\$ 278,540	\$ 259,260
Operating profit	\$ 22,060	\$ 23,140	\$ 64,450	\$ 61,630
Special Items to consider in evaluating operating profit:				
Business restructuring and severance costs	-	-	-	1,670
Adjusted operating profit	\$ 22,060	\$ 23,140	\$ 64,450	\$ 63,300
<b>Aerospace</b>				
Net sales	\$ 49,070	\$ 48,550	\$ 140,500	\$ 141,550
Operating profit	\$ 8,290	\$ 7,810	\$ 20,680	\$ 19,860
<b>Specialty Products</b>				
Net sales	\$ 79,460	\$ 71,220	\$ 246,750	\$ 221,720
Operating profit	\$ 7,720	\$ 5,000	\$ 26,610	\$ 11,770
Special Items to consider in evaluating operating profit:				
Business restructuring and severance costs	270	470	1,880	10,800
Adjusted operating profit	\$ 7,990	\$ 5,470	\$ 28,490	\$ 22,570
<b>Corporate Expenses</b>				
Operating loss	\$ (8,190)	\$ (7,660)	\$ (15,130)	\$ (22,640)
Special Items to consider in evaluating operating loss:				
Business restructuring and severance costs	-	180	-	360
Reversal of legacy related party liability	-	-	(8,150)	-
Adjusted operating loss	\$ (8,190)	\$ (7,480)	\$ (23,280)	\$ (22,280)
<b>Total Company</b>				
Net sales	\$ 223,780	\$ 209,330	\$ 665,790	\$ 622,530
Operating profit	\$ 29,880	\$ 28,290	\$ 96,610	\$ 70,620
Total Special Items to consider in evaluating operating profit	270	650	(6,270)	12,830
Adjusted operating profit	\$ 30,150	\$ 28,940	\$ 90,340	\$ 83,450

# Additional Information on Non-GAAP Measures



	Three months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017
<b>Net income, as reported</b>	\$ 22,670	\$ 13,130	\$ 66,590	\$ 34,970
<b>Special Items to consider in evaluating quality of net income:</b>				
Business restructuring and severance costs	710	440	2,580	12,550
Reversal of legacy related party liability	-	-	(8,150)	-
Debt financing and related expenses	-	6,640	-	6,640
Defined benefit pension plan settlement charge	-	-	2,500	-
Tax reform adjustments <sup>(1)</sup>	(1,100)	-	(1,100)	-
Income tax effect of Special Items <sup>(2)</sup>	(10)	(2,480)	1,030	(4,280)
<b>Adjusted net income</b>	<u>\$ 22,270</u>	<u>\$ 17,730</u>	<u>\$ 63,450</u>	<u>\$ 49,880</u>

	Three months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017
<b>Diluted earnings per share, as reported</b>	\$ 0.49	\$ 0.29	\$ 1.44	\$ 0.76
<b>Special Items to consider in evaluating quality of diluted EPS:</b>				
Business restructuring and severance costs	0.01	0.01	0.06	0.28
Reversal of legacy related party liability	-	-	(0.18)	-
Debt financing and related expenses	-	0.14	-	0.14
Defined benefit pension plan settlement charge	-	-	0.05	-
Tax reform adjustments <sup>(1)</sup>	(0.02)	-	(0.02)	-
Income tax effect of Special Items <sup>(2)</sup>	-	(0.05)	0.02	(0.09)
<b>Adjusted diluted EPS</b>	<u>\$ 0.48</u>	<u>\$ 0.39</u>	<u>\$ 1.37</u>	<u>\$ 1.09</u>
<b>Weighted-average shares outstanding</b>	<u>46,166,558</u>	<u>46,029,361</u>	<u>46,198,884</u>	<u>45,953,578</u>

<sup>(1)</sup> Additional tax regulations were issued in the three months ended September 30, 2018 related to the Tax Cuts and Jobs Act of 2017, which resulted in a one-time net tax benefit of approximately \$1.1 million.

<sup>(2)</sup> Income tax effect of Special Items is calculated on an item-by-item basis, utilizing the tax rate in the jurisdiction where the Special Item occurred. For the three and nine month periods ended September 30, 2018 and 2017, 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 of the Special Items in each period being incurred in jurisdictions where no tax benefit could be recorded due to valuation allowance assessments.

	Three months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017
<b>Adjusted operating profit</b>	\$ 30,150	\$ 28,940	\$ 90,340	\$ 83,450
Corporate operating expenses (adjusted)	5,670	5,080	16,870	15,500
Non-cash stock compensation	1,780	1,750	4,400	5,090
Legacy expenses	740	650	2,010	1,690
Corporate expenses	8,190	7,480	23,280	22,280
<b>Adjusted segment operating profit</b>	<u>\$ 38,340</u>	<u>\$ 36,420</u>	<u>\$ 113,620</u>	<u>\$ 105,730</u>
<b>Adjusted segment operating profit margin</b>	17.1%	17.4%	17.1%	17.0%

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

# Additional Information on Non-GAAP Measures



	Three months ended September 30,					
	2018			2017		
	As reported	Special Items	As Adjusted	As reported	Special Items	As Adjusted
Net cash provided by operating activities	\$ 31,470	470	\$ 31,940	\$ 23,060	\$ 6,170	\$ 29,230
Less: Capital expenditures	(4,570)	-	(4,570)	(7,210)	-	(7,210)
Free Cash Flow	26,900	470	27,370	15,850	6,170	22,020
Net income	22,670	(400)	22,270	13,130	4,600	17,730
Free Cash Flow as a percentage of net income	119%		123%	121%		124%

	Nine months ended September 30,					
	2018			2017		
	As reported	Special Items	As Adjusted	As reported	Special Items	As Adjusted
Net cash provided by operating activities	\$ 83,090	\$ 3,450	\$ 86,540	\$ 72,650	\$ 15,000	\$ 87,650
Less: Capital expenditures	(15,890)	-	(15,890)	(24,120)	-	(24,120)
Free Cash Flow	67,200	3,450	70,650	48,530	15,000	63,530
Net income	66,590	(3,140)	63,450	34,970	14,910	49,880
Free Cash Flow as a percentage of net income	101%		111%	139%		127%

	September 30, 2018	December 31, 2017	September 30, 2017
Long-term debt, net	293,290	303,080	336,560
Less: Cash and cash equivalents	79,630	27,580	24,760
Net Debt	<u>\$ 213,660</u>	<u>\$ 275,500</u>	<u>\$ 311,800</u>

# Additional Information on Non-GAAP Measures



	Three months ended September 30,		Twelve months ended September 30,		Nine months ended September 30,	
	2018	2017	2018	2017	2018	2017
Net income, as reported	\$ 22,670	\$ 13,130	\$ 62,580	\$ (32,390)	\$ 66,590	\$ 34,970
Depreciation expense	5,760	5,840	26,690	25,570	18,630	18,890
Amortization expense	4,860	4,930	19,600	20,060	14,600	14,920
Interest expense	3,480	3,390	14,700	13,850	10,660	10,360
Income tax expense	4,140	4,760	34,920	(16,050)	17,030	17,360
Non-cash compensation expense	1,780	1,750	6,090	6,790	4,400	5,090
Adjusted EBITDA, before Special Items	\$ 42,690	\$ 33,800	\$ 164,580	\$ 17,830	\$ 131,910	\$ 101,590
Adjusted EBITDA impact of Special Items	170	6,820	(930)	132,740	(3,940)	17,560
Adjusted EBITDA <sup>(1)</sup>	\$ 42,860	\$ 40,620	\$ 163,650	\$ 150,570	\$ 127,970	\$ 119,150

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

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