## N TriMas



Second Quarter 2017 Earnings Presentation

## Forward-Looking Statement

## 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: the Company's leverage; liabilities imposed by the Company's debt instruments; market demand; competitive factors; supply constraints; material and energy costs; intangible assets, including goodwill or other intangible asset impairment charges; technology factors; litigation; government and regulatory actions; the Company's accounting policies; future trends; general economic and currency conditions; the potential impact of Brexit; various conditions specific to the Company's business and industry; the Company's ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; potential costs and savings related to facility consolidation activities; future prospects of the Company; and other risks that are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2016. 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.

## 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, on an after Special Items basis, 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.

## Agenda

1. Quarter Highlights and Performance
2. Segment Summary
3. Outlook
4. Questions and Answers
5. Appendix

Presenters Include:

- Thomas Amato, President and Chief Executive Officer
- Robert Zalupski, Chief Financial Officer
- Sherry Lauderback, Vice President, Investor Relations


## TriMas

## Quarter Highlights and Performance

## Second Quarter Highlights

## - Performance On Plan

$\checkmark$ Leveraging TriMas Business Model to drive results
$\checkmark$ Tangible improvements in Aerospace and Energy

- Continued strong cash flow conversion
$\checkmark$ Further debt reduction through performance and relentless focus on cash flow drivers
$\checkmark$ Opportunities remain for additional improvements


## - Shifting gears toward longer-term strategies


$\checkmark$ Increasing focus on 2018 plans and longer-range divisional strategies

Solid second quarter performance - 2017 remains On Track.

## Second Quarter Performance



- Q2 2017 net sales increased $4.9 \%$ as a result of higher demand levels and improved production throughput compared to Q2 2016
- Sales increased organically in all four reportable segments
- More than offset the impact of de-emphasizing certain geographic regions in the Energy segment and unfavorable currency exchange
- Q2 2017 operating profit, excluding Special Items, increased by $\$ 4.6$ million, or $18.2 \%$, primarily as a result of successful, accelerated realignment and continuous improvement initiatives
- Increased Q2 2017 EPS, excluding Special Items, by 17.6\% to \$0.40, compared to Q2 2016

Improved performance as a result of accelerated realignment efforts.

## Second Quarter Performance

(Unaudited, dollars in millions)

|  | Q2 2017 |
| :--- | :---: |
| Debt | $\$ 346.5$ |
| Less: Cash | $\$ 22.7$ |
| Net Debt | $\$ 323.8$ |
| Leverage Ratio $^{(1)}$ | $2.3 x$ |
| Cash \& Available Liquidity $^{(2)}$ | $\$ 199.4$ |
| Free Cash Flow $^{(3)}$ | $\$ 23.8$ |
| Capital Expenditures | $\$ 6.2$ |


| v. Q4 2016 | Change |
| :---: | :---: |
| $\$ 374.7$ | $(\$ 28.2)$ |
| $\$ 20.7$ | $\$ 2.0$ |
| $\$ 353.9$ | $(\$ 30.1)$ |
| 2.6 x |  |
| $\$ 147.2$ | $\$ 52.2$ |
| $\$ 33.2$ | $(\$ 9.4)$ |
| $\$ 8.9$ | $(\$ 2.7)$ |


| v. Q2 2016 | Change |
| :---: | :---: |
| $\$ 406.3$ | $(\$ 59.8)$ |
| $\$ 23.7$ | $(\$ 1.0)$ |
| $\$ 382.6$ | $(\$ 58.8)$ |
| $2.8 x$ |  |
| $\$ 123.7$ | $\$ 75.7$ |
| $\$ 34.2$ | $(\$ 10.4)$ |
| $\$ 7.0$ | $(\$ 0.8)$ |

Note: Please see the Appendix for a detailed reconciliation to GAAP results.
${ }^{(1)}$ The leverage ratio is based on Bank EBITDA and total indebtedness as defined in the Credit Agreement dated June 30, 2015.
${ }^{(2)}$ Period-end total of cash and aggregate availability under the Company's revolving credit and accounts receivable facilities.
${ }^{(3)}$ Free Cash Flow is defined as Net Cash Provided by/Used for Operating Activities, excluding the cash impact of Special Items, less Capital Expenditures.

- Reduced Net Debt by $\$ 58.8$ million, or $15.4 \%$, to $\$ 323.8$ million compared to June 30, 2016
- Another quarter of solid Free Cash Flow ${ }^{(3)}$ through focus on performance and cash flow drivers
- Ended Q2 2017 with cash and available liquidity of $\$ 199.4$ million, and a leverage ratio of 2.3 x

Increased focus on cash flow is a key component of the new TriMas Business Model.

## Second Quarter YTD Summary

(Unaudited, dollars in millions, except per share amounts)

|  | YTD 2017 | YTD 2016 | Change |
| :---: | :---: | :---: | :---: |
| Net Sales | \$413.2 | \$406.2 | 1.7\% |
| Operating Profit | \$42.0 | \$35.1 | 19.6\% |
| Operating Profit Margin | 10.2\% | 8.6\% | 160 bps |
| Excluding Special Items, Operating Profit would have been: | \$54.2 | \$47.5 | 14.1\% |
| Excluding Special Items, Operating Profit Margin would have been: | 13.1\% | 11.7\% | 140 bps |
| Net Income | \$21.8 | \$18.8 | 16.3\% |
| Excluding Special Items, Income would have been: | \$32.2 | \$28.0 | 14.8\% |
| Diluted Earnings Per Share | \$0.48 | \$0.41 | 17.1\% |
| Excluding Special Items, Diluted Earnings Per Share would have been: | \$0.70 | \$0.61 | 14.8\% |
| Free Cash Flow ${ }^{(1)}$ | \$41.5 | \$28.3 | 46.5\% |
| Capital Expenditures | \$16.9 | \$13.0 | 30.5\% |

Note: Please see the Appendix for a detailed reconciliation to GAAP results.
${ }^{(1)}$ Free Cash Flow is defined as Net Cash Provided by/Used for Operating Activities, excluding the cash impact of Special Items, less Capital Expenditures.

- YTD Q2 2017 net sales increased 1.7\% as a result of higher levels of demand and improved delivery as compared to YTD Q2 2016
- More than offset the impact of de-emphasizing certain regions in the Energy segment and unfavorable currency
- Accelerated realignment and continuous improvement initiatives drove higher YTD operating profit, net income and EPS, all excluding Special Items, by more than $14 \%$ compared to the prior year
- YTD Q2 2017 Free Cash Flow ${ }^{(1)}$ increased 46.5\% as compared to YTD 2016


## "TriMas

## Segment Summary

## Packaging Segment

| Financial Summary | Q2 2017 | Q2 2016 | Change |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 88.7$ | $\$ 88.1$ | $0.7 \%$ |
| Operating Profit, excluding Special ltems | $\$ 21.5$ | $\$ 22.0$ | $-2.1 \%$ |
| Operating Margin, excluding Special Items | $24.3 \%$ | $25.0 \%$ | -70 bps |

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

Markets, Products \& Brands


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## Quarterly Comments

- Sales increased $2 \%$ on a constant currency basis
- Growth in all end markets with particular strength in Europe and Asia
- Operating profit margin remains strong
- Continued solid quoting activity on innovative products through proprietary processes for global customers

Positioning business for product innovation to drive future growth.

## Aerospace Segment

| Financial Summary | Q2 2017 | Q2 2016 | Change |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 47.6$ | $\$ 44.1$ | $7.9 \%$ |
| Operating Profit, excluding Special Items | $\$ 6.9$ | $\$ 5.0$ | $37.5 \%$ |
| Operating Margin, excluding Special Items | $14.6 \%$ | $11.4 \%$ | 320 bps |

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

Markets, Products \& Brands


MAC $\mp$ FASTENERS ${ }^{T M}$

MARTINIC
ENGINEERING ${ }^{\mathrm{m}}$

## Quarterly Comments

- Increased sales due to improved production throughput and solid customer demand
- Operating profit and related margin increased due to higher sales levels and operational performance improvement actions
- Continued progress on recovery plan - more work to do
- Accelerating efforts for additional product qualifications

Focusing on continued manufacturing and delivery performance.

## Energy Segment

| Financial Summary | Q2 2017 | Q2 2016 | Change |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 43.5$ | $\$ 40.0$ | $8.9 \%$ |
| Operating Profit, excluding Special Items | $\$ 4.0$ | $\$ 1.8$ | $122.2 \%$ |
| Operating Margin, excluding Special Items | $9.2 \%$ | $4.5 \%$ | 470 bps |

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

## Markets, Products \& Brands



Sealing Global - Servicing Local

## Quarterly Comments

- Sales higher than anticipated due to greater customer demand resulting from improved delivery performance
- Offset lower sales in de-emphasized, underperforming geographic regions
- Profitability increased due to accelerated business realignment actions, improved operational performance and increased sales levels
- Successfully completed production relocation from Reynosa, Mexico facility to existing Houston facility

Accelerated performance improvement plans.

## Engineered Components Segment

| Financial Summary | Q2 2017 | Q2 2016 | Change |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 33.6$ | $\$ 31.2$ | $7.7 \%$ |
| Operating Profit, excluding Special Items | $\$ 4.7$ | $\$ 3.9$ | $21.4 \%$ |
| Operating Margin, excluding Special Items | $14.0 \%$ | $12.4 \%$ | 160 bps |

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

## Markets, Products \& Brands



## Quarterly Comments

- Sales increased due to greater oil and gas production activity in the U.S., and increased demand for large, high pressure cylinders in the quarter
- Experiencing higher quote activity related to Arrow pump jack engines and compression packages
- Continued cost containment and flexed cost structure to improve operating profit and margin
- Applied for extension of trade duty protection of certain high pressure steel cylinders manufactured in the U.S. filing was unopposed with expected ruling by year-end

Tight cost management and incremental demand positively impacting profitability.

## Segment Performance Summary

Net Sales


Segment Operating Profit Margin, excluding Special Items


Note: Please see the detailed reconciliation to GAAP results in the Appendix.

TriMas Business Model demonstrating results.

## "TriMas

Outlook



Note: All of the figures on this slide exclude 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.

Reaffirming previously provided full year 2017 outlook.

## Closing Comments

## NTiMas



Improve cash generation through performance to drive higher returns.

## "TriMas

Questions and Answers

## "TriMas

Appendix

## Updated FY 2017 Segment Assumptions

From Continuing Operations

| Segment | Sales(1) | Operating Profit Margin, <br> excluding Special Items |
| :--- | :---: | :---: |
| Packaging | $1 \%-2 \%$ <br> Previous <br> $2 \%-4 \%$ | $23 \%-24 \%$ |
| Aerospace | $4 \%-6 \%$ |  |
| Energy | (2\%)-0\% |  |
| Previous | $13 \%-15 \%$ |  |

Note: All of the figures and comments on this slide exclude any current and future Special Items.
${ }^{(1)} 2017$ sales growth versus 2016.

## Condensed Consolidated Balance Sheet

(Dollars in thousands)

|  | $\begin{gathered} \text { June 30, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | naudited) |  |  |
| Assets |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents.......................................... |  | 22,680 | \$ | 20,710 |
| Receivables, net. |  | 123,790 |  | 111,570 |
| Inventories. |  | 156,330 |  | 160,460 |
| Prepaid expenses and other current assets..................... |  | 9,770 |  | 16,060 |
| Total current assets. |  | 312,570 |  | 308,800 |
| Property and equipment, net. |  | 183,760 |  | 179,160 |
| Goodwill. |  | 317,850 |  | 315,080 |
| Other intangibles, net. |  | 204,110 |  | 213,920 |
| Other assets. |  | 34,840 |  | 34,690 |
| Total assets. | \$ | 1,053,130 | \$ | 1,051,650 |
| Liabilities and Shareholders' Equity |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Current maturities, long-term debt. | \$ | 13,760 | \$ | 13,810 |
| Accounts payable. |  | 77,060 |  | 72,270 |
| Accrued liabilities..................................................... |  | 42,160 |  | 47,190 |
| Total current liabilities. |  | 132,980 |  | 133,270 |
| Long-term debt, net. |  | 332,740 |  | 360,840 |
| Deferred income taxes.................................................. |  | 8,200 |  | 5,910 |
| Other long-term liabilities............................................... |  | 50,750 |  | 51,910 |
| Total liabilities. |  | 524,670 |  | 551,930 |
| Total shareholders' equity....................................... |  | 528,460 |  | 499,720 |
| Total liabilities and shareholders' equity....................... |  | 1,053,130 | \$ | 1,051,650 |

## Consolidated Income Statement

(Unaudited, dollars in thousands, except for per share amounts)

|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  | 2016 |  | 2017 |  | 2016 |  |
| Net sales. | \$ | 213,370 | \$ | 203,320 | \$ | 413,200 | \$ | 406,200 |
| Cost of sales. |  | $(153,960)$ |  | $(146,240)$ |  | $(302,030)$ |  | $(293,200)$ |
| Gross profit. |  | 59,410 |  | 57,080 |  | 111,170 |  | 113,000 |
| Selling, general and administrative expenses.. |  | $(33,160)$ |  | $(38,420)$ |  | $(69,180)$ |  | $(77,890)$ |
| Operating profit. |  | 26,250 |  | 18,660 |  | 41,990 |  | 35,110 |
| Other expense, net: |  |  |  |  |  |  |  |  |
| Interest expense. |  | $(3,420)$ |  | $(3,310)$ |  | $(6,970)$ |  | $(6,750)$ |
| Other income (expense), net. |  | 30 |  | 130 |  | (580) |  | 70 |
| Other expense, net. |  | $(3,390)$ |  | $(3,180)$ |  | $(7,550)$ |  | $(6,680)$ |
| Income before income taxes. |  | 22,860 |  | 15,480 |  | 34,440 |  | 28,430 |
| Income tax expense. |  | $(8,010)$ |  | $(5,000)$ |  | $(12,600)$ |  | $(9,650)$ |
| Net income.. | \$ | 14,850 | \$ | 10,480 | \$ | 21,840 | \$ | 18,780 |
| Earnings per share - basic: |  |  |  |  |  |  |  |  |
| Net income per share............................................... | \$ | 0.32 | \$ | 0.23 | \$ | 0.48 | \$ | 0.41 |
| Weighted average common shares - basic |  | 45,717,697 |  | 45,429,851 |  | 45,644,096 |  | 5,354,421 |
| Earnings per share - diluted: |  |  |  |  |  |  |  |  |
| Net income per share............................................... | \$ | 0.32 | \$ | 0.23 | \$ | 0.48 | \$ | 0.41 |
| Weighted average common shares - diluted |  | 45,922,416 |  | 45,726,348 |  | 45,915,687 |  | 5,690,582 |

## Consolidated Statement of Cash Flow

(Unaudited, dollars in thousands)

Six months ended June 30,

| June 30, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2017 |  | 2016 |  |
| \$ | 21,840 | \$ | 18,780 |
|  | 3,030 |  | 1,120 |
|  | 13,050 |  | 11,980 |
|  | 9,990 |  | 10,190 |
|  | 690 |  | 670 |
|  | 2,060 |  | 230 |
|  | 3,340 |  | 4,140 |
|  | - |  | (170) |
|  | $(11,490)$ |  | $(3,660)$ |
|  | 2,850 |  | 1,130 |
|  | 6,280 |  | 10,650 |
|  | $(1,930)$ |  | $(21,710)$ |
|  | (120) |  | (410) |
|  | 49,590 |  | 32,940 |
|  | $(16,910)$ |  | $(12,960)$ |
|  | 1,780 |  | 120 |
|  | $(15,130)$ |  | $(12,840)$ |
|  | $(6,910)$ |  | $(6,950)$ |
|  | 300,050 |  | 216,580 |
|  | $(324,900)$ |  | $(225,050)$ |
|  | (480) |  | (650) |
|  | (250) |  | 180 |
|  | $(32,490)$ |  | $(15,890)$ |
|  | 1,970 |  | 4,210 |
|  | 20,710 |  | 19,450 |
| \$ | 22,680 | \$ | 23,660 |
| \$ | 6,060 | \$ | 5,860 |
| \$ | 10,600 | \$ | 3,170 |

## Company and Segment Financial Information

| Packaging | 2017 |  | 2016 |  | 2017 |  | 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Net sales. | \$ | 88,740 | \$ | 88,110 | \$ | 169,700 | \$ | 168,220 |
| Operating profit. | \$ | 21,540 | \$ | 21,410 | \$ | 38,390 | \$ | 39,250 |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs... |  | - |  | 590 |  | 1,670 |  | 1,060 |
| Excluding Special Items, operating profit would have been.. | \$ | 21,540 | \$ | 22,000 | \$ | 40,060 | \$ | 40,310 |
| Aerospace |  |  |  |  |  |  |  |  |
| Net sales. | \$ | 47,580 | \$ | 44,090 | \$ | 93,000 | \$ | 84,590 |
| Operating profit. | \$ | 6,930 | \$ | 3,550 | \$ | 11,930 | \$ | 7,010 |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs. |  | - |  | 1,490 |  | - |  | 1,560 |
| Excluding Special Items, operating profit would have been................... | \$ | 6,930 | \$ | 5,040 | \$ | 11,930 | \$ | 8,570 |
| Energy |  |  |  |  |  |  |  |  |
| Net sales. | \$ | 43,490 | \$ | 39,950 | \$ | 84,420 | \$ | 84,700 |
| Operating profit (loss).. | \$ | 110 | \$ | $(3,090)$ | \$ | $(3,790)$ | \$ | $(6,700)$ |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs.. |  | 3,890 |  | 4,890 |  | 10,330 |  | 9,590 |
| Excluding Special Items, operating profit would have been................... | \$ | 4,000 | \$ | 1,800 | \$ | 6,540 | \$ | 2,890 |
| Engineered Components |  |  |  |  |  |  |  |  |
| Net sales. | \$ | 33,560 | \$ | 31,170 | \$ | 66,080 | \$ | 68,690 |
| Operating profit.. | \$ | 4,710 | \$ | 3,860 | \$ | 9,690 | \$ | 9,440 |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs....................................... |  | - |  | 20 |  | - |  | 170 |
| Excluding Special Items, operating profit would have been.................... | \$ | 4,710 | \$ | 3,880 | \$ | 9,690 | \$ | 9,610 |
| Corporate expenses |  |  |  |  |  |  |  |  |
| Operating loss... | \$ | $(7,040)$ | \$ | $(7,070)$ | \$ | $(14,230)$ | \$ | $(13,890)$ |
| Special Items to consider in evaluating operating loss: |  |  |  |  |  |  |  |  |
| Severance and business restructuring costs... |  | 180 |  | - |  | 180 |  | - |
| Excluding Special Items, operating loss would have been...................... | \$ | $(6,860)$ | \$ | $(7,070)$ | \$ | $(14,050)$ | \$ | $(13,890)$ |
| Total Company |  |  |  |  |  |  |  |  |
| Net sales.... | \$ | 213,370 | \$ | 203,320 | \$ | 413,200 | \$ | 406,200 |
| Operating profit.. | \$ | 26,250 | \$ | 18,660 | \$ | 41,990 | \$ | 35,110 |
| Total Special Items to consider in evaluating operating profit....................... |  | 4,070 |  | 6,990 |  | 12,180 |  | 12,380 |
| Excluding Special Items, operating profit would have been................... | \$ | 30,320 | \$ | 25,650 | \$ | 54,170 | \$ | 47,490 |

## Additional Information Regarding Special Items TriMas

(Unaudited, dollars in thousands, except for per share amounts)

|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  | 2016 |  | 2017 |  | 2016 |  |
| Net income, as reported......................................................................................... | \$ | 14,850 | \$ | 10,480 | \$ | 21,840 | \$ | 18,780 |
| Special Items to consider in evaluating quality of net income: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs................................................................ |  | 4,000 |  | 7,400 |  | 12,110 |  | 12,790 |
| Income tax effect of Special Items ${ }^{(1)}$. |  | (690) |  | $(2,270)$ |  | $(1,800)$ |  | $(3,570)$ |
| Excluding Special Items, net income would have been............................................... | \$ | 18,160 | \$ | 15,610 | \$ | 32,150 | \$ | 28,000 |
|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
|  | 2017 |  | 2016 |  |  | 17 |  | 16 |
| Diluted earnings per share, as reported.................................................................... | \$ | 0.32 | \$ | 0.23 |  | 0.48 | \$ | 0.41 |
| Special Items to consider in evaluating quality of diluted EPS: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs................................................................ |  | 0.09 |  | 0.16 |  | 0.26 |  | 0.28 |
| Income tax effect of Special Items ${ }^{(1)}$. |  | (0.01) |  | (0.05) |  | (0.04) |  | (0.08) |
| Excluding Special Items, diluted EPS would have been............................................... | \$ | 0.40 | \$ | 0.34 | \$ | 0.70 | \$ | 0.61 |
| Weighted-average shares outstanding ................................................................... | 45,922,416 |  | 45,726,348 |  | 45,915,687 |  |  | 690,582 |

${ }^{(1)}$ 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 six month periods ended June 20, 2017 and 2016, 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 June 30, |  |  |  | Six months endedJune 30 , |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  | 2016 |  | 2017 |  | 2016 |  |
| Operating profit (excluding Special Items)... | \$ | 30,320 | \$ | 25,650 | \$ | 54,170 | \$ | 47,490 |
| Corporate expenses (excluding Special Items). |  | 6,860 |  | 7,070 |  | 14,050 |  | 13,890 |
| Segment operating profit (excluding Special Items)... | \$ | 37,180 | \$ | 32,720 | \$ | 68,220 | \$ | 61,380 |
| Segment operating profit margin (excluding Special Items)........................................ |  | 17.4\% |  | 16.1\% |  | 16.5\% |  | 15.1\% |

## Additional Information Regarding Special Items $\boldsymbol{\Sigma}$ TriMas

(Unaudited, dollars in thousands)

|  | Three months ended June 30, |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  |  |  | 2016 |  |  |  |  |  |
|  | As reported |  | Special Items |  | ExcludingSpecial Items |  | As reported |  | Special Items |  | ExcludingSpecial Items |  |
| Net cash provided by operating activities. | \$ | 27,620 | \$ | 2,340 | \$ | 29,960 | \$ | 36,280 | \$ | 4,920 | \$ | 41,200 |
| Less: Capital expenditures.............................................. |  | $(6,170)$ |  | - |  | $(6,170)$ |  | $(6,980)$ |  | - |  | $(6,980)$ |
| Free Cash Flow... |  | 21,450 |  | 2,340 |  | 23,790 |  | 29,300 |  | 4,920 |  | 34,220 |
| Net income............................................................. |  | 14,850 |  | 3,310 |  | 18,160 |  | 10,480 |  | 5,130 |  | 15,610 |
| Free Cash Flow as a percentage of net income..................... |  | 144\% |  |  |  | 131\% |  | 280\% |  |  |  | 219\% |


| Net cash provided by operating activities............................. | Six months ended June 30, |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  |  |  | 2016 |  |  |  |  |  |
|  | As reported |  | Special Items |  | Excluding Special Items |  | As reported |  | Special Items |  | Excluding Special Items |  |
|  | \$ | 49,590 | \$ | 8,830 | \$ |  | \$ | 32,940 | \$ | 8,360 | \$ | 41,300 |
| Less: Capital expenditures. | $(16,910)$ |  |  |  |  |  |  | $(12,960)$ |  | - |  | $(12,960)$ |
| Free Cash Flow............................................................ |  |  |  |  | $41,510$ |  |  | 19,980 |  | 8,360 |  | 28,340 |
| Net income............................................................... | 21,840 |  |  |  | $\frac{32,150}{129 \%}$ |  |  | 18,780 |  | 9,220 |  | 28,000 |
| Free Cash Flow as a percentage of net income..................... |  | 150\% |  |  |  |  |  | 106\% |  |  |  | 101\% |
|  | June 30, 2017 |  |  | $\begin{gathered} \text { December 31, } \\ 2016 \end{gathered}$ |  | June 30, 2016 |  |  |  |  |  |  |
| Current maturities, long-term debt. | \$ | 13,760 |  | \$ | 13,810 | \$ |  | 13,820 |  |  |  |  |
| Long-term debt, net................................................. |  | 332,740 |  |  | 360,840 |  |  | 392,460 |  |  |  |  |
| Debt. |  | 346,500 |  |  | 374,650 |  |  | 406,280 |  |  |  |  |
| Less: Cash and cash equivalents.................................. |  | 22,680 |  |  | 20,710 |  |  | 23,660 |  |  |  |  |
| Net Debt. | \$ | 323,820 |  | \$ | 353,940 | \$ |  | 382,620 |  |  |  |  |

## LTM Bank EBITDA and Ratios

|  | June 30, 2017 |  | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Net loss for the twelve months ended................................................... | \$ | $(36,740)$ | \$ | $(39,800)$ |
| Interest expense. |  | 13,940 |  | 13,720 |
| Depreciation and amortization. |  | 45,730 |  | 44,860 |
| Extraordinary non-cash charges. |  | 98,900 |  | 98,900 |
| Non-cash compensation expense. |  | 6,140 |  | 6,940 |
| Other non-cash expenses or losses. |  | 13,190 |  | 8,180 |
| Non-recurring expenses or costs. |  | 10,330 |  | 11,400 |
| Acquisition integration costs................................................................. |  | 350 |  | 1,460 |
|  | \$ | 151,840 | \$ | 145,660 |

${ }^{(1)}$ As defined in the Credit Agreement dated June 30, 2015.

| Key Ratios: | June 30, 2017 |  | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Bank LTM EBITDA. | \$ | 151,840 | \$ | 145,660 |
| Interest Coverage Ratio |  | 12.12 |  | 11.94 |
| Leverage Ratio. |  | 2.34 |  | 2.63 |

