# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549
FORM 8-K

# CURRENT REPORT Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934 

Date of Report (Date of earliest event reported) August 3, 2010

## TRIMAS CORPORATION

(Exact name of registrant as specified in its charter)

Delaware<br>(State or other jurisdiction of incorporation)

001-10716
(Commission
File Number)

38-2687639
(IRS Employer Identification No.)

39400 Woodward Avenue, Suite 130, Bloomfield Hills, Michigan
48304
(Address of principal executive offices)
(Zip Code)
Registrant's telephone number, including area code (248) 631-5400

## Not Applicable

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operations and Financial Condition.

TriMas Corporation (the "Corporation") issued a press release and held a teleconference on August 3, 2010, reporting its financial results for the second quarter ending June 30, 2010. A copy of the press release and teleconference visual presentation are attached hereto as exhibits and are incorporated herein by reference. The press release and teleconference visual presentation are also available on the Corporation's website at www.trimascorp.com.

The information furnished pursuant to this Item 2.02, including Exhibits 99.1 and 99.2, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Corporation under the Securities Act of 1933 or the Exchange Act.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits. The following exhibits are furnished herewith:

Exhibit No.
99.1
99.2
$\qquad$
Press Release

The Corporation’s visual presentation titled "Second Quarter 2010 Earnings Presentation"

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Name: David M. Wathen
Title: Chief Executive Officer

## CONTACT:

Sherry Lauderback
VP, Investor Relations \& Communications
(248) 631-5506
sherrylauderback@trimascorp.com

# TRIMAS CORPORATION REPORTS SECOND QUARTER 2010 RESULTS <br> Company Reports $\$ 0.44$ Diluted EPS on $21 \%$ Sales Growth <br> Company Raises 2010 Outlook to \$0.90 to \$1.00 EPS 

BLOOMFIELD HILLS, Michigan, August 3, 2010 - TriMas Corporation (NASDAQ: TRS) today announced financial results for the quarter ended June 30, 2010. The Company reported quarterly net sales from continuing operations of $\$ 252.1$ million, an increase of $21.3 \%$ from second quarter 2009. Second quarter 2010 income from continuing operations was $\$ 15.2$ million, a $54.8 \%$ improvement from $\$ 9.8$ million in second quarter 2009. The Company reported second quarter 2010 diluted earnings per share from continuing operations of $\$ 0.44$, as compared to $\$ 0.29$ during second quarter 2009. Excluding Special Items, ${ }^{(1)}$ second quarter 2009 income from continuing operations would have been $\$ 3.9$ million, or $\$ 0.11$ per share.

## TriMas Highlights

- Reported $21.3 \%$ sales growth in second quarter 2010, as compared to second quarter 2009, due to overall improved economic conditions and the successful execution of several of the Company's growth initiatives.
- Improved income and earnings per share from continuing operations to $\$ 15.2$ million, or $\$ 0.44$ per share, in second quarter 2010, as compared to $\$ 3.9$ million, or $\$ 0.11$ per share, in second quarter 2009, excluding the impact of Special Items.
- Improved second quarter operating profit margin (excluding the impact of Special Items) by 560 basis points to $14.5 \%$, as compared to $8.9 \%$ in second quarter 2009.
- Generated second quarter 2010 Free Cash Flow ${ }^{(2)}$ of $\$ 51.9$ million, or approximately $\$ 1.50$ per diluted share.
- Reduced operating working capital by $15.9 \%$, from $\$ 154.2$ in second quarter 2009 to $\$ 129.6$ million in second quarter 2010, notwithstanding the increase in sales.
- Expanded Norris Cylinder's product portfolio by acquiring certain assets related to Taylor-Wharton International's high and low-pressure cylinder business.
"We are very pleased with our performance during the second quarter," said David Wathen, TriMas President and Chief Executive Officer. "Successful execution of our productivity and growth initiatives, as well as an improving economic environment, resulted in encouraging increases in sales and profitability during the second quarter. As a leaner, faster organization, we were able to quickly respond and take advantage of rising customer demand, as well as to successfully leverage our lower cost position."

Wathen continued, "Sales improved $21 \%$ compared to the second quarter of 2009, with four out of five segments reporting double-digit sales percentage growth. Second quarter operating profit improved $97 \%$, excluding Special Items, which represents an operating profit margin increase of 560 basis points as compared to second quarter 2009. In fact, we were able to replace more than $\$ 27$ million of gains from the purchase of our bonds in the first half of 2009 with operational earnings generated as a result of the increased sales levels and our leaner cost structure, which has allowed for significant margin expansion."
"Based on these results and our current outlook, we are raising our 2010 earnings expectations. We now expect 2010 diluted earnings per share (EPS) from continuing operations to range from $\$ 0.90$ to $\$ 1.00$ per share, an increase from our previous guidance of $\$ 0.65$ to $\$ 0.75$ per share. We remain cautious about the economic outlook, yet remain confident in our ability to navigate the economic uncertainty as demonstrated by our performance in the front half of 2010. We will maintain our balanced approach to productivity, growth and debt reduction," Wathen concluded.

## Second Quarter Results - From Continuing Operations

- TriMas reported second quarter net sales of $\$ 252.1$ million, an increase of $21.3 \%$ in comparison to $\$ 207.9$ million in second quarter 2009. Sales increased in the Packaging, Energy, Engineered Components and Cequent segments. Second quarter 2010 net sales were favorably impacted by approximately $\$ 2.4$ million as a result of currency exchange effects.
- The Company reported operating profit of $\$ 36.5$ million in second quarter 2010, as compared to operating profit of $\$ 16.4$ million during second quarter 2009. Excluding the impact of Special Items, operating profit would have improved $97 \%$, from $\$ 18.6$ million in second quarter 2009 to $\$ 36.5$ million in second quarter 2010, which would represent an increase in operating profit margin of 560 basis points.

Adjusted EBITDA ${ }^{(2)}$ for second quarter 2010 increased to $\$ 45.8$ million, as compared to $\$ 38.6$ million in second quarter 2009. Excluding the impact of Special Items, Adjusted EBITDA would have increased $67.5 \%$, from $\$ 27.4$ million in second quarter 2009 to $\$ 45.8$ million in second quarter 2010, with Adjusted EBITDA margin improving 500 basis points.

- Income from continuing operations for second quarter 2010 increased $54.8 \%$ to $\$ 15.2$ million, or $\$ 0.44$ per diluted share, compared to income from continuing operations of $\$ 9.8$ million, or $\$ 0.29$ per diluted share, in second quarter 2009. Excluding the impact of Special Items, second quarter 2010 income from continuing operations would have improved $295.3 \%$ to $\$ 15.2$ million, as compared to a second quarter 2009 income of $\$ 3.9$ million, or $\$ 0.11$ per share.
- The Company reported Free Cash Flow ${ }^{(2)}$ for second quarter 2010 of $\$ 51.9$ million, compared to $\$ 23.5$ million in second quarter 2009. Operating working capital declined by $15.9 \%$, from $\$ 154.2$ in second quarter 2009 to $\$ 129.6$ million in second quarter 2010, notwithstanding the sales growth.


## Financial Position

TriMas ended second quarter 2010 with cash of $\$ 24.6$ million and $\$ 165.9$ million of aggregate availability under its revolving credit and accounts receivable facilities. TriMas reported total indebtedness of $\$ 500.2$ million as of June 30, 2010, as compared to $\$ 547.4$ million as of June 30,2009 and $\$ 514.6$ million as of December 31, 2009.

## Business Segment Results - From Continuing Operations (Excluding the impact of Special Items ${ }^{(3)}$ ).

Packaging — Sales for the second quarter increased $25.9 \%$ compared to the year ago period, due to growth in specialty dispensing and other new products, as well as an increase in the sales of industrial closure products. Operating profit for the quarter increased $52.7 \%$ due to the higher sales volumes and lower costs as a result of productivity initiatives, partially offset by an increase in selling, general and administrative costs in support of sales growth initiatives, as well as unfavorable currency exchange. Overall, second quarter 2010 operating profit margin improved by approximately 520 basis points compared to second quarter 2009. The Company continues to diversify its product offering by developing specialty dispensing product applications for growing end markets, including pharmaceutical, personal care and food/beverage markets, and expanding geographically to generate long-term growth.

Energy - Second quarter sales increased $25.0 \%$ compared to the year ago period, due to improved demand for engines, other well-site content and new compression products. Sales in the Energy segment were also positively impacted by higher sales of specialty gaskets and related fastening hardware due to higher levels of turn-around activity at petrochemical refineries, increased demand from the chemical industry and incremental sales from newer branch facilities. Operating profit for the quarter increased due to higher sales volumes and lower costs as a result of productivity initiatives, partially offset by increased selling, general and administrative costs in support of sales growth initiatives. Overall, second quarter 2010 operating profit margin improved by approximately 460 basis points compared to second quarter 2009. The Company continues to launch new well-site and compression products to complement its engine business, while continuing to expand its sales and service branch network for the specialty gasket business.

Aerospace \& Defense - Sales for the second quarter decreased $5.7 \%$ compared to the year ago period, primarily due to lower sales of new aerospace products as a result of a significant launch order in second
quarter of 2009 that did not recur in 2010, and lower demand from distribution customers. Management noted that the aerospace business has experienced some stabilization of sales volumes and order backlog during the quarter. Sales in the defense business increased compared to the year ago period, but the increased revenue associated with managing the facility closure and relocation was at lower margin levels. Overall, operating profit for the quarter decreased primarily due to lower sales volumes, less absorption of fixed costs and lower margin level associated with the facility contract. Given the long-term prospects for its aerospace business, the Company continues to invest in this high-margin segment by developing and marketing highly-engineered products for the aerospace market, as well as expanding its offerings to military and defense customers.

Engineered Components - Second quarter sales increased 56.3\% compared to the year ago period, due to improved demand in the industrial cylinder, specialty fittings and precision cutting tools businesses, primarily resulting from the upturn in the domestic economy and new product offerings. Operating profit and related margins improved substantially compared to second quarter 2009 due to the Company's productivity initiatives and improved sales levels. As a result, second quarter 2010 operating profit margin improved by approximately 1460 basis points compared to second quarter 2009 . The Company continues to develop new products and expand its international sales efforts.

Cequent - Sales for the second quarter increased 18.1\% compared to the year ago period, resulting from increased sales in the North American towing, trailer and electrical products, Australia/Asia Pacific and retail businesses, as well as the favorable impact of currency exchange. Sales increases during the quarter were the result of improved customer demand, new product introductions and market share gains. Due to cost reduction actions, alternate sourcing arrangements, productivity initiatives and improved sales levels, operating profit margin improved over 830 basis points to $13.1 \%$ as compared to $4.8 \%$ in second quarter 2009. The Company continues to aggressively reduce fixed costs, minimize its investment in working capital and leverage Cequent's strong brand positions and new products for increased market share.

## Results of Discontinued Operations

In April 2010, the Company sold its non-core real estate property management business in California for $\$ 13$ million cash proceeds, resulting in a pre-tax gain on sale of approximately $\$ 10.1$ million during the second quarter of 2010. In addition, the Company sold its medical device line of business in May 2010 for cash proceeds of $\$ 2.0$ million, which approximated the net book value of the assets and liabilities sold.

## Outlook

Based on the Company's second quarter results, management raised its outlook for full-year 2010 diluted earnings per share (EPS) from continuing operations to $\$ 0.90$ to $\$ 1.00$ per share, as compared to $\$ 0.43$ per share in 2009, excluding Special Items in both periods. The Company previously provided an outlook for 2010 EPS of $\$ 0.65$ to $\$ 0.75$ per share. The Company also raised its 2010 sales outlook from an increase of $5 \%$ to $9 \%$ to a range of $10 \%$ to $14 \%$ as compared to 2009. In addition, the Company expects its full-year 2010 operating profit margin to improve by 200 to 250 basis points as compared to 2009 , excluding Special Items. The Company increased its Free Cash Flow outlook from a range of $\$ 40$ to $\$ 45$ million to a range of $\$ 65$ to $\$ 70$ million.

[^0]
## Form S-3 Shelf Registration

The Company filed a Form S-3 shelf registration statement today with the Securities and Exchange Commission (SEC). The shelf registration, when declared effective, will permit the Company to issue up to an aggregate of 5 million shares of common stock as described in the registration statement. The shelf
registration provides the Company with flexibility to publicly offer and sell common stock from time to time, in one or more separate offerings, with terms to be determined at the time of an offering. The Company does not have any current intention to issue equity under the registration statement. Filing the shelf registration is intended to give the Company greater flexibility to respond to capital market and strategic opportunities as they may arise, and is another component of management's efforts to enhance corporate preparedness and response times.

A registration statement relating to these securities has been filed with the SEC, but has not yet become effective. These securities may not be sold nor may offers to buy be accepted prior to the time the registration statement becomes effective. The terms of any offering under the registration statement would be established at the time of the offering and as required would be described in a prospectus supplement filed with the SEC prior to the completion of the offering. This press release shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of securities, in any state in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the laws of any such state. Any offering of the securities covered under the shelf registration statement will be made solely by means of a prospectus and an accompanying prospectus supplement relating to that offering.

## Conference Call Information

TriMas Corporation will host its second quarter 2010 earnings conference call today, Tuesday, August 3, 2010 at 10:00 a.m. EDT. The call-in number is (866) 835-8825. Participants should request to be connected to the TriMas Corporation second quarter 2010 earnings conference call (Conference ID \# 1461148). The conference call will also be simultaneously webcast via TriMas' website at www.trimascorp.com with an accompanying slide
presentation, under the "Investors" section.
A replay of the conference call will be available on the TriMas website or by dialing (866) 837-8032 (Access Code \# 1461148) beginning August $3^{\text {rd }}$ at 2:00 p.m. EDT through August 10 $0^{\text {th }}$ at 11:59 p.m. EDT.

## Cautionary Notice Regarding Forward-looking Statements

Any "forward-looking" statements contained herein, including those relating to market conditions or the Company's financial condition and results, expense reductions, liquidity expectations, business goals and sales growth, involve risks and uncertainties, including, but not limited to, risks and uncertainties with respect to general economic and currency conditions, various conditions specific to the Company's business and industry, the Company's substantial leverage, liabilities imposed by the Company's debt instruments, market demand, competitive factors, the Company's ability to maintain compliance with the listing requirements of NASDAQ, supply constraints, material and energy costs, technology factors, litigation, government and regulatory actions, the Company's accounting policies, future trends, and other risks which are detailed in the Company's Annual Report on Form 10-K for the fiscal year ending December 31, 2009, and in the Company's Quarterly Reports on Form 10-Q. 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.

## About TriMas

Headquartered in Bloomfield Hills, Michigan, TriMas Corporation (NASDAQ: TRS) provides engineered and applied products for growing markets worldwide. TriMas is organized into five strategic business segments: Packaging, Energy, Aerospace \& Defense, Engineered Components and Cequent. TriMas has approximately 3,900 employees at more than 60 different facilities in 11 countries. For more information, visit www.trimascorp.com.

## TriMas Corporation

## Condensed Consolidated Balance Sheet

(Unaudited - dollars in thousands)

| Assets $\quad$June 30, <br> 2010 <br> December 31, <br> 2009 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 24,590 | \$ | 9,480 |
| Receivables, net of reserves |  | 137,820 |  | 93,380 |
| Inventories |  | 138,440 |  | 141,840 |
| Deferred income taxes |  | 28,120 |  | 24,320 |
| Prepaid expenses and other current assets |  | 5,930 |  | 6,500 |
| Assets of discontinued operations held for sale |  | - |  | 4,250 |
| Total current assets |  | 334,900 |  | 279,770 |
| Property and equipment, net |  | 158,660 |  | 162,220 |
| Goodwill |  | 191,460 |  | 196,330 |
| Other intangibles, net |  | 157,920 |  | 164,080 |
| Other assets |  | 22,360 |  | 23,380 |
| Total assets | \$ | 865,300 | \$ | $\underline{825,780}$ |

Liabilities and Shareholders' Equity

## Current liabilities:

Current maturities, long-term debt
\$
7,180 \$

16,190
Accounts payable

| Accrued liabilities |  | 65,630 |  | 65,750 |
| :---: | :---: | :---: | :---: | :---: |
| Liabilities of discontinued operations |  | - |  | 1,070 |
| Total current liabilities |  | 188,680 |  | 175,850 |
| Long-term debt |  | 493,020 |  | 498,360 |
| Deferred income taxes |  | 57,490 |  | 42,590 |
| Other long-term liabilities |  | 44,960 |  | 47,000 |
| Total liabilities |  | 784,150 |  | 763,800 |
| Total shareholders' equity |  | 81,150 |  | 61,980 |
| Total liabilities and shareholders' equity | \$ | 865,300 | \$ | 825,780 |

## TriMas Corporation

## Consolidated Statement of Operations

## (Unaudited - dollars in thousands, except for share amounts)

|  | $\begin{gathered} \text { Three months ended } \\ \text { June 30, } \\ \hline \end{gathered}$ |  |  |  | Six months endedJune 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Net sales | \$ | 252,060 | \$ | 207,870 | \$ | 472,120 | \$ | 409,590 |
| Cost of sales |  | $(173,750)$ |  | $(157,690)$ |  | $(330,750)$ |  | $(312,950)$ |
| Gross profit |  | 78,310 |  | 50,180 |  | 141,370 |  | 96,640 |
| Selling, general and administrative expenses |  | $(41,370)$ |  | $(33,870)$ |  | $(79,070)$ |  | $(75,170)$ |
| Gain (loss) on dispositions of property and equipment |  | (420) |  | 120 |  | (730) |  | 160 |
| Operating profit |  | 36,520 |  | 16,430 |  | 61,570 |  | 21,630 |
| Other income (expense), net: |  |  |  |  |  |  |  |  |
| Interest expense |  | $(13,090)$ |  | $(11,300)$ |  | $(27,230)$ |  | $(23,780)$ |
| Gain on extinguishment of debt |  | - |  | 11,760 |  | - |  | 27,070 |
| Gain on bargain purchase |  | 410 |  | - |  | 410 |  | - |
| Other, net |  | (540) |  | (820) |  | $(1,050)$ |  | $(1,520)$ |
| Other income (expense), net |  | $(13,220)$ |  | (360) |  | $(27,870)$ |  | 1,770 |
|  |  |  |  |  |  |  |  |  |
| Income from continuing operations before income tax expense |  | 23,300 |  | 16,070 |  | 33,700 |  | 23,400 |
| Income tax expense |  | $(8,080)$ |  | $(6,240)$ |  | $(12,730)$ |  | $(8,950)$ |
| Income from continuing operations |  | 15,220 |  | 9,830 |  | 20,970 |  | 14,450 |
| Income (loss) from discontinued operations, net of income tax benefit (expense) |  | 6,210 |  | (840) |  | 5,890 |  | $(9,140)$ |
| Net income | \$ | 21,430 | \$ | 8,990 | \$ | $\underline{ }$ 26,860 | \$ | 5,310 |
|  |  |  |  |  |  |  |  |  |
| Earnings per share - basic: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.45 | \$ | 0.29 | \$ | 0.62 | \$ | 0.43 |
| Discontinued operations, net of income tax benefit (expense) |  | 0.18 |  | (0.02) |  | 0.17 |  | (0.27) |
|  |  |  |  |  |  |  |  |  |
| Net income per share | \$ | 0.63 | \$ | 0.27 | \$ | 0.79 | \$ | 0.16 |
|  |  |  |  |  |  |  |  |  |
| Weighted average common shares - basic |  | 33,794,647 |  | 33,485,317 |  | 33,681,516 |  | 33,472,481 |
|  |  |  |  |  |  |  |  |  |
| Earnings per share - diluted: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.44 | \$ | 0.29 | \$ | 0.61 | \$ | 0.43 |
| Discontinued operations, net of income tax benefit (expense) |  | 0.18 |  | (0.02) |  | 0.17 |  | (0.27) |
|  |  |  |  |  |  |  |  |  |
| Net income per share | \$ | 0.62 | \$ | 0.27 | \$ | 0.78 | \$ | 0.16 |
|  |  |  |  |  |  |  |  |  |
| Weighted average common shares - diluted |  | 34,437,418 |  | 33,656,242 |  | 34,318,002 |  | 33,532,477 |

## TriMas Corporation

## Company and Business Segment Financial Information

Continuing Operations
(Unaudited - dollars in thousands)

|  | Three months endedJune 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Packaging |  |  |  |  |  |  |  |  |
| Net sales | \$ | 45,520 | \$ | 36,150 | \$ | 89,120 | \$ | 66,400 |
| Operating profit | \$ | 13,480 | \$ | 8,830 | \$ | 25,340 | \$ | 14,230 |
| Adjusted EBITDA | \$ | 16,420 | \$ | 11,580 | \$ | 31,340 | \$ | 20,220 |
|  |  |  |  |  |  |  |  |  |
| Special Items to consider in evaluating operating profit and Adjusted EBITDA: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | - | \$ | - | \$ | - |


| Excluding Special Items, operating profit would have been: | \$ | 13,480 | \$ | 8,830 | \$ | 25,340 | \$ | 14,230 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Excluding Special Items, Adjusted EBITDA would have been: | \$ | 16,420 | \$ | 11,580 | \$ | 31,340 | \$ | 20,220 |
| Energy |  |  |  |  |  |  |  |  |
| Net sales | \$ | 43,750 | \$ | 34,990 | \$ | 87,640 | \$ | 75,260 |
| Operating profit | \$ | 5,350 | \$ | 2,660 | \$ | 10,530 | \$ | 6,180 |
| Adjusted EBITDA | \$ | 6,020 | \$ | 3,500 | \$ | 11,920 | \$ | 7,780 |
| Special Items to consider in evaluating operating profit and Adjusted EBITDA: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | - | \$ | - | \$ | (200) |
| Excluding Special Items, operating profit would have been: | \$ | 5,350 | \$ | 2,660 | \$ | 10,530 | \$ | 6,380 |
| Excluding Special Items, Adjusted EBITDA would have been: | \$ | 6,020 | \$ | 3,500 | \$ | 11,920 | \$ | 7,980 |
| Aerospace \& Defense |  |  |  |  |  |  |  |  |
| Net sales | \$ | 17,220 | \$ | 18,270 | \$ | 34,300 | \$ | 40,470 |
| Operating profit | \$ | 3,810 | \$ | 6,410 | \$ | 7,670 | \$ | 13,220 |
| Adjusted EBITDA | \$ | 4,490 | \$ | 7,010 | \$ | 9,010 | \$ | 14,420 |
| Special Items to consider in evaluating operating profit and Adjusted EBITDA: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | (20) | \$ | - | \$ | (130) |
| Excluding Special Items, operating profit would have been: | \$ | 3,810 | \$ | 6,430 | \$ | 7,670 | \$ | 13,350 |
| Excluding Special Items, Adjusted EBITDA would have been: | \$ | 4,490 | \$ | 7,030 | \$ | 9,010 | \$ | 14,550 |
| Engineered Components |  |  |  |  |  |  |  |  |
| Net sales | \$ | 23,320 | \$ | 14,920 | \$ | 42,230 | \$ | 33,470 |
| Operating profit | \$ | 3,930 | \$ | 340 | \$ | 5,740 | \$ | 720 |
| Adjusted EBITDA | \$ | 5,080 | \$ | 1,140 | \$ | 7,650 | \$ | 2,260 |
| Special Items to consider in evaluating operating profit and Adjusted EBITDA: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | - | \$ | - | \$ | (160) |
| Excluding Special Items, operating profit would have been: | \$ | 3,930 | \$ | 340 | \$ | 5,740 | \$ | 880 |
| Excluding Special Items, Adjusted EBITDA would have been: | \$ | 5,080 | \$ | 1,140 | \$ | 7,650 | \$ | 2,420 |
| Cequent |  |  |  |  |  |  |  |  |
| Net sales | \$ | 122,250 | \$ | 103,540 | \$ | 218,830 | \$ | 193,990 |
| Operating profit (loss) | \$ | 16,050 | \$ | 2,890 | \$ | 24,170 | \$ | (460) |
| Adjusted EBITDA | \$ | 19,850 | \$ | 8,160 | \$ | 31,970 | \$ | 9,500 |
| Special Items to consider in evaluating operating profit (loss): |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | $(2,120)$ | \$ | - | \$ | $(5,460)$ |
| Excluding Special Items, operating profit (loss) would have been: | \$ | 16,050 | \$ | 5,010 | \$ | 24,170 | \$ | 5,000 |
| Special Items to consider in evaluating Adjusted EBITDA: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | (940) | \$ | - | \$ | $(3,790)$ |
| Excluding Special Items, Adjusted EBITDA would have been: | \$ | 19,850 | \$ | 9,100 | \$ | 31,970 | \$ | 13,290 |
| Corporate Expenses |  |  |  |  |  |  |  |  |
| Operating loss | \$ | $(6,100)$ | \$ | $(4,700)$ | \$ | $(11,880)$ | \$ | $(12,260)$ |
| Adjusted EBITDA | \$ | $(6,040)$ | \$ | 7,250 | \$ | $(11,940)$ | \$ | 14,880 |
| Special Items to consider in evaluating operating loss: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | - | \$ | - | \$ | $(2,940)$ |
| Excluding Special Items, operating loss would have been: | \$ | $(6,100)$ | \$ | $(4,700)$ | \$ | $(11,880)$ | \$ | $(9,320)$ |
| Special Items to consider in evaluating Adjusted EBITDA: |  |  |  |  |  |  |  |  |
| - Severance and business restructuring costs | \$ | - | \$ | - | \$ | - | \$ | $(2,940)$ |
| - Gain on extinguishment of debt | \$ | - | \$ | 12,240 | \$ | - | \$ | 28,060 |
| Excluding Special Items, Adjusted EBITDA would have been: | \$ | $(6,040)$ | \$ | $(4,990)$ | \$ | $(11,940)$ | \$ | $(10,240)$ |
| Total Company |  |  |  |  |  |  |  |  |
| Net sales | \$ | 252,060 | \$ | 207,870 | \$ | 472,120 | \$ | 409,590 |


| Operating profit | $\$$ | 36,520 | $\$$ | 16,430 | $\$$ | 61,570 | $\$$ | 21,630 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Adjusted EBITDA | $\$$ | 45,820 | $\$$ | 38,640 | $\$$ | 79,950 | $\$$ | 69,060 |
| Total Special Items to consider in evaluating operating profit: | $\$$ | - | $\$$ | $(2,140)$ | $\$$ | - | $\$$ | $(8,890)$ |
| Excluding Special Items, operating profit would have been: | $\$$ | 36,520 | $\$$ | 18,570 | $\$$ | 61,570 | $\$$ | 30,520 |
| Total Special Items to consider in evaluating Adjusted EBITDA: | $\$$ | - | $\$$ | 11,280 | $\$$ | - | $\$$ | 20,840 |
| Excluding Special Items, Adjusted EBITDA would have been: | $\$$ | 45,820 | $\$$ | 27,360 | $\$$ | 79,950 | $\$$ | 48,220 |

## Appendix I

TriMas Corporation
Additional Information Regarding Special Items Impacting
Reported GAAP Financial Measures
(Unaudited)

| (dollars in thousands, except per share amounts) | Three months ended |  |  |  | Three months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income |  | EPS |  | Income |  | EPS |  |
| Income and EPS from continuing operations, as reported | \$ | 15,220 | \$ | 0.44 | \$ | 9,830 | \$ | 0.29 |
| After-tax impact of Special Items to consider in evaluating quality of income and EPS from continuing operations: |  |  |  |  |  |  |  |  |
| Severance and business restructuring costs |  | - |  | - |  | $(1,330)$ |  | (0.04) |
| Excluding Special Items except gain (loss) on extinguishment of debt, income and EPS from continuing operations would have been | \$ | 15,220 | \$ | 0.44 | \$ | 11,160 | \$ | 0.33 |
| After-tax impact of gain on extinguishment of debt |  | - |  | - |  | 7,310 |  | 0.22 |
| Excluding Total Special Items, income and EPS from continuing operations would have been | \$ | 15,220 | \$ | 0.44 | \$ | 3,850 | \$ | 0.11 |
| Weighted-average shares outstanding at June 30, 2010 and 2009 |  |  |  | 7,418 |  |  |  | 6,242 |



## Appendix I (cont.)

## TriMas Corporation

Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures
(Unaudited)

| (dollars in thousands) | June 30, |  |  |  | June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Operating profit from continuing operations, as reported | \$ | 36,520 | \$ | 16,430 | \$ | 61,570 | \$ | 21,630 |
| Special Items to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Severance and business restructuring costs | \$ | - | \$ | $(2,140)$ | \$ | - | \$ | $(8,890)$ |
| Excluding Special Items, operating profit from continuing operations would have been | \$ | 36,520 | \$ | 18,570 | \$ | 61,570 | \$ | 30,520 |
|  |  | $\begin{array}{r} \text { Three mo } \\ \text { Jun } \end{array}$ | hs, |  |  | $\underset{\substack{\text { Six mon } \\ \text { Jun }}}{ }$ | so, |  |
| (dollars in thousands) |  | 010 |  | 2009 |  | 2010 |  | 2009 |
| Adjusted EBITDA from continuing operations, as reported | \$ | 45,820 | \$ | 38,640 | \$ | 79,950 | \$ | $\underline{69,060}$ |
| Special Items to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Severance and business restructuring costs | \$ | - | \$ | (960) | \$ | - | \$ | $(7,220)$ |
| Excluding Special Items except gain (loss) on extinguishment of debt, Adjusted EBITDA from continuing operations would have been | \$ | 45,820 | \$ | 39,600 | \$ | 79,950 | \$ | 76,280 |
| Gross gain on extinguishment of debt | \$ | - | \$ | 12,240 | \$ | - | \$ | 28,060 |
| Excluding Total Special Items, Adjusted EBITDA from continuing operations would have been | \$ | 45,820 | \$ | 27,360 | \$ | $\underline{\text { 79,950 }}$ | \$ | 48,220 |

## Appendix II

# TriMas Corporation <br> Reconciliation of Non-GAAP Measure Adjusted EBITDA ${ }^{(1)}$ and Free Cash Flow ${ }^{(2)}$ (Unaudited) 

| (dollars in thousands) | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Net income (loss) | \$ | 21,430 | \$ | 8,990 | \$ | 26,860 | \$ | 5,310 |
| Income tax expense |  | 11,660 |  | 5,720 |  | 16,130 |  | 3,230 |
| Interest expense |  | 13,230 |  | 11,590 |  | 27,520 |  | 24,120 |
| Debt extinguishment costs |  | - |  | 480 |  | - |  | 990 |
| Depreciation and amortization |  | 9,440 |  | 11,070 |  | 19,050 |  | 22,830 |
|  |  |  |  |  |  |  |  |  |
| Adjusted EBITDA, total company |  | 55,760 |  | 37,850 |  | 89,560 |  | 56,480 |
|  |  |  |  |  |  |  |  |  |
| Adjusted EBITDA, discontinued operations |  | 9,940 |  | (790) |  | 9,610 |  | $(12,580)$ |
|  |  |  |  |  |  |  |  |  |
| Adjusted EBITDA, continuing operations | \$ | 45,820 | \$ | 38,640 | \$ | 79,950 | \$ | 69,060 |
| Special Items |  | - |  | 960 |  | - |  | 7,220 |
| Non-cash gross gain on extinguishment of debt |  | - |  | $(12,240)$ |  | - |  | $(28,060)$ |
| Cash interest |  | $(16,750)$ |  | $(17,060)$ |  | $(22,000)$ |  | $(21,830)$ |
| Cash taxes |  | $(2,020)$ |  | $(1,870)$ |  | $(3,270)$ |  | $(4,310)$ |
| Non-cash gain on bargain purchase |  | (410) |  | - |  | (410) |  | - |
| Capital expenditures |  | $(2,660)$ |  | $(3,110)$ |  | $(5,250)$ |  | $(6,390)$ |
| Changes in operating working capital |  | 13,970 |  | 18,470 |  | $(13,380)$ |  | 20,750 |
| Free Cash Flow from operations before Special Items |  | 37,950 |  | 23,790 |  | 35,640 |  | 36,440 |
| Cash paid for Special Items |  | (810) |  | $(2,020)$ |  | $(1,990)$ |  | $(4,440)$ |
| Net proceeds from sale of business and other assets |  | 14,710 |  | 1,740 |  | 14,740 |  | 22,420 |
| Free Cash Flow | \$ | 51,850 | \$ | 23,510 | \$ | 48,390 | \$ | 54,420 |

${ }^{(1)}$ The Company defines Adjusted EBITDA as net income (loss) before cumulative effect of accounting change, interest, taxes, depreciation, amortization, debt extinguishment costs, non-cash asset and goodwill impairment write-offs, and non-cash losses on sale-leaseback of property and equipment. Lease expense and non-recurring charges are included in Adjusted EBITDA and include both cash and non-cash charges related to restructuring and integration expenses. In evaluating our business, management considers and uses Adjusted EBITDA as a key indicator of financial operating performance and as a measure of cash generating capability. Management believes this measure is useful as an analytical indicator of leverage capacity and debt servicing ability, and uses it to measure financial performance as well as for planning purposes. However, Adjusted EBITDA should not be considered as an alternative to net income, cash flow from operating activities or any other measures calculated in accordance with U.S. GAAP, or as an indicator of operating performance. The definition of Adjusted EBITDA used here may differ from that used by other companies.
${ }^{(2)}$ The Company defines Free Cash Flow as Adjusted EBITDA from continuing operations, plus Special Items and net proceeds from sale of businesses, less cash paid for interest, taxes and Special Items, capital expenditures and changes in operating working capital. As detailed in Appendix I, for purposes of determining Free Cash Flow, Special Items, net, include those costs, expenses and other charges incurred on a cash basis that are included in the would consider important in evaluating the quality of the Company's Free Cash Flow, as defined.

# Second Quarter 2010 Earnings Presentation August 3, 2010 

## Safe Harbor Statement

Any "forward-looking" statements contained herein, including those relating to market conditions or the Company's financial condition and results, expense reductions, liquidity expectations, business goals and sales growth, involve risks and uncertainties, including, but not limited to, risks and uncertainties with respect to general economic and currency conditions, various conditions specific to the Company's business and industry, the Company's substantial leverage, liabilities imposed by the Company's debt instruments, market demand, competitive factors, the Company's ability to maintain compliance with the listing requirements of NASDAQ, supply constraints, material and energy costs, technology factors, litigation, government and regulatory actions, the Company's accounting policies, future trends, and other risks which are detailed in the Company's Annual Report on Form 10-K for the fiscal year ending December 31, 2009, and in the Company's Quarterly Reports on Form 10-Q. 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.

## Agenda

- Overview
- Financial Highlights
- Segment Highlights
- Outlook and Summary
- Questions and Answers

Appendix

TriMAS

Sales up 21\% vs. Q2 2009

- Double-digit percentage sales increases in 4 out of 5 segments
- Fast responses to short-term demands and supply chain disruptions garner sales as end markets stabilize
- Investments in new products and markets showing results

Improved quality of earnings driven by operating performance of the businesses and lower cost structure

Significant margin expansion supported by productivity initiatives Improvement in working capital levels

Continued focus on free cash flow and debt reduction

The TriMas Operating Model is working.
TriMAS

## Second Quarter Overview

## External Factors

- Less commodity inflation than expected
- Less impact from currency exchange
- Stronger than expected demand levels - Faster inventory rebuild in some channels

Internal Factors

- Fast responses to short-term demand
- New product programs (with strong margins) going well and share gains captured
- Productivity programs yielded results earlier than projected
- New Global Sourcing Organization achieved fast ramp-up and impact

Second Quarter Financial Highlights

## Second Quarter Summary

| (from continuing operations) | Q2 2010 |  | Q2 2009 |  | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ | 252.1 | \$ | 207.9 | 21.3\% |
| Gross Profit | \$ | 78.3 | \$ | 50.2 | 56.1\% |
| Gross Profit M argin |  | 31\% |  | 24.7\% | 700 bps |
| Adjusted EBITDA ${ }^{(1)}$ | \$ | 45.8 | \$ | 38.6 | 18.6\% |
| Excl. Total Special Items, A djusted EBITDA would have been: | \$ | 45.8 | \$ | 27.4 | 67.5\% |
| Excl. Total Special Items, A djusted EBITDA margin would have been: |  | 88.2\% |  | 13.2\% | 500 bps |
| Income | \$ | 15.2 | \$ | 9.8 | 54.8\% |
| Excl. Total Special Items, income would have been: | \$ | 5.2 | \$ | 3.9 | 295.3\% |
| Diluted earnings per share | \$ | 0.44 | \$ | 0.29 | 51.7\% |
| Excl. Total Special Iems, diluted EPS would have been: | \$ | 0.44 | 5 | 0.11 | 300.0\% |
| Free Cash Flow ${ }^{(1)}$ | \$ | 51.9 | \$ | 23.5 | 20.5\% |
| Debt and A/R Securitization | \$ | 500.2 | \$ | 547.4 | -8.6\% |

- Sales improved $21.3 \%$ as a result of improving end market demand and execution of growth initiatives
- Increased sales in Packaging, Energy, Engineered Components and Cequent segments
- Earnings and margin levels improved at higher rate than sales
- Cost reduction and productivity efforts continue to drive enhanced profitability
- Gross profit and Adjusted EBITDA margins improved 700 and 500 bps, respectively, compared to Q2 2009
- Q2 2010 Free Cash Flow of $\$ 51.9$ million, or approximately $\$ 1.50$ per share
- Continued debt reduction and increased liquidity
- Completed sale of non-core assets in discontinued operations


## Margin Improvements

## Margins (excl. Special Items) ${ }^{12}$



Q2 2008 Q2 20092010
$\rightarrow$ Op Income Margin - -Adj EBITDA Margin

## Comments:

- Cost reduction and productivity initiatives improve margins over time
- Operating profit and Adjusted EBITDA margins improved 560 and 500 bps , respectively, compared to Q2 2009

Q2 2010 margin levels are higher than Q2 2008 levels, despite approximately $\$ 30 \mathrm{M}$ higher sales in Q2 2008

Each business has plans in place to achieve material, labor and overhead productivity

## Working Capital

## Operating Working Capital



## Comments:

- Working capital decreased 15.9\% from \$154.2 million in Q2 2009 to $\$ 129.6$ million in Q2 2010, despite sales increase of 21\%
- Held inventory relatively flat with Q1 2010 levels, despite $14.5 \%$ sales increase
- Operating working capital at $15.0 \%$ of LTM sales vs. $17.5 \%$ at Q2 2009
- Continued improvement expected due to enhanced focus on asset efficiencies


## Capitalization

(Dollars in thousands)

|  | $\begin{gathered} \text { June 30, } \\ 2010 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2009 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Equivalents............................ | \$ | 24,590 | \$ | 9,480 |
| Term loan. |  | 250,250 |  | 251,580 |
| Revolving credit facilities. |  | - |  | 5,100 |
| Non-U.S. bank debt and other. |  | 4,760 |  | 12,890 |
|  |  | 255,010 |  | 269,570 |
| $93 / 4 \%$ senior secured notes, due December 2017... |  | 245,190 |  | 244,980 |
| A/R Facility Borrowings..................................... | \$ | - | \$ | - |
| Total Debt............................................... | \$ | 500,200 | \$ | 514,550 |

Key Ratios:

| Bank LTM EBITDA......................................... | \$ | 146,490 | \$ | 138,300 |
| :---: | :---: | :---: | :---: | :---: |
| Interest Coverage Ratio.. |  | 3.15 x |  | 3.13x |
| Leverage Ratio.............................................. |  | $3.41 \times$ |  | 3.68x |
| Bank Covenants: |  |  |  |  |
| Minimum Interest Coverage Ratio.. |  | 2.15x |  | 2.20 x |
| Maximum Leverage Ratio.. |  | 5.25x |  | 4.50x |



Segment Highlights
(\$ in millions)

 and Frue Cash Flow, are provided in the expenends.

## Results:

Sales growth in specialty dispensing and industrial closure products

Increased sales volumes and productivity actions improved Adjusted EBITDA and operating profit

Q2 2010 operating profit margin improved approximately 520 basis points compared to Q2 2009

## Key Initiatives:

- Target specialty dispensing products in higher growth end markets
- Pharmaceutical and medical
- Food and beverage
- Personal care
- Increase geographic coverage efforts in Europe \& Asia
- Increase low-cost country sourcing and manufacturing
- Consider complementary bolt-on acquisitions
- Ensure new products continue to have barriers to entry

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## Results:

Sales increased due to improved demand for engines, other well-site content and compression products, as well as specialty gaskets and related fastening hardware

Positive conversion resulted due to higher sales volumes and cost reductions
Q2 2010 operating profit margin improved approximately 460 basis points compared to Q2 2009
Continued to decrease working capital levels

## Key Initiatives:

Faster expansion of gasket business with major customers globally
Expand complementary product lines at well-site
Grow natural gas compression products
Better leverage installed manufacturing footprint in Asia - Increase low-cost country sourcing
Improve inventory turns by implementing Lean initiatives
Capitalize on shale and natural gas opportunities

 and Free Cust flow, are provised in the Appentik.

## Results:

- Operating profit margin decreased due to lower sales volumes and lower absorption of fixed costs
- Profitability affected by mix of defense facility contract
- Aerospace business experienced some stabilization of demand and backlog levels in Q2
Expectations of ramp-up from large frame, composite aircraft


## Key Initiatives:

Expand aerospace fastener product lines to increase content and applications per aircraft

- Drive ongoing Lean initiatives to lower working capital and reduce costs
- Leverage and develop existing defense customer relationships
Consider complementary bolt-on acquisitions


## Engineered Components


( $\$$ in millions)

 and Free Cust flow, are prowised in the Appentic.

## Results:

- Sales increased due to improved demand in industrial cylinder, specialty fittings and precision cutting tool businesses
- Adjusted EBITDA and operating profit increased in Q2 due to higher sales volumes and lower costs
- Operating profit margin improved approximately 1460 basis points compared to Q2 2009


## Key Initiatives:

- Develop additional capabilities of cylinder business to capture new markets
- Integration of management and facilities
- Continue to reduce costs and improve working capital turnover
- Continue to expand product offering and geographies
- Expand specialty products for existing components and tooling markets

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and free Conh How, are provided in the Appendix.

## Results:

Sales increased resulting from improvements in the North American towing, trailer and electrical products, Australia/Asia Pacific and retail businesses, as well as the favorable impact of currency exchange

Adjusted EBITDA and operating profit increased due to significant cost reductions

- Q2 2010 operating profit margin increased 830 basis points compared to Q2 2009

Key Initiatives:
Continue to aggressively reduce fixed costs and simplify the business

Improve processes for better customer service and support
Leverage strong brands for additional market share and cross-selling

Reduce capital requirements

## 2010 Playbook

## TriMas Operating Model is producing results

- Continue to drive productivity initiatives
- Continue to improve working capital metrics
- Optimize growth programs

Faster than expected
Faster than expected
Mixed

Winning
Mixed
$2^{\text {nd }}$ Half
Started
On track

Keep improving capital structure

## TriMas 2010 Outlook

## Full Year 2010 Outlook provided:

|  | As of 3/2/10 | As of $4 / 29 / 10$ | As of $8 / 3 / 10$ |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Sales Growth | $4 \%-7 \%$ |  | $5 \%-9 \%$ |  | $10 \%-14 \%$ |
| Core growth | $3 \%-4 \%$ |  | $3 \%-4 \%$ | $5 \%-7 \%$ |  |
| - New program/market share growth | $1 \%-3 \%$ |  | $2 \%-5 \%$ | $5 \%-6 \%$ |  |
| Bolt-on acquisitions | $0 \%-2 \%$ | $0 \%-2 \%$ | $0.5 \%-1 \%$ |  |  |
| Recurring Operating Profit | Up 60 to 100 bps | Up 80 to 120 bps | Up 200 to 250 bps |  |  |
| Free Cash Flow ${ }^{(1)}$ | $>\$ 30$ million | $\$ 40$ to $\$ 45$ million | $\$ 65$ to $\$ 70$ million |  |  |
| Diluted EPS (excl. Special Items) | $>\$ 0.60$ | $\$ 0.65$ to $\$ 0.75$ | $\$ 0.90$ to $\$ 1.00$ |  |  |
|  |  |  |  |  |  |

Excluding Special Items, Company raises 2010 EPS outlook to a range of $\$ 0.90$ to $\$ 1.00$, an increase of at least $109 \%$ vs. 2009 EPS. Target double-digit EPS growth long-term.

## Second Half 2010 Considerations

## Traditional TriMas seasonality

## 2009 back half performance recovery

- High levels of cost restructuring and productivity achieved in Q3 and Q4 2009
- Early cycle business sales up in Q4 2009 (Packaging \& Cequent)

Increased focus on growth projects
Productivity achieved earlier than planned
External risks still present - (U.S. and European economies, commodities, China supply)

## Strategic Aspirations

High single-digit top-line growth
Earnings growth faster than revenue growth
$3 \%$ to $5 \%$ of total gross cost productivity gains annually - utilize savings to fund growth

Invest in growth programs that deliver new products, new markets and expanded geographies

Increase revenues in fastest growing markets
Ongoing improvement in capital turns and all cycle times
Continued decrease in leverage ratio

## 0 <br> TriMas <br> CORPORATION

Questions \& Answers


## TRIMAS <br> CORPORATION

Appendix

## YTD Summary

| （from continuing operations） | Q2 YTD 2010 |  | Q2 YTD 2009 |  | \％Chg |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \＄ | 472.1 | \＄ | 409.6 | 15．3\％ |
| Gross Profit | \＄ | 141.4 | \＄ | 96.6 | 46．3\％ |
| Gross Profit Margin |  | 29．9\％ |  | 23．6\％ | 630 bps |
| Adjusted E⿴囗十TTDA ${ }^{(1)}$ | \＄ | 80.0 | \＄ | 69.1 | 15．8\％ |
| Excl．Total Special Items，A djusted EBITDA would have been： | \＄ | 80.0 | $s$ | 48.2 | 65．8\％ |
| Excl．Total Special Items，Adjusted EBITDA margin would have been： |  | 18．9\％ |  | 118\％ | 510 bps |
| Income（loss） | \＄ | 21.0 | \＄ | 14.5 | 45．1\％ |
| Excl．Total Special Items，income would have been： | \＄ | 210 | \＄ | 3.1 | tav |
| Diluted earnings（loss）per share | \＄ | 0.61 | \＄ | 0.43 | 41．9\％ |
| Excl．Total Special Iems，diliuted EPS would have been： | \＄ | 0.61 | s | 0.09 | fav |
| Free Cash Flow ${ }^{(1)}$ | \＄ | 48.4 | \＄ | 54.4 | －11．1\％ |
| Debt and A／R Securitization | \＄ | 500.2 | \＄ | 547.4 | －8．6\％ |

－Sales improved $15.3 \%$ as a result of improving end market demand and execution of the Company＇s growth initiatives －Increased sales in Packaging，Energy，Engineered Components and Cequent segments
－Aerospace \＆Defense sales declined primarily due to reductions in distributor inventory levels
－Earnings and margin levels improved at higher rate than sales
－Cost reduction and productivity efforts continue to drive enhanced profitability
Gross profit and Adjusted EBITDA margins improved 630 and 510 bps，respectively，compared to Q2 2009
Diluted EPS increased from $\$ 0.09$ in first half 2009 to $\$ 0.61$ in first half 2010，excluding Special Items
（i）＂Special Items＂for each period，as well as the Reconciliation of Non－GAAP Measures Adjusted EBITDA and Free Cash Flow，are provided in the Appendix

## Statement of Operations

（Unaudited，dollars in thousands）


## Condensed Balance Sheet

| Assets | June 30, 2010 |  | $\begin{gathered} \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 24,590 | \$ | 9,480 |
| Receivables, net of reserves. |  | 137,820 |  | 93,380 |
| Inventories |  | 138,440 |  | 141,840 |
| Deferred income taxes. |  | 28,120 |  | 24,320 |
| Prepaid expenses and other current assets |  | 5,930 |  | 6,500 |
| Assets of discontinued operations held for sale |  | - |  | 4,250 |
| Total current assets |  | 334,900 |  | 279,770 |
| Property and equipment, net |  | 158,660 |  | 162,220 |
| Goodwill. |  | 191,460 |  | 196,330 |
| Other intangibles, net. |  | 157,920 |  | 164,080 |
| Other assets |  | 22,360 |  | 23,380 |
| Total assets. | \$ | 865,300 | \$ | 825,780 |
| Liabilities and Shareholders' Equity |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Current maturities, long-term debt | \$ | 7,180 | \$ | 16,190 |
| Accounts payable. |  | 115,870 |  | 92,840 |
| Accrued liabilities |  | 65,630 |  | 65,750 |
| Liabilities of discontinued operations |  | - |  | 1,070 |
| Total current liabilities |  | 188,680 |  | 175,850 |
| Long-term debt |  | 493,020 |  | 498,360 |
| Deferred income taxes |  | 57,490 |  | 42,590 |
| Other longterm liabilities |  | 44,960 |  | 47,000 |
| Total liabilities. |  | 784,150 |  | 763,800 |
| Total shareholders' equity. |  | 81,150 |  | 61,980 |
| Total liabilities and shareholders' equity. | \$ | 865,300 | \$ | 825,780 |

# Reconciliation of Non-GAAP Measures <br> Adjusted EBITDA ${ }^{(1)}$ and Free Cash Flow ${ }^{(2)}$ 

(Unaudited)

| (dollars in thousands) | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Net income (loss) | \$ | 21,430 | \$ | 8,990 | \$ | 26,860 | \$ | 5,310 |
| Income tax expense. |  | 11,660 |  | 5,720 |  | 16,130 |  | 3.230 |
| Interest expense. |  | 13,230 |  | 11,590 |  | 27,520 |  | 24,120 |
| Debt extinguishment costs. |  | - |  | 480 |  | - |  | 990 |
| Depreciation and amortization. |  | 9,440 |  | 11,070 |  | 19,050 |  | 22,830 |
| Adjusted EBITDA, total company. |  | 55,760 |  | 37,850 |  | 89,560 |  | 56,480 |
| Adjusted EBITDA, discontinued operations. |  | 9,940 |  | (790) |  | 9,610 |  | (12,580) |
| Adjusted EBITDA, continuing operations. | \$ | 45,820 | \$ | 38,640 | \$ | 79,950 | \$ | 69,060 |
| Special Items... |  |  |  | 960 |  | - |  | 7,220 |
| Non-cash gross gain on extinguishment of debt. |  | - |  | $(12,240)$ |  | - |  | $(28,060)$ |
| Cash interest. |  | $(16,750)$ |  | $(17,060)$ |  | $(22,000)$ |  | (21,830) |
| Cash taxes. |  | $(2,020)$ |  | $(1,870)$ |  | $(3,270)$ |  | $(4,310)$ |
| Non-cash gain on bargain purchase. |  | (410) |  | - |  | (410) |  | - |
| Capital expenditures. |  | $(2,660)$ |  | $(3,110)$ |  | $(5,250)$ |  | $(6,390)$ |
| Changes in operating working capital. |  | 13,970 |  | 18,470 |  | $(13,380)$ |  | 20,750 |
| Free Cash Flow from operations before Special Items. |  | 37,950 |  | 23,790 |  | 35,640 |  | 36,440 |
| Cash paid for Special tems. |  | (810) |  | $(2,020)$ |  | $(1,990)$ |  | $(4,440)$ |
| Net proceeds from sale of business and other assets. |  | 14,710 |  | 1,740 |  | 14,740 |  | 22,420 |
| Free Cash Flow... | \$ | 51,850 | \$ | 23,510 | \$ | 48,390 | \$ | 54,420 |

(1)The Company defines Adjusted EsirDA as met income (losa) before cumulative effect of accousting change, interest, tazes, depreciation, amortization, non-cash awset and goodwill impairment write-offs, and non-cash louses on
 our business, management considers and uses adjusted EBiroa as a key indicator of finascial operating performasce and as a measure of cash generating capabiity. Management believes this measure is useful as an asalyical flow from operating activities or any other measures cakculated in accoedance with U.S. GAAP, or as an indicator of operating performance. The definkion of Adjusted ferrpa used here may differ from that used by othei companies.
(althe Company defines Free Cash Flow as Adjusted EBriDA from continuing operations, plus Special Items and net proceeds from sale of businesses, less cash paid for interest, taxes and Special Items, capital expenditures, changes in operating working capital and non-cash (gains) losses an debt extingubhment, As detalled in Appendix 1 , for purposes of determining Free Cash Flow, Special items, net, include those one-time costs, expenses and other charges incurred on a cash basis that are included in the determination of net income (loss) under GAAP and are not added back to net income (loss) in determining Adjusted EBITDA, but that management would consider important in evaluating the quality of the Company's Free Cash flow, as defined.

## 2 TRIMAS

## Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures

## (Unaudited)

| (dollars in thousands, except per share amounty) | Three months ended June 30, 2010 |  |  |  | Three months ended June 30, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income |  | EPS |  | income |  | EPS |  |
| Income and EPS from continuing operations, as reported.. | 5 | 15.220 | \$ | 0.44 | 5 | 9.830 | 5 | 0.29 |
| After-ax impact of Special liems to consider in evaluating quality of income and EPS from continuing operations: <br> Severance and business mestructuring costs. |  |  |  |  |  | $(1,330)$ |  | (0.04) |
| Excluding Special items except gain (loss) on extinguishment of debt, income and EPS from continuing operations would have been. | \$ | 15.220 | \$ | 0.44 | \$ | 11,160 | 5 | 0.33 |
| Afertax impact of gain on extinguishment of debt. |  | . |  | . |  | 7.310 |  | 0.22 |
| Excluding Total Special Items, income and EPS from continuing operations would have been. $\qquad$ | 5 | 15.220 | 5 | 0.44 | 5 | 3,850 | \$ | 0.11 |
| Weightedaverage shares outstanding at June 30, 2010 and 2009 |  |  |  | . 418 |  |  |  | 6.242 |


| (dollars in thousands, except per share amounts) | Six months ended June 30, 2010 |  |  |  | Six months ended June 30, 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income |  | EPS |  | income |  | EPS |  |
| Income and EPS from continuing operations, as reported.. | \$ | 20.970 | \$ | 0.61 | \$ | 14.450 | \$ | 0.43 |
| After-tax impact of Special liems to consider in evaluating quality of income and EPS from continuing operasons: <br> Severance and business restructuring costs | . |  |  |  | (5,530) |  | (0.16) |  |
| Excluding Special litems except gain (loss) on extinguishment of debt, income and EPS from continuing operations would have been. | 5 | 20.970 | \$ | 0.61 | \$ | 19,960 | \$ | 0.59 |
| Afer-tax impact of gain on extingushment of debt |  | - |  | - |  | 16.840 |  | 0.50 |
| Excluding Total Special Items, income and EPS from continuing operations would have been. $\qquad$ | 5 | 20.970 | \$ | 0.61 | \$ | 3,140 | \$ | 0.09 |
| Weightedaverage shares outstanding at June 30, 2010 and 2009 |  |  |  | 8,002 |  |  |  | 2.477 |

# Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures 

## (Unaudited)

| (dollars in thousands) | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Operating profit from continuing operations, as reported...................... | \$ | 36,520 | 5 | 16,430 | \$ | 61,570 | \$ | 21,630 |
| Special Items to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Excluding Special Items, operating profit from continuing operations would have been. | \$ | 36,520 | \$ | 18.570 | 5 | 61,570 | \$ | 30,520 |
|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| (dollars in thousands) | 2010 |  | 2009 |  | 2010 |  | 2009 |  |
| Adjusted EBITDA from continuing operations, as reported...................... | \$ | 45,820 | \$ | 38.640 | \$ | 79,950 | \$ | 69,060 |
| Special ltems to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Excluding Special items except gain (loss) on extinguishment of debt, Adjusted EBITDA from continuing operations would have been. | 5 | 45,820 | \$ | 39.600 | 5 | 79.950 | \$ | 76.280 |
| Gross gain on extinguishment of debt. | \$ | - | \$ | 12,240 | \$ | - | \$ | 28,060 |
| Excluding Total Special Items, Adjusted EBITDA from continuing operations would have been. | \$ | 45,820 | \$ | 27,360 | \$ | 79,950 | \$ | 48,220 |

## Company and Business Segment Financial Information - Cont. Ops



| Three months ended June Jo, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |
| \$ | 45,520 | 5 | 36,150 | \$ | 82, 120 | \$ | 66,400 |
| 5 | 13.480 | 5 | 8,830 | 5 | 25,340 | 8 | 14,230 |
| 5 | 16.420 | 5 | 11,580 | \$ | 31,340 | \$ | 20,220 |
| \$ | - | \$ | * | 5 | - | \$ | * |
| \$ | 13,480 | 5 | 8,830 | 5 | 25.340 | \$ | 14.230 |
| \$ | 16,420 | \$ | 11,580 | \$ | 31,340 | \$ | 20,220 |
| \$ | 43,750 | \$ | 34,900 | \$ | 87,640 | \$ | 75,260 |
| \$ | 5,350 | \$ | 2,660 | \$ | 10,530 | \$ | 6,180 |
| 8 | 6.020 | 5 | 3,500 | 5 | 11,920 | 8 | 7,780 |
| \$ | - | \$ | - | \$ | - | \$ | (200) |
| \$ | 5.350 | 5 | 2,660 | \$ | 10.530 | \$ | 6,380 |
| \$ | 6.020 | 5 | 3,500 | 5 | 11,920 | 5 | 7,900 |
| \$ | 17.220 | 5 | 18,270 | \$ | 34,300 | \$ | 40,470 |
| \$ | 3.810 | \$ | 6,410 | \$ | 7,670 | 8 | 13,220 |
| 5 | 4,490 | 5 | 7,010 | 5 | 9.010 | \$ | 14,420 |
| \$ | - | \$ | (20) | \$ | - | 5 | (130) |
| \$ | 3.810 | \$ | 6.430 | \$ | 7.670 | \$ | 13,350 |
| 8 | 4,490 | 5 | 7,030 | 5 | 9.010 | \$ | 14,550 |
| \$ | 23.320 | \$ | 14,920 | \$ | 42.230 | 5 | 33,470 |
| \$ | 3,930 | \$ | 340 | 5 | 5,740 | 5 | 720 |
| 5 | 5,000 | 5 | 1,140 | 5 | 7,650 | 5 | 2,260 |
| \$ | - | \$ | - | \$ | - | \$ | (160) |
| \$ | 3.930 | \$ | 340 | 8 | 5.740 | \$ | 880 |
| \$ | 5.080 | \$ | 1,140 | \$ | 7,650 | \$ | 2.420 |

## Company and Business Segment Financial Information - Cont. Ops (cont.)

```
Cequent
    Net sales
    Operating profit (loss)
    Adjusted EBITDA
    Special litems to consider in evaluating operating profte (loss)
        Severance and business restructuring costs
        Excluding Special Items, operating proft (loss) would have been
    pecial liems to consider in evaluating Adjusted EBITDA:
        Severance and business restructuring costs
        Excluding Special Items, Adjusted EBITDA would have been:
Corporate Expenses
    Operating loss
    Adjusted EBITDA
    Special ltems to consider in evaluating operating loss:
        Severance and business restructuring costs
        Excluding Special liems, operating loss would have been:
    Special Items to consider in evaluating Adjusted EBITDA
        Severance and business restructuring costs
        Gain on extinguishment of debt
        Excluding Special Items, Adjusted EBITDA would have been:
Total Company
    Net sales
    Operating profit
    Adjusted EBITDA
    Total Special llems to consider in eraluating operating proft:
        Excluding Special hems, operating proft would have been:
    Total Special hems to consider in eratuating Adjusted EBITDA:
Excluding Special Items, Adjusted EBITDA would have been:
```

|  | Three months ended June 30, |  |  | Six months ended June 30 . |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2009 |  | 2010 |  | 2009 |
| \$ | 122.250 | \$ | 103,540 | \$ | 218.830 | \$ | 193,990 |
| \$ | 16,050 | \$ | 2,890 | \$ | 24,170 | \$ | (460) |
| \$ | 19,850 | \$ | 8.160 | \$ | 31,970 | \$ | 9.500 |
| \$ | - | \$ | (2,120) | 5 | - | \$ | (5,460) |
| \$ | 16,050 | \$ | 5,010 | \$ | 24,170 | \$ | 5.000 |
| \$ | - | \$ | (940) | \$ | - | \$ | (3.790) |
| \$ | 19.850 | \$ | 9,100 | \$ | 31.970 | \$ | 13.290 |
| \$ | (6.100) | \$ | $(4,700)$ | \$ | $(11,880)$ | \$ | (12.260) |
| \$ | $(6.040)$ | \$ | 7,250 | \$ | (11,940) | \$ | 14.880 |
| \$ | - | \$ | - | \$ | - | \$ | (2,940) |
| \$ | $(6.100)$ | \$ | $(4,700)$ | $\checkmark$ | $(11,880)$ | \$ | (9,320) |
| \$ | * | \$ | - | \$ | - | \$ | (2,940) |
| \$ | - | 5 | 12,240 | \$ | - | \$ | 28.060 |
| \$ | (6,040) | \$ | $(4.900)$ | \$ | (11,940) | \$ | (10.240) |
| \$ | 252.060 | \$ | 207,870 | \$ | 472.120 | \$ | 409,590 |
| \$ | 36.520 | \$ | 16,430 | \$ | 61,570 | \$ | 21,630 |
| \$ | 45,820 | \$ | 38,640 | \$ | 79,950 | \$ | 69,060 |
| \$ | - | \$ | $(2,140)$ | \$ | - | \$ | (2,890) |
| 5 | 36.520 | 5 | 18,570 | 5 | 61,570 | \$ | 30.520 |
| \$ | * | \$ | 11,280 | \$ | - | \$ | 20,840 |
| \$ | 45,820 | \$ | 27,300 | \$ | 79,950 | \$ | 48.220 |

## LTM EBITDA as Defined in Credit Agreement

## (Unaudited, dollars in thousands)

| Reported net income for the twelve months ended June 30, 2010 | \$21,330 |
| :---: | :---: |
| Interest expense, net (as defined). | 49,110 |
| Income tax expense. | 12,380 |
| Depreciation and amortization. | 40,160 |
| Extraordinary non-cash charges. | 3,270 |
| Monitoring fees. | 2,890 |
| Interest equivalent costs. | 630 |
| Non-cash compensation expense. | 1,930 |
| Other non-cash expenses or losses. | 4,240 |
| Non-recurring expenses or costs for acquisition integration........ | 70 |
| Non-recurring expenses or costs for cost savings projects. | 6,640 |
| Debt extinguishment costs. | 10,410 |
| Negative EBITDA from discontinued operations | 340 |
| Permitted dispositions.. | $(7,170)$ |
| Permitted acquisitions. | 260 |

Bank EBITDA - LTM Ended June 30, $2010^{(1)} \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$
${ }^{(1)}$ As defined in the Amended and Restated Credit Agreement dated December 16, 2009.


[^0]:    (1) Appendix I details certain costs, expenses and other charges, collectively described as "Special Items," that are included in the determination of net income (loss) under GAAP and are not added back to net income (loss) in determining Adjusted EBITDA, but that management would consider important in evaluating the quality of the Company's Adjusted EBITDA and operating results under GAAP.
    ${ }^{(2)}$ See Appendix II for reconciliation of Non-GAAP financial measure Adjusted EBITDA and Free Cash Flow to the Company's reported results of operations prepared in accordance with GAAP. Additionally, see Appendix I for additional information regarding Special Items impacting reported GAAP financial measures.
    ${ }^{(3)}$ Operating Profit excludes the impact of Special Items. For a complete schedule of Special Items by segment, see Appendix "Company and Business Segment Financial Information - Continuing Operations."

