## NTiMas

Second Quarter 2020 Earnings Presentation July 30, 2020

## Forward-Looking Statement

Any "forward-looking" statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, contained herein, including those relating to TriMas' business, financial condition or future results, involve risks and uncertainties with respect to, including, but not limited to: severity and duration of the ongoing coronavirus ("COVID-19") pandemic on our operations, customers and suppliers, as well as related actions taken by governmental authorities and other third parties in response, each of which is uncertain, rapidly changing and difficult to predict; general economic and currency conditions; material and energy costs; risks and uncertainties associated with intangible assets, including goodwill or other intangible asset impairment charges; competitive factors; future trends; the Company's ability to realize its business strategies; the Company's ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; information technology and other cyber-related risks; the performance of subcontractors and suppliers; supply constraints; market demand; intellectual property factors; litigation; government and regulatory actions, including, but not limited to, the impact of tariffs, quotas and surcharges; the Company's leverage; liabilities imposed by debt instruments; labor disputes; changes to fiscal and tax policies; contingent liabilities relating to acquisition activities; the disruption of operations from catastrophic or extraordinary events, including natural disasters and public health crises; the potential impact of Brexit; tax considerations relating to the Cequent spin-off; the Company's future prospects; and other risks that are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2019 and in the Second Quarter 2020 report 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, except as required by law.

## Non-GAAP Financial Measures

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

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

## $\cdots$ TriMas

- Strong Brand Names
- Innovative Product Solutions
- Diverse End Markets
- Relentless Commitment to Cash Conversion


TriMas operates 37 facilities in 11 countries.

## Q2 2020 Results

| Adjusted for Special Items | Q2 2020 | Q2 2019 |
| :--- | :--- | :--- |
| Net Sales | $\$ 199.6$ | $\$ 190.8$ |
| Operating Profit | $\$ 27.5$ | $\$ 28.0$ |
| Operating Profit Margin | $13.8 \%$ | $14.7 \%$ |
| Net Income | $\$ 18.7$ | $\$ 19.6$ |
| Diluted Earnings Per Share | $\$ 0.43$ | $\$ 0.43$ |
| Adjusted EBITDA ${ }^{(1)}$ | $\$ 43.3$ | $\$ 41.9$ |
| Adjusted EBITDA Margin | $21.7 \%$ | $22.0 \%$ |


| YOY Growth \% <br>  <br>  <br>  <br> Organic |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $19.4 \%$ | $6.8 \%$ | $-2.3 \%$ | $23.9 \%$ |
| Packaging | $-25.8 \%$ | $11.9 \%$ |  | $-13.9 \%$ |
| Aerospace | $-24.7 \%$ |  |  | $-24.7 \%$ |
| Specialty Products | $-1.0 \%$ | $6.8 \%$ | $-1.2 \%$ | $4.6 \%$ |
| Total TriMas |  |  |  |  |

- Robust organic sales in Packaging and the impact of recent acquisitions offset sales declines in Aerospace and Specialty Products related to weaker demand resulting from the COVID-19 pandemic
- Operating profit was relatively flat as the impact of increased sales was offset by a less favorable product mix, production inefficiencies related to the global pandemic, and higher depreciation and amortization
- Achieved Q2 EPS of \$0.43 per share, flat with Q2 2019
- Adjusted EBITDA ${ }^{(1)}$ increased by nearly $\$ 1.5$ million


## Strong quarter despite impacts related to the global pandemic.

[^0]| Adjusted for Special Items | Q2 2020 YTD | Q2 2019 YTD | YOY Growth \% |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Organic | Acquisitions | Fx | Total |
| Net Sales | \$382.3 | \$364.2 | Packaging | 12.9\% | 7.5\% | -1.7\% | 18.7\% |
| Operating Profit | \$49.5 | \$50.4 | Aerospace | -13.1\% | 9.4\% |  | -3.7\% |
|  | 12.9\% | 13.8\% | Specialty Prod | -18.8\% |  |  | -18.8\% |
| Operating Profit Margin | 12.9\% | 13.8\% | Total TriMas | -0.5\% | 6.4\% | -0.9\% | 5.0\% |
| Net Income | \$33.8 | \$36.2 |  |  |  |  |  |
| Diluted Earnings Per Share | \$0.77 | \$0.79 |  |  |  |  |  |
| Adjusted EBITDA ${ }^{(1)}$ | \$78.6 | \$75.3 |  |  |  |  |  |
| Adjusted EBITDA Margin | 20.6\% | 20.7\% |  |  |  |  |  |

- Net sales increased due to acquisitions, as well as organic sales increases in dispenser and closure products used in applications that help in the fight against the spread of germs
- Operating profit was relatively flat, as the impact of higher sales was offset by production inefficiencies, a less favorable product mix, and higher depreciation, amortization and noncash stock compensation expense
- Achieved YTD EPS of \$0.77 per share
- Adjusted EBITDA ${ }^{(1)}$ increased by more than $\$ 3$ million


## Strong Packaging performance, plus acquisitions, offsetting unfavorable impacts of the global pandemic.

[^1]
## Free Cash Flow \& Net Debt

## Continued Strong Financial Position

- TriMas characteristics aligned with a deleveraging model - capex light, low annualized interest and no principal amortization
- Generated strong free cash flow from continuing operations in Q2
- Q2 2020 Free Cash Flow ${ }^{(1)}$ of $\$ 25.2$ million, as compared to $\$ 13.5$ million in Q2 2019
- Repaid $\$ 150$ million revolver draw - ample liquidity remains
- As of June 30, 2020, cash \& availability of $\$ 349.4$ million and Bank Leverage ${ }^{(2)}$ of $1.6 x$ versus $2.2 x$ as of March 31, 2020

| Key Credit Statistics | Q2 2020 | Q1 2020 | Q4 2019 |
| :--- | :---: | :---: | :---: |
| Total Debt | $\$ 295.3$ | $\$ 445.0$ | $\$ 294.7$ |
| Less: Cash | $\$ 65.3$ | $\$ 206.1$ | $\$ 172.5$ |
| Net Debt | $\$ 230.0$ | $\$ 238.9$ | $\$ 122.2$ |
| LTM Adjusted EBITDA $^{(3)}$ | $\$ 149.7$ | $\$ 148.4$ | $\$ 146.5$ |
| Net Leverage ${ }^{(4)}$ | $1.5 x$ | $1.6 x$ | 0.8 x |

## Strong balance sheet even after consideration of two acquisitions and share repurchases.

Note: Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions. Amounts are from continuing operations.
(1) Free Cash Flow is defined as Net Cash Provided by/(Used for) Operating Activities from continuing operations, excluding the cash impact of Special Items, less capital expenditures.
(2) As defined in the Company's Credit Agreement.
(3) Adjusted EBITDA is defined as income (loss) from continuing operations plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.
(4) Net Leverage is defined as Net Debt/LTM Adjusted EBITDA.

## TriMas

Segment Results

## Realignment Actions

- Executed practical and necessary realignment actions, primarily in the Aerospace and Specialty Products segments
- Incurred severance costs of \$3.1 million
- Streamlined Arrow Engine product offering
- Recorded non-cash charges of $\$ 15.4$ million related to discontinued product lines, inventory reductions and production equipment removed from service


## Asbestos Accounting Policy

- Estimated liability for asbestos-related defense costs updated due to change in accounting policy - relates to legacy activities of Lamons
- More recent consistency in claim counts and levels of legal spend now allow full liability to be reasonably estimated
- Recorded a non-cash, pre-tax charge of \$23.4 million in Q2 which is included in SG\&A

Taking the necessary actions to position TriMas for the future.

## TriMas Packaging Segment

| Adjusted for Special Items | Q2 2020 | Q2 2019 |
| :--- | :--- | :--- |
| Net Sales | $\$ 128.8$ | $\$ 104.0$ |
| Operating Profit | $\$ 27.2$ | $\$ 22.9$ |
| Operating Margin | $21.1 \%$ | $22.0 \%$ |
| Adjusted EBITDA |  |  |
| Adjusted EBITDA Margin | $\$ 35.3$ | $\$ 30.3$ |

§Rapak


## Quarterly Takeaways

- Demand for applications that help fight the spread of germs and beverage dispensers, and the impact of acquisitions, drove sales increase
- Margins impacted by a less favorable product sales mix and production scheduling inefficiencies related to the global pandemic's impact on operations
- Completed the acquisition of Rapak, a fill-ready, bag-in-box provider of products used in dairy, soda, smoothie and wine applications

| Adjusted for Special Items | Q2 2020 | Q2 2019 |
| :--- | :---: | :---: |
| Net Sales | $\$ 42.6$ | $\$ 49.5$ |
| Operating Profit | $\$ 4.3$ | $\$ 7.7$ |
| Operating Margin | $10.1 \%$ | $15.5 \%$ |
| Adjusted EBITDA |  |  |
| Adjusted EBITDA Margin | $\$ 8.9$ | $\$ 11.4$ |


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## Quarterly Takeaways

- Sales declined due to the impact of significantly reduced aircraft production resulting from the global pandemic, partially offset by the RSA acquisition
- Operating profit impacted by reduced sales, lower absorption of fixed costs and production inefficiencies
- Executed realignment actions in response to declines in industry aircraft build rates
${ }^{(1)}$ Adjusted EBITDA is defined as income (loss) from continuing operations plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock


## TriMas Specialty Products Segment

| Adjusted for Special Items | Q2 2020 | Q2 2019 |
| :--- | :---: | :---: |
| Net Sales | $\$ 28.1$ | $\$ 37.3$ |
| Operating Profit | $\$ 3.8$ | $\$ 5.4$ |
| Operating Margin | $13.4 \%$ | $14.5 \%$ |
| Adjusted EBITDA |  |  |
| Adjusted EBITDA Margin | $\$ 4.7$ | $\$ 6.3$ |




## Quarterly Takeaways

- Continued lower industrial demand and oil \& gas end market weakness
- Operating profit and margin levels impacted by lower absorption of fixed costs and production inefficiencies
- Realignment actions executed to protect against lower demand levels and streamlined Arrow Engine to better position for the future
${ }^{(1)}$ Adjusted EBITDA is defined as income (loss) from continuing operations plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock compensation, all as adjusted for the impact of Special Items.


## TriMas

Summary
2H 2020 v. 2H 2019 Sales Growth
TriMas Total
TriMas Packaging Group
TriMas Aerospace Group
Specialty Products Group

- Generate Free Cash Flow ${ }^{(1)}>$ 100\% of Net $+20 \%$
Income
- Maintain Strong Balance Sheet with Target
Leverage <2.0x
- Given significant dislocation in certain of
TriMas' end markets due to the pandemic, we
are not able to reliably provide a forecasted
earnings range.
$\checkmark$ Continue to leverage secular growth trends in products for hand washing and personal hygiene applications
$\checkmark$ Benefit from operating leverage gains as aerospace and construction markets recover
$\checkmark$ Protect strong balance sheet and leverage our positive free cash flow to invest in the capture of new business
$\checkmark$ Continue disciplined approach to bolt-on M\&A, with a focus on building out our Packaging and Aerospace platforms
$\checkmark$ Return capital to shareholders through share buy backs

Disciplined approach to capital allocation and prior actions position TriMas for long-term value creation.


## TriMas

Q \& A

## TriMas

Appendix

## Condensed Consolidated Balance Sheet

|  | $\begin{gathered} \text { June 30, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| (unaudited) |  |  |  |  |
| Assets |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 65,250 | \$ | 172,470 |
| Receivables, net |  | 123,320 |  | 108,860 |
| Inventories |  | 140,890 |  | 132,660 |
| Prepaid expenses and other current assets |  | 18,900 |  | 20,050 |
| Total current assets |  | 348,360 |  | 434,040 |
| Property and equipment, net |  | 210,960 |  | 214,330 |
| Operating lease right-of-use assets |  | 35,270 |  | 27,850 |
| Goodwill |  | 376,320 |  | 334,640 |
| Other intangibles, net |  | 188,170 |  | 161,390 |
| Deferred income taxes |  | 3,630 |  | 500 |
| Other assets |  | 22,190 |  | 19,950 |
| Total assets | \$ | 1,184,900 | \$ | 1,192,700 |
|  |  |  |  |  |
| Liabilities and Shareholders' Equity |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Accounts payable | \$ | 60,180 | \$ | 72,670 |
| Accrued liabilities |  | 46,680 |  | 42,020 |
| Operating lease liabilities, current portion |  | 6,480 |  | 5,100 |
| Total current liabilities |  | 113,340 |  | 119,790 |
| Long-term debt, net |  | 295,260 |  | 294,690 |
| Operating lease liabilities |  | 29,330 |  | 23,100 |
| Deferred income taxes |  | 27,960 |  | 16,830 |
| Other long-term liabilities |  | 57,910 |  | 40,810 |
| Total liabilities |  | 523,800 |  | 495,220 |
| Total shareholders' equity |  | 661,100 |  | 697,480 |
| Total liabilities and shareholders' equity | \$ | 1,184,900 | \$ | 1,192,700 |

## Consolidated Statement of Operations

|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2020 |  | 2019 |  | 2020 |  | 2019 |  |
|  | (unaudited) |  |  |  |  |  |  |  |
| Net sales | \$ | 199,550 | \$ | 190,830 | \$ | 382,340 | \$ | 364,200 |
| Cost of sales |  | $(162,320)$ |  | $(137,040)$ |  | $(298,740)$ |  | $(263,620)$ |
| Gross profit |  | 37,230 |  | 53,790 |  | 83,600 |  | 100,580 |
| Selling, general and administrative expenses |  | $(55,380)$ |  | $(26,730)$ |  | $(81,920)$ |  | $(53,720)$ |
| Operating profit (loss) |  | $(18,150)$ |  | 27,060 |  | 1,680 |  | 46,860 |
| Other expense, net: |  |  |  |  |  |  |  |  |
| Interest expense |  | $(4,230)$ |  | $(3,490)$ |  | $(7,810)$ |  | $(6,930)$ |
| Other income, net |  | 1,130 |  | 1,220 |  | 1,050 |  | 650 |
| Other expense, net |  | $(3,100)$ |  | $(2,270)$ |  | $(6,760)$ |  | $(6,280)$ |
|  |  |  |  |  |  |  |  |  |
| Income (loss) before income tax expense |  | $(21,250)$ |  | 24,790 |  | $(5,080)$ |  | 40,580 |
| Income tax benefit (expense) |  | 5,550 |  | $(6,070)$ |  | 2,500 |  | $(7,310)$ |
| Income (loss) from continuing operations |  | $(15,700)$ |  | 18,720 |  | $(2,580)$ |  | 33,270 |
| Income from discontinued operations, net of tax |  | - |  | 3,300 |  | - |  | 7,840 |
| Net income (loss) | \$ | $(15,700)$ | \$ | 22,020 | \$ | $(2,580)$ | \$ | 41,110 |
|  |  |  |  |  |  |  |  |  |
| Earnings per share - basic: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | (0.36) | \$ | 0.41 | \$ | (0.06) | \$ | 0.73 |
| Discontinued operations |  | - |  | 0.07 |  | - |  | 0.17 |
| Net income (loss) per share | \$ | (0.36) | \$ | 0.48 | \$ | (0.06) | \$ | 0.90 |
| Weighted average common shares - basic |  | 3,463,235 |  | 45,592,075 |  | 43,832,144 |  | 45,585,445 |
|  |  |  |  |  |  |  |  |  |
| Earnings per share - diluted: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | (0.36) | \$ | 0.41 | \$ | (0.06) | \$ | 0.72 |
| Discontinued operations |  | - |  | 0.07 |  | - |  | 0.17 |
| Net income (loss) per share | \$ | (0.36) | \$ | 0.48 | \$ | (0.06) | \$ | 0.90 |
| Weighted average common shares - diluted |  | 3,463,235 |  | 45,828,315 |  | 43,832,144 |  | 45,910,249 |

## Consolidated Statement of Cash Flows

Unaudited, dollars in thousands.


## Company and Segment Financial Information

|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2020 |  | 2019 |  | 2020 |  | 2019 |  |
| Packaging |  |  |  |  |  |  |  |  |
| Net sales | \$ | 128,830 | \$ | 103,990 | \$ | 228,880 | \$ | 192,830 |
| Operating profit | \$ | 24,040 | \$ | 22,640 | \$ | 42,320 | \$ | 40,280 |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Purchase accounting costs |  | 750 |  | 260 |  | 750 |  | 1,280 |
| Business restructuring and severance costs |  | 2,410 |  | - |  | 2,730 |  |  |
| Adjusted operating profit | \$ | 27,200 | \$ | 22,900 | \$ | 45,800 | \$ | 41,560 |

## Aerospace

| Net sales | \$ | 42,610 | \$ | 49,510 | \$ | 91,530 | \$ | 95,090 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating profit (loss) | \$ | $(4,210)$ | \$ | 7,650 | \$ | 870 | \$ | 13,460 |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Purchase accounting costs |  | 1,520 |  | - |  | 2,030 |  | - |
| Business restructuring and severance costs |  | 7,010 |  | - |  | 7,510 |  | 440 |
| Adjusted operating profit | \$ | 4,320 | \$ | 7,650 | \$ | 10,410 | \$ | 13,900 |
|  |  |  |  |  |  |  |  |  |
| Specialty Products |  |  |  |  |  |  |  |  |
| Net sales | \$ | 28,110 | \$ | 37,330 | \$ | 61,930 | \$ | 76,280 |
| Operating profit (loss) | \$ | $(5,940)$ | \$ | 5,410 | \$ | $(2,510)$ | \$ | 10,110 |
| Special Items to consider in evaluating operating profit: |  |  |  |  |  |  |  |  |
| Business restructuring and severance costs |  | 9,700 |  | - |  | 9,700 |  | - |
| Adjusted operating profit | \$ | 3,760 | \$ | 5,410 | \$ | 7,190 | \$ | 10,110 |
|  |  |  |  |  |  |  |  |  |
| Corporate Expenses |  |  |  |  |  |  |  |  |
| Operating loss | \$ | $(32,040)$ | \$ | $(8,640)$ | \$ | $(39,000)$ | \$ | $(16,990)$ |
| Special Items to consider in evaluating operating loss: |  |  |  |  |  |  |  |  |
| Change in accounting policy for asbestos-related costs |  | 23,400 |  | - |  | 23,400 |  | - |
| M\&A diligence and transaction costs |  | 260 |  | 700 |  | 1,070 |  | 1,820 |
| Business restructuring and severance costs |  | 640 |  | - |  | 640 |  | - |
| Adjusted operating loss | \$ | $(7,740)$ | \$ | $(7,940)$ | \$ | $(13,890)$ | \$ | $(15,170)$ |
|  |  |  |  |  |  |  |  |  |
| Total Company |  |  |  |  |  |  |  |  |
| Net sales | \$ | 199,550 | \$ | 190,830 | \$ | 382,340 | \$ | 364,200 |
| Operating profit (loss) | \$ | $(18,150)$ | \$ | 27,060 | \$ | 1,680 | \$ | 46,860 |
| Total Special Items to consider in evaluating operating profit |  | 45,690 |  | 960 |  | 47,830 |  | 3,540 |
| Adjusted operating profit | \$ | 27,540 | \$ | 28,020 | \$ | 49,510 | \$ | 50,400 |

## Additional Information on Non-GAAP Measures


${ }^{(1)}$ 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 30, 2020 and 2019, the income tax effect of Special Items varied from the tax rate inherent in the Company's reported GAAP results, primarily as a result of certain discrete items that occurred during the period for GAAP reporting purposes.
${ }^{(2)} 184,976$ and 227,198 shares for the three and six months ended June 30,2020 , respectively, would have been dilutive to the computation of earnings per share in an income position, but were not significant enough to impact the computation of Adjusted diluted EPS from continuing operations.

|  | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2020 |  | 2019 |  | 2020 |  | 2019 |  |
| Adjusted operating profit | \$ | 27,540 | \$ | 28,020 | \$ | 49,510 | \$ | 50,400 |
| Corporate operating expenses (adjusted) |  | 4,710 |  | 5,180 |  | 9,230 |  | 9,960 |
| Non-cash stock compensation |  | 2,740 |  | 1,650 |  | 4,680 |  | 2,930 |
| Legacy expenses (adjusted) |  | 290 |  | 1,110 |  | (20) |  | 2,280 |
| Corporate expenses |  | 7,740 |  | 7,940 |  | 13,890 |  | 15,170 |
| Adjusted segment operating profit | \$ | 35,280 | \$ | 35,960 | \$ | 63,400 | \$ | 65,570 |
| Adjusted segment operating profit margin |  | 17.7\% |  | 18.8\% |  | 16.6\% |  | 18.0\% |


|  | Three months ended June 30, |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2020 |  |  |  |  | 2019 |  |  |  |  |  |
|  | As reported |  | Special Items | As adjusted |  | As reported |  | Special Items |  | As adjusted |  |
| Net cash provided by operating activities from continuing operations | \$ | 27,440 | 3,070 | \$ | 30,510 | \$ | 17,720 | \$ | 1,080 | \$ | 18,800 |
| Less: Capital expenditures |  | $(5,320)$ | - |  | $(5,320)$ |  | $(5,270)$ |  | - |  | $(5,270)$ |
| Free Cash Flow |  | 22,120 | 3,070 |  | 25,190 |  | 12,450 |  | 1,080 |  | 13,530 |
| Income (loss) from continuing operations |  | $(15,700)$ | 34,050 |  | 18,350 |  | 18,720 |  | 860 |  | 19,580 |
| Free Cash Flow as a percentage of income from continuing operations |  | NM |  |  | 137\% |  | 67\% |  |  |  | 69\% |


|  |  |  |  |  |  | months | ded | e 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 20 |  |  |  |  |  |  |  |  |
|  |  | orted |  | Items |  | justed |  | ported |  | Items |  | djusted |
| Net cash provided by operating activities from continuing operations | \$ | 30,840 | \$ | 5,360 | \$ | 36,200 | \$ | 32,770 | \$ | 2,210 | \$ | 34,980 |
| Less: Capital expenditures |  | $(9,250)$ |  | - |  | $(9,250)$ |  | $(11,500)$ |  | - |  | $(11,500)$ |
| Free Cash Flow |  | 21,590 |  | 5,360 |  | 26,950 |  | 21,270 |  | 2,210 |  | 23,480 |
| Income (loss) from continuing operations |  | $(2,580)$ |  | 36,030 |  | 33,450 |  | 33,270 |  | 2,880 |  | 36,150 |
| Free Cash Flow as a percentage of income from continuing operations |  | NM |  |  |  | 81\% |  | 64\% |  |  |  | 65\% |


|  | June 30, 2020 |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  | June 30,$2019$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current maturities, long-term debt | \$ | - | \$ | - | \$ | 60 |
| Long-term debt, net | \$ | 295,260 | \$ | 294,690 |  | 294,120 |
| Total Debt |  | 295,260 |  | 294,690 |  | 294,180 |
| Less: Cash and cash equivalents |  | 65,250 |  | 172,470 |  | 40,280 |
| Net Debt | \$ | 230,010 | \$ | 122,220 | \$ | 253,900 |


|  | Three months ended June 30, |  |  |  | Twelve months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2020 |  | 2019 |  | 2020 |  | 2019 |  | 2020 |  | 2019 |  |
| Income (loss) from continuing operations, as reported | \$ | $(15,700)$ | \$ | 18,720 | \$ | 26,090 | \$ | 69,140 | \$ | $(2,580)$ | \$ | 33,270 |
| Depreciation expense |  | 8,110 |  | 6,300 |  | 27,650 |  | 22,640 |  | 14,770 |  | 11,990 |
| Amortization expense |  | 5,300 |  | 4,740 |  | 19,410 |  | 18,480 |  | 10,150 |  | 9,370 |
| Interest expense |  | 4,230 |  | 3,490 |  | 14,830 |  | 13,660 |  | 7,810 |  | 6,930 |
| Income tax expense |  | $(5,550)$ |  | 6,070 |  | 6,510 |  | 15,040 |  | $(2,500)$ |  | 7,310 |
| Non-cash compensation expense |  | 2,740 |  | 1,720 |  | 8,090 |  | 7,590 |  | 4,680 |  | 3,040 |
| Adjusted EBITDA, before Special Items | \$ | (870) | \$ | 41,040 | \$ | 102,580 | \$ | 146,550 | \$ | 32,330 | \$ | 71,910 |
| Adjusted EBITDA impact of Special Items |  | 44,120 |  | 890 |  | 47,160 |  | 3,540 |  | 46,260 |  | 3,430 |
| Adjusted EBITDA ${ }^{(1)}$ | \$ | 43,250 | \$ | 41,930 | \$ | 149,740 | \$ | 150,090 | \$ | 78,590 | \$ | 75,340 |
| Adjusted EBITDA as a percentage of net sales |  | 21.7\% |  | 22.0\% |  | 20.2\% |  | 21.0\% |  | 20.6\% |  | 20.7\% |
| Packaging | \$ | 35,260 | \$ | 30,300 | \$ | 111,180 | \$ | 107,510 | \$ | 59,130 | \$ | 53,960 |
| Aerospace |  | 8,850 |  | 11,430 |  | 41,870 |  | 44,040 |  | 18,980 |  | 21,440 |
| Specialty Products |  | 4,740 |  | 6,270 |  | 16,990 |  | 23,380 |  | 9,130 |  | 11,810 |
| Other Corporate expenses |  | $(5,600)$ |  | $(6,070)$ |  | $(20,300)$ |  | $(24,700)$ |  | $(8,650)$ |  | $(11,870)$ |
| Adjusted EBITDA ${ }^{(1)}$ | \$ | 43,250 | \$ | 41,930 | \$ | 149,740 | \$ | 150,230 | \$ | 78,590 | \$ | 75,340 |

[^2]${ }^{(1)}$ Adjusted EBITDA is defined as income (loss) from continuing operations plus expense (benefit) for interest, taxes, depreciation, amortization and non-


[^0]:    Note: All items are from continuing operations and adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions, except per share amounts.
    ${ }^{(1)}$ Adjusted EBITDA is defined as income (loss) from continuing operations plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock

[^1]:    Note: All items are from continuing operations and adjusted for Special Items. Please see the Appendix for a detailed reconciliation to GAAP results. Unaudited, dollars in millions, except per share amounts.
    ${ }^{(1)}$ Adjusted EBITDA is defined as income (loss) from continuing operations plus expense (benefit) for interest, taxes, depreciation, amortization and non-cash stock

[^2]:    Unaudited, dollars in thousands.

