First Quarter 2022 Earnings Presentation

April 28, 2022



Disclaimer

Forward-Looking Statements

Any "forward-looking" statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, contained herein, including those relating to TriMas' business, financial condition or future results, involve risks and uncertainties with respect to, including, but not limited to: the severity and duration of the ongoing coronavirus ("COVID-19") pandemic on our operations, customers and suppliers, as well as related actions taken by governmental authorities and other third parties in response, each of which is uncertain, rapidly changing and difficult to predict; general economic and currency conditions; inflationary pressures on our supply chain, including raw material and energy costs, and customers; interest rate volatility; risks and uncertainties associated with intangible assets, including goodwill or other intangible asset impairment charges; competitive factors; future trends; our ability to realize our business strategies; our ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; information technology and other cyber-related risks; the performance of our subcontractors and suppliers; supply constraints, including the availability and cost of raw materials; market demand; intellectual property factors; litigation; government and regulatory actions, including, without limitation, climate change legislation and other environmental regulations, as well as the impact of tariffs, quotas and surcharges; our leverage; liabilities imposed by our debt instruments; labor disputes and shortages; 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 amount and timing of future dividends and/or share repurchases, which remain subject to Board approval and depend on market and other conditions; ou

Non-GAAP Financial Measures

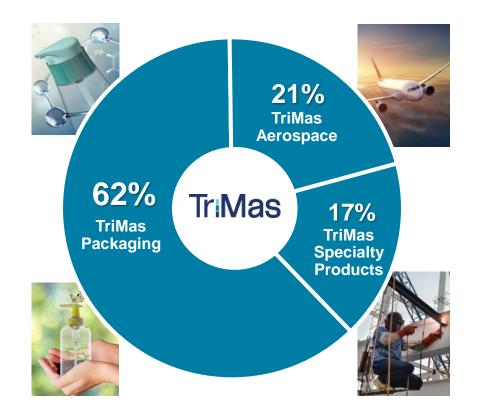
In this presentation, certain non-GAAP financial measures may be used. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure may be found in the Appendix at the end of this presentation or in the earnings releases available on the Company's website.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

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



Opening Remarks

TriMas Delivered First Quarter Results On Plan





Advancing TriMas' Strategy

- Q1 2022 performance as planned
- Leveraged TriMas Business Model to navigate through inflationary pressures, demand fluctuations and continued pandemic-related uncertainty
- Continued momentum against our capital allocation strategy:
 - Invested for the future in all of our businesses
 - Funded quarterly dividend, while continuing share repurchases
 - Successfully completed Intertech acquisition, expanding presence in Life Sciences
- Accelerating Sustainability efforts and transparency

Continued strong balance sheet in place to execute our strategic initiatives



First Quarter 2022 Results

Adjusted for Special Items	Q1 2022	Q1 2021
Net Sales	\$224.3	\$206.7
Operating Profit	\$26.2	\$26.6
Operating Profit Margin	11.7%	12.9%
Net Income	\$17.6	\$17.4
Adjusted Earnings Per Share ⁽¹⁾	\$0.50	\$0.49
Adjusted EBITDA ⁽²⁾	\$42.3	\$40.6
Adjusted EBITDA Margin	18.9%	19.6%

Q1 2022 SALES GROWTH **8.5**%

Q1 2022 ADJUSTED EPS \$0.50 up 2.0% Q1 2022 ADJUSTED EBITDA **\$42M** up 4.6%

Q1 2022 Results

- Sales increased 8.5% primarily due to robust organic growth in our Specialty Products segment and recent acquisitions
- Operating profit was impacted by higher energy costs, pandemic-related labor inefficiencies and a less favorable product sales mix
- Net income increased as the Company benefitted from lower interest and other expense
- Achieved Q1 Adjusted Diluted EPS of \$0.50, in line with Company expectations
- Q1 Adjusted EBITDA⁽¹⁾ increased by 4.3%, ending March 31, 2022 with LTM Adjusted EBITDA of \$173.8 million, or ~20% of sales

Continuing to drive TriMas' momentum



Strong Balance Sheet and Cash Flow

Key Credit Statistics	March 31, 2022	March 31, 2021
Total Debt	\$394.0	\$690.2
Less: Cash	\$58.8	\$421.1
Net Debt	\$335.2	\$269.1
LTM Adjusted EBITDA ⁽¹⁾	\$173.8	\$162.0
Net Leverage ⁽²⁾	1.9x	1.7x
Q1 Free Cash Flow ⁽³⁾	(\$1.9)	\$10.3

Strong annual cash flow and liquidity to invest in our strategic initiatives

- Q1 2022 Free Cash Flow⁽³⁾ as expected and reflects proactive management of inventory in response to global supply chain challenges
- Net Leverage⁽²⁾ below long range target of 2.0x, even after acquisitions, dividends and share repurchases
- Capital structure and expected performance enables forecasted 2022 FCF to be > 100% of net income

Continue to tightly manage balance sheet while executing growth plan

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



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

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

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

TriMas Packaging Segment

Results & Forward Perspective

Adjusted for Special Items	Q1 2022	Q1 2021
Net Sales	\$138.5	\$132.1
Operating Profit	\$23.8	\$23.6
Operating Margin	17.2%	17.9%
Adjusted EBITDA ⁽¹⁾	\$31.8	\$31.0
Adjusted EBITDA Margin	23.0%	23.5%



- Sales increased 4.8% as acquisition-related sales and higher demand for food & beverage and industrial & agricultural applications were partially offset by the planned abatement of high levels of pandemic-related demand in Q1 2021 and unfavorable currency
- Operating profit remained relatively flat as the impact of increased sales was offset by higher energy costs
- Completed the Intertech acquisition during Q1, further expanding our precision injection molding capabilities into Life Sciences applications





Forward Perspective

- Expect organic sales increase augmented by acquisitions
- Outlook assumes stabilization of key material costs in 2022, with added inflationary pressure on certain labor and production costs
- Less favorable product sales mix related to acquisitions in near-term



TriMas Aerospace Segment

Results & Forward Perspective

Adjusted for Special Items	Q1 2022	Q1 2021
Net Sales	\$44.5	\$44.6
Operating Profit	\$2.4	\$5.0
Operating Margin	5.4%	11.1%
Adjusted EBITDA ⁽¹⁾	\$7.2	\$9.5
Adjusted EBITDA Margin	16.3%	21.4%



- Sales were relatively flat as the impact of new business awards and acquisition-related sales were offset by the planned decline in special stocking orders, which were predominantly fulfilled in 2021
- Operating profit decreased as a result of a less favorable sales mix from lower levels of stocking orders, and further labor inefficiencies related to the pandemic
- Continue to focus on positioning TriMas Aerospace for further recovery as air travel increases and commercial jet production rebounds





Forward Perspective

- Sales growth from new business awards, the expected start of a market recovery and acquisitions more than offset the impact of the 2021 special stocking orders
- Normalizing for stocking orders, 2022 sales growth would be ~20%
- Margin range reflects product mix and anticipated inflationary pressures on input costs and labor



TriMas Specialty Products Segment

Results & Forward Perspective

Adjusted for Special Items	Q1 2022	Q1 2021
Net Sales	\$41.3	\$30.0
Operating Profit	\$7.2	\$4.5
Operating Margin	17.5%	15.1%
Adjusted EBITDA ⁽¹⁾	\$8.3	\$5.5
Adjusted EBITDA Margin	20.2%	18.3%



Quarterly Takeaways

- Sales increased 37.5% as a result of strong demand for steel cylinders and increased demand for parts for remote power generation activity
- Operating profit and the related margin increased as a result of leveraging previous factory floor improvement actions and higher sales from increased demand
- Current backlog and near-term order intake for steel cylinders remains at high levels

Forward Perspective

- Continued market demand recovery expected to drive sales increases
- Continue to make investments in process and product innovation, as well as improvements to accelerate core Specialty Products growth
- Norris Cylinder, which has been designated a "Made in the USA" manufacturer, is positioned well as the only steel cylinder manufacturer in North America



Forward Expectations – Reaffirms Outlook

As of April 28, 2022

FY 2022 Outlook



ADJUSTED EPS **\$2.25 to \$2.35**

FREE CASH FLOW >100% of Net Income

- Organic sales growth expected to be augmented by acquisitions; more than overcoming TriMas Aerospace special stocking orders fulfilled in 2021
- Normalizing for 2021 Aerospace special stocking orders, 2022
 Adjusted EPS midpoint represents an increase of ~15%

Continuing to Invest for our Future



TriMas Packaging New Albany, Ohio, Facility Progress

Company reaffirms FY 2022 Outlook



TriMas' Value Drivers



Packaging at Our Core

- Products that help fight the spread of germs
- Innovation pipeline to drive long-term growth
- Expanding into Life Sciences



M&A Augmented Growth

- Expanding Packaging and Aerospace platforms
- Continuously assessing business and product line additions



Market Recoveries

- Well positioned as aerospace markets rebound
- Expect margin leverage due to previous realignment actions



Treasury Actions

- Proactively managing strong balance sheet
- Momentum in returning capital to investors through share buybacks and quarterly dividends



Commitment to ESG

- Operating TriMas in a way to positively benefit society
- Enhancing transparency and communications on our ESG progress

Multiple pathways for shareholders to win with TriMas



TriMas Q&A

Packaging

















Our Vision









To provide innovative products of exceptional performance and value through market-leading brands.













Strong Brand Names

Diverse End Markets

Innovative Product Solutions

Questions & Answers

Appendix

Condensed Consolidated Balance Sheet

		March 31, 2022				December 31, 2021
Assets	'	unadanoa)				
Current assets:						
Cash and cash equivalents	\$	58,820		\$ 140,740		
Receivables, net	•	150,500		125,630		
Inventories		158,360		152,450		
Prepaid expenses and other current assets		16,290		12,950		
Total current assets		383,970		431,770		
Property and equipment, net		279,840		265,630		
Operating lease right-of-use assets		53,150		50,650		
Goodwill		345,010		315,490		
Other intangibles, net		204,260		196,730		
Deferred income taxes		7,920		9,740		
Other assets		34,900		33,630		
Total assets	\$	1,309,050		\$ 1,303,640		
Liabilities and Shareholders' Equity						
Current liabilities:						
Accounts payable	\$	94,870		\$ 87,800		
Accrued liabilities		51,560		58,980		
Operating lease liabilities, current portion		8,400		8,120		
Total current liabilities		154,830		154,900		
Long-term debt, net		394,040		393,820		
Operating lease liabilities		46,390		43,780		
Deferred income taxes		22,460		21,260		
Other long-term liabilities		57,500	_	59,030		
Total liabilities		675,220		672,790		
Total shareholders' equity		633,830	_	630,850		
Total liabilities and shareholders' equity	\$	1,309,050		\$ 1,303,640		

Consolidated Statement of Operations

	Three mon Marcl	
	2022	2021
	(unaud	dited)
Net sales	\$ 224,310	\$ 206,730
Cost of sales	(170,600)	(155,400)
Gross profit	53,710	51,330
Selling, general and administrative expenses	(31,780)	(30,220)
Operating profit	21,930	21,110
Other expense, net:		
Interest expense	(3,410)	(3,550)
Debt financing and related expenses	-	(200)
Other income (expense), net	(280)	(930)
Other expense, net	(3,690)	(4,680)
Income before income tax expense	18,240	16,430
Income tax expense	(4,070)	(3,370)
Net income	\$ 14,170	\$ 13,060
Earnings per share - basic:		
Net income per share	\$ 0.33	\$ 0.30
Weighted average common shares - basic	42,799,206	43,185,007
3		
Earnings per share - diluted:		
Net income per share	\$ 0.33	\$ 0.30
Weighted average common shares - diluted	43,109,693	43,634,876
g ago common onarco anarca	.5, .53,000	.5,55.,576

Consolidated Statement of Cash Flows

	Three months ended March 31,			nded
		2022		2021
Cash Flows from Operating Activities:				
Net income	\$	14,170	\$	13,060
Adjustments to reconcile net income to net cash provided by operating activities, net of				
acquisition impact:				
Loss on dispositions of assets		20		20
Depreciation		8,470		7,850
Amortization of intangible assets		5,290		5,390
Amortization of debt issue costs		220		300
Deferred income taxes		3,000		2,200
Non-cash compensation expense		2,820		2,440
Debt financing and related expenses		-		200
Increase in receivables		(22,330)		(15,640)
Increase in inventories		(910)		(3,110)
Increase in prepaid expenses and other assets		(680)		(2,070)
Increase (decrease) in accounts payable and accrued liabilities		(5,210)		1,950
Other operating activities		810		3,150
Net cash provided by operating activities, net of acquisition impact		5,670		15,740
Cash Flows from Investing Activities:				
Capital expenditures		(11,890)		(9,370)
Acquisition of businesses, net of cash acquired		(63,950)		- 1
Net proceeds from disposition of property and equipment		20		-
Net cash used for investing activities		(75,820)		(9,370)
Cash Flows from Financing Activities:				
Proceeds from issuance of senior notes		-		400,000
Repayments of borrowings on revolving credit facilities		-		(48,620)
Debt financing fees		-		(6,150)
Payments to purchase common stock		(9,060)		(2,640)
Shares surrendered upon exercise and vesting of equity awards to cover taxes		(970)		(1,770)
Dividends paid		(1,740)		(1,770)
Net cash provided by (used for) financing activities		(11,770)		340,820
Cash and Cash Equivalents:				
Increase (decrease) for the period		(81,920)		347,190
At beginning of period		140,740		73,950
At beginning of period At end of period	-\$		\$	
At end of period	Φ_	58,820	Φ	421,140
Supplemental disclosure of cash flow information:				
Cash paid for interest	\$	310	\$	520
Cash paid for taxes	\$	620	\$	1,160



Company and Segment Financial Information

	Three months ended March 31,			
		2022		2021
Packaging				
Net sales	\$	138,490	\$	132,090
Operating profit	\$	21,330	\$	21,300
Special Items to consider in evaluating operating profit:				
Purchase accounting costs		480		830
Business restructuring and severance costs		1,970		1,510
Adjusted operating profit	\$	23,780	\$	23,640
Aerospace				
Net sales	\$	44,520	\$	44,610
Operating profit	\$	1,840	\$	4,500
Special Items to consider in evaluating operating profit:		·		·
Purchase accounting costs		240		-
Business restructuring and severance costs		330		450
Adjusted operating profit	\$	2,410	\$	4,950
Specialty Products				
Net sales	\$	41,300	\$	30,030
Operating profit	\$	7,240	\$	4,520
Corporate Expenses				
Operating loss	\$	(8,480)	\$	(9,210)
Special Items to consider in evaluating operating loss:		, ,		, ,
M&A diligence and transaction costs		910		490
Business restructuring and severance costs		370		2,250
Adjusted operating loss	\$	(7,200)	\$	(6,470)
Total Company				
Net sales	\$	224,310	\$	206,730
Operating profit	\$	21,930	\$	21,110
Total Special Items to consider in evaluating operating profit		4,300		5,530
Adjusted operating profit	\$	26,230	\$	26,640
, , , , , , , , , , , , , , , , , , , ,				

YOY Growth %					
	Organic	Acquisitions	Fx	Total	
Q1 2022 vs. Q1 202	21				
Consolidated TriMas	5.3%	4.3%	-1.1%	8.5%	
Packaging	0.8%	5.8%	-1.8%	4.8%	
Aerospace	-3.3%	3.1%		-0.2%	
Specialty Products	37.5%			37.5%	

Additional Information on Non-GAAP Measures

	Three months ended March 31,			nded
	2022 2021			2021
Net income, as reported	\$	14,170	\$	13,060
Special Items to consider in evaluating quality of net income:				
Business restructuring and severance costs		2,820		4,210
M&A diligence and transaction costs		910		490
Purchase accounting costs		720		830
Debt financing and related expenses		-		200
Income tax effect of Special Items ⁽¹⁾		(1,050)		(1,390)
Adjusted net income	\$	17,570	\$	17,400

		iths ended th 31,		
	2	2022		2021
Diluted earnings per share, as reported		0.33	\$	0.30
Special Items to consider in evaluating quality of diluted EPS:				
Business restructuring and severance costs		0.06		0.10
M&A diligence and transaction costs		0.02		0.01
Purchase accounting costs		0.02		0.02
Debt financing and related expenses		-		-
Income tax effect of Special Items ⁽¹⁾		(0.02)		(0.03)
Pre-tax amortization of acquisition-related intangible assets		0.12		0.12
Income tax benefit on amortization of acquisition-related intangible assets ⁽¹⁾		(0.03)		(0.03)
Adjusted diluted EPS	\$	0.50	\$	0.49
Weighted-average shares outstanding	43	,109,693	43	,634,876

⁽¹⁾ Income tax effect of Special Items and amortization of acquisition-related intangible assets is calculated on an item-byitem basis, utilizing the tax rate in the jurisdiction where the Special Item or amortization occurred. For the three month periods ended March 31, 2022, and 2021, 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.

	Three months ended March 31,			
	2022		2021	
Adjusted operating profit	\$ 26,230	\$	26,640	
Corporate operating expenses (adjusted)	4,560		4,520	
Non-cash stock compensation (adjusted)	2,450		1,610	
Legacy expenses	 190		340	
Corporate expenses	 7,200		6,470	
Adjusted segment operating profit	\$ 33,430	\$	33,110	
Adjusted segment operating profit margin	14.9%		16.0%	



Additional Information on Non-GAAP Measures

	Three months ended March 31,											
		2022			2021							
	As	reported	Spec	ial Items	As	adjusted	As	reported	Spec	cial Items	As	adjusted
Net cash provided by operating activities	\$	5,670	\$	4,310	\$	9,980	\$	15,740	\$	3,920	\$	19,660
Less: Capital expenditures		(11,890)		-		(11,890)		(9,370)		-		(9,370)
Free Cash Flow		(6,220)		4,310		(1,910)		6,370		3,920		10,290
Net income		14,170		3,400		17,570		13,060		4,340		17,400
Free Cash Flow as a percentage of net income		-44%				-11%		49%				59%

	March 31,		cember 31,	March 31,		
	2022		2021	2021		
Current portion, long-term debt	\$ -	\$	-	\$	300,000	
Long-term debt, net	394,040		393,820		390,190	
Total Debt	394,040		393,820		690,190	
Less: Cash and cash equivalents	58,820		140,740		421,140	
Net Debt	\$ 335,220	\$	253,080	\$	269,050	

Additional Information on Non-GAAP Measures

	Three months ended March 31,				Twelve months ended March 31,				
		2022		2021		2022		2021	
Net income (loss), as reported	\$	14,170	\$	13,060	\$	58,420	\$	(79,820)	
Depreciation expense		8,470		7,850		32,510		30,210	
Amortization expense		5,290		5,390		21,460		21,290	
Interest expense		3,410		3,550		14,370		14,630	
Income tax expense (benefit)		4,070		3,370		12,500		(22,630)	
Non-cash compensation expense		2,820		2,440		9,880		8,670	
Adjusted EBITDA, before Special Items	\$	38,230	\$	35,660	\$	149,140	\$	(27,650)	
Adjusted EBITDA impact of Special Items		4,080		4,900		24,610		189,650	
Adjusted EBITDA ⁽¹⁾	\$	42,310	\$	40,560	\$	173,750	\$	162,000	
Adjusted EBITDA as a percentage of net sales		18.9%		19.6%		19.9%		20.4%	
Packaging	\$	31,790	\$	31,000	\$	132,340	\$	130,760	
Aerospace		7,240		9,540		31,940		31,540	
Specialty Products		8,340		5,500		29,520		18,980	
Segment Adjusted EBITDA ⁽¹⁾	\$	47,370	\$	46,040	\$	193,800	\$	181,280	
Segment Adjusted EBITDA as a percentage of net sales		21.1%		22.3%		22.2%		22.8%	
Other Corporate expenses		(5,060)		(5,480)		(20,050)		(19,280)	
Adjusted EBITDA ⁽¹⁾	\$	42,310	\$	40,560	\$	173,750	\$	162,000	



Addition Information on Non-GAAP Measures

As of April 28, 2022

Full Year 2021 GAAP to Non-GAAP EPS Outlook Reconciliation

	Twelve months ended December 31, 2022			
	Low			
Diluted earnings per share (GAAP)	\$ 1.82	\$	1.92	
Pre-tax amortization of acquisition-related intangible assets ⁽¹⁾	0.46		0.46	
Income tax benefit on amortization of acquisition-related intangible assets	(0.11)		(0.11)	
Impact of Special Items ⁽²⁾	 0.08		0.08	
Adjusted diluted earnings per share	\$ 2.25	\$	2.35	

⁽¹⁾ These amounts relate to acquisitions completed prior to March 31, 2022. The Company is unable to provide forward-looking estimates of future acquisitions, if any, that have not yet been consummated.





Fiscal Year 2022 Outlook – Additional Assumptions

As of April 28, 2022

FY 2022 Full Company Outlook



Enterprise-wide Assumptions

Effective Tax Rate: 23% to 24%

Capital Expenditures as a % of Sales: 5% to 6%*

Interest Expense: ~\$14M

*Includes continued investment to launch the new TriMas Packaging facility in Ohio, USA Note: Corporate expenses are expected to be in line with 2021 amounts.

FY 2022 Outlook by Segment

TriMas Packaging	
Sales Growth	11% to 14%
Operating Profit Margin %	18.5% to 19.5%
TriMas Aerospace	
Sales Growth	1% to 3%
Operating Profit Margin %	4% to 6%
TriMas Specialty Products	
Sales Growth	8% to 12%
Operating Profit Margin %	16% to 17%

