# UNITED STATES <br> SECURITIES AND EXCHANGE <br> COMMISSION <br> Washington, D.C. 20549 

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## CURRENT REPORT

 Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934Date of Report (Date of earliest event reported) July 31, 2008

## 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)
Registrant's telephone number, including area code (248) 631-5400

Not Applicable<br>(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 July 31, 2008, reporting its financial results for the second quarter ending June 30, 2008. 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.
(c) Exhibits. The following exhibits are furnished herewith:
Press Release
The Corporation's visual presentation titled "Second Quarter 2008 Earnings Presentation"

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.

TRIMAS CORPORATION

Date: July 31, 2008

By: /s/ Grant H. Beard
Name: Grant H. Beard
Title: Chief Executive Officer

For more information, contact:
Sherry Lauderback
VP, Investor Relations \& Communications

## FOR IMMEDIATE RELEASE

# TRIMAS CORPORATION REPORTS SECOND QUARTER 2008 RESULTS 

Company Achieves Record Quarterly Sales

BLOOMFIELD HILLS, Michigan, July 31, 2008 - TriMas Corporation (NYSE: TRS) today announced financial results for the quarter ended June 30 , 2008. The Company reported record quarterly revenues from continuing operations of $\$ 297.1$ million, an increase of $3.3 \%$ from the second quarter of 2007 . Second quarter 2008 income from continuing operations was $\$ 9.4$ million, or $\$ 0.28$ diluted earnings per share, including $\$ 0.04$ per share in previously announced restructuring costs. In comparison, the second quarter 2007 net loss from continuing operations was $\$ 4.1$ million, or a loss of $\$ 0.15$ per diluted share, which included the $\$ 0.52$ per share impact of costs and expenses related to use of the initial public offering proceeds. The Company reported net cash provided by operating activities, net of acquisition impact, of $\$ 13.6$ million in the second quarter of 2008 , compared to net cash used for operating activities of $\$ 1.0$ million in the second quarter of 2007.

## SECOND QUARTER RESULTS - From Continuing Operations

TriMas reported record second quarter sales of $\$ 297.1$ million, up $3.3 \%$ in comparison to $\$ 287.7$ million in the second quarter 2007. Sales in the Packaging Systems, Energy Products and Industrial Specialties segments increased 1.3\%, 29.6\% and 6.4\%, respectively. Sales in the RV \& Trailer Products and Recreational Accessories segments declined $6.3 \%$ and $4.1 \%$, respectively, due to lower demand as a result of reduced consumer discretionary spending and current economic conditions in the United States.

- The Company reported operating profit of $\$ 29.9$ million for the second quarter 2008, in comparison to operating profit of $\$ 20.4$ million in the second quarter 2007. Excluding the Special Items ${ }^{(1)}$ detailed in Appendix II for both periods, second quarter 2008 operating profit would have been $\$ 32.1$ million, as compared to $\$ 34.6$ million in second quarter 2007. This decrease between years resulted primarily from demand declines in the businesses serving the recreational vehicle and trailer-related end markets.
- Adjusted EBITDA ${ }^{(2)}$ for the second quarter 2008 was $\$ 39.4$ million, as compared to $\$ 28.9$ million in the second quarter 2007. Excluding the impact of the Special Items ${ }^{(1)}$, second quarter 2008 Adjusted EBITDA ${ }^{(2)}$ would have been $\$ 41.7$ million, as compared to $\$ 43.1$ million in the second quarter 2007 , consistent with the decline in operating profit.
- The Company reported income from continuing operations of $\$ 9.4$ million in the second quarter 2008, or $\$ 0.28$ per diluted share, compared to a loss from continuing operations of $\$ 4.1$ million, or $\$ 0.15$ per diluted share in the second quarter 2007. Excluding the impact of Special Items ${ }^{(1)}$, second quarter 2008 income from continuing operations would have improved $12.8 \%$ to $\$ 10.8$ million, as compared to $\$ 9.6$ million in the second quarter 2007.
- The Company reduced total indebtedness, including amounts utilized under its receivables securitization facility, by $\$ 23.4$ million from March 31 , 2008 to June 30, 2008. Aggregate availability under the Company’s revolving credit and receivables securitization facilities was $\$ 143.9$ million as of June 30 , 2008.
(1) In evaluating the quality of the Company's operating performance, management considers Adjusted EBITDA, among other metrics, as a key indicator of financial operating performance together with a careful review of results reported under GAAP. Appendix II details certain one-time 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 I for reconciliation of Non-GAAP financial measure Adjusted EBITDA to the Company's reported results of operations prepared in accordance with GAAP.
"In light of the current economic environment, our performance during the second quarter met our expectations," said Grant H. Beard, TriMas' President and Chief Executive Officer. "The diversity of our businesses and end markets remains a strength as the United States faces challenging economic times. During the quarter, our Energy Products segment reported significant growth in sales and operating profit of $29.6 \%$ and $51.8 \%$, respectively, as a result of increased demand and new product introductions. Sales in our Industrial Specialties segment increased $6.4 \%$, led by growth in our aerospace fastener business, while our Packaging Systems segment was up slightly compared to the prior year quarter. The Packaging Systems, Energy Products and Industrial Specialties segments collectively generated $77.4 \%$ of our segment operating profit during the quarter, and sales within this collection of businesses grew at a combined rate of $10.8 \%$ year over year."
"Consistent with our first quarter results, our RV \& Trailer Products and Recreational Accessories segments continue to face difficult end market conditions, resulting from the decline in consumer discretionary spending, consumer confidence and credit availability," Beard continued. "While we estimate the end markets for these businesses are down approximately $15 \%$ to $20 \%$, we believe we outperformed the market and our sales were down only $5 \%$, as a result of market share gains, cross-selling, regional expansion and the introduction of new product content."
"As we look forward across the remainder of 2008, we continue to execute pricing initiatives across our businesses to offset rising commodity costs," Beard noted. "We expect continued weak end market demand within our RV \& Trailer Products and Recreational Accessories businesses and have implemented actions in those businesses to reduce costs and decrease inventory to mitigate these economic pressures. We expect strength in our energy, aerospace and packaging businesses as we focus on launching new products and expanding geographically in growing end markets. We remain committed to aggressive cost reductions, working capital declines and the execution of pricing initiatives."


## Second Quarter Financial Summary.

| (unaudited - in thousands, except per share amounts) | $\begin{gathered} \begin{array}{c} \text { Three months ended } \\ \text { June 30, } \end{array} \\ \hline \end{gathered}$ |  |  |  | Six months endedJune 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Sales | \$ | 297,080 | \$ | 287,670 | \$ | 576,640 | \$ | 572,110 |
| Operating profit | \$ | 29,850 | \$ | 20,380 | \$ | 57,960 | \$ | 52,670 |
| Income (loss) from continuing operations | \$ | 9,380 | \$ | $(4,060)$ | \$ | 17,170 | \$ | 3,690 |
| Income from discontinued operations, net of income taxes | \$ | 70 | \$ | 870 | \$ | 150 | \$ | 170 |
| Net income (loss) | \$ | 9,450 | \$ | $(3,190)$ | \$ | 17,320 | \$ | 3,860 |
| Adjusted EBITDA ${ }^{(1)}$, continuing operations | \$ | 39,410 | \$ | 28,880 | \$ | 77,030 | \$ | 69,800 |
|  |  |  |  |  |  |  |  |  |
| Earnings (loss) per share - basic: |  |  |  |  |  |  |  |  |
| - Continuing operations | \$ | 0.28 | \$ | (0.15) | \$ | 0.51 | \$ | 0.16 |
| - Discontinued operations |  | - |  | 0.03 |  | - |  | - |
| - Net income | \$ | 0.28 | \$ | (0.12) | \$ | 0.51 | \$ | 0.16 |
| Weighted average common shares - basic |  | 33,409,500 |  | 26,223,236 |  | 33,409,500 |  | 23,506,461 |
|  |  |  |  |  |  |  |  |  |
| Earnings (loss) per share - diluted: |  |  |  |  |  |  |  |  |
| - Continuing operations | \$ | 0.28 | \$ | (0.15) | \$ | 0.51 | \$ | 0.16 |
| - Discontinued operations |  | - |  | 0.03 |  | - |  | - |
| - Net income | \$ | 0.28 | \$ | (0.12) | \$ | 0.51 | \$ | 0.16 |
| Weighted average common shares - diluted |  | 33,642,907 |  | 26,223,236 |  | 33,597,276 |  | 23,506,461 |
|  |  |  |  |  |  |  |  |  |
| Other Data - Continuing Operations: |  |  |  |  |  |  |  |  |
| - Depreciation and amortization | \$ | 10,900 | \$ | 9,570 | \$ | 21,600 | \$ | 19,360 |
| - Interest expense | \$ | 13,880 | \$ | 18,340 | \$ | 28,590 |  | 37,200 |
| - Debt extinguishment costs | \$ | - | \$ | 7,440 | \$ | - |  | 7,440 |
| - Other expense, net | \$ | 1,340 | \$ | 1,060 | \$ | 2,530 | \$ | 2,220 |
| - Income tax expense (benefit) | \$ | 5,250 | \$ | $(2,400)$ | \$ | 9,670 |  | 2,120 |
| - Advisory Services Agreement termination fee | \$ | - | \$ | 10,000 | \$ | - | \$ | 10,000 |
| - Costs for early termination of operating leases | \$ | - | \$ | 4,230 | \$ | - | \$ | 4,230 |
| - Restructuring activities | \$ | 2,260 | \$ | - | \$ | 2,260 | \$ | - |

${ }^{(1)}$ See Appendix I for reconciliation of Non-GAAP financial measure Adjusted EBITDA to the Company's reported results of operations prepared in accordance with U.S. GAAP.

## Second Quarter Segment Results - From Continuing Operations

Packaging Systems - Sales for the second quarter of 2008 increased $1.3 \%$ compared to the prior year. Sales of industrial closures and specialty dispensing products, which comprised the majority of the sales in this segment, increased $7.6 \%$ in the second quarter 2008 and benefited from the favorable effects of currency exchange and pricing initiatives. This increase was partially offset by a significant decline in laminate and insulation product sales resulting from a weakening commercial construction end market. Operating profit for the quarter declined due to volume declines in laminate and insulation products and additional expenses associated with growth initiatives. 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 Products - Sales increased $29.6 \%$ for the second quarter due to strong market demand and continued high utilization rates of refinery and petrochemical facilities. These trends, combined with the Company's initiatives to service this market growth and gain additional share, resulted in increased
sales of engines and related parts, new compressors and gas production equipment products for use at well-sites, and specialty gaskets and related fastening hardware for the refinery and petrochemical industries. Operating profit for the quarter increased $51.8 \%$, in line with higher sales volumes and as a result of favorable cost leverage. The Company plans to continue to launch new products to complement its engine business, while expanding its gasket business internationally.

Industrial Specialties - Sales for the second quarter increased $6.4 \%$ due to increased demand, most notably in the aerospace fastener business resulting from market share gains and strong overall market demand. This segment also benefited from sales growth in the industrial cylinder and defense businesses, and the August 2007 acquisition of a medical device manufacturer. Operating profit for the quarter increased slightly as the benefits of higher sales volumes were partially offset by increased expenditures to invest in growth initiatives and lower absorption of fixed costs in the specialty fittings business, as a result of lower
production volumes. The Company plans to drive growth in this segment by developing specialty products for growing end markets such as medical and aerospace, while continuing to expand international sales efforts.

RV \& Trailer Products - Sales for the second quarter declined a net $6.3 \%$, as sales growth in the Australian business was more than offset by the continued weak demand in most end markets in the United States. Operating profit decreased $65.7 \%$ due to reduced sales volumes and lower absorption of fixed costs as the Company reduced its production to manage inventory levels, combined with a less favorable product sales mix. The Company's focus in this segment is to aggressively manage costs and to leverage strong brand positions for increased market share, cross-sell the product portfolio into all channels and expand internationally.

Recreational Accessories - Sales decreased $4.1 \%$ for the second quarter, as the Company continued to experience weak consumer demand for towing accessories. Operating profit declined $11.8 \%$ as a result of lower sales volumes. The Company plans to continue to manage costs, increase market share in the United States and Canada, and pursue new market opportunities in select international markets.

## Financial Position

The Company reduced total indebtedness, including amounts outstanding under its receivables securitization facility, by $\$ 23.4$ million from March 31, 2008 to June 30, 2008. TriMas ended the quarter with total debt of $\$ 616.4$ million and funding under its receivables securitization facility of $\$ 33.0$ million for a total of $\$ 649.4$ million. TriMas ended the quarter with cash of $\$ 6.9$ million and $\$ 143.9$ million of aggregate availability under its revolving credit and receivables securitization facilities.

## Outlook

In its March 13, 2008 fourth quarter earnings release, TriMas provided a full year 2008 diluted earnings per share from continuing operations guidance range of $\$ 0.85$ to $\$ 0.95$ per share. The Company also provided a full year 2008 net income from continuing operations range of $\$ 28.5$ million to $\$ 31.9$ million. Second quarter results met the Company's expectations, and 2008 guidance remains as previously announced, excluding the second quarter Special Items of $\$ 0.04$ per diluted share related to charges associated with restructuring and cost reduction initiatives.

This outlook does not include the impact of any future unidentified restructuring charges and divestitures or acquisitions of operating assets that may occur from time to time due to management decisions and changing business circumstances. The outlook above also does not include the impact of
any potential future non-cash impairment charges of goodwill, intangibles and fixed assets. This outlook also excludes benefit costs related to contractual obligations to Metaldyne or discontinued operations. The Company is currently unable to forecast the likelihood of occurrence, timing and/or magnitude of any such amounts or events. See also "Cautionary Notice Regarding Forward-Looking Statements" below.

## Conference Call Information

TriMas Corporation will host its second quarter 2008 earnings conference call today, Thursday, July 31, 2008 at 10:00 a.m. EDT. The call-in number is (866) 227-1607. Participants should request to be connected to the TriMas Corporation second quarter conference call (conference ID number 1267252). The presentation that will accompany the call will be available on the Company's website at www.trimascorp.com prior to the call.

The conference call will also be webcast simultaneously on the Company's website at www.trimascorp.com. A replay of the conference call will be available on the TriMas website or by dialing (866) 837-8032 (passcode 1267252) beginning July $31^{\text {st }}$ at 1:00 p.m. EDT through August $7^{\text {th }}$ at $11: 59$ p.m. EDT.

## Cautionary Notice Regarding Forward-looking Statements

This release contains "forward-looking" statements, as that term is defined by the federal securities laws, about our financial condition, results of operations and business. Forward-looking statements include: certain anticipated, believed, planned, forecasted, expected, targeted and estimated results along with TriMas’ outlook concerning future results. When used in this release, the words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," "forecasts," or future or conditional verbs, such as "will," "should," "could," or "may," and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including without limitation, management's examination of historical operating trends and data, are based upon our current expectations and various assumptions. Our expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for these views. However, there can be no assurance that management's expectations, beliefs and projections will be achieved. These forward-looking statements are subject to numerous assumptions, risks and uncertainties and accordingly, actual results may differ materially from those expressed or implied by the forward-looking statements. We caution readers not to place undue reliance on the statements, which speak to conditions only as of the date of this release. The cautionary statements set forth above should be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue. We do not undertake any obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date of this release or to reflect the occurrence of unanticipated events. Risks and uncertainties that could cause actual results to vary materially from those anticipated in the forward-looking statements included in this release include general economic conditions in the markets in which we operate and industry-based factors such as: technological developments that could competitively disadvantage us, increases in our raw material, energy, and healthcare costs, our dependence on key individuals and relationships, exposure to product liability, recall and warranty claims, compliance with environmental and other regulations, and competition within our industries. In addition, factors more specific to us could cause actual results to vary materially from those anticipated in the forward-looking statements included in this release such as our substantial leverage, limitations imposed by our debt instruments, our ability to successfully pursue our stated growth strategies and opportunities, as well as our ability to identify attractive and other

## About TriMas

Headquartered in Bloomfield Hills, Michigan, TriMas Corporation is a diversified growth company of specialty niche businesses manufacturing a variety of highly engineered products for commercial, industrial and consumer markets worldwide. TriMas is organized into five strategic business segments: Packaging Systems, Energy Products, Industrial Specialties, RV \& Trailer Products and Recreational Accessories. TriMas has approximately 5,000 employees at 70 different facilities in 10 countries. For more information, visit www.trimascorp.com.

## TriMas Corporation

## Consolidated Balance Sheet

 (Unaudited - dollars in thousands)

| Liabilities and Shareholders' Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities: |  |  |  |  |
| Current maturities, long-term debt | \$ | 9,900 | \$ | 8,390 |
| Accounts payable |  | 140,440 |  | 121,860 |
| Accrued liabilities |  | 63,950 |  | 71,830 |
| Liabilities of discontinued operations |  | 1,170 |  | 1,450 |
| Total current liabilities |  | 215,460 |  | 203,530 |
| Long-term debt |  | 606,500 |  | 607,600 |
| Deferred income taxes |  | 73,950 |  | 73,280 |
| Other long-term liabilities |  | 35,630 |  | 35,090 |
| Total liabilities |  | 931,540 |  | 919,500 |
| Preferred stock \$0.01 par: Authorized 100,000,000 shares; Issued and outstanding: None |  | - |  | - |
| Common stock, $\$ 0.01$ par: Authorized $400,000,000$ shares; Issued and outstanding: |  |  |  |  |
| Paid-in capital |  | 526,840 |  | 525,960 |
| Accumulated deficit |  | $(356,650)$ |  | $(373,970)$ |
| Accumulated other comprehensive income |  | 63,050 |  | 56,170 |
| Total shareholders' equity |  | 233,570 |  | 208,490 |
| Total liabilities and shareholders' equity | \$ | 1,165,110 | \$ | 1,127,990 |

## TriMas Corporation

## Consolidated Statement of Operations

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

|  | Three months endedJune 30, |  |  |  | $\begin{gathered} \text { Six months ended } \\ \text { June 30, } \end{gathered}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Net sales | \$ | 297,080 | \$ | 287,670 | \$ | 576,640 | \$ | 572,110 |
| Cost of sales |  | $(218,330)$ |  | $(208,020)$ |  | $(424,550)$ |  | $(414,460)$ |
| Gross profit |  | 78,750 |  | 79,650 |  | 152,090 |  | 157,650 |
| Selling, general and administrative expenses |  | $(48,790)$ |  | $(45,320)$ |  | $(93,910)$ |  | $(90,860)$ |
| Advisory services agreement termination fee |  | - |  | $(10,000)$ |  | - |  | $(10,000)$ |
| Costs for early termination of operating leases |  | - |  | $(4,230)$ |  | - |  | $(4,230)$ |
| Gain (loss) on dispositions of property and equipment |  | (110) |  | 280 |  | (220) |  | 110 |
| Operating profit |  | 29,850 |  | 20,380 |  | 57,960 |  | 52,670 |
| Other expense, net: |  |  |  |  |  |  |  |  |
| Interest expense |  | $(13,880)$ |  | $(18,340)$ |  | $(28,590)$ |  | $(37,200)$ |
| Debt extinguishment costs |  | - |  | $(7,440)$ |  | - |  | $(7,440)$ |
| Other, net |  | $(1,340)$ |  | $(1,060)$ |  | $(2,530)$ |  | $(2,220)$ |
| Other expense, net |  | $(15,220)$ |  | $(26,840)$ |  | $(31,120)$ |  | $(46,860)$ |



## TriMas Corporation

## Consolidated Statement of Cash Flows (Unaudited - dollars in thousands)

|  | Six months endedJune 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Net income | \$ | 17,320 | \$ | 3,860 |
| Adjustments to reconcile net income to net cash provided by operating activities, net of acquisition impact: |  |  |  |  |
| Loss on dispositions of property and equipment |  | 90 |  | 70 |
| Depreciation |  | 13,900 |  | 11,660 |
| Amortization of intangible assets |  | 7,800 |  | 7,800 |
| Amortization of debt issue costs |  | 1,220 |  | 3,970 |
| Deferred income taxes |  | - |  | 770 |
| Non-cash compensation expense |  | 880 |  | 120 |
| Net proceeds from (reductions in) sale of receivables and receivables securitization |  | $(3,630)$ |  | 33,330 |
| Increase in receivables |  | $(33,290)$ |  | $(48,230)$ |
| (Increase) decrease in inventories |  | 4,950 |  | $(7,850)$ |
| Decrease in prepaid expenses and other assets |  | 1,910 |  | 2,630 |
| Increase in accounts payable and accrued liabilities |  | 10,090 |  | 16,500 |
| Other, net |  | 2,020 |  | 1,310 |
| Net cash provided by operating activities, net of acquisition impact |  | 23,260 |  | 25,940 |
|  |  |  |  |  |
| Cash Flows from Investing Activities: |  |  |  |  |
| Capital expenditures |  | $(13,530)$ |  | $(14,860)$ |
| Acquisition of leased assets |  | - |  | $(29,960)$ |
| Acquisition of businesses, net of cash acquired |  | $(6,190)$ |  | - |
| Net proceeds from disposition of businesses and other assets |  | 340 |  | 5,850 |
| Net cash used for investing activities |  | $(19,380)$ |  | $(38,970)$ |
|  |  |  |  |  |
| Cash Flows from Financing Activities: |  |  |  |  |
| Proceeds from sale of common stock in connection with the Company's initial public offering, net of issuance costs |  | - |  | 126,460 |
| Repayments of borrowings on senior credit facilities |  | $(2,930)$ |  | $(1,730)$ |
| Proceeds from borrowings on term loan facilities |  | 490 |  | - |
| Proceeds from borrowings on revolving credit facilities |  | 269,200 |  | 248,370 |
| Repayments of borrowings on revolving credit facilities |  | $(268,580)$ |  | $(260,950)$ |
| Retirement of senior subordinated notes |  | - |  | $(100,000)$ |
| Net cash (used for) provided by financing activities |  | $(1,820)$ |  | 12,150 |
|  |  |  |  |  |
| Cash and Cash Equivalents: |  |  |  |  |
| Increase (decrease) for the period |  | 2,060 |  | (880) |
| At beginning of period |  | 4,800 |  | 3,600 |
| At end of period | \$ | 6,860 | \$ | 2,720 |
|  |  |  |  |  |
| Supplemental disclosure of cash flow information: |  |  |  |  |
| Cash paid for interest | \$ | 27,100 | \$ | 34,510 |
| Cash paid for taxes | \$ | 5,330 | \$ | 5,010 |

## TriMas Corporation

## Company and Business Segment Financial Information <br> Continuing Operations <br> (Unaudited - dollars in thousands)



Appendix I

## TriMas Corporation

## Reconciliation of Non-GAAP Measure Adjusted EBITDA

(Unaudited - dollars in thousands)

|  | $\begin{gathered} \begin{array}{c} \text { Three months ended } \\ \text { June 30, } \end{array} \\ \hline \end{gathered}$ |  |  |  | Six months endedJune 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Net income (loss) | \$ | 9,450 | \$ | $(3,190)$ | \$ | 17,320 | \$ | 3,860 |
| Income tax expense (benefit) |  | 5,270 |  | $(1,870)$ |  | 9,750 |  | 3,110 |
| Interest expense |  | 13,930 |  | 18,340 |  | 28,690 |  | 37,200 |
| Debt extinguishment costs |  | - |  | 7,440 |  | - |  | 7,440 |
| Depreciation and amortization |  | 10,950 |  | 9,620 |  | 21,700 |  | 19,460 |


| Adjusted EBITDA ${ }^{(1)}$, total company |  | 39,600 |  | 30,340 |  | 77,460 |  | 71,070 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted EBITDA ${ }^{(\mathbf{1})}$, discontinued operations |  | 190 |  | 1,460 |  | 430 |  | 1,270 |
| Adjusted EBITDA ${ }^{(1)}$, continuing operations | \$ | 39,410 | \$ | 28,880 | \$ | 77,030 | \$ | 69,800 |

${ }^{(1)}$ The Company defines Adjusted EBITDA as net income (loss) before cumulative effect of accounting change, interest, taxes, depreciation, amortization, noncash 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.

## TriMas Corporation

Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures

| (dollars in thousands, except per share amounts) | Three months ended June 30, 2008 |  |  |  | Three months ended June 30, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Income } \\ & \text { (Loss) } \\ & \hline \end{aligned}$ |  | EPS |  | $\begin{gathered} \hline \text { Income } \\ \text { (Loss) } \\ \hline \end{gathered}$ |  | EPS |  |
| Income (Loss) and Diluted EPS from continuing operations, as reported | \$ | 9,380 | \$ | 0.28 | \$ | $(4,060)$ | \$ | (0.15) |


| After-tax impact of Special Items to consider in evaluating quality of income (loss) and diluted EPS from continuing operations: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Advisory services agreement termination fee | \$ | - | \$ | - | \$ | $(6,300)$ | \$ | (0.24) |
| Costs for early termination of operating leases |  | - |  | - |  | $(2,660)$ |  | (0.10) |
| Debt extinguishment costs |  | - |  | - |  | $(4,690)$ |  | (0.18) |
| Restructuring activities |  | $(1,440)$ |  | (0.04) |  | - |  | - |
|  |  |  |  |  |  |  |  |  |
| Total Special Items | \$ | $(1,440)$ | \$ | (0.04) | \$ | $(13,650)$ | \$ | (0.52) |
| Weighted-average diluted shares outstanding at June 30, 2008 and 2007 |  |  |  | 2,907 |  |  |  | 23,236 |


| (dollars in thousands, except per share amounts) | $\begin{gathered} \text { Six months ended } \\ \text { June 30, } 2008 \\ \hline \end{gathered}$ |  |  |  | Six months ended June 30, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Income |  | EPS |  | Income |  | EPS |  |
| Income and Diluted EPS from continuing operations, as reported | \$ | 17,170 | \$ | 0.51 | \$ | 3,690 | \$ | 0.16 |
| After-tax impact of Special Items to consider in evaluating quality of income and diluted EPS from continuing operations: |  |  |  |  |  |  |  |  |
| Advisory services agreement termination fee | \$ | - | \$ | - | \$ | $(6,300)$ | \$ | (0.27) |
| Costs for early termination of operating leases |  | - |  | - |  | $(2,660)$ |  | (0.11) |
| Debt extinguishment costs |  | - |  | - |  | $(4,690)$ |  | (0.20) |
| Restructuring activities |  | $(1,440)$ |  | (0.04) |  | - |  | - |
|  |  |  |  |  |  |  |  |  |
| Total Special Items | \$ | $(1,440)$ | \$ | (0.04) | \$ | $(13,650)$ | \$ | (0.58) |
| Weighted-average diluted shares outstanding at June 30, 2008 and 2007 |  |  |  | 97,276 |  |  |  | $\xrightarrow{\text { 6,461 }}$ |


| (dollars in thousands) | Three months ended June 30, |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Operating profit from continuing operations, as reported | \$ | 29,850 | \$ | 20,380 | \$ | 57,960 | \$ | 52,670 |
| Special Items to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Advisory services agreement termination fee | \$ | - | \$ | $(10,000)$ | \$ | - | \$ | $(10,000)$ |
| Costs for early termination of operating leases |  | - |  | $(4,230)$ |  | - |  | $(4,230)$ |
| Restructuring activities |  | $(2,260)$ |  | - |  | $(2,260)$ |  | - |


| (dollars in thousands) | Three months ended June 30, |  |  |  | Six months endedJune 30 , |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Adjusted EBITDA from continuing operations, as reported | \$ | 39,410 | \$ | 28,880 | \$ | 77,030 | \$ | $\underline{69,800}$ |
| Special Items to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Advisory services agreement termination fee | \$ | - | \$ | $(10,000)$ | \$ | - | \$ | $(10,000)$ |
| Costs for early termination of operating leases |  | - |  | $(4,230)$ |  | - |  | $(4,230)$ |
| Restructuring activities |  | $(2,260)$ |  | - |  | $(2,260)$ |  | - |
|  |  |  |  |  |  |  |  |  |
| Total Special Items | \$ | $(2,260)$ | \$ | (14,230) | \$ | $(2,260)$ | \$ | $(14,230)$ |

# Second Quarter 2008 Earnings Presentation 

July 31, 2008

## Safe Harbor Statement

This document contains "forward-looking" statements, as that term is defined by the federal securities laws, about our financial condition, results of operations and business. Forward-looking statements include certain anticipated, believed, planned, forecasted, expected, targeted and estimated results along with TriMas' outlook concerning future results. The words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," "forecasts," or future or conditional verbs, such as "will," "should," "could," or "may," and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including, without limitation, management's examination of historical operating trends and data are based upon our current expectations and various assumptions. Our expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for them. However, there can be no assurance that management's expectations, beliefs and projections will be achieved. These forward-looking statements are subject to numerous assumptions, risks and uncertainties and accordingly, actual results may differ materially from those expressed or implied by the forward-looking statements. We caution readers not to place undue reliance on the statements, which speak only as of the date of this document. The cautionary statements set forth above should be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue. We do not undertake any obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any fonward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events. Risks and uncertainties that could cause actual results to vary materially from those anticipated in the forward-looking statements included in this document include general economic conditions in the markets in which we operate and industry-based factors such as: technological developments that could competitively disadvantage us, increases in our raw material, energy, and healthcare costs, our dependence on key individuals and relationships, exposure to product liability, recall and warranty claims, work stoppages at our facilities, or our customers or suppliers, risks associated with international markets, protection of or liability associated with our intellectual property, lower cost foreign manufacturers, compliance with environmental and other regulations, and competition within our industries. In addition, factors more specific to us could cause actual results to vary materially from those anticipated in the forward-looking statements included in this document such as our substantial leverage, limitations imposed by our debt instruments, our ability to successfully pursue our stated growth strategies and opportunities, including our ability to identify attractive and other strategic acquisition opportunities and to successfully integrate acquired businesses and complete actions we have identified as providing cost-saving opportunities.

- Second Quarter 2008 Results
- Segment Highlights
- Financial Highlights and Outlook
- Questions and Answers
- Appendix

CORPORATION

## Second Quarter 2008 Results

## Overview

- Solid performance in a difficult environment
- Delivered Q2-2008 EPS from continuing ops of \$0.28
- Continued improvement in balance sheet
- Aggressive structural cost reduction
- Restructuring and other charges of $\$ 0.04$ per share (Excluding these amounts, Q2-2008 EPS would have been $\$ 0.32$ per diluted share)
- Continued cost-out and operational improvement focus
- Solid growth in energy, aerospace and specialty packaging businesses
- Packaging Systems, Energy Products and Industrial Specialties combined sales increased 10.8\%
- Strong relative performance in RV \& Trailer Products and Recreational Accessories
- Sales declined 5.0\%, but end markets down 15\% to 20\%
- Business model intact and business fundamentals strong
- Positioned for long-term growth
- Growth initiatives driving channel, geographic and end market diversity


## 2008 Second Quarter Results

(\$ in millions, except EPS)

| (from continuing operations) | Q2 2008 | Q2 2007 | \% Change |
| :---: | :---: | :---: | :---: |
| Revenue | \$ 297.1 | \$ 287.7 | 3.3\% |
| Adjusted EBITDA | \$ 39.4 | \$ 28.9 | 36.5\% |
| Excl. Special ltems, ${ }^{\text {(1) }}$ Adjusted EBITDA would have been: | \$ 41.7 | \$ 43.1 | -3.3\% |
| Net Income (Loss) | \$ 9.5 | \$ (4.1) |  |
| Excl. Special ltems, ${ }^{(1)}$ Net income would have been: | \$ 10.8 | \$ 9.6 | 128\% |
| Diluted EPS | \$ 0.28 | \$ (0.15) |  |
| Excl. Special items ${ }^{(1)}$ Dlluted EPS would have been: | \$ 0.32 | \$ 0.37 | -13.5\% |
| Net cash provided by (used for) operating activities | \$ 13.6 | \$ (1.0) |  |
| Debt and AR Securitization | \$ 649.4 | \$ 670.7 | -3.2\% |

- Record quarterly sales of $\$ 297.1$ million
- Excluding Special Items ${ }^{(1)}$, Adjusted EBITDA would have declined primarily due to the demand declines in RV\&T and Recreational Accessories segments
- Net income improved $12.8 \%$, excluding the impact of Special Items ${ }^{(1)}$
- Net cash provided by operating activities increased substantially in the quarter
- Total indebtedness decreased by $\$ 21.3$ million
- Aggregate availability under revolving credit and receivables securitization facilities was $\$ 143.9$ at quarter end
(1) Special Items to consider in evaluating quality of earnings include $\$ 2.3$ million of restructuring charges in $\mathbf{Q 2 - 2 0 0 8}$ and



## Segment Highlights

## Packaging Systems

(\$ in millions)


- Sales of core industrial closure products and specialty dispensing products to pharmaceutical, food/beverage and personal care end markets were up $7.6 \%$ year-over-year and benefited from the favorable effects of price increases and currency exchange
- Laminate and insulation product sales were down substantially due to the continued weakness in North American commercial construction markets
- Adjusted EBITDA and operating profit decreased due to volume declines in laminate and insulation products (under-absorption of fixed costs) and additional expenses associated with growth initiatives
- Develop specialty dispensing product applications for growing end markets and expand geographically to drive growth


## Energy Products


(\$ in millions)


- New product initiatives to add content at the well-site and increased engine demand drove sales increases of engine and related products year-over-year
- Product expansion efforts, a superior service model and continued high levels of capacity utilization increased specialty gasket sales to refinery and petrochemical industries
- Adjusted EBITDA and operating profit improved with strong conversion
- Introduce additional products complementary to engine business - compressors and gas production equipment
- Further expand gasket business with major customers into Southeast Asia, Europe and South America


## Industrial Specialties


( $\$$ in millions)


- Sales of aerospace fasteners were robust due to the introduction of new products and a strong market - currently there is a record backlog of demand
- International initiatives drove growth of industrial cylinders
- Specialty fittings business experienced a softening driven by reduced automotive demand
- Adjusted EBITDA and operating profit increased due to higher sales volumes - conversion was moderated by increased investments in growth initiatives and lower absorption of fixed costs in the specialty fittings business
- Develop specialty products for growing end markets such as medical and aerospace and continue to expand international sales efforts


## RV \& Trailer Products

( 5 in millions)



- Sales declined due to continued weak demand in U.S. end markets resulting from the decline in consumer discretionary spending, consumer confidence and credit availability
- Outperformed the market - estimate end market demand down approx. 15\% to 20\%
- Sales in Australia, Southeast Asia and Canada increased year-over-year
- Adjusted EBITDA and operating profit decreased due to the decline in sales, lower absorption of fixed costs and a less favorable product sales mix
- Continued aggressive cost and inventory management
- Drive growth by leveraging strong brand names for additional market share and introducing new products
- Cross-sell the product portfolio into all channels and expand internationally

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## Recreational Accessories


( $\$$ in millions)


- Sales declined due to continued weak consumer demand for towing accessories
- Outperformed the market - estimate end market demand down approx. 15\% to 20\%
- Adjusted EBITDA and operating profit declined as a result of lower sales volumes
- Aggressively manage costs and working capital
- Increase market share in the United States and Canada
- Pursue new market opportunities in select international markets

Financial Highlights \& Outlook

## Statement of Operations



## Statement of Operations (cont'd)



Note: Special items to consider in evaluating quality of earnings include $\$ 2.3$ million of restructuring charges in $\mathbf{Q 2 - 2 0 0 8}$ and $\$ 14.2$ million in costs and expenses related to the use of IPO proceeds in Q2-2007. Please see slides 27 and 28 for additional information regarding these Special items.

## Balance Sheet

(\$ in thousands)

| Amets | June 30, 2001 |  | $\begin{gathered} \text { Devernber 31، } \\ 2007 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 6,860 | \$ | 4.800 |
| Receivables, net |  | 127,470 |  | 89,370 |
| Imentories, net |  | 186,200 |  | 190,590 |
| Deferred income taxes. |  | 18,850 |  | 18,860 |
| Prepaid expenses and other currert assets. |  | 6,280 |  | 7,010 |
| Assets of discontinued operations held tor sale |  | 2,760 |  | 3,330 |
| Total current assets |  | 348,430 |  | 313,960 |
| Property and equipm ent, net |  | 197,840 |  | 195,120 |
| Goodwil.. |  | 384,270 |  | 377,340 |
| Other intangbles, net. |  | 209,320 |  | 214,290 |
| Other assets |  | 25,250 |  | 27,280 |
| Total assets. | 8 | 1,165,110 | \$ | 1,127,990 |



## Working Capital Management

- Accounts Receivable
- DSO decreased 3 days vs. 6/30/07


## - Inventory

- \$7 million reduction from Q1-2008 to Q2-2008
- Impact of growth investments
- Impact of Asia supply chain
- Y-O-Y increase of $\$ 16$ million (Approx. $\$ 9$ million due to inflation)
- Accounts Payable
- Concerted effort to manage vendor relationships and terms


## Capitalization

( $\$ \mathrm{in}$ thousands)

|  | June 30, 2008 |  | June 30, 2007 |  | $\begin{gathered} \text { December 31, } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and Cash Equivalerts. | \$ | 6,860 | \$ | 2,720 | \$ | 4,800 |
| Senior Secured Bank Debt. |  | 279,360 |  | 205,080 |  | 279.020 |
| 9875\% Serior Sub Notes due 2012................... |  | 337,040 |  | 356,890 |  | 336,970 |
| Total Debt. | \$ | 616,400 | \$ | 621.970 | \$ | 615.990 |
| Total Shareholders' Equity.. | \$ | 233,570 | \$ | 360,760 | \$ | 208,490 |
| Total Capitalization | \$ | 849.970 | \$ | 982,730 | \$ | 824,430 |
| Memo: AR Securitization. | \$ | 32,900 | \$ | 48,770 | \$ | 41,500 |
| Total Debt + AR Securitization. | \$ | 649,380 | \$ | 670,740 | \$ | 667.490 |
| Key Ratios |  |  |  |  |  |  |
| Bank LTM EBITDA ....................................... | \$ | 152,810 | \$ | 159,290 | \$ | 161,040 |
| Interest Coverage Ratio. |  | 2.54x |  | 2.09x |  | 2.21 x |
| Leverage Ratio........... |  | $4.25 x$ |  | 4.21x |  | 4.08x |
| Bank Covenants: |  |  |  |  |  |  |
| Interest Coverage Ratio. |  | 1.90x |  | 1.85x |  | 1.90x |
| Leverage Ratio.. |  | 5.25 x |  | 5.65x |  | $5.25 x$ |

As of June 30, 2008. TriMas had $\$ 6.9$ million in cash and approximately $\$ 143.9$ million of available liquidity under its revolving credit and receivables securitization facilities.

## 2008 Outlook - Full Year

- TriMas reaffirmed full-year 2008 earnings guidance previously provided:
- Second quarter results met the Company's expectations
- Excluding Special Items ${ }^{(1)}$, EPS range from continuing operations of $\$ 0.85$ per share to $\$ 0.95$ per share, compared to $\$ 0.79$ per share in 2007
- Excluding Special Items ${ }^{(1)}$, net income of $\$ 28.5$ million to $\$ 31.9$ million, compared to 2007 net income of $\$ 22.4$ million


## Current Opportunities and Risks

## Opportunities

- Volume (growth and market)
- Energy Products
- Packaging Systems (specialty dispensing products)
- Price
- Industrial Specialties
- Packaging Systems
- Cost reduction
- RV \& Trailer and Recreational Accessories
- Industrial Specialties
- Packaging
- Corporate Office


## Risks

- Volume challenges
- RV \& Trailer Products and Recreational Accessories
- Packaging Systems (laminate and insulation products)
- Price realization
- Europe


## 2008 Priorities

- Deploy capital prudently
- Manage balance sheet
- Offset cost inflation
- Redeploy low-value, transactional costs to fund product and market initiatives


## Questions and Answers

# TriMas <br> CORPORATION 

Appendix

## Second Quarter 2008 Results

(\$ in thousands)

|  | Three months ended June 30, |  |  |  |  | Six months ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 | Change |  | 2008 |  | 2007 | Change |
| Net Sales |  |  |  |  |  |  |  |  |  |  |
| Packaging Systems...................................... | \$ | 57,410 | \$ | 56,700 | 1.3\% | \$ | 111,960 | \$ | 110,450 | 1.4\% |
| Energy Products |  | 53,160 |  | 41,000 | 29.6\% |  | 101,960 |  | 82,600 | 23.4\% |
| Industrial Specialties |  | 56,210 |  | 52,880 | 6.4\% |  | 109,660 |  | 103,440 | 6.0\% |
| RV \& Trailer Products |  | 49,730 |  | 53,070 | -6.3\% |  | 100,400 |  | 106.480 | -5.7\% |
| Recreational Accessories |  | 80,570 |  | 84,030 | -4.1\% |  | 152,620 |  | 169,140 | -9.8\% |
| Net sales from continuing operations. | \$ | 297,060 | \$ | 287,670 | 3.3\% | \$ | 576,640 | \$ | 572,110 | 0.8\% |
| Operating Profit |  |  |  |  |  |  |  |  |  |  |
| Packaging Systems. | \$ | 9,150 | \$ | 10,820 | -15.4\% | \$ | 18,030 | \$ | 19,820 | -9.0\% |
| Energy Products |  | 8,590 |  | 5,660 | 51.8\% |  | 16,500 |  | 12,070 | 36.7\% |
| Industrial Specialties |  | 11,480 |  | 11,220 | 2.3\% |  | 22,640 |  | 22,440 | 0.9\% |
| RV \& Trailer Products |  | 2,060 |  | 6,010 | -66.7\% |  | 4,810 |  | 12,470 | -61.4\% |
| Recreational Accessories |  | 6,490 |  | 7,360 | -11.8\% |  | 9,120 |  | 12,500 | -27.0\% |
| Corporate expenses and management fees |  | (7,920) |  | $(20,600)$ | -61.7\% |  | $(13,140)$ |  | (26,630) | .50.7\% |
| Operating proft from cortinuing operations | \$ | 29,850 | \$ | 20,300 | 46.5\% | \$ | 57, 960 | \$ | 52,670 | 10.0\% |
| \% Margin. |  | 10.0\% |  | 7.1\% | 40.8\% |  | 10.\% |  | 9.2\% | 9.8\% |
| Adjusted EBITDA ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Packaging Systems........................................ | \$ | 12,780 | \$ | 14,100 | -9,4\% | \$ | 25,670 | \$ | 26,390 | -2.7\% |
| Energy Products |  | 9,190 |  | 6,260 | 4.8\% |  | 17,820 |  | 13,360 | 33.4\% |
| Industrial Specialties |  | 12,960 |  | 12,360 | 4.9\% |  | 25,600 |  | 24,500 | 4.5\% |
| RV \& Trailer Products |  | 3,940 |  | 7,840 | -49.7\% |  | 8,470 |  | 16,360 | -48.2\% |
| Recreational Accessories |  | 8,800 |  | 9,680 | . $8.5 \%$ |  | 13,910 |  | 17,420 | . $20.1 \%$ |
| Segment Adjusted EBITDA |  | 47,730 |  | 50,230 | -5.0\% |  | 91,470 |  | 98,030 | -6.7\% |
| \% Margin...... |  | 16.1\% |  | 17.5\% | 8.0\% |  | 15.9\% |  | 17.1\% | .7.0\% |
| Corporate expenses, management fees and other. |  | (8,320) |  | (21,350) | -61.0\% |  | $(14,440)$ |  | (28,230) | -48.8\% |
| Adjusted EBITDA ${ }^{(1)}$ from continuing operations. | \$ | 39,410 | \$ | 28,080 | 36.5\% | $\$$ | 77,000 | \$ | 69,000 | 10.4\% |
| \% Margin. |  | 13.3\% |  | 10.0\% | 33.0\% |  | 13.4\% |  | 12.2\% | 9.8\% |







## Statement of Cash Flows

(\$ in thousands)


# Reconciliation of Non-GAAP Measure Adjusted EBITDA 

( $\$$ in thousands)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30. |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Net income (loss) | \$ | 9,450 | \$ | $(3,190)$ | \$ | 17,320 | \$ | 3,860 |
| Income tax expense (benefit) |  | 5,270 |  | $(1,870)$ |  | 9,750 |  | 3,110 |
| Interest expense.. |  | 13,930 |  | 18,340 |  | 28,690 |  | 37,200 |
| Debt extinguishment costs... |  | . |  | 7.440 |  | . |  | 7.440 |
| Depreciation and amortization .................................... |  | 10,950 |  | 9,620 |  | 21,700 |  | 19,460 |
| Adjusted EBITDA ${ }^{(1)}$.............. |  | 39,600 |  | 30,340 |  | 77.460 |  | 71.070 |
| Adjusted EBITDA ${ }^{(1)}$, discontinued operations... |  | 190 |  | 1,460 |  | 430 |  | 1,270 |
| Adjusted EBITDA ${ }^{(1)}$, continuing operations................. | \$ | 39,410 |  | 28,880 | \$ | 77,030 | \$ | 69,800 |




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# Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures 

| (dollars in thowernds) | Three months ended June 30. |  |  |  | Six months ended June 30. |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Operating profit from continuing operations, as reported....... | 5 | 29,850 | $\$$ | 20,380 | \$ | 57,960 | \$ | 52,670 |
| Special Items to consider in evaluating quality of eannings: |  |  |  |  |  |  |  |  |
| Advisory servies agreement termination fee. | \$ | - | \$ | $(10,000)$ | \$ | - | \$ | $(10,000)$ |
| Costs for early temmination of operating leses................... |  | - |  | (4,230) |  | $\cdot$ |  | $(4,230)$ |
| Restructuring astivities .......................................... |  | (2,260) |  | . |  | $(2,260)$ |  | - |
| Total Special Items............................................... | \$ | $(2,260)$ | \$ | (14,230) | \$ | $(2,260)$ | \$ | (14,230) |


| (dollars in thousards) | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted EBITDA from continuing operations, as reported...... |  | 39,410 | \$ | 28,880 | \$ | 77,030 | \$ | 69,800 |
| Special Items to consider in evaluating quality of earnings: |  |  |  |  |  |  |  |  |
| Advisory servises agrement temination fee... |  | . | \$ | $(10,000)$ | \$ | - | \$ | $(10,000)$ |
| Costs for early temmination of operatirg leases..................... |  | - |  | $(4,230)$ |  | - |  | $(4,230)$ |
| Restructuring activities. |  | (2,260) |  | - |  | $(2,260)$ |  | - |
| Total Special Items... |  | $(2,260)$ | \$ | (14,230) | \$ | (2,260) | \$ | (14,230) |

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

| (aollars in thourand, except per thare amowns) | Duree riantur ended Jine 39, 2008 |  |  |  | Diree months ended June 30, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Income } \\ & \text { (Loss) } \\ & \hline \end{aligned}$ |  | EPS |  | $\begin{aligned} & \text { heomme } \\ & \text { (Cosst) } \end{aligned}$ |  | EPS |  |
| heent (Less) ad Piluted EPS fran centinuing eperations, as repated....... | \$ | 9380 | 5 | 028 | \$ | (4.000) | \$ | (0.15) |
| After-teximpart of Spedial Fesus to censiderin eviluafing quality ef incone (loss) and diuted EPS fran entimuing eperations: |  |  |  |  |  |  |  |  |
| Advisory services agrearestemention fee. | \$ | - | \$ | , | \$ | (6,300) | \$ | (0.24) |
| Corts for eiry t emivitin of opeating luses. |  | . |  | . |  | $(2,00)$ |  | (0.10) |
| Debt extigukhanert costs. |  | $\checkmark$ |  | - |  | $(4,900)$ |  | (0.18) |
| Restruaturig utinties. |  | (1,40) |  | (0.04) |  | . |  | . |
| Tetal Special liens. | $\$$ | (1,40) | \$ | (0.04) | \$ | (13,650) | \$ | (0.52) |
| Whighted werage diuted shares cutstanding at June 30, 206\% and2607 |  |  |  | 2907 |  |  |  | 23238 |
|  | Six maenthe ended June 30, 2008 |  |  |  | Sixzaenths ended Jume 30, 2007 |  |  |  |
| (follars in thowants, except per share amowns) | Income |  | EPS |  | Heonve |  | EPS |  |
| home and Diluted EPS fron contiruing eperations, as reported. | 5 | 17170 | \$ | 051 | \$ | 3,690 | 5 | 0.16 |
| After-taxizapuct of Spedia Reas to cenciderin eviluating quality of incence and diluted EPS fran centinuing eperations: |  |  |  |  |  |  |  |  |
| Advisory servios ageamedt teninution fee. | \$ | - | \$ | - | \$ | (6,300) | \$ | (0.27) |
| Costs for ery temintion of openting kres. |  | - |  | - |  | $(2,660)$ |  | (0.11) |
| Debe estingukhamert costs.. |  | - |  | - |  | (4,500) |  | (0.20) |
| Remuaduin utikites. |  | (1,540) |  | (0.04) |  | - |  | . |
| Tetal Spedal Hens................................................................. | 5 | (1440). | \$ | (0.04) | \$ | (13.650) | $\$$ | (0.58) |
| Wiiphted average diutedshares cutstanding at June 30,206 and26e? |  |  |  | 27276 |  |  |  | 0,451 |

## LTM EBITDA as Defined in Credit Agreement

## (Unaudited - \$ in thousands)

Reported net loss for the twelve months ended June 30, 2008 ..... \$ $(144.970)$
Interest expense, net (as defined) ..... 59,800
Income tax expense (benefit) ..... (3,810)
Depreciation and amortization ..... 43,590
Extraordinary non-cash charges ..... 178.450
Interest equivalent costs ..... 3.650
Non-cash expenses related to equity grants ..... 1,330
Other non-cash expenses or losses ..... 5.540
Non-recuming expenses or costs for cost savings projects ..... 8,450
Permitted dispositions ..... 680
Permitted acquisitions ..... 100
Bank EBITDA - LTM Ended June 30, $2008{ }^{(1)}$\$ 152,810
${ }^{(1)}$ As defined in the Amended and Restated Credit Agreement dated August 2, 2006.

