#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

**CURRENT REPORT** 

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

Date of Report (Date of earliest event reported) July 31, 2008

#### TRIMAS CORPORATION

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation) **001-10716** (Commission File Number) **38-2687639** (IRS Employer Identification No.)

48304

(Zip Code)

**39400 Woodward Avenue, Suite 130, Bloomfield Hills, Michigan** (Address of principal executive offices)

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

Not Applicable

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

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02 Results of Operations and Financial Condition.

TriMas Corporation (the "Corporation") issued a press release and held a teleconference on 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:

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Exhibit No.	Description
99.1	Press Release
99.2	The Corporation's visual presentation titled "Second Quarter 2008 Earnings Presentation"

OMB APPROVAL

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 IMMEDIATE RELEASE

For more information, contact: Sherry Lauderback VP, Investor Relations & Communications (248) 631-5506 sherrylauderback@trimascorp.com

#### 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<sup>(1)</sup> 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<sup>(2)</sup> 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<sup>(1)</sup>, second quarter 2008 Adjusted EBITDA<sup>(2)</sup> 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<sup>(1)</sup>, 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.

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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.

(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.

<sup>(1)</sup> 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.

<sup>&</sup>quot;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."

<sup>&</sup>quot;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

	Three months ended June 30,					Six months ended June 30,			
(unaudited - in thousands, except per share amounts)		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 <sup>(1)</sup> , 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	\$		

<sup>(1)</sup> 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.

#### <u>Outlook</u>

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

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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<sup>st</sup> at 1:00 p.m. EDT through August 7<sup>th</sup> 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

strategic acquisition opportunities and to successfully integrate acquired businesses and complete actions we have identified as providing cost-saving opportunities.

#### 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*.

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#### TriMas Corporation Consolidated Balance Sheet (Unaudited — dollars in thousands)

	June 30, 2008	I	December 31, 2007
Assets	 		
Current assets:			
Cash and cash equivalents	\$ 6,860	\$	4,800
Receivables, net	127,470		89,370
Inventories, net	186,200		190,590
Deferred income taxes	18,860		18,860
Prepaid expenses and other current assets	6,280		7,010
Assets of discontinued operations held for sale	2,760		3,330
Total current assets	 348,430		313,960
Property and equipment, net	197,840		195,120
Goodwill	384,270		377,340
Other intangibles, net	209,320		214,290
Other assets	25,250		27,280
Total assets	\$ 1,165,110	\$	1,127,990
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:			
33,409,500 shares at June 30, 2008 and December 31, 2007, respectively	330		330
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)

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	Three months ended June 30,				Six months ended June 30,			
		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)

Income (loss) from continuing operations before income tax benefit (expense)		14,630		(6,460)		26,840		5,810
Income tax benefit (expense)		(5,250)		2,400		(9,670)		(2,120)
Income (loss) from continuing operations		9,380		(4,060)	_	17,170		3,690
Income from discontinued operations, net of income tax benefit		70		870		150		170
Net income (loss)	\$	9,450	\$	(3,190)	\$	17,320	\$	3,860
Earnings (loss) per share - basic:								
Continuing operations	\$	0.28	\$	(0.15)	\$	0.51	\$	0.16
Discontinued operations, net of income tax expense	Ψ		Ψ	0.03	Ψ		Ψ	
Net income (loss) per share	\$	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, net of income tax expense				0.03	_			
Net income (loss) per share	\$	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
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#### TriMas Corporation Consolidated Statement of Cash Flows (Unaudited — dollars in thousands)

		d		
		June 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
		í		
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		(88)
At beginning of period		4,800		3,600
At end of period	\$	6,860	\$	2,720
	Ψ	0,000	Ψ	2,720
Supplemental disclosure of each flow information				
Supplemental disclosure of cash flow information: Cash paid for interest	¢	77 100	¢	D4 E10
	\$	27,100	\$	34,510
Cash paid for taxes	\$	5,330	\$	5,010

#### TriMas Corporation Company and Business Segment Financial Information Continuing Operations (Unaudited — dollars in thousands)

		Three mor		nded	Six months ended			
		2008	e 30,	2007	 June 2008	2 30,	2007	
Packaging Systems								
Net sales	\$	57,410	\$	56,700	\$ 111,980	\$	110,450	
Operating profit	\$	9,150		10,820	\$ 18,030	\$	19,820	
Operating profit as a % of sales		15.9%	, D	19.1%	16.1%	)	17.9%	
Energy Products								
Net sales	\$	53,160	\$	41,020	\$ 101,960	\$	82,600	
Operating profit	\$	8,590	\$	5,660	\$ 16,500	\$	12,070	
Operating profit as a % of sales		16.2%	, ว	13.8%	16.2%	)	14.6%	
Industrial Specialties								
Net sales	\$	56,210	\$	52,850	\$ 109,680	\$	103,440	
Operating profit	\$	11,480	\$	11,220	\$ 22,640	\$	22,440	
Operating profit as a % of sales		20.4%	, D	21.2%	20.6%	•	21.7%	
RV & Trailer Products								
Net sales	\$	49,730	\$	53,070	\$ 100,400	\$	106,480	
Operating profit	\$	2,060	\$	6,010	\$ 4,810	\$	12,470	
Operating profit as a % of sales		4.1%		11.3%	4.8%		11.7%	
Recreational Accessories								
Net sales	\$	80,570	\$	84,030	\$ 152,620	\$	169,140	
Operating profit	\$	6,490	\$	7,360		\$	12,500	
Operating profit as a % of sales	÷	8.1%		8.8%	6.0%		7.4%	
Corporate Expenses and Management Fees	\$	(7,920)	\$	(20,690)	\$ (13,140)	\$	(26,630)	
Total Company								
Net sales	\$	297,080	\$	287,670	\$ 576,640	\$	572,110	
Operating profit	\$	29,850	\$	20,380	\$ 57,960	\$	52,670	
Operating profit as a % of sales		10.0%		7.1%	10.1%		9.2%	
Other Data:								
- Depreciation and amortization	<u>\$</u>	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	
• • •		<u> </u>						
- Advisory Services Agreement termination fee	<u>\$</u>		\$	10,000	\$ 	\$	10,000	
- Costs for early termination of operating leases	\$		\$	4,230	\$ 	\$	4,230	
- Restructuring activities	<u>\$</u>	2,260	\$		\$ 2,260	\$		
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Appendix I

#### TriMas Corporation Reconciliation of Non-GAAP Measure Adjusted EBITDA (Unaudited – dollars 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 <sup>(1)</sup> , total company	39,600	30,340	77,460	71,070
Adjusted EBITDA <sup>(1)</sup> , discontinued operations	 190	 1,460	 430	 1,270
Adjusted EBITDA <sup>(1)</sup> , continuing operations	\$ 39,410	\$ 28,880	\$ 77,030	\$ 69,800

<sup>(1)</sup>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.

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#### Appendix II

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

	Three months ended June 30, 2008				Three months ended June 30, 2007			
(dollars in thousands, except per share amounts)		Income (Loss)	EPS		Income (Loss)			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)	Ť	(0.10)
Debt extinguishment costs						(4,690)		(0.18)
Restructuring activities		(1,440)		(0.04)		—		—
5								
Total Special Items	\$	(1,440)	\$	(0.04)	\$	(13,650)	\$	(0.52)
-					_			
Weighted-average diluted shares outstanding at June 30, 2008 and 2007				33,642,907				26,223,236
	Six months ended June 30, 2008				Six months en June 30, 200			
(dollars in thousands, except per share amounts)		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				33,597,276				23,506,461

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	Three months ended June 30,					Six mont Jun	hs eno e 30,	led
(dollars in thousands)	2008		2007		07 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)		

Total Special Items		\$ (2,260)	\$	(14,230)	\$ (2,260)	\$ (14,230)
		Three mon June	nths en e 30,	ded	Six mont June	led
(dollars in thousands)		 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 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)
	13					



# 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 forward-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



## Agenda

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





### 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)	Q	2 2008	Q	2 2007	% Change
Revenue	\$	297.1	\$	287.7	3.3%
Adjusted EBITDA	\$	39.4	\$	28.9	36.5%
Excl. Special Items, (*) Adjusted EBITDA would have been:	\$	41.7	\$	43.1	-3.3%
Net Income (Loss)	\$	9.5	\$	(4.1)	
Excl. Special Items, <sup>(9</sup> Net Income would have been:	\$	10.8	\$	9.6	12.8%
Diluted EPS	\$	0.28	\$	(0.15)	
Excl. Special Items, (9 Diluted 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<sup>(1)</sup>, 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<sup>(1)</sup>
- · 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 Q2-2008 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.





# Segment Highlights

### **Packaging Systems**



(\$ in millions)



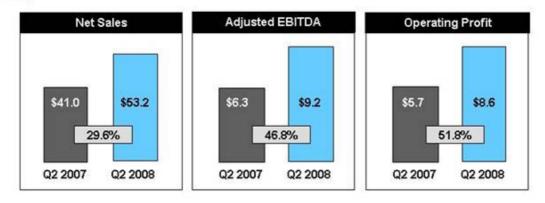
- Sales of core industrial closure products and specialty dispensing products to pharmaceutical, food/beverage and personal care end markets were up 7.6% year-over-year and benefited from the favorable effects of price increases and currency exchange
- Laminate and insulation product sales were down 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)

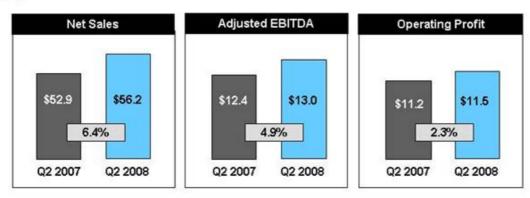


- New product initiatives to add content at the well-site and increased engine demand drove sales increases of engine and related products year-over-year
- Product expansion efforts, a superior service model and continued high levels of capacity utilization increased specialty gasket sales to refinery 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)



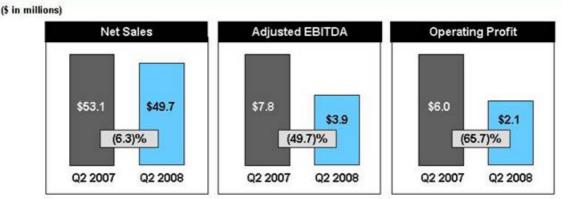
- Sales of aerospace fasteners were robust due to the introduction of new products and a strong
  market currently there is a record backlog of demand
- International initiatives drove growth of industrial cylinders
- · Specialty fittings business experienced a softening driven by reduced automotive 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**





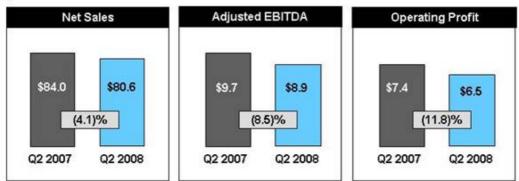
- Sales declined due to continued weak demand in U.S. end markets resulting from the decline in consumer discretionary spending, consumer confidence and credit availability
  - Outperformed the market estimate end market demand down approx. 15% to 20%
  - Sales in Australia, Southeast Asia and Canada 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





### **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**

(\$ in thousands)

		Three mor	nths (	ended		Six mont	ths er	nded
		Jun	e 30,			Jun	e 30,	
	_	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)
Loss on dispositions of property and equipment	12	(110)	-	280		(220)		110
Operating profit		29,850		20,380	22	57,960	12.5	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)	<u> </u>	(26,840)	2	(31,120)		(46,860)
Income (loss) from continuing operations before								
income tax (expense) benefit		14,630		(6,460)		26,840		5,810
Income tax (expense) benefit	-	(5,250)	_	2,400		(9,670)	17	(2,120)
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



### Statement of Operations (cont'd)

	1	Three mo Jun	nths er e 30.	nded		Six mont		ed
		2008		2007		2008	2	2007
Earnings (loss) per share - basic: Continuing operations	\$	0.28	\$	(0.15)	\$	0.51	\$	0.16
Discontinued operations, net of income taxes			_	0.03			_	
Net income per share	\$	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, net of income taxes				0.03		-		
Net income per share	\$	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

Note: Special Items to consider in evaluating quality of earnings include \$2.3 million of restructuring charges in Q2-2008 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)			June 30, 2008	De	cember 31, 2007
	Ameta	_		-	
	Current assets:				
	Cash and cash equivalents	\$	6,860	\$	4,800
	Receivables, net		127,470		89,370
	Inventories, net		186,200		190,590
	Deferred income taxes		18,860		18,860
	Prepaid expenses and other current assets		6,280		7,010
	Assets of discontinued operations held for sale		2,760		3,330
	Total current assets	-	348,430	-	313,960
	Property and equipment, net		197,840		195,120
	Goodwill		384,270		377,340
	Other intangibles, net		209,320		214,290
	Other assets		25,250		27,280
	Total assets	\$	1,165,110	\$	1,127,990
	Liabilities and Shareholders' Equi	tv			
	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
	Preterred stock \$0.01 par. Authorized 100,000,000 shares;	-		-	
	Issued and outstanding: None				
	Common stock, \$0.01 par. Authorized 400,000,000 shares;				
	이 집에 집에 가지 않는 것 같아요. 그는 것 같아요. 이 집에 있는 것 같아요. 이 집에 있는 것 같아요. 이 집에 있는 것 같아요. 그는 것 같아요. 이 집에 있는 것 같아요. 이 집에 있는 것				
	Issued and outstanding: 33 409 500 shares at June 30, 2008				330
	Issued and outstanding: 33,409,500 shares at June 30, 2008 and December 31, 2007, respectively		330		
	and December 31, 2007, respectively		330 526.840		194800000000
	and December 31, 2007, respectively		526,840		525,960
	and December 31, 2007, respectively		526,840 (356,650)		525,960 (373,970
	and December 31, 2007, respectively		526,840	_	19/08/00/07/07/0



### **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

Renewed focus on intra-quarter management



# Capitalization (§ in thousands)

	•	June 30, 2008	•	lune 30, 2007	Dec	ember 31, 2007
Cash and Cash Equivalents	\$	6,860	\$	2,720	\$	4,800
Senior Secured Bank Debt		279,360		285,080		279,020
9.875% Senior Sub Notes due 2012		337,040		336,890		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	\$	824,480
Memo: A/R Securitization	\$	32,980	\$	48,770	\$	41,500
Total Debt + A/R Securitization	\$	649,380	\$	670,740	\$	657,490
Key Ratios Bank LTM EBITDA	\$	153.010	s	150 000	s	101 040
Interest Coverage Ratio	2	152,810 2.54x	3	159,290 2.09x	9	161,040
Leverage Ratio		4.25x		4.21x		4.08x
Bank Covenants;						
Interest Coverage Ratio		1.90x		1.85x		1.90x
Leverage Ratio		5.25x		5.65x		5.25>

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.



- TriMas reaffirmed full-year 2008 earnings guidance previously provided:
  - Second quarter results met the Company's expectations
  - Excluding Special Items<sup>(1)</sup>, 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<sup>(1)</sup>, net income of \$28.5 million to \$31.9 million, compared to 2007 net income of \$22.4 million

Ø Special Items to consider in evaluating quality of earnings include \$2.3 million of restructuring charges in Q2-2008 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.



### **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



TRIMAS

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### **2008** Priorities

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

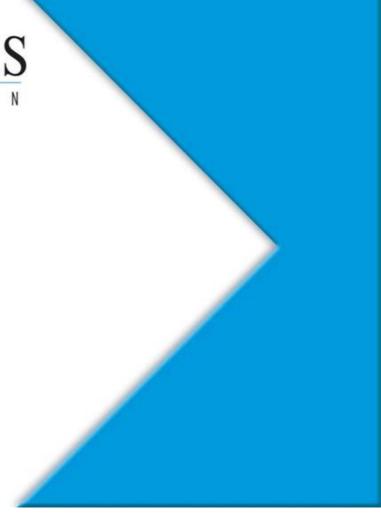




# **Questions and Answers**



# Appendix



### Second Quarter 2008 Results

ousands)			1	12.222	100			0.33		122
		Ihree mo	onths	ended Ju 2007	Change		Six mo 2008	onth	s ended Ju 2007	
2003/2004	-	2000	-	2007	Change	-	2000	-	2007	Change
Net Sales		1000000000000	-		And an and a set					
Packaging Systems	\$	57,410	\$	56,700	1.3%	\$	111,960	\$	110,450	1.4
Energy Products		53,160		41,020	29.6%		101,960		82,600	23.49
Industrial Specialties		56,210		52,860	6.4%		109,680		103,440	6.09
RV & Trailer Products		49,730		53,070	-6.3%		100,400		106,480	-5.79
Recreational Accessories		80,570		84,030	-4.1%		152,620		169,140	-9.89
Net sales from continuing operations	\$	297,080	\$	287,670	3.3%	\$	576,640	\$	572,110	0.89
Operating Profit	1							111		
Packaging Systems	\$	9,150	\$	10,820	-15.4%	\$	18,030	\$	19,820	-9.09
Energy Products		8,590		5,660	51.8%		16,500		12,070	36.79
Industrial Specialties		11,480		11,220	2.3%		22,640		22,440	0.99
RV & Trailer Products		2,060		6,010	-65.7%		4,810		12,470	-61.49
Recreational Accessories		6,490		7,360	-11.8%		9,120		12,500	-27.09
Corporate expenses and management fees		(7,920)		(20,690)	-61.7%		(13, 140)		(26,630)	-50.79
Operating profit from continuing operations	\$	29,850	\$	20,380	46.5%	\$	57,960	\$	52,670	10.09
% Margin	-	10.0%		7.1%	40.8%		10.1%		9.2%	9.89
Adjusted EBITDA <sup>(1)</sup>	1		_	0000000			discost de	-		
Packaging Systems	\$	12,780	\$	14,100	-9.4%	5	25,670	\$	26,390	-2.79
Energy Products		9,190		6,260	46.8%		17,820		13,360	33.49
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	-48.23
Recreational Accessories		8,860		9,680	-8.5%		13,910		17,420	-20.19
Segment Adjusted EBITDA.		47,730		50,230	-5.0%		91,470		98,030	-6.79
% 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)	2	(28,230)	-48.89
Adjusted EBITDA (1) from continuing operations	\$	39,410	\$	28,880	36.5%	\$	77,030	\$	69,800	10.49
% Margin	1000	13.3%		10.0%	33.0%	1414	13.4%		12.2%	9.89

<sup>44</sup> The Companydefries Adies to EBITDA as net bloome (bos) better own status effector accors stig change, interest, taxes, depectatios, an ortizatios, ion-cark assettand goodwill in paim est writeoth, and ion-cark boses on sak-kaseback of property and equipment. Leave expense and ion-reorring changes are holded in Adiesto EBITDA and isolade both cark is and ion-cark obarges with do instructing and inkigation expenses. In equilating or to sheet small agene stool does and were a dist de EBITDA are invited to the structure and are instrumented and an analyzed in the set works. The agene stool does and were an analyzed in the store and a state of the store and are intered as the planning particular and set. It is an analyzed in the store are analyzed in the store that and is not and is set to mean the function of the store are in the store are intered and an analyzed in the store of a store and are are at a store and and an analyzed in the store and are at the store and are analyzed in the store of the store of the store of the store are intered as a store that and the store of the



### **Statement of Cash Flows**

(housands)		Sixe en	the sea	-		Deser	. 35.	a dand
	-	20.08		2007	_	2018		2887
Net nome	\$	17,320	\$	3,860	\$	9.450	\$	(3,190)
Adjustments to reconcile net income to net outhprovided by operating					÷.		<i>.</i>	******
activities, ret of acquisition inp act:								
Loss on dispositions of property and equipment.		90		70		(20)		(310)
Depreciation		13,900		11.660		7.050		\$730
Anatistia of interfede assets.		7,800		7,800		3,900		3,890
An artination of debt is our costs		1,220		3,970		620		3,240
Defend in one toos		•		770				110
Non-cash comp ensation expense		880		120		390		50
Net proceeds from (reductions in) sale of receivables and receivables securitization		(3,630)		33,380		(22,460)		4,590
haves intercephies		(33,290)		(48,230)		1,630		3,700
(herese)derese in imateries		4,950		(7,850)		6,740		(2,150)
Derease inprepaid up ease and other assets.		1,910		2,630		240		720
Increase in accounts pryable and accused labilities		10,090		16,500		3,690		(19,410)
Other, not		2,020		1,310		2,140		2,040
Net ash provided by operating activities, net of acquisition in part	2	23,260	-	25,940		13,570	_	(1,000)
Cash Elever from Investing Adjuities:								
Capitaleperditres		(13.50)		(14,850)		(7,340)		(8,290)
Acazistian of level users				(29,960)				(17,060)
Acquisition of businesses, not of cash acquind		(6,190)		der trad		(3,790)		
Net proceeds from disposition of businesses undother assets		340		5,850		340		1,8.50
Net ashused for investing adjusting	_	(19,380)	_	(38,970)	_	(10,790)	Ξ	(23,490)
Cash Elevs from Enuncing Activities:								
Proceeds from sale of common stock in correction with the Company's initial								
public offering, net of issumce costs				126,460				126,460
Reprements of barrowings an seniar and it facilities		(2,930)		(1,730)		(850)		(870)
Proceeds from borrowings on term iten facilities		490				490		
Broceds from borrowings on revolving credit facilities		269,200		248,370		112,620		104,220
Reprynents of barrowings an revolving and it facilities		(268,580)		(260,950)		(113,690)		(105,500)
Retirement of senior subordinated notes	_	•	-	(100,000)	<u> </u>	+	1	(\$00,000)
Net oach (used for) provided by financing activities	_	(1,820)	_	12,150	_	(1,430)	-	23,310
Cash and Cash Equivalents:								
Increase (decrease) for the p wind.		2,050		(380)		1,350		(1,180)
At beginning of p wind	-	4,800	-	3,600	_	5,510	_	3,900
At end of period	1	6,960	1	2,720	\$	6,960	\$	2,720
Supplemental disclosure of cash flow information:								
Cadepailfor iterest.	\$	27,100	\$	34,510	\$	21,170	\$	27,880
Cash pail for taxes		5,330		5,010		2,940		2,750



### Reconciliation of Non-GAAP Measure Adjusted EBITDA

(\$ in thousands)

	_	Three Mor Jun	nths e 30,		_	Six Mont Jun	hs Er e 30,	20020303
	_	2008	_	2007	_	2008		2007
Net income (loss) Income tax expense (benefit) Interest expense. Debt extinguishment costs	\$	9,450 5,270 13,930	\$	(3,190) (1,870) 18,340 7,440	\$	17,320 9,750 28,690	\$	3,860 3,110 37,200 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 <sup>(1)</sup> , discontinued operations		190		1,460		430		1,270
Adjusted EBITDA <sup>(1)</sup> , continuing operations	\$	39,410	\$	28,880	\$	77 ,030	\$	69,800

<sup>14</sup> The Company defines Adjusted EBITDA as not known (bord) before constatute effect of accounting change, interest, taxes, deprectation, amoritantion, ico-cask asset and goodelli impairment write-one, and integration is a said-known back of property and equipment. Leave expense and ico-receiving changes are included in Adjusted EBITDA and include both cask and ico-cask of asset and ico-cask is a said-known back of property and equipment. Leave expense and ico-receiving changes are included in Adjusted EBITDA and include both cask and ico-cask is said-known by expenses. In evaluating on before, management coordinger and sizes Adjusted EBITDA as a keylindicator of thancial generating expending of the said as a measure of cask generating capability. Its agains a too-text like take and analytical distort of her ray expension and debt servicing addition as a keylindicator of thancial generating capability. Its agains at the like take and analytical distort of its again at the take of the sain and analytical distort of its and analytical distort of any other meas rescale take distort of its and its additor of operating performance. The definition of Adjusted EBITDA wells the distort of its analytical distort of operating or the sain analytical distort of operating or the same as a after addition of adjusted because and well as the operating performance. The definition of Adjusted EBITDA wells the distort of operating performance. The definition of Adjusted EBITDA wells the adjusted by other companies.



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

		Three mo Jun	nths e 30	ended		Six mon Jun	ths er e 30,	aded
(dollars in thousands)		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 :								
A dvisory services agreement termination fee	\$		\$	(10,000)	\$		\$	(10,000)
Costs for early termination of operating leases		1.00		(4,230)				(4,230)
Restructuring activities	_	(2,260)	_		-	(2,260)	_	
Total Special Items	\$	(2,260)	\$	(14,230)	\$	(2,260)	\$	(14,230)

		Three mo Jun	nths e 30.	ended		Six mon Jun	ths er e 30.	aded
(dollars in thousands)		2008	_	2007	<u> </u>	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 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)



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

		Duree mo June 3	100000	0.000		Three me	nths en 30,200	0.774.75
	h	ncome			1	Income		
(dollars in thousands, except per share amounts)	_(	Loss)	_	EPS	-	(Loss)		EPS
Income (Loss) and Diluted EPS from continuing operations, as reported	\$	9,380	\$	0.28	\$	(4,060)	\$	(0.15
After-taximpact of Special Rena to consider in evaluating quality of income (lo	(***							
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 est inguishment costs		333		25		(4,690)		(0.18
Restructuring activities		(1,440)		(0.04)				
Tetal Special Rens	\$	(1,440)	\$	(0.04)	\$	(13,650)	\$	(0.52
Weighted average diluted shares outstanding at June 30, 2008								
Weighted average diluted shares outstanding at June 30, 2008 and 2007			_3	1,642,907			_2	223,236
Weighted average dihuted shares outstanding at June 30, 2008 and 2007.		Six non				Sixnor	<u></u>	( <u>223,236</u>
		Six mon	dhs en	<b>k</b> d		Sixmon	1000000	
and 2667	Б	Six mon June 3 ncome	ർഗ ബ 0,200	<b>k</b> d		Sec. 6.0.00	10,200	
and 2007 (dollars in thousands, except per share amounts)	h 	June 3	ർഗ ബ 0,200	&d 8	 	June	10,200	7 EPS
and 2007 (dollars in thousands, except per share amounts) Income and Bilated EPS from continuing operations, as reported		June 3 ncome	alts en 10,200	ted 8 EPS		June 3 Income	10,200 ]	7 EPS
and 2007 Gollars in thousands, except per share amounts) Income and Diluted EPS from continuing operations, as reported		June 3 ncome	alts en 10,200	ted 8 EPS		June 3 Income	10,200 ]	7 EPS
and 2007 (dollars in thousands, except per share amounts) Income and Diluted EPS from continuing operations, as reported After-taximpact of Special Rens to consider in evaluating quality of income		June 3 ncome	alts en 10,200	ted 8 EPS		June 3 Income	10,200 ]	7 EPS 0.16
and 2007 (dollars in thousands, except per share amounts) Income and Biluted EPS from continuing operations, as reported	\$	June 3 ncome	alts en 10,200	ted 8 EPS		June 3 Income 3,690	<u>\$</u>	7 EPS 0.16 (0.27
and 2007 (dollars in thousands, except per share amounts) Income and Biluted EPS from continuing operations, as reported	\$	June 3 ncome	alts en 10,200	ted 8 EPS		June 3 Income 3,690 (6,300)	<u>\$</u>	7 EPS 0.16 (0.27 (0.11)
and 2007 (Lollars in thousands, except per share amounts) Income and Biluted EPS from continuing operations, as reported After taximpact of Special Remote to consider in evaluating quality of income and dibuted EPS from continuing operations: Advisory services agreement temination fee	\$	June 3 ncome	alts en 10,200	ted 8 EPS		June 3 Income 3,690 (6,300) (2,660)	<u>\$</u>	7 EPS 0.16 (0.27 (0.11)
and 2007 (dollars in thousands, except per share amounts) Income and Biluted EPS from continuing operations, as reported	\$	June 3 ncome 17,170 - -	alts en 10,200	644 8 EPS 051		June 3 Income 3,690 (6,300) (2,660)	<u>\$</u>	7
and 2007 (Jollars in thousands, except per share amounts) Income and Biluted EPS from continuing operations, as reported. After-taximpact of Special Rems to consider in evaluating quality of income and diluted EPS from continuing operations: Advisory services agreement temination fee Costs for early temination of operating lases. Dobt estinguitament costs. Restructuring activities.	<u>s</u>	June 3 ncome 17,170	dhu en 10, 200 5 5	4ed 8 EP5 0.51	5	June 3 Income 3,690 (6,300) (2,660) (4,690)	\$ \$ \$ \$	7 EPS 0.16 (0.27 (0.11) (0.20



### 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-recurring expenses or costs for cost savings projects		8,450
Permitted dispositions		680
Permitted acquisitions	0	100
ank EBITDA - LTM Ended June 30, 2008 <sup>(1)</sup>	\$	152,810

(1) As defined in the Amended and Restated Credit Agreement dated August 2, 2006.

