

**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) **January 20, 2016**

**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.)

**39400 Woodward Avenue, Suite 130, Bloomfield Hills, Michigan**

(Address of principal executive offices)

**48304**

(Zip Code)

Registrant's telephone number, including area code **(248) 631-5450**

**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):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Item 7.01 Regulation FD Disclosure.**

On January 20, 2016, TriMas Corporation (the "Corporation") hosted an investor and analyst meeting at its facility in City of Industry, California, highlighting the Corporation's Aerospace segment. The presentation is available on the Corporation's website at [www.trimascorp.com](http://www.trimascorp.com) under the Investor Relations section. A copy of the presentation is attached hereto as Exhibit 99.1.

The information furnished pursuant to this Item 7.01, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (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, as amended or the Exchange Act.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits. The following exhibit is furnished herewith:

Exhibit No.	Description
99.1	TriMas Aerospace Analyst & Investor Meeting - January 20, 2016

**SIGNATURES**

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

TRIMAS CORPORATION

Date: January 20, 2016 By: /s/ David M. Wathen  
Name: David M. Wathen  
Title: Chief Executive Officer

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Aerospace Analyst & Investor Meeting

January 20, 2016



## Forward-Looking Statement

Any "forward-looking" statements contained herein, including, but not limited to, those relating to the Company's business, financial condition or future results, involve risks and uncertainties, including, but not limited to, risks and uncertainties with respect to: the Company's leverage; liabilities imposed by the Company's debt instruments; market demand; competitive factors; supply constraints; material and energy costs; risks and uncertainties associated with intangible assets, including goodwill or other intangible asset impairment charges; technology factors; litigation; government and regulatory actions; the Company's accounting policies; future trends; general economic and currency conditions; various conditions specific to the Company's business and industry; the Company's ability to integrate Allfast and attain the expected synergies, including that the acquisition is accretive; the Company's ability to attain the Financial Improvement Plan targeted savings and free cash flow amounts; future prospects of the Company; and other risks that are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2014. These risks and uncertainties may cause actual results to differ materially from those indicated by the forward-looking statements. All forward-looking statements made herein are based on information currently available, and the Company assumes no obligation to update any forward-looking statements.

## Non-GAAP Financial Measures

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

- Opening Remarks – Dave Wathen
- Aerospace Business Presentation – Tom Aepelbacher and Team
  - TriMas Aerospace Overview
  - Industry Overview
  - Key Strategies – Growth and Margin Improvement
  - Summary
- Question and Answer Session
- Allfast Facility Tour
- Additional Discussion and Q&A



## Opening Remarks

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## VISION

*To be a trusted global leader in delivering innovative, engineered product solutions to our customers with superior quality, speed and value.*



*Strategies in place to drive increased shareholder value and returns.*

(Dollars in millions; from continuing operations)

**LTM 9/30/2015 Revenue: \$894.7**  
 Segment Operating Profit Margin<sup>(1)</sup>: ~15%

PACKAGING	AEROSPACE	ENERGY	ENGINEERED COMPONENTS
Revenue: \$337.2 Op. profit margin <sup>(1)</sup> : 24.1%	Revenue: \$169.4 Op. profit margin <sup>(1)</sup> : 17.2%	Revenue: \$204.2 Op. profit margin <sup>(1)</sup> : 1.0%	Revenue: \$183.8 Op. profit margin <sup>(1)</sup> : 14.1%

## COMMON ATTRIBUTES ACROSS OUR BUSINESSES

- ✓ Proprietary, highly-engineered products
- ✓ Focused markets with leading market positions
- ✓ Strong brand names
- ✓ Barriers to entry include intellectual property and long-term customer contracts
- ✓ Well-established customer relationships (B2B)
- ✓ Opportunities for growth and margin expansion
- ✓ Strong cash flow generation and ROIC
- ✓ Management expertise

**Market-leading businesses with higher margin profiles.**

(1) Operating profit margin excludes "Special Items" and corporate expenses. Special Items are provided in the Appendices of the Company's Earnings Releases, as well as the Form 8-K filed on October 7, 2015 which provided annual and quarterly financial information for 2015, 2014 and 2013.

Note: All figures are last twelve months (LTM) as of September 30, 2015.



## Segment Contribution (LTM 9/30/15)

By Revenue



By Operating Profit<sup>(1)</sup>



## Historical Financials

Net Sales & Operating Profit Margins<sup>(1)</sup>

(\$ in millions)



- Positive end market trends include aircraft build rates, shift to composite aircraft and automated assembly
- Organic and acquisition capital invested to broaden product portfolio and increase capacity
- Margins recently impacted by costs related to acquisitions, new facilities and manufacturing ramp-up
- Boeing supply chain programs have had unfavorable short-term impact
- Lower demand from large distributors reducing inventory levels
- Launched additional lean and productivity initiatives

**Significant opportunities for revenue growth and margin expansion.**

(1) Operating profit margin excludes "Special Items" and corporate expenses. Special Items are provided in the Appendices of the Company's Earnings Releases, as well as the Form 8-K filed on October 7, 2015 which provided annual and quarterly financial information for 2015, 2014 and 2013.



## TriMas Aerospace Overview

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# Team Introductions



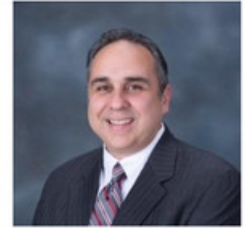
**Tom Aepelbacher**  
*President*



**Keith Brunell**  
*Vice President  
Sales & Marketing*



**John Gonzalez**  
*General Manager  
& Vice President  
Operations*



**Omar Honegger**  
*Vice President  
Engineering, Research  
& Technology*



**Brian MacDonald**  
*General Manager*



**Julius Uhlmann**  
*General Manager*



**Brandon Perlich**  
*Division Finance Officer*



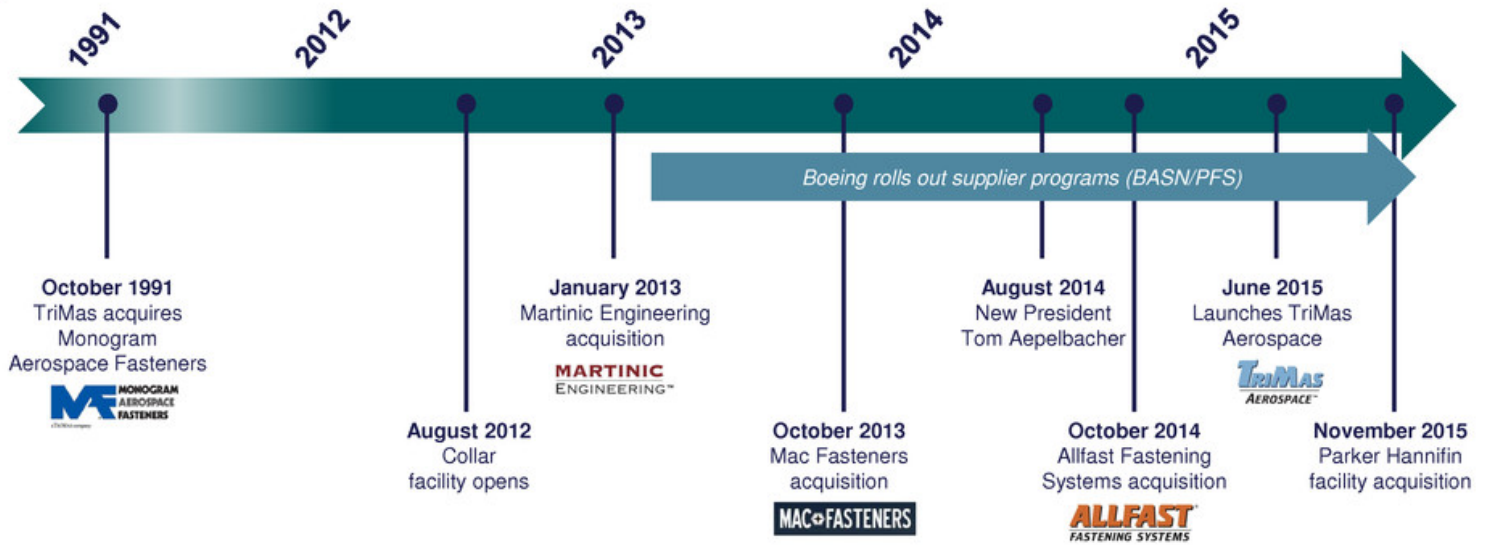
**Jan Boulden**  
*Vice President  
Human Resources*

*Built integrated and experienced team to drive future results.*

- Positive end market dynamics and trends
- Market leader in multiple product areas – capabilities for growth in others
- Leveraging broad product portfolio – expanded product portfolio provides scale at customers
- Extensive product specification process and intellectual property create barriers to entry
- Capturing acquisition synergies – growth and cost
- Implemented TriMas Operating System (TOS) – operational efficiencies beginning to take hold

*TriMas Aerospace is well-positioned for growth and margin expansion.*

# TriMas Aerospace Overview



*Significantly broadened product portfolio and increased capacity during the past three years – positioned for growth and margin expansion.*

## 2015 Accomplishments

- Launched TriMas Aerospace at Paris Airshow – combining four main brands of Monogram, Allfast, Mac Fasteners and Martinic Engineering into one offering
- Built new team including aerospace fastener industry experts
- Won Silver Supplier Award at Boeing and Supplier of the Year at Embraer
- Signed long-term supply contracts with Spirit AeroSystems and Parker Hannifin
- Improved on-time delivery performance (Monogram, Mac Fasteners and Martinic)
- Implemented the TriMas Operating System (TOS), a lean-based continuous improvement system, at all sites
- Commonized metrics, manufacturing systems, war rooms, meeting cadence and finance
- Rolled-out Six Sigma at all sites; certified 12 green belts and two black belts
- Invested in automation and machines to reduce cycle times
- Integrated Allfast (acquired October 2014) and achieved synergy expectations to date

*2015 was a busy, transitional year – laying the foundation for the future.*





*One Company. One Culture. One Attitude.*



*More than 125 years of manufacturing experience*

Rotary Blind Bolts  
Temporary Fasteners  
Pin & Collar Fasteners  
Collars  
Screws  
Tooling



*OEM and distribution*



*In business for nearly 50 years*

Blind Rivets  
Solid Rivets  
Blind Bolts  
Temporary Fasteners  
Installation Tools



*OEM and distribution*



*In business for more than 25 years*

Standard Screws  
12-Point Bolts



*Majority through distribution*



*In business for nearly 40 years*

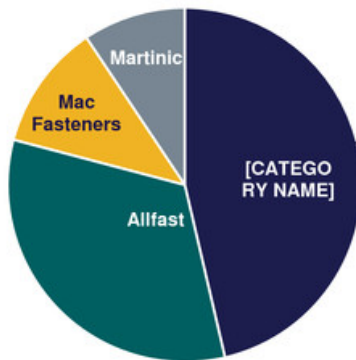
Complex machined-components for critical aircraft systems



*Majority to Tier One suppliers*

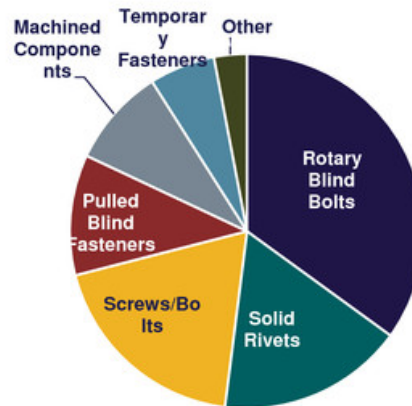
*Broad product portfolio of established brands – leveraging one aerospace platform.*

## Approximate 2015 Net Sales:



Brand

- Acquired Martinic and Mac Fasteners in 2013 and Allfast in 2014
- In November 2015, acquired Tolleson, Arizona facility of Parker Hannifin, which manufactures complex machined parts
- Combination of businesses builds scale and importance with customers



Product

- Recent acquisitions substantially broadened product portfolio
- Full suite of fastener products creates more customer opportunity
- In process of obtaining qualifications to increase collar product sales (included in Other category)
- Machined components will show growth in 2016 as a result of the recent acquisition

*Established platform for future growth and increased profitability.*



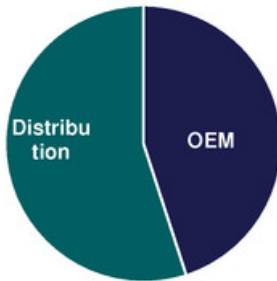
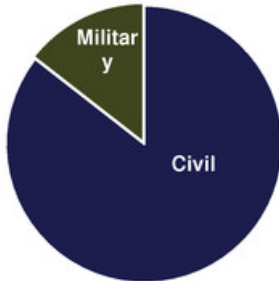
# TriMas Aerospace Overview



*Opportunities to expand with global customers.*

## Sales Breakdown

Based on 2015 management estimates



## Key Customers



*Long-term relationships with customers – provide superior quality and lead times to ensure positive customer feedback.*

## Value Proposition – Why Our Customers Buy Our Products



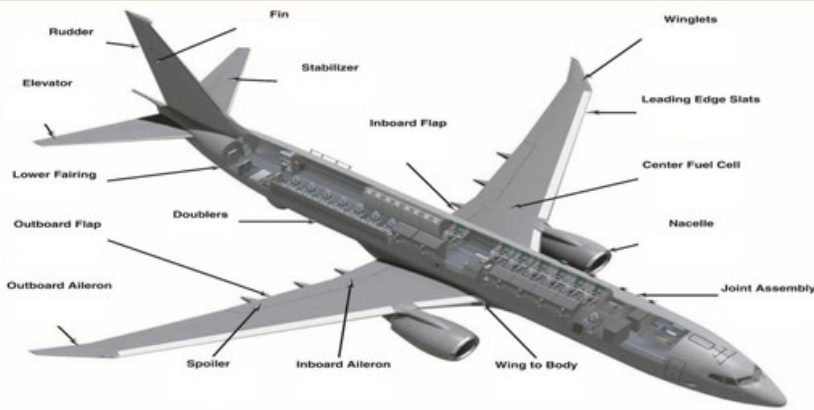
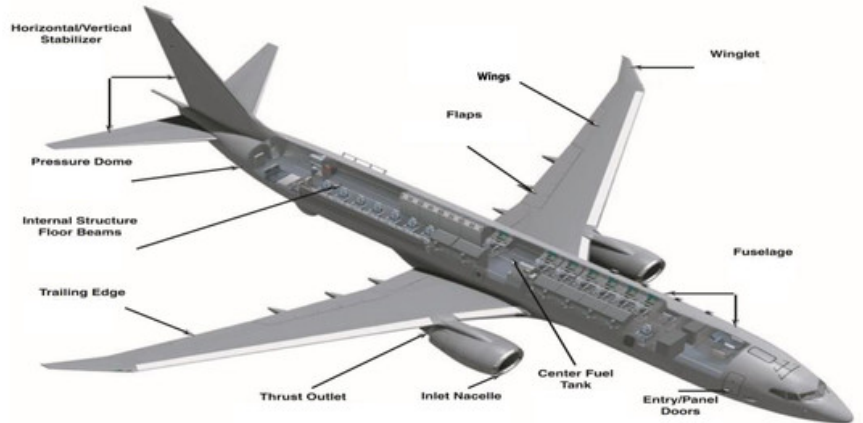
- Highly-engineered and superior products with intellectual property
- Broadened product portfolio provides scale at customers
- Experienced team focused on product development and continuous improvement
- Reputation for quality and best-in-class lead times

Brand	Product	Application	Value Proposition
<b>MONOGRAM AEROSPACE FASTENERS</b>	High Strength Blind Fasteners	Tight or one-sided access areas, composite control surfaces and structure	Proprietary automated fasteners reduce labor and provide installed cost savings
<b>ALLFAST FASTENING SYSTEMS</b>	Blind Rivets	Thin skin assemblies	Responsive service, quality and convertibility to competitor standards
	Solid Rivets	Fuselage skins and special fuel-sealing rivets for wings	Number one supplier of solid rivets, which offer the highest ratio of strength to cost
<b>MACFASTENERS</b>	Standard Screws and Bolts	Universal standards for interior, structure and skin locations	High volume and low price versus competing sources
<b>MARTINIC ENGINEERING™</b>	Complex Machining and Assembly	Fluid systems and value-added assembly of critical components	Best large supplier in class versus numerous small shops in a complex supply chain

*Increasing product portfolio breadth and size and has increased TriMas Aerospace's importance to customers.*

**ALLFAST**  
FASTENING SYSTEMS

## Solid Rivet Product Placement

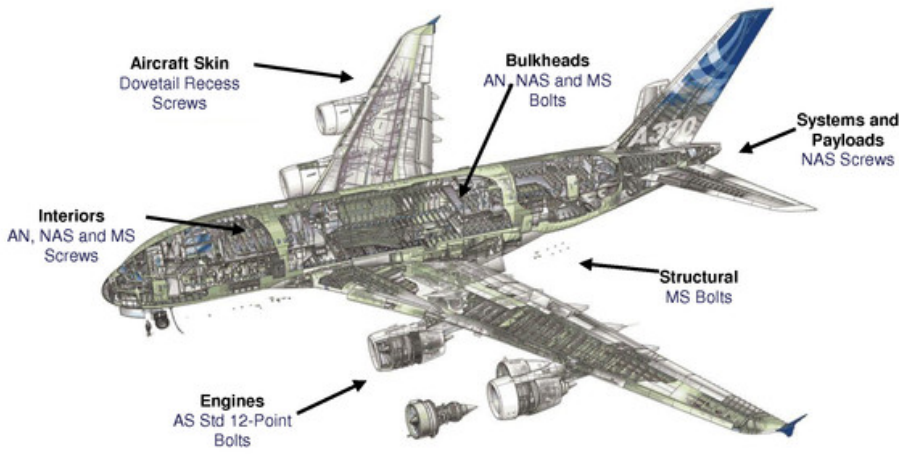
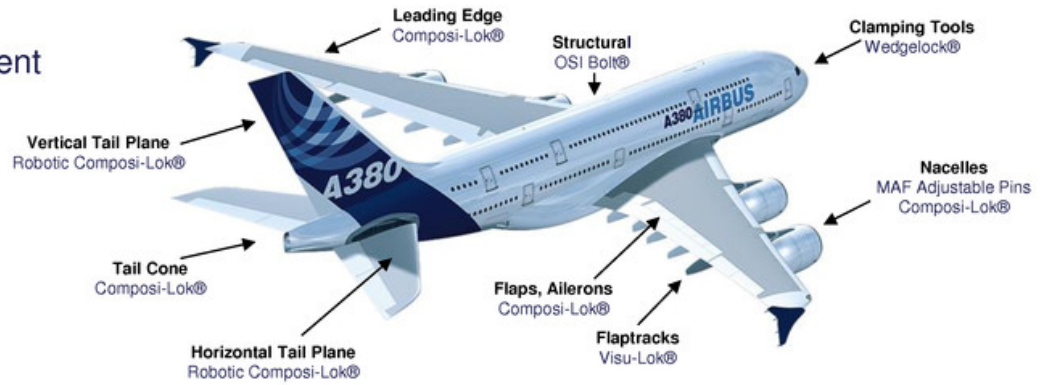


**ALLFAST**  
FASTENING SYSTEMS

## Blind Rivet Product Placement



## Blind Bolt Product Placement

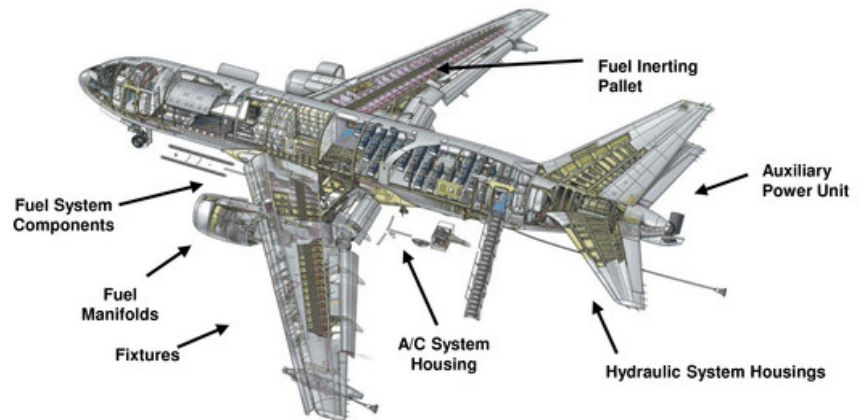


## Standard Screws Product Placement



**MARTINIC**  
ENGINEERING™

Martinic Product Placement



*TriMas Aerospace is well-positioned on the interior and exterior of current and future aircraft.*



## Industry Overview

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# Boeing and Airbus Build Rates

Platforms	2012A	2013A	2014A	2015E	2016E	2017E	2018E
A320	447	493	490	478	355	255	85
A320-Neo	-	-	-	6	150	320	490
A350XWB	-	-	1	18	66	96	115
A380	30	25	30	32	32	24	24
<b>Total Selected Airbus</b>	<b>477</b>	<b>518</b>	<b>521</b>	<b>534</b>	<b>603</b>	<b>695</b>	<b>714</b>
737NG	411	440	485	504	504	382	202
737-Max	-	-	-	-	-	182	422
777 / 777-X	83	98	99	100	100	80	70
787	46	65	114	120	120	144	144
<b>Total Selected Boeing</b>	<b>540</b>	<b>603</b>	<b>698</b>	<b>724</b>	<b>724</b>	<b>788</b>	<b>838</b>
<b>Total Selected Platforms</b>	<b>1,017</b>	<b>1,121</b>	<b>1,219</b>	<b>1,258</b>	<b>1,327</b>	<b>1,483</b>	<b>1,552</b>
<b>YOY Build Rates</b>		<b>10.2%</b>	<b>8.7%</b>	<b>3.2%</b>	<b>5.5%</b>	<b>11.8%</b>	<b>4.7%</b>

- Aircraft manufacturer backlogs at record highs
- Projected build rates used for capacity planning
- TriMas Aerospace products are designed in on future high growth platforms

*Note: Total numbers shown above include selected Boeing and Airbus platforms.  
Source: ICF International presentation from October 2015.*

**Build rate growth every year with a step function in 2017.**



Tables below represent most significant platforms for TriMas Aerospace:

Civil	
A320	++
A350	++
A380	+
B737	+++
B747	+
B777	++
B787	+++

Military	
F-18	--
C-17	---
F-35A	+



- The "+" or "-" and number of each, is illustrative of future sales opportunity based on a combination of future build rates and TriMas Aerospace fastener content per aircraft
- For example, the B787 has increasing build rates and high TriMas Aerospace content, while the B747 has lowering build rates but high TriMas Aerospace content

*TriMas Aerospace is positioned for growth.*

- **Robotic assembly** – blind bolts are preferred approach for automated aircraft assembly and one-sided installations
- **Shift to composite** – more content on several newer, composite aircraft programs compared to legacy programs
- **Inventory reductions** at distributors and OEMs consolidating multiple inventory locations into one – short-term reductions, but healthy for long-term
- **Continued supply base rationalization** by OEM customers – positive for TriMas Aerospace with a broader product portfolio
- **Customer purchasing decisions** are shifting away from procurement groups to engineering teams – higher-specification products benefit

*Several industry trends will be positive for the longer-term.*



Key Strategies – Growth and Margin Improvement

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- Grow with projected increase in build rates
- Leverage one aerospace platform – expand with existing customers and products
- Expand and develop products
  - Current products (share, new applications)
  - New products (standards, innovate)
- Acquire complementary companies

*Many opportunities to outgrow projected aircraft build rates.*

# Leverage One Aerospace Platform



*Position TriMas Aerospace as the aerospace fastener supplier of choice.*

*Examples of success:*

- Major distributors
  - Customer annual strategy sessions
  - Martinic
  - Allfast
- Airbus
  - Mac Fasteners

**MACFASTENERS**

**ALLFAST**  
FASTENING SYSTEMS

**ME** MONOGRAM  
AEROSPACE  
FASTENERS

**MARTINIC**  
ENGINEERING™

*Broader product portfolio and increased sales leading to new opportunities.*



*Product differentiation, intellectual property, long development cycles and specification process create barriers to entry.*



## Engineering, Research & Technology Team

*The ER&T team incorporates multiple disciplines into one unit – including sales, marketing and engineering.*

### ENGINEERING

- Engineering support to customers at local plant level as needed
- Technical support services to customers
- Intellectual property portfolio management

### RESEARCH

- Market requirements
- Market intelligence
- Pricing
- Product launches
- Qualification development
- Product positioning

### TECHNOLOGY

- New materials
- New processes
- New equipment

*Unique approach to drive the development of new protected products, while collaborating with customers on requested new solutions.*



## Engineering, Research & Technology Team

### Near-term Benefits

- Addresses immediate customer-focused needs
- Connects customer engineers with TriMas Aerospace engineers
- Provides additional customer “touchpoints” and customer service
- Recommend current products to solve customer problems
- Provides direct resources to take advantage of new sales opportunities and quick turnaround solutions

### Longer-term Benefits

- Stay ahead of longer-term industry trends
- Provides focus in the development of new products and intellectual property (patents and trademarks)
- Generates additional revenue with new found applications
- Creates opportunities to take additional market share

*Quick technical response and enhanced value for our aerospace customers – will drive longer-term revenue stream with upfront customer input.*

## Existing Product Growth

Product Category	Market Size <sup>(1)</sup>	Market Share <sup>(1)</sup>	Opportunity
Collars ( <i>Monogram</i> )	\$190 million	3%	+++
Solid Rivets ( <i>Allfast</i> )	\$75 million	50%	++
Blind Rivets ( <i>Allfast</i> )	\$150 million	20%	++
12-Point Bolts ( <i>Mac Fasteners</i> )	\$150 million	1%	++
Temporary Fasteners ( <i>Monogram/Allfast</i> )	\$36 million	20%	++
Rotary Blind Bolts ( <i>Monogram</i> )	\$100 million	60%	+
Pull-Type Blind Bolts ( <i>Allfast</i> )	\$33 million	4%	+
Screws ( <i>All</i> )	\$100 million	20%	++
Machined Components ( <i>Martinc</i> )	Billion +	Very fragmented	+++

*Note: Market size represents management's estimate of normalized volume per product category and does not reflect the recent supply chain realignment and reductions.*

**Significant opportunity to grow within current product sets.**

*(1) Approximate market sizes and shares based on management estimates.*

## Product Expansion



*Product opportunities for future growth.*

## Allfast Fastening Systems

*(October 2014)*

- Generational asset to build scale, add management capability and broaden product portfolio
- Business significantly integrated into TriMas Aerospace 15 months post acquisition
- Expected cost synergies being achieved
- Leveraging one TriMas Aerospace platform for further cost and revenue synergies
- Recent growth slowed by large distribution customer inventory reductions – margins remain strong

## Parker Hannifin facility acquisition

*(November 2015)*

- Strengthens relationship and importance with key customer, while expanding complex machining capability and footprint
- Expect strong return on capital, cost synergies and revenue opportunities
- Currently being integrated into TriMas Aerospace under the Martinic Engineering brand

## Future Acquisition(s)

- Complementary acquisitions with specified in products
- Customer facility certifications and IP protection
- Increase content on aircraft and importance to key customers

*Expect top and bottom line growth from recent acquisitions – potential for future acquisitions to accelerate growth.*

- Execute on profitable growth strategies
- Leverage one aerospace platform
- Continue implementation of TriMas Operating System

*TriMas Aerospace is focused on expanding margins – using all the tools and tactics available.*

- Increased sales over existing fixed cost structure will drive higher margins – already invested in much of required capacity
- Pricing strategies
- More favorable product mix
  - New collar families have higher margins due to product complexities
  - Returning to normalized large distribution sales within Allfast
  - Development of new higher-margin products


*Growth will provide additional opportunities to improve margins.*



- Organization has been restructured – continues to be refined
- Sharing of best practices creates additional opportunities
- Ability to leverage
  - Material spend
  - Indirect labor
  - Supply chain
  - Recent examples: tooling, wire, rebuild of equipment and insourced special processing

*Executing additional cost synergies to drive productivity and higher margins.*

- Implemented the TriMas Operating System (TOS) at all locations
- Implementing strategic manufacturing center highlighting all customer requirements
- Revamped SIOF (Sales, Inventory and Operating Plan) process
- Instituted capacity planning (daily metrics)
- Instituted Manage for Daily Improvement (MDI) boards measuring system and make visible
- In 2015, trained 12 people as green belts, two as black belts
- Created metrics and data driven operations

*Improve upon best-in-class lead-times, on-time-delivery and quality – will help to improve margins.*



## The Attack on Margin Improvement

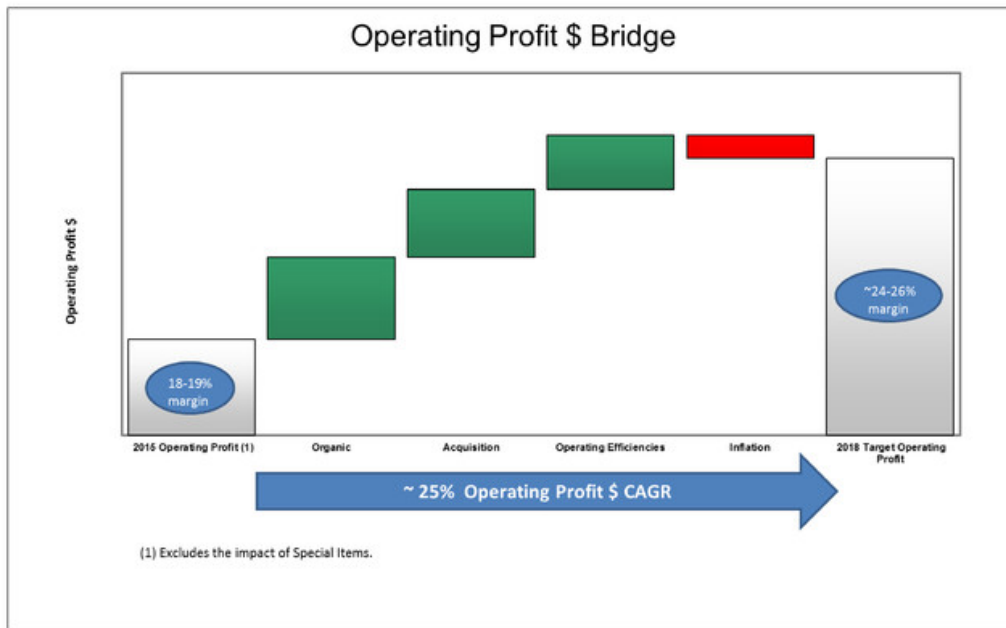
- Analyzed last eight years of market and plant conditions to create GAP analysis
  - Price
  - Mix
  - Cycle times
  - Headcount
  - Variable costs
  - Fixed costs
  - Machines
  - Utilization
  - Lot sizes
- Set up actions and assigned accountability
- Defined measures and analyzed current state versus past state
- Defined success
  - Improved cycle time
  - Improved tool spend
  - Improved headcount
  - Merged operations in plants
  - Reduced past due
  - Reduced labor
  - Improved productivity
  - Insourced products
  - Improved on time delivery

*Focus on metrics and data driven decisions – driving continuous improvement.*



Summary

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- Mid-to-high single-digit sales growth
- Profit expansion driven by a mix of organic growth, complementary acquisitions and internal cost initiatives
- Half of margin expansion expected from execution of internal TriMas Operating System initiatives
- Other half of margin expansion from leveraging expected sales growth over current cost footprint, capturing additional acquisition synergies and from improved product sales mix

**Execution of business strategies expected to result in significant growth in profit dollars and margin.**

## Strategic Priorities

### Drive Profitable Growth

- Leverage combined platform for future growth
- Collaborate with customers to develop value-added, innovative products for future aircraft
- Ramp-up collar facility by obtaining additional qualifications
- Expand current products (share, new applications)

### Enhance Margins

- Leverage synergies from acquisitions and one aerospace platform
- Drive lean and continuous improvement initiatives using the TriMas Operating System
- Execute on profitable growth strategies (leverage, pricing, mix)

### Optimize Resource and Capital Allocations

- Added management horsepower – hired key industry experts
- Continue to invest in automated machinery to drive efficiency
- Increase returns generated from acquisitions

### Be a Workplace of Choice for Great People

- Drive integrated Aerospace culture across businesses
- Leverage communication to encourage collaboration and drive integration
- Increase Green and Black Belt training

*Combination of consistent growth and margin expansion will create value.*

- Positive end market dynamics and trends
- Market leader in multiple product areas – capabilities for growth in others
- Leveraging broad product portfolio – expanded product portfolio provides scale at customers
- Extensive product specification process and intellectual property create barriers to entry
- Capturing acquisition synergies – growth and cost
- Implemented TriMas Operating System (TOS) – operational efficiencies beginning to take hold

*TriMas Aerospace is well-positioned for growth and margin expansion.*



Questions and Answers

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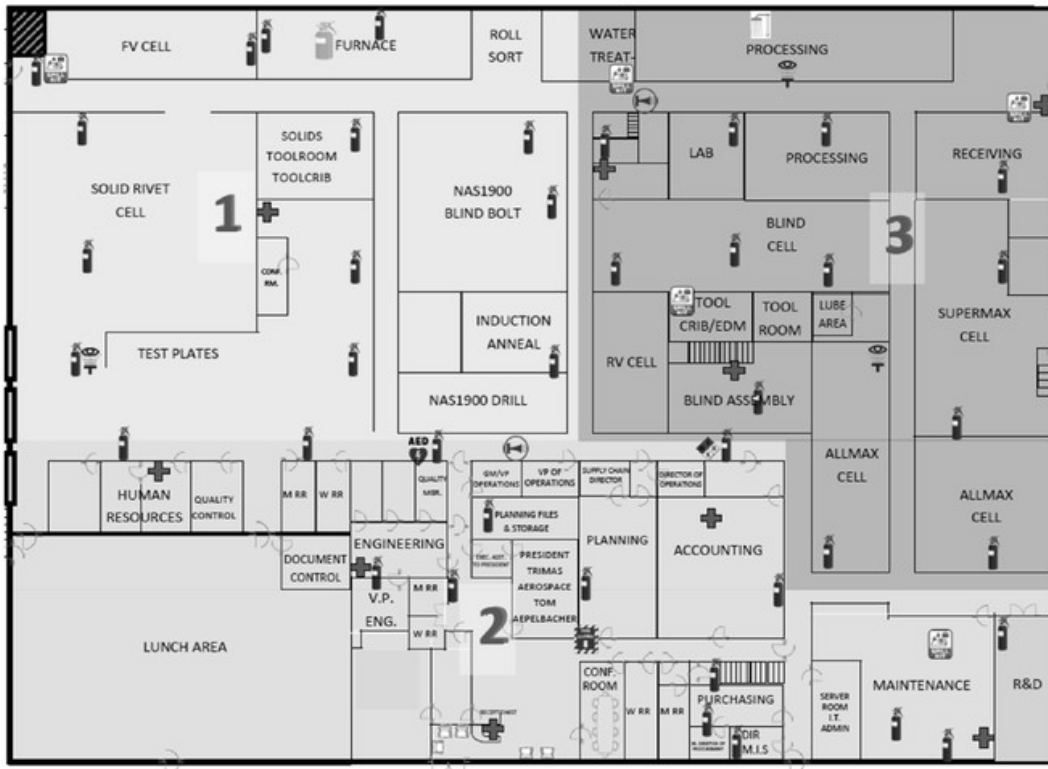




Allfast Facility Tour

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## Main Building



- Square footage:  
Building 1 – 118,000  
Building 2 – 65,000
- More than 230 employees
- Years at location:  
Building 1 – 35 years  
Building 2 – 3 years
- Two shifts at Allfast:  
5:00 AM – 1:30 PM and  
1:30 PM – 10:00 PM



Additional Discussion  
Questions and Answers

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## Investor Relations Contacts

### **Sherry Lauderback**

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sherrylauderback@trimascorp.com

### **Chrissy Parker**

Manager, Investor Relations & Communications  
Office: (248) 631-5438  
christineparker@trimascorp.com

### **Corey Coosaia**

Executive Assistant, Finance & Investor Relations  
Office: (248) 631-5467  
coreycoosaia@trimascorp.com

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## Future Investor Events

**March 7** – Seaport Global Securities 1x1 Industrial Conference – San Francisco

**March 8-10** – JPM Aviation, Transportation & Industrials Conference – New York

**March 14-16** – Roth OC Conference – Dana Point, CA

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*To be added to our investor distribution lists, please visit our website ([www.trimascorp.com](http://www.trimascorp.com)). Click on our Investors section, choose Shareholder Tools then Email Alerts. A confirmation email will then be sent. Follow the provided link in order to activate your alerts.*

