First Quarter 2023 Earnings Presentation

April 27, 2023



Disclaimer

Forward-Looking Statements

Any "forward-looking" statements, within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, contained herein, including those relating to TriMas' business, financial condition or future results, involve risks and uncertainties with respect to, including, but not limited to: general economic and currency conditions; the severity and duration of the ongoing coronavirus ("COVID-19") pandemic; competitive factors; market demand; our ability to realize our business strategies; our ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; pressures on our supply chain, including availability of raw materials and inflationary pressures on raw material and energy costs, and customers; the performance of our subcontractors and suppliers; risks and uncertainties associated with intangible assets, including goodwill or other intangible asset impairment charges; risks associated with a concentrated customer base; information technology and other cyber-related risks; risks related to our international operations, including, but not limited to, risks relating to rising tensions between the United States and China; government and regulatory actions, including, without limitation, climate change legislation and other environmental regulations, as well as the impact of tariffs, quotas and surcharges; changes to fiscal and tax policies; intellectual property factors; uncertainties associated with our ability to meet customers' and suppliers' sustainability and environmental, social and governance ("ESG") goals and achieve our sustainability and ESG goals in alignment with our own announced targets; litigation; contingent liabilities relating to acquisition activities; interest rate volatility; our leverage; liabilities imposed by our debt instruments; labor disputes and shortages; the disruption of operations from catastrophic or extraordinary events, including, but not limited to, natural disasters, geopolitical conflicts and public health crises, such as the ongoing coronavirus pandemic; the amount and timing of future dividends and/or share repurchases, which remain subject to Board approval and depend on market and other conditions; our future prospects; and other risks that are detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2022. The risks described are not the only risks facing our Company. Additional risks and uncertainties not currently known to us or that we currently deemed to be immaterial also may materially adversely affect our business, financial position and results of operations or cash flows. These risks and uncertainties may cause actual results to differ materially from those indicated by the forward-looking statements. All forward-looking statements made herein are based on information currently available, and the Company assumes no obligation to update any forward-looking statements, except as required by law.

Non-GAAP Financial Measures

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

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



Opening Remarks

Focused on Long-term Value Creation





Advancing TriMas' Strategy

- Closed on the Weldmac Manufacturing acquisition last week, and completed the Aarts Packaging acquisition in Q1
- Q1 results as expected given anticipated demand weakness, as packaging end market customers continue to work through high inventory levels, and we manage through supply chain constraints within TriMas Aerospace
 - Initiating steps to reduce certain structural costs to position for future operating leverage gains as packaging demand recovers
- Backlog remains strong within TriMas Specialty Products and TriMas Aerospace
- Continued opportunistic share repurchases of more than 350,000 shares, reducing net shares outstanding by 0.5% during Q1 2023

Continuing to execute our long-term strategy, while initiating streamlining actions

First Quarter 2023 Results

Adjusted for Special Items	Q1 2023	Q1 2022
Net Sales	\$215.5	\$224.3
Operating Profit	\$15.5	\$26.2
Operating Profit Margin	7.2%	11.7%
Net Income	\$9.0	\$17.6
Adjusted Earnings Per Share ⁽¹⁾	\$0.30	\$0.50
Adjusted EBITDA ⁽²⁾	\$31.7	\$42.3
Adjusted EBITDA Margin	14.7%	18.9%

Q1 2023 SALES -3.9%

Q1 2023 ADJUSTED EBITDA \$31.7M

Q1 2023 ADJUSTED EPS \$0.30

Acquisitions: +4.3% Organic: -7.1% Currency: -1.1%

Q1 2023 Results

- Sales decreased 3.9%, as growth within TriMas' Aerospace and Specialty Products groups, as well as from acquisitions, was offset by lower demand within certain packaging end markets, as customers continue to wind down elevated inventory positions and assess consumer confidence
- Operating profit was impacted primarily by lower sales, as well as a less favorable product sales mix and supply constraints within TriMas Aerospace
- Reported Q1 Adjusted diluted EPS of \$0.30 and Adjusted EBITDA of \$31.7 million

Q1 results in line with expectations as we continue to navigate dynamic end markets



⁾ Adjusted Earnings Per Share is defined as diluted EPS per GAAP plus or minus the after tax impact of Special Items and acquisition-related intangible amortization expense.



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

Continued Focus on Maintaining a Strong Balance Sheet

Cash & Available Borrowing Capacity of ~\$300 million as of March 31, 2023

Key Credit Statistics	March 31, 2023	March 31, 2022
Total Debt	\$395.0	\$394.0
Less: Cash	\$51.9	\$58.8
Net Debt	\$343.1	\$335.2
LTM Adjusted EBITDA ⁽¹⁾	\$167.4	\$173.8
Net Leverage ⁽²⁾	2.0x	1.9x
Q1 Free Cash Flow ⁽³⁾	(\$3.1)	(\$1.9)

Strong balance sheet, with sufficient liquidity and cash flow

- Net Leverage⁽²⁾ of 2.0x, even after the acquisition of Aarts Packaging, capital expenditures, dividends and share repurchases
- Q1 2023 FCF⁽³⁾ as expected; managed cash flow in light of lower earnings
- Opportunistically repurchased ~350K shares, further reducing net shares outstanding by 0.5% during Q1 2023

Prudent capital deployment while executing strategic plan

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

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

⁽²⁾ Net Leverage is defined as Net Deht/LTM Adjusted FBITDA

Free Cash Flow is defined as Net Cash Provided by/(Used for) Operating Activities, excluding the cash impact of Special Items, less capital expenditures.

TriMas Packaging Segment

Results & Forward Perspective

Adjusted for Special Items	Q1 2023	Q1 2022
Net Sales	\$116.2	\$138.5
Operating Profit	\$15.2	\$23.8
Operating Margin	13.1%	17.2%
Adjusted EBITDA ⁽¹⁾	\$22.6	\$31.8
Adjusted EBITDA Margin	19.4%	23.0%



- Sales decreased 16.1%, as sales from recent acquisitions were offset by lower demand and currency
 - Lower demand most notably for consumable products with applications in the personal care, food & beverage, and industrial submarkets as customers continue to work through elevated inventory positions
- Operating profit was impacted primarily by lower sales and related under absorption of fixed costs
- Continuing to work through a dynamic market environment as customers manage their inventories and assess future consumer demand





Forward Perspective

2023 Outlook	
Sales Growth	4% to 10%
Operating Profit Margin %	17% to 19%

- Outlook continues to assume a market demand environment that reverts to more normalized selling rates during the second half of the year
- Initiating structural streamlining as a hedge against market uncertainty and to position business for operating leverage gains when market demand returns
- Material costs largely stabilized as compared to prior year



TriMas Aerospace Segment

Results & Forward Perspective

Adjusted for Special Items	Q1 2023	Q1 2022
Net Sales	\$50.0	\$44.5
Operating Profit	\$1.4	\$2.4
Operating Margin	2.9%	5.4%
Adjusted EBITDA ⁽¹⁾	\$6.2	\$7.2
Adjusted EBITDA Margin	12.4%	16.3%



- Sales increased 12.3%, driven by increased aerospace production demand
- Operating profit decreased, as the impact of higher sales was offset by less favorable product sales mix, material cost increases and supply constraints
- Managing through a high-demand production environment including supply constraints and dynamic customer ordering patterns





Forward Perspective

2023 Outlook	ζ
Sales Growth	25% to 30%
Operating Profit Margin %	5% to 8%

- Backlog for aerospace products remains strong
- Actively managing through certain material constraints and skilled labor availability, given high demand within the broader aerospace market
- Anticipate Weldmac acquisition to provide longer-term gains, as we integrate and implement commercial and other synergies



TriMas Specialty Products Segment

Results & Forward Perspective

Adjusted for Special Items	Q1 2023	Q1 2022
Net Sales	\$49.3	\$41.3
Operating Profit	\$9.8	\$7.2
Operating Margin	19.8%	17.5%
Adjusted EBITDA ⁽¹⁾	\$10.8	\$8.3
Adjusted EBITDA Margin	21.9%	20.2%







Quarterly Takeaways

- Sales increased 19.2%, with organic sales growth for both Norris Cylinder and Arrow Engine, as a result of continued strong demand for steel cylinders and remote power generation activity
- Operating profit increased significantly to nearly record-level margins, as a result of higher sales and the positive impact of previous factory floor improvement actions
- Current backlog remains strong for many of the end markets served by our Specialty Products businesses

Forward Perspective

2023 Outlook	
Sales Growth	10% to 20%
Operating Profit Margin %	17% to 19%

- Backlog for cylinders, power generation units and compressors remains on track
- Continue to leverage Norris Cylinder's "Made in the USA" designation, which is positioned well as the only steel cylinder manufacturer in North America



Forward Expectations

As of April 27, 2023

FY 2023 Outlook

SALES GROWTH 10% to 15%

ADJUSTED EPS **\$2.00 to \$2.20**

>100%
of Net Income

- Organic sales growth expected to be augmented by acquisitions
- Although we expect TriMas Packaging sales levels to increase in Q2 as customers work through inventories, a more normalized sales level and year-over-year growth is not expected until second half
- Excluding 2022 cash property gains of ~\$0.40, 2023 Adjusted EPS midpoint represents an increase of more than 20%

Enterprise-wide	Assumptions
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Effective Tax Rate: ~25%

Interest Expense: ~\$16M

Capital Expenditures as a % of Sales: 4.5% - 5.0%

Corporate Cash Expenses as a % of Sales: 3.0% - 3.5%*

Corporate Non-Cash Expenses: ~1.0%

Reaffirming 2023 Outlook

Sales growth as compared to FY 2022.

TriMas⁷ FY 2023 outlook includes the expected impact of the Aarts Packaging and Weldmac acquisitions.

Note: All of the figures on this slide are adjusted for any current and future Special Items. Adjusted EPS is defined as diluted EPS per GAAP plus or minus the after tax impact of Special Items and acquisition-related intangible amortization expense. See Appendix for reconciliation between GAAP and Adjusted Diluted EPS outlook.

Free Cash Flow is defined as Net Cash Provided by/(Used for) Operating Activities, excluding the cash impact of Special Items, less capital expenditures.



^{*} Includes 2023 integration of certain Information Technology functions into Corporate Office.

TriMas' Strategic Value Drivers



Leverage strong annual Free Cash Flow and balance sheet to shape and focus TriMas



TriMas Q&A

Packaging

TriMas

Aerospace & Industrials

























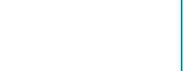


















Strong Brand Names

Diverse End Markets

Innovative Product Solutions

Appendix

Condensed Consolidated Balance Sheet

	March 202	3	ecember 31, 2022
	(unaud	ited)	
Assets			
Current assets:			
Cash and cash equivalents	•	1,890 \$,
Receivables, net		9,580	132,370
Inventories		1,750	163,360
Prepaid expenses and other current assets		8,020	14,840
Total current assets		1,240	422,660
Property and equipment, net		5,220	277,750
Operating lease right-of-use assets		7,040	47,280
Goodwill		1,590	339,810
Other intangibles, net		4,840	188,110
Deferred income taxes		9,100	9,400
Other assets		0,340	19,990
Total assets	\$ 1,31	9,370 \$	1,305,000
Liabilities and Shareholders' Equity			
Current liabilities:			
Accounts payable		5,770 \$,
Accrued liabilities	5	3,930	46,660
Lease liabilities, current portion		9,040	8,280
Total current liabilities	14	8,740	140,150
Long-term debt, net	39	4,960	394,730
Lease liabilities	4	2,190	41,010
Deferred income taxes	2	6,080	20,940
Other long-term liabilities	5	8,640_	56,340
Total liabilities	67	0,610	653,170
Total shareholders' equity		8,760_	651,830
Total liabilities and shareholders' equity	\$ 1,31	9,370 \$	1,305,000

Consolidated Statement of Income

	Three months ended March 31,			
	2023 2022			
	(unaudited))
Net sales	\$	215,460	\$	224,310
Cost of sales		(167,770)		(170,600)
Gross profit		47,690		53,710
Selling, general and administrative expenses		(37,700)		(31,780)
Operating profit		9,990		21,930
Other expense, net:				
Interest expense		(3,700)		(3,410)
Other income (expense), net		(70)		(280)
Other expense, net		(3,770)		(3,690)
		0.000		10.010
Income before income tax expense		6,220		18,240
Income tax expense		(1,310)		(4,070)
Net income	\$	4,910	_\$_	14,170
Earnings per share - basic:				
Net income per share	\$	0.12	\$	0.33
Weighted average common shares - basic		41,543,625		42,799,206
Earnings per share - diluted:				
Net income per share	\$	0.12	\$	0.33
Weighted average common shares - diluted		41,802,037		43,109,693

Consolidated Statement of Cash Flows

	Three months ended March 31,		
	 2023	,	2022
Cash Flows from Operating Activities:			
Net income	\$ 4,910	\$	14,170
Adjustments to reconcile net income to net cash provided by operating activities, net of			
acquisition impact:			
(Gain) loss on dispositions of assets	(10)		20
Depreciation	8,760		8,470
Amortization of intangible assets	4,590		5,290
Amortization of debt issue costs	230		220
Deferred income taxes	2,070		3,000
Non-cash compensation expense	2,940		2,820
Increase in receivables	(11,850)		(22,330
Increase in inventories	(1,590)		(910
Decrease (increase) in prepaid expenses and other assets	1,490		(680
Decrease in accounts payable and accrued liabilities	(2,360)		(5,210
Other operating activities	510		810
Net cash provided by operating activities	9,690		5,670
Cash Flows from Investing Activities:			
Capital expenditures	(14,790)		(11,890
Acquisition of businesses, net of cash acquired	(37,790)		(63,950
Net proceeds from disposition of property and equipment	10		20
Net cash used for investing activities	(52,570)		(75,820
Cash Flows from Financing Activities:			
Proceeds from borrowings on revolving credit facilities	10,840		-
Repayments of borrowings on revolving credit facilities	(10,840)		-
Payments to purchase common stock	(10,400)		(9,060
Shares surrendered upon exercise and vesting of equity awards to cover taxes	(2,310)		(970
Dividends paid	(1,660)		(1,740
Other financing activities	(2,950)		-
Net cash used for financing activities	(17,320)		(11,770
Cash and Cash Equivalents:			
Decrease for the period	(60,200)		(81,920
At beginning of period	112,090		140,740
At end of period	\$ 51,890	\$	58,820
Supplemental disclosure of cash flow information:			
Cash paid for interest	\$ 210	\$	310
Cash paid for taxes	\$ 1,780	\$	620

Company and Segment Financial Information

		Three months ended March 31,				
		2023		2022		
Packaging						
Net sales	\$	116,220	\$	138,490		
Operating profit	\$	14,390	\$	21,330		
Special Items to consider in evaluating operating profit:						
Purchase accounting costs		400		480		
Business restructuring and severance costs		450		1,970		
Adjusted operating profit	\$	15,240	\$	23,780		
Aerospace						
Net sales	\$	49,990	\$	44,520		
Operating profit	\$	1.430	\$	1,840		
Special Items to consider in evaluating operating profit:	Ψ	1,100	Ψ	1,010		
Purchase accounting costs		-		240		
Business restructuring and severance costs		-		330		
Adjusted operating profit	\$	1,430	\$	2,410		
Conscieller Dun dereta						
Specialty Products	•	40.050	•	44.000		
Net sales	\$ \$	49,250	\$	41,300		
Operating profit	<u> </u>	9,750	\$	7,240		
Corporate Expenses						
Operating profit (loss)	\$	(15,580)	\$	(8,480)		
Special Items to consider in evaluating operating profit (loss):						
M&A diligence and transaction costs		1,200		910		
Business restructuring and severance costs		3,480		370		
Adjusted operating profit (loss)	\$	(10,900)	\$	(7,200)		
Total Company						
Net sales	\$	215,460	\$	224,310		
Operating profit	\$	9,990	\$	21,930		
Total Special Items to consider in evaluating operating profit	— —	5,530	Ψ	4,300		
Adjusted operating profit	\$	15,520	\$	26,230		
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YOY Growth %										
	Organic	Acquisitions	Fx	Total						
Q1 2023 vs. Q1 202	22									
Consolidated TriMas	-7.1%	4.3%	-1.1%	-3.9%						
Packaging	-21.2%	6.9%	-1.8%	-16.1%						
Aerospace	12.5%	0.0%	-0.2%	12.3%						
Specialty Products	19.2%			19.2%						

Additional Information on Non-GAAP Measures

		Three months ended March 31,				
	'	2023	2022			
Net income, as reported	\$	4,910	\$	14,170		
Special Items to consider in evaluating quality of net income:						
Business restructuring and severance costs		3,930		2,820		
M&A diligence and transaction costs		1,200		910		
Purchase accounting costs		400		720		
Income tax effect of Special Items ⁽¹⁾		(1,440)		(1,050)		
Adjusted net income	\$	9,000	\$	17,570		

		Three months ended March 31,			
	2	2023	2022		
Diluted earnings per share, as reported	\$	0.12	\$	0.33	
Special Items to consider in evaluating quality of diluted EPS:					
Business restructuring and severance costs		0.09	\$	0.06	
M&A diligence and transaction costs		0.03	\$	0.02	
Purchase accounting costs		0.01	\$	0.02	
Income tax effect of Special Items ⁽¹⁾		(0.03)	\$	(0.02)	
Pre-tax amortization of acquisition-related intangible assets		0.11	\$	0.12	
Income tax benefit on amortization of acquisition-related intangible assets ⁽¹⁾	_	(0.03)	\$	(0.03)	
Adjusted diluted EPS	\$	0.30	\$	0.50	
Weighted-average shares outstanding	41	802,037	43	,109,693	

⁽¹⁾ Income tax effect of Special Items and amortization of acquisition-related intangible assets is calculated on an item-by the jurisdiction where the Special Item or amortization occurred. For the three month periods ended March 31, 2023, an Special Items varied from the tax rate inherent in the Company's reported GAAP results, primarily as a result of certain the period for GAAP reporting purposes.

	Three months ended March 31,				
	2023		2022		
Adjusted operating profit	\$ 15,520	\$	26,230		
Corporate operating expenses (adjusted)	7,800		4,560		
Non-cash stock compensation (adjusted)	2,940		2,450		
Legacy expenses	160		190		
Corporate expenses	10,900		7,200		
Adjusted segment operating profit	\$ 26,420	\$	33,430		
Adjusted segment operating profit margin	12.3%		14.9%		

Additional Information on Non-GAAP Measures

	Three months ended March 31,											
			:	2023						2022		
	As	reported	Spec	ial Items	As	adjusted	As	reported	Spec	ial Items	As	adjusted
Net cash provided by operating activities	\$	9,690	\$	2,030	\$	11,720	\$	5,670	\$	4,310	\$	9,980
Less: Capital expenditures		(14,790)		-		(14,790)		(11,890)		-		(11,890)
Free Cash Flow		(5,100)		2,030		(3,070)		(6,220)		4,310		(1,910)
Net income		4,910		4,090		9,000		14,170		3,400		17,570
Free Cash Flow as a percentage of net income		-104%				-34%		-44%				-11%

	IV	March 31,		cember 31,		March 31,
		2023	2022			2022
Long-term debt, net	\$	394,960	\$	394,730	\$	394,040
Less: Cash and cash equivalents		51,890		112,090		58,820
Net Debt	\$	343,070	\$	282,640	\$	335,220

Additional Information on Non-GAAP Measures

	Three months ended March 31,					Twelve months ended March 31,				
		2023		2022		2023		2022		
Net income, as reported	\$	4,910	\$	14,170	\$	56,910	\$	58,420		
Depreciation expense		8,760		8,470		34,410		32,510		
Amortization expense		4,590		5,290		18,400		21,460		
Interest expense		3,700		3,410		14,400		14,370		
Income tax expense		1,310		4,070		18,740		12,500		
Non-cash compensation expense		2,940		2,820		9,960		9,880		
Adjusted EBITDA, before Special Items	\$	26,210	\$	38,230	\$	152,820	\$	149,140		
Adjusted EBITDA impact of Special Items		5,530		4,080		14,610		24,610		
Adjusted EBITDA ⁽¹⁾	\$	31,740	\$	42,310	\$	167,430	\$	173,750		
Adjusted EBITDA as a percentage of net sales		14.7%		18.9%		19.1%		19.9%		
Packaging	\$	22,550	\$	31,790	\$	105,350	\$	132,340		
Aerospace		6,190		7,240		30,210		31,940		
Specialty Products		10,790		8,340		36,830		29,520		
Segment Adjusted EBITDA ⁽¹⁾	\$	39,530	\$	47,370	\$	172,390	\$	193,800		
Segment Adjusted EBITDA as a percentage of net sales		18.3%		21.1%		19.7%		22.2%		
Other Corporate expenses		(7,790)		(5,060)		(4,960)		(20,050)		
Adjusted EBITDA ⁽¹⁾	\$	31,740	\$	42,310	\$	167,430	\$	173,750		



Addition Information on Non-GAAP Measures

As of April 27, 2023

Full Year 2023 GAAP to Non-GAAP EPS Outlook Reconciliation

	welve mo Decembe		
	Low	High	
Diluted earnings per share (GAAP)	\$ 1.57	\$	1.77
Pre-tax amortization of acquisition-related intangible assets ⁽¹⁾	0.45		0.45
Income tax benefit on amortization of acquisition-related intangible assets	(0.12)		(0.12)
Impact of Special Items ⁽²⁾	 0.10		0.10
Adjusted diluted earnings per share	\$ 2.00	\$	2.20

⁽¹⁾ These amounts relate to acquisitions completed as of April 27, 2023. The Company is unable to provide forward-looking estimates of future acquisitions, if any, that have not yet been consummated.



