

**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 28, 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 2.02 Results of Operations and Financial Condition.**

TriMas Corporation (the "Corporation") issued a press release and held a teleconference on July 28, 2016, reporting its financial results for the second quarter ending June 30, 2016. 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](http://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.**

(d) Exhibits. The following exhibits are furnished herewith:

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press Release
99.2	The Corporation's visual presentation titled "Second Quarter 2016 Earnings Presentation"

**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: July 28, 2016 By: /s/ Robert J. Zalupski  
Name: Robert J. Zalupski  
Title: Chief Financial Officer

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**CONTACT:**

Sherry Lauderback  
VP, Investor Relations & Communications  
(248) 631-5506  
sherrylauderback@trimascorp.com

**TRIMAS CORPORATION REPORTS SECOND QUARTER 2016 RESULTS**  
***Achieved Second Quarter 2016 EPS, Excluding Special Items, of \$0.34, an increase of 13.3%***  
***Revised Full Year 2016 Guidance***

**BLOOMFIELD HILLS, Michigan, July 28, 2016** - TriMas Corporation (NASDAQ: TRS) today announced financial results for the quarter ended June 30, 2016. The Company reported second quarter net sales from continuing operations of \$203.3 million, a decrease of 9.6% compared to second quarter 2015. The Company reported second quarter 2016 income from continuing operations of \$10.5 million, or \$0.23 per diluted share, as compared to income of \$8.5 million, or \$0.19 per diluted share, in the second quarter of 2015. Excluding Special Items<sup>(1)</sup> related to severance, business restructuring and 2015 debt extinguishment costs, second quarter 2016 diluted earnings per share from continuing operations would have been \$0.34, an increase of 13.3% as compared to \$0.30 in second quarter 2015.

**TriMas Highlights**

- Today announced the appointment of Thomas Amato as TriMas President and Chief Executive Officer; brings more than 25 years of broad industrial experience and a track record of enhancing shareholder value.
- Increased second quarter 2016 diluted earnings per share by 13.3%, and operating profit margin by 180 basis points, both excluding Special Items, as compared to second quarter 2015.
- Completed execution of the cost savings actions included in the \$22 million Financial Improvement Plan, which mitigated the impact of lower sales levels.
- Continued strong margin performance in Packaging, while investing in the sales organization and new products and related applications.
- Achieved approximately 210 basis points of sequential quarterly margin expansion in Energy, excluding Special Items, and significant margin improvement as compared to second quarter 2015, on lower revenue as a result of leveraging the business restructuring, and driving manufacturing and operational improvements.
- Developed and executed upon a comprehensive Aerospace recovery plan which resulted in 270 basis points of sequential quarterly margin improvement, excluding Special Items.
- Generated Free Cash Flow<sup>(2)</sup> of \$34.2 million for second quarter 2016, yielding year-to-date Free Cash Flow of more than 100% of net income from continuing operations, excluding Special Items.

"We achieved second quarter earnings per share of \$0.34, excluding Special Items, representing a 13.3% increase over 2015, in spite of a 9.6% decline in sales," said Bob Zalupski, TriMas Chief Financial Officer. "During the quarter, we continued to experience top-line challenges, most notably in our energy-facing and industrial cylinder businesses, as well as continued short-term margin pressures in Aerospace. We were largely able to mitigate the impact of these items through cost reduction and productivity initiatives, driving an increase in year-over-year operating profit and related margin, excluding Special Items. We also significantly improved Free Cash Flow as compared to second quarter 2015 as a result of our working capital reductions."

Zalupski continued, "As we move forward through 2016, we will continue to focus on holding or improving margins in a challenging top-line environment. Our Energy restructuring efforts are working, as evidenced by expanded margins in the quarter despite a more than 20% reduction in sales year-over-year. Within Aerospace, we implemented recovery plan actions to address scheduling and manufacturing capacity challenges in two of our fastener facilities and to minimize the incremental costs related to the integration of an acquired facility. While these actions contributed to 270 basis points of sequential Aerospace margin improvement in the quarter, excluding Special Items, the second quarter margin level was lower than planned."

"Regarding our outlook, we are revising our full-year 2016 diluted EPS guidance range to \$1.22 to \$1.30 per share, excluding Special Items, as a result of lower than expected second quarter earnings and a reduction in our second half 2016 Aerospace guidance. We continue to focus our attention on the areas we can control and are intently focused on execution of the Aerospace improvement plan," Zalupski concluded.

## **Second Quarter Financial Results - From Continuing Operations**

- TriMas reported second quarter net sales of \$203.3 million, a decrease of 9.6% as compared to \$224.9 million in second quarter 2015. The positive impacts of a recent acquisition and organic initiatives were more than offset by sales declines primarily resulting from the weakness in the energy-facing end markets, industrial softness, lower Aerospace distributor sales and the impact of unfavorable currency exchange.
- The Company reported operating profit of \$18.7 million in second quarter 2016 as compared to \$19.2 million in second quarter 2015. Excluding Special Items related to severance and business restructuring, second quarter 2016 operating profit would have been \$25.7 million, an increase of 5.6% as compared to \$24.3 million during second quarter 2015. Second quarter 2016 operating profit margin, excluding Special Items, increased 180 basis points to 12.6%, as margin improvements in Packaging and Energy, and a reduction in corporate expenses, more than offset the declines in Aerospace and Engineered Components as compared to second quarter 2015. These improvements are a result of successful execution of the Company's Financial Improvement Plan and on-going productivity initiatives.
- Second quarter 2016 income from continuing operations was \$10.5 million, or \$0.23 per diluted share, as compared to \$0.19 per diluted share in second quarter 2015. Excluding Special Items, second quarter 2016 income from continuing operations would have been \$15.6 million, or \$0.34 per diluted share, an increase of 13.3% as compared to \$0.30 in second quarter 2015, as a result of higher operating profit and currency gains.
- The Company reported Free Cash Flow (defined as Net Cash Provided by/Used for Operating Activities of Continuing Operations, excluding the cash impact of Special Items, less Capital Expenditures) of \$34.2 million for second quarter 2016 as compared to \$9.4 million in second quarter 2015. Please see Appendix I for further details. The Company expects to generate between \$55 million and \$65 million for full year 2016, excluding Special Items.

## **Discontinued Operations**

On June 30, 2015, the Company completed the spin-off of its Cequent businesses (comprised of the Cequent Americas and Cequent APEA reportable segments), creating a new independent publicly traded company, Horizon Global Corporation, through a distribution of 100% of the Company's interest in Horizon Global to holders of TriMas common shares. The results of operations of the Cequent businesses, as well as the one-time costs incurred in connection with the separation of the two companies, are included in discontinued operations.

## **Financial Position**

TriMas reported total debt of \$406.3 million as of June 30, 2016, as compared to \$419.6 million as of December 31, 2015, and \$457.3 million as of June 30, 2015. TriMas ended second quarter 2016 with \$123.7 million of cash and aggregate availability under its revolving credit and accounts receivable facilities.

## **Business Segment Results - From Continuing Operations**

### ***Packaging***

Net sales for the second quarter decreased 1.6% as compared to the year ago period, as sales increases in the industrial end market were more than offset by the impact of unfavorable currency exchange and lower product sales to the health, beauty and home care end market due to customer new program launches during the second quarter of 2015 that did not repeat in 2016. Second quarter operating profit and the related margin percentage, excluding Special Items, increased due to a more favorable product sales mix and the impact of ongoing productivity and automation initiatives, partially offset by unfavorable currency exchange and continued investment in global capabilities. The Company continues to develop specialty dispensing and closure applications for global markets, including industrial, food and beverage, and health, beauty and home care.

### ***Aerospace***

Net sales for the second quarter increased 2.0% as compared to the year ago period, as a result of incremental sales resulting from the November 2015 acquisition of certain assets related to Parker Hannifin's Tolleason, Arizona, machined components facility, partially offset by lower demand from larger distribution customers. Second quarter operating profit and the related margin percentage, excluding Special Items, decreased due to a less favorable product mix, cost of recovery actions to address short-term production inefficiencies and higher costs of new product qualifications. The Company is focused on executing a comprehensive recovery plan to increase manufacturing throughput and reduce the costs of production-related inefficiencies, developing and qualifying additional highly-engineered products for aerospace applications, and leveraging its aerospace platform to better serve its customers.

## **Energy**

Second quarter net sales decreased 20.3% as compared to the year ago period, due to reduced demand levels from upstream oil and gas customers related to lower oil production activity, lower sales from international branches due to restructuring activities in those regions, and the impact of unfavorable currency exchange. Second quarter operating profit and the related margin percentage, excluding Special Items, improved as the cost savings achieved due to the restructuring and cost reduction initiatives more than offset by the impact of the reduced sales levels and related lower fixed cost absorption. The Company continues to leverage lower costs resulting from the business restructuring, accelerate the manufacturing of products in Reynosa, Mexico, and drive operational and manufacturing improvements.

## **Engineered Components**

Second quarter net sales decreased 25.7% as compared to the year ago period, primarily due to lower sales of engines and compressors resulting from the impact of lower oil prices and significantly reduced oil production activity. Sales of industrial cylinders also decreased as a result of continued softness in industrial end markets. Second quarter operating profit and the related margin percentage, excluding Special Items, decreased primarily due to reduced sales levels and lower fixed cost absorption related to engine and compression products partially offset by savings achieved from cost reduction actions and ongoing productivity initiatives. The Company has responded to the dramatic drop in oil prices and the impact on engine and compressor demand by reducing its fixed cost structure, and continues to drive new product sales and expand its international sales efforts.

## **2016 Outlook**

The Company is revising its full year 2016 outlook from continuing operations. The Company is now estimating that 2016 sales will decline from 4% to 7% as compared to 2015. The Company also expects full-year 2016 diluted earnings per share to be \$1.22 to \$1.30 per share, excluding any current or future events that may be considered Special Items, a reduction from the previous outlook of \$1.35 to \$1.45 per share. In addition, the Company expects 2016 Free Cash Flow (defined as Cash Flow from Operating Activities, excluding the cash impact of Special Items, less Capital Expenditures) to be between \$55 million and \$65 million, or approximately 100% of net income, excluding Special Items.

"While we believe we will be able to offset the majority of the impact of our lowered sales outlook through continued cost management and productivity savings," said Zalupski, "the combined impact of the reduced level of higher margin distributor sales and the more gradual improvement of fastener production within Aerospace is tempering our previously expected profitability for the back half of 2016. We have taken actions to effectively address these challenges and remain positive on the longer-term prospects for revenue and earnings growth in our businesses."

## **Conference Call Information**

TriMas Corporation will host its second quarter 2016 earnings conference call today, Thursday, July 28, 2016, at 10 a.m. ET. The call-in number is (888) 329-8893. Participants should request to be connected to the TriMas Corporation second quarter 2016 earnings conference call (Conference ID #4304981). The conference call will also be simultaneously webcast via TriMas' website at [www.trimascorp.com](http://www.trimascorp.com), under the "Investors" section, with an accompanying slide presentation. A replay of the conference call will be available on the TriMas website or by dialing (888) 203-1112 (Replay Code #4304981) beginning July 28, 2016 at 3 p.m. ET through August 4, 2016 at 3 p.m. ET.

## **Notice Regarding 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, 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; the potential impact of Brexit; various conditions specific to the Company's business and industry; the Company's ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; 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, 2015. 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.

In this release, certain non-GAAP financial measures are used. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure may be found in Appendix I at the end of this release. Additional information is available at [www.trimascorp.com](http://www.trimascorp.com) under the "Investors" section.

### **About TriMas**

Headquartered in Bloomfield Hills, Michigan, TriMas Corporation (NASDAQ: TRS) provides engineered and applied products for growing markets worldwide. TriMas is organized into four reportable segments: Packaging, Aerospace, Energy and Engineered Components. TriMas has approximately 4,000 employees in 13 countries. For more information, visit [www.trimascorp.com](http://www.trimascorp.com).

<sup>(1)</sup> Appendix I details 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, on an after Special Items basis, 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.

<sup>(2)</sup> The Company defines Free Cash Flow as Net Cash Provided by/Used for Operating Activities of Continuing Operations, excluding the cash impact of Special Items, less Capital Expenditures. Please see Appendix I for additional details.

**TriMas Corporation**  
**Condensed Consolidated Balance Sheet**  
(Dollars in thousands)

	June 30, 2016	December 31, 2015
<b>Assets</b>		
(unaudited)		
Current assets:		
Cash and cash equivalents	\$ 23,660	\$ 19,450
Receivables, net	124,620	121,990
Inventories	165,800	167,370
Prepaid expenses and other current assets	7,440	17,810
<b>Total current assets</b>	<b>321,520</b>	<b>326,620</b>
Property and equipment, net	178,660	181,130
Goodwill	377,430	378,920
Other intangibles, net	263,510	273,870
Other assets	9,080	9,760
<b>Total assets</b>	<b>\$ 1,150,200</b>	<b>\$ 1,170,300</b>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Current maturities, long-term debt	\$ 13,820	\$ 13,850
Accounts payable	77,820	88,420
Accrued liabilities	41,690	50,480
<b>Total current liabilities</b>	<b>133,330</b>	<b>152,750</b>
Long-term debt, net	392,460	405,780
Deferred income taxes	8,320	11,260
Other long-term liabilities	57,890	53,320
<b>Total liabilities</b>	<b>592,000</b>	<b>623,110</b>
<b>Total shareholders' equity</b>	<b>558,200</b>	<b>547,190</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,150,200</b>	<b>\$ 1,170,300</b>

**TriMas Corporation**  
**Consolidated Statement of Income**  
(Unaudited - dollars in thousands, except per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Net sales	\$ 203,320	\$ 224,900	\$ 406,200	\$ 449,030
Cost of sales	(146,240)	(163,180)	(293,200)	(324,390)
Gross profit	57,080	61,720	113,000	124,640
Selling, general and administrative expenses	(38,420)	(42,510)	(77,890)	(82,410)
Operating profit	18,660	19,210	35,110	42,230
Other expense, net:				
Interest expense	(3,310)	(3,720)	(6,750)	(7,170)
Debt financing and extinguishment costs	—	(1,970)	—	(1,970)
Other income (expense), net	130	(290)	70	(1,610)
Other expense, net	(3,180)	(5,980)	(6,680)	(10,750)
Income from continuing operations before income tax expense	15,480	13,230	28,430	31,480
Income tax expense	(5,000)	(4,740)	(9,650)	(11,050)
Income from continuing operations	10,480	8,490	18,780	20,430
Loss from discontinued operations, net of tax	—	(6,780)	—	(4,740)
Net income	\$ 10,480	\$ 1,710	\$ 18,780	\$ 15,690
<b>Basic earnings per share:</b>				
Continuing operations	\$ 0.23	\$ 0.19	\$ 0.41	\$ 0.45
Discontinued operations	—	(0.15)	—	(0.10)
Net income per share	\$ 0.23	\$ 0.04	\$ 0.41	\$ 0.35
Weighted average common shares—basic	45,429,851	45,150,827	45,354,421	45,074,394
<b>Diluted earnings per share:</b>				
Continuing operations	\$ 0.23	\$ 0.19	\$ 0.41	\$ 0.45
Discontinued operations	—	(0.15)	—	(0.10)
Net income per share	\$ 0.23	\$ 0.04	\$ 0.41	\$ 0.35
Weighted average common shares—diluted	45,726,348	45,418,907	45,690,582	45,409,875



**TriMas Corporation**  
**Consolidated Statement of Cash Flow**  
**(Unaudited - dollars in thousands)**

	Six months ended June 30,	
	2016	2015
<b>Cash Flows from Operating Activities:</b>		
Net income	\$ 18,780	\$ 15,690
Loss from discontinued operations	—	(4,740)
Income from continuing operations	18,780	20,430
Adjustments to reconcile net income to net cash provided by operating activities:		
Loss on dispositions of property and equipment	1,120	300
Depreciation	11,980	10,830
Amortization of intangible assets	10,190	10,580
Amortization of debt issue costs	670	1,020
Deferred income taxes	230	(250)
Non-cash compensation expense	4,140	2,870
Excess tax benefits from stock based compensation	(170)	(270)
Debt financing and extinguishment costs	—	1,970
Increase in receivables	(3,660)	(8,930)
(Increase) decrease in inventories	1,130	(9,210)
Decrease in prepaid expenses and other assets	10,650	510
Decrease in accounts payable and accrued liabilities	(21,710)	(8,550)
Other, net	(410)	(820)
Net cash provided by operating activities of continuing operations	32,940	20,480
Net cash used for operating activities of discontinued operations	—	(14,030)
Net cash provided by operating activities	32,940	6,450
<b>Cash Flows from Investing Activities:</b>		
Capital expenditures	(12,960)	(12,890)
Net proceeds from disposition of property and equipment	120	690
Net cash used for investing activities of continuing operations	(12,840)	(12,200)
Net cash used for investing activities of discontinued operations	—	(2,510)
Net cash used for investing activities	(12,840)	(14,710)
<b>Cash Flows from Financing Activities:</b>		
Proceeds from borrowings on term loan facilities	—	275,000
Repayments of borrowings on term loan facilities	(6,950)	(441,360)
Proceeds from borrowings on revolving credit and accounts receivable facilities	216,580	697,890
Repayments of borrowings on revolving credit and accounts receivable facilities	(225,050)	(703,390)
Payments for deferred purchase price	—	(5,710)
Debt financing fees	—	(1,850)
Shares surrendered upon vesting of options and restricted stock awards to cover tax obligations	(650)	(2,620)
Proceeds from exercise of stock options	10	430
Excess tax benefits from stock based compensation	170	270
Cash transferred to the Cequent businesses	—	(17,050)
Net cash used for financing activities of continuing operations	(15,890)	(198,390)
Net cash provided by financing activities of discontinued operations	—	208,400
Net cash provided by (used for) financing activities	(15,890)	10,010
<b>Cash and Cash Equivalents:</b>		
Net increase for the period	4,210	1,750
At beginning of period	19,450	24,420
At end of period	\$ 23,660	\$ 26,170
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 5,860	\$ 9,690
Cash paid for taxes	\$ 3,170	\$ 17,390

Appendix I

**TriMas Corporation**  
**Additional Information Regarding Special Items Impacting**  
**Reported GAAP Financial Measures**  
**Continuing Operations**  
**(Unaudited - dollars in thousands)**

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
<b>Packaging</b>				
Net sales	\$ 88,110	\$ 89,580	\$ 168,220	\$ 168,540
Operating profit	\$ 21,410	\$ 20,710	\$ 39,250	\$ 38,220
Special Items to consider in evaluating operating profit:				
Severance and business restructuring costs	\$ 590	\$ 280	\$ 1,060	\$ 430
Excluding Special Items, operating profit would have been	\$ 22,000	\$ 20,990	\$ 40,310	\$ 38,650
<b>Aerospace</b>				
Net sales	\$ 44,090	\$ 43,220	\$ 84,590	\$ 88,960
Operating profit	\$ 3,550	\$ 7,220	\$ 7,010	\$ 15,300
Special Items to consider in evaluating operating profit:				
Severance and business restructuring costs	\$ 1,490	\$ 830	\$ 1,560	\$ 1,620
Excluding Special Items, operating profit would have been	\$ 5,040	\$ 8,050	\$ 8,570	\$ 16,920
<b>Energy</b>				
Net sales	\$ 39,950	\$ 50,150	\$ 84,700	\$ 101,310
Operating loss	\$ (3,090)	\$ (7,170)	\$ (6,700)	\$ (6,830)
Special Items to consider in evaluating operating profit (loss):				
Severance and business restructuring costs	\$ 4,890	\$ 3,910	\$ 9,590	\$ 5,340
Excluding Special Items, operating profit (loss) would have been	\$ 1,800	\$ (3,260)	\$ 2,890	\$ (1,490)
<b>Engineered Components</b>				
Net sales	\$ 31,170	\$ 41,950	\$ 68,690	\$ 90,220
Operating profit	\$ 3,860	\$ 6,220	\$ 9,440	\$ 12,190
Special Items to consider in evaluating operating profit:				
Severance and business restructuring costs	\$ 20	\$ 60	\$ 170	\$ 140
Excluding Special Items, operating profit would have been	\$ 3,880	\$ 6,280	\$ 9,610	\$ 12,330
<b>Corporate Expenses</b>				
Operating loss	\$ (7,070)	\$ (7,770)	\$ (13,890)	\$ (16,650)
<b>Total Continuing Operations</b>				
Net sales	\$ 203,320	\$ 224,900	\$ 406,200	\$ 449,030
Operating profit	\$ 18,660	\$ 19,210	\$ 35,110	\$ 42,230
Total Special Items to consider in evaluating operating profit	\$ 6,990	\$ 5,080	\$ 12,380	\$ 7,530
Excluding Special Items, operating profit would have been	\$ 25,650	\$ 24,290	\$ 47,490	\$ 49,760

Appendix I

**TriMas Corporation**  
**Additional Information Regarding Special Items Impacting**  
**Reported GAAP Financial Measures**  
(Unaudited - dollars in thousands, except per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Income from continuing operations, as reported	\$ 10,480	\$ 8,490	\$ 18,780	\$ 20,430
After-tax impact of Special Items to consider in evaluating quality of income from continuing operations:				
Severance and business restructuring costs	5,130	4,030	9,220	5,930
Debt extinguishment costs	—	1,240	—	1,240
Excluding Special Items, income from continuing operations would have been	<u>\$ 15,610</u>	<u>\$ 13,760</u>	<u>\$ 28,000</u>	<u>\$ 27,600</u>

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Diluted earnings per share from continuing operations, as reported	\$ 0.23	\$ 0.19	\$ 0.41	\$ 0.45
After-tax impact of Special Items to consider in evaluating quality of EPS from continuing operations:				
Severance and business restructuring costs	0.11	0.08	0.20	0.13
Debt extinguishment costs	—	0.03	—	0.03
Excluding Special Items, diluted EPS from continuing operations would have been	<u>\$ 0.34</u>	<u>\$ 0.30</u>	<u>\$ 0.61</u>	<u>\$ 0.61</u>
Weighted-average shares outstanding	<u>45,726,348</u>	<u>45,418,907</u>	<u>45,690,582</u>	<u>45,409,875</u>

**TriMas Corporation**  
**Additional Information Regarding Special Items Impacting**  
**Reported GAAP Financial Measures**  
**(Unaudited - dollars in thousands)**

	Three months ended June 30,					
	2016			2015		
	As reported	Special Items	Excluding Special Items	As reported	Special Items	Excluding Special Items
Net cash provided by operating activities of continuing operations	\$ 36,280	\$ 4,920	\$ 41,200	\$ 16,620	\$ —	\$ 16,620
Less: Capital expenditures of continuing operations	(6,980)	—	(6,980)	(7,200)	—	(7,200)
Free Cash Flow from continuing operations	29,300	4,920	34,220	9,420	—	9,420
Income from continuing operations	10,480	5,130	15,610	8,490	5,270	13,760
Free Cash Flow as a percentage of income from continuing operations	280%		219%	111%		68%

	Six months ended June 30,					
	2016			2015		
	As reported	Special Items	Excluding Special Items	As reported	Special Items	Excluding Special Items
Net cash provided by operating activities of continuing operations	\$ 32,940	\$ 8,360	\$ 41,300	20,480	\$ —	\$ 20,480
Less: Capital expenditures of continuing operations	(12,960)	—	(12,960)	(12,890)	—	(12,890)
Free Cash Flow from continuing operations	19,980	8,360	28,340	7,590	—	7,590
Income from continuing operations	18,780	9,220	28,000	20,430	7,170	27,600
Free Cash Flow as a percentage of income from continuing operations	106%		101%	37%		28%



Second Quarter 2016 Earnings  
Presentation

July 28, 2016



## Forward-Looking Statement

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, 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; the potential impact of Brexit; various conditions specific to the Company’s business and industry; the Company’s ability to identify attractive acquisition candidates, successfully integrate acquired operations or realize the intended benefits of such acquisitions; 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, 2015. 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 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](http://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, on an after Special Items basis, 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.

- Introductions and Opening Remarks
- Financial Highlights
- Segment Highlights
- Outlook and Summary
- Questions and Answers
- Appendix



## Introductions and Opening Remarks

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- Comprehensive search conducted using external firm
- Experienced leader of global, multi-billion dollar, diversified businesses
- Understanding of TriMas businesses as a result of prior roles
- Proven track record in:
  - Driving operational improvements through a relentless focus on performance and continuous improvement
  - Developing sound strategies to adapt to dynamic markets and customer needs globally
  - Enhancing growth both organically and through strategic acquisitions
  - Creating and operating in a fact-based culture with mutual respect for enterprise-wide employees

*Ability to leverage past experiences to drive future shareholder value.*

## Initial Observations of TriMas

- Great portfolio of diversified businesses
- Market-leading brands and positions
- Valued “blue-chip” customers with critical supply positions and solid relationships
- Highly-engineered, proprietary products
- Significant opportunities for organic growth and bolt-on acquisitions
- Strong cash flow with opportunities for margin enhancement

## Key Focus Areas During “First 100 Days”

- Visit high-impact manufacturing operations
- Engage with the business leadership teams and review strategic plans
- Meet with key customers to ensure a smooth transition
- Identify and assess near and longer term opportunities to enhance performance and growth

*All in the spirit of developing and sharing with stakeholders a solid game plan to drive improved results*

***Engage with the TriMas team to identify opportunities and implement actions to drive improved performance.***

- Second quarter sales of approximately \$203 million – external top-line pressures continued
  - Organic initiatives and acquisition growth were more than offset by the impact of lower oil prices, lower aerospace distributor sales and unfavorable currency exchange
  - Sequential sales improvement in Packaging and Aerospace
- Achieved Q2 EPS, excluding Special Items<sup>(1)</sup>, of \$0.34 – solid performance in spite of nearly 10% sales decline
- Aerospace recovery actions resulted in sequential improvement – more work to do
- Improved operating profit margin, excluding Special Items, by 180 basis points as compared to Q2 2015
- Completed the cost actions related to the \$22 million Financial Improvement Plan

***Cost savings actions mitigating impact of lower sales levels and Aerospace challenges.***

<sup>(1)</sup> Please see the Appendix for a detailed reconciliation to GAAP results.

## Headwinds

- Macroeconomic conditions
  - Low industrial activity levels
  - Interest rate environment
- Low oil and commodity prices
  - Drilling and well completion activity
  - Capex deferrals and reductions
  - Resin and specialty steel prices
- Inventory reductions in channel
  - Overall supply chain reductions
  - Large aerospace distributors
- Strength of U.S. dollar
  - Translation and transaction impacts
  - Exports in Engineered Components
  - Imports more competitive
- Brexit
  - Uncertainty in Europe
  - Consumer confidence in the United Kingdom

## Tailwinds

- Commercial aircraft build rates and backlog
  - expect slight increase in 2016, with greater growth in 2017
- Asia still growing, albeit at lower rates
  - Uncertainty around China
- Consumer spend remains solid in the U.S. – outpacing economic conditions

*Headwinds continue – focused on execution to mitigate external challenges.*



## Packaging

- Completed staffing of sales team – added leaders with end market expertise
- Selected site in Mexico to add manufacturing capacity in support of growth in the Americas
- Accelerating new product development and applications with technology center in Asia

## Aerospace

- Executing comprehensive recovery plan to improve manufacturing throughput and cost efficiencies to increase sales and margins
- Leveraging recent acquisitions to add product qualifications for new and existing customers

## Energy

- Reconfiguring Houston facility for dedicated manufacture of quick-turn customer orders
- Accelerating and broadening move of standard products from Houston to Reynosa

## Engineered Components

- Expanding cylinder capacity to capitalize on North American market position
- Maintaining oil field engine/compressor business cost structure to reflect current market demand

*Initiatives to drive profitable growth and increased margins –  
balancing short and long-term objectives.*



## Financial Highlights

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# Second Quarter Summary



(Unaudited, dollars in millions, except per share amounts)

<i>(from continuing operations)</i>	Q2 2016	Q2 2015	Variance
Revenue	\$203.3	\$224.9	-9.6%
Operating profit	\$18.7	\$19.2	-2.9%
<i>Excl. Total Special Items, Operating profit would have been:</i>	\$25.7	\$24.3	5.6%
<i>Excl. Total Special Items, Operating profit margin would have been:</i>	12.6%	10.8%	180 bps
Income	\$10.5	\$8.5	23.4%
<i>Excl. Total Special Items, Income would have been:</i>	\$15.6	\$13.8	13.4%
Diluted earnings per share	\$0.23	\$0.19	21.1%
<i>Excl. Total Special Items, Diluted earnings per share would have been:</i>	\$0.34	\$0.30	13.3%
Free Cash Flow <sup>(1)</sup>	\$34.2	\$9.4	263.3%
Total debt	\$406.3	\$457.3	-11.2%

- Q2 sales declined nearly 10% as compared to Q2 2015 – weakness in the oil-related and industrial end markets, lower aerospace distributor volumes and unfavorable currency exchange more than offset organic initiatives and the results of a recent acquisition
- Q2 operating profit dollars and margin percentage, excluding Special Items, increased as the positive impact of the Financial Improvement Plan and productivity initiatives more than offset the impact of reduced sales and related lower fixed cost absorption
- Income and diluted EPS, excluding Special Items, both increased due to higher operating profit and currency gains
- Solid Free Cash Flow generation in Q2 2016; total debt decreased as compared to Q2 2015

**Grew EPS year-over-year, despite external top-line pressures and the impact of challenges in Aerospace.**

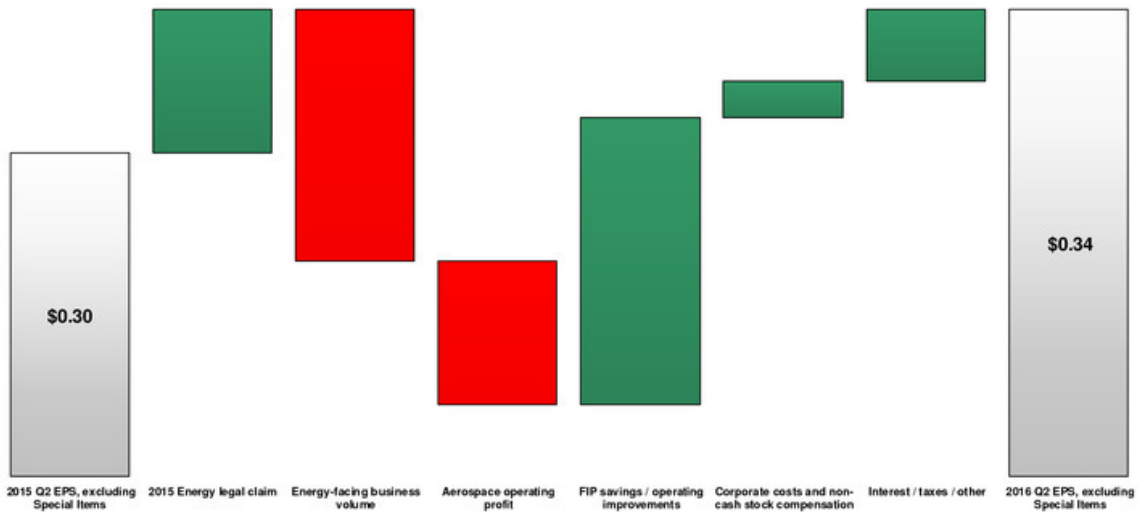
Note: Please see the Appendix for a detailed reconciliation to GAAP results.

<sup>(1)</sup> Free Cash Flow is defined as Net Cash Provided by Operating Activities of Continuing Operations, excluding the cash impact of Special Items, less Capital Expenditures.

# EPS Bridge from Q2 2015 to Q2 2016



(For illustrative purposes)



- Significant year-over-year impact related to lower energy-facing business volume and reduced Aerospace profitability
- Executing plan to remedy short-term production and integration inefficiencies in Aerospace
- Cost savings actions (including the Financial Improvement Plan) helping offset external headwinds
- Corporate spend reduced following the Cequent spin-off and in response to macroeconomic challenges

**Offsetting the majority of the external headwinds; continue to execute on margin enhancement plans.**

Note: Please see the Appendix for a detailed reconciliation to GAAP results.





## Segment Highlights

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(Unaudited, dollars in millions)

## Quarterly Commentary

- Sales were relatively flat, excluding the impact of unfavorable currency exchange
- Profit and the related margin, excluding Special Items, increased due to a more favorable product mix and ongoing productivity initiatives, offsetting the continued investment in global capabilities

## Initiatives

- Aligned global marketing and sales force with end markets and customers
- Selected new site in Mexico to expand manufacturing capacity serving the Americas
- Developing world-class product development team and customer innovation centers in locations close to customers
- Executing on productivity initiatives to fund global growth while maintaining margins

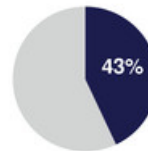
## Financial Snapshot

	Q2 2016	Q2 2015	Variance
Sales	\$88.1	\$89.6	-1.6%
Operating profit (excl. Special Items)	\$22.0	\$21.0	4.8%
	25.0%	23.4%	160 bps



## Q2 2016 Segment Contribution

### By Revenue



### By Operating Profit (excluding Special Items and Corporate Expense)



**Positioning business for customer innovation and continued growth, while maintaining targeted margin levels.**

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

(Unaudited, dollars in millions)

## Quarterly Commentary

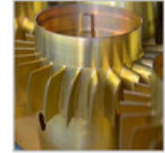
- Sales increased due to the acquisition of Parker Hannifin's machined components facility in Q4 2015; partially offset by lower demand from certain larger distribution customers
- Profit and the related margin, excluding Special Items, declined due to incremental costs due to short-term production inefficiencies, a less favorable product mix and higher costs of new product qualifications

## Initiatives

- Executing plan to increase manufacturing throughput and address costs of production inefficiencies to enhance margins
- Developing and qualifying new highly-engineered products; qualifying existing products for new applications or new customers
- Leveraging a single aerospace platform to better serve customers and enhance margins

## Financial Snapshot

	Q2 2016	Q2 2015	Variance
Sales	\$44.1	\$43.2	2.0%
Operating profit (excl. Special Items)	\$5.0	\$8.1	-37.4%
	11.4%	18.6%	-720 bps

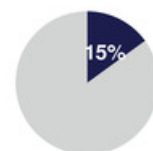


## Q2 2016 Segment Contribution

By Revenue



By Operating Profit  
(excluding Special Items and Corporate Expense)



**Immediate focus on sales and margin improvement.**

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

## Macro Changes

- Supply chain disruption
  - BASN-driven inventory reductions in channel
    - Large aerospace distributors
    - OE warehouse consolidation
  - Increased focus on “just in time” inventory
- Build rate increases
- Shift to composite aircraft

## Impacts on TriMas

- Min/max programs and inventory management
- Less predictable order patterns and smaller lot sizes
- Reduced sales volumes of certain higher margin distributor products
- Increased price competitiveness – OE long-term agreement negotiations and increased supplier competitiveness
- Expanded product offerings and increased manufacturing complexity
- Additional capacity and automation required

*Good business with solid, long-term fundamentals – addressing shorter-term impact of current supply chain disruptions.*

## Monogram Aerospace Fasteners

- Executing comprehensive recovery plan to meet current order demand, eliminate past dues and improve profitability
- Implemented revised scheduling and production recovery plans for both fastener and collar facilities for remainder of year
- Added capacity to improve manufacturing throughput
- Integrating burndown plan for current past due orders based on existing order backlog
- Tracking key performance indicators to measure progress
  - Schedule attainment
  - Sales/shipment dollars per day
  - Order intake
  - Aging/amount of past due orders
- Added experienced resources to supplement team
- Leverage additional collar opportunities

## Martinic Engineering (Machined Components)

- Completed facility-integration activities mid-Q2
- Transitioning Tolleson facility to a profit center
  - Addressing pricing fundamentals on certain LTA part numbers in cooperation with customer
- Qualified nearly 50 incremental part numbers under current LTA
- Qualified 14 additional part numbers with new customers under contracts
- Combined potential value of newly qualified parts in excess of \$6 million annually – expect some orders to begin in 2016

*Executing comprehensive plans to improve performance.*



(Unaudited, dollars in millions)

## Quarterly Commentary

- Sales decreased due to reduced demand from upstream oil customers and the impact of lower levels of downstream capex spending
- Cost savings achieved from restructuring actions more than offset the impact of the reduced sales levels and lower related fixed cost absorption

## Initiatives

- Leveraging lower costs of business restructuring to capitalize on end market opportunities
- Driving continued manufacturing and operational improvements across locations
- Accelerating and broadening the move of the manufacture of standard products from Houston to Reynosa

## Financial Snapshot

	Q2 2016	Q2 2015	Variance
Sales	\$40.0	\$50.2	-20.3%
Operating profit (excl. Special Items)	\$1.8	(\$3.3)	n/m
	4.5%	-6.5%	n/m

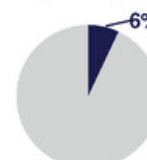


## Q2 2016 Segment Contribution

By Revenue



By Operating Profit  
(excluding Special Items and Corporate Expense)



**Leveraging lower cost structure to drive margin improvement.**

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

(Unaudited, dollars in millions)

## Quarterly Commentary

- Cylinder sales declined due to weaker industrial end markets
- Engine and compressor sales decreased more than 50% as a result of lower oil prices – operated at a slight loss due to reduced demand
- Operating profit, excluding Special Items, decreased as a result of reduced sales levels and related lower fixed cost absorption

## Initiatives

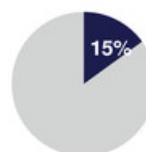
- Implemented cost reduction actions to mitigate top-line pressures and remain breakeven in engine business
- Adding incremental cylinder capabilities and longer-term capacity
- Expanding engine and compressor product lines to diversify and reduce end-market cyclicality

Financial Snapshot	Q2 2016	Q2 2015	Variance
Sales	\$31.2	\$42.0	-25.7%
Operating profit (excl. Special Items)	\$3.9	\$6.3	-38.2%
	12.4%	15.0%	-260 bps



## Q2 2016 Segment Contribution

By Revenue



By Operating Profit  
(excluding Special Items and Corporate Expense)



**Focused on mitigating top-line pressures by reducing costs and increasing efficiencies.**

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

# Segment Performance Summary



(Unaudited, dollars in millions)

## Sales

	Q2 2016	Q1 2016	Q2 2015	FY 2015
Packaging	\$88.1	\$80.1	\$89.6	\$334.3
Aerospace	\$44.1	\$40.5	\$43.2	\$176.5
Energy	\$40.0	\$44.8	\$50.2	\$193.4
Engineered Components	\$31.2	\$37.5	\$42.0	\$159.8

## Operating Profit Margin (excluding Special Items)

	Q2 2016	Q1 2016	Q2 2015	FY 2015
Packaging	25.0%	22.9%	23.4%	24.0%
Aerospace	11.4%	8.7%	18.6%	18.1%
Energy	4.5%	2.4%	-6.5%	-0.8%
Engineered Components	12.4%	15.3%	15.0%	13.6%

**Cost savings actions being realized in a challenging top-line environment.**

*Note: Please see the Appendix for a detailed reconciliation to GAAP results. Historical figures may be found in the corresponding earnings releases located on [www.trimascorp.com](http://www.trimascorp.com) under the "Investors" section.*





## Outlook and Summary

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# Updated FY 2016 Segment Assumptions



	Sales <sup>(1)</sup>	Operating Profit Margin (excl. Special Items)	Full Year 2016 Commentary
<b>Packaging</b>	3% – 5%	23% – 24%	<ul style="list-style-type: none"> <li>Organic growth driven primarily by new products and increased share in emerging markets – anticipate some customer launch delays into 2017</li> <li>Executing on pipeline of productivity initiatives to fund growth while maintaining margins</li> <li>Expect pressure resulting from currency moves following Brexit</li> </ul>
<i>Previous</i>	4% – 8%	22% – 24%	
<b>Aerospace</b>	0% – 2%	11% – 13%	<ul style="list-style-type: none"> <li>Distributor orders trending lower than expected – significant impact on margin given resulting less favorable product sales mix</li> <li>Short-term production inefficiencies and integration costs impact sales and profitability – recovery plan demonstrating improvement</li> <li>Steady OE build rates and the Q4 2015 acquisition of Parker Hannifin facility expected to aid top-line</li> </ul>
<i>Previous</i>	9% – 11%	16% – 18%	
<b>Energy</b>	(15%) – (20%)	4% – 6%	<ul style="list-style-type: none"> <li>Sales impacted by reduced upstream and downstream channel spending and exiting of lower margin business</li> <li>Margin level positively impacted by restructuring of footprint and supply chain, cost-out actions and operational efficiencies</li> </ul>
<i>Previous</i>	(10%) – (15%)	3% – 6%	
<b>Engineered Components</b>	(15%) – (20%)	13% – 15%	<ul style="list-style-type: none"> <li>Industrial market slowdown expected to continue to impact cylinder sales – sales expected to be down year-over-year</li> <li>Mitigate impact of lower cylinder sales via productivity initiatives</li> <li>Further engine-related top-line pressure – focused on offsetting to remain near breakeven</li> </ul>
<i>Previous</i>	(7%) – (10%)	13% – 15%	

***Top-line pressures more significant than planned – holding or improving margin rates in three out of four of the segments.***

Note: All of the figures and comments on this slide exclude any current and future Special Items.

<sup>(1)</sup> 2016 revenue growth versus 2015.

# Updated FY 2016 Additional Assumptions



<i>From Continuing Operations</i>	<b>Full Year Outlook (Updated as of 7/28/16)</b>	<b>Comments</b>
<b>Interest Expense</b>	\$13 – \$15 million	<ul style="list-style-type: none"> <li>Effective July 1, 2016, interest expense on the majority of variable-rate debt in the Credit Agreement fixed via interest rate swap agreements (through 2020)</li> <li>Impact of higher interest rates expected to more than offset interest savings from debt reduction</li> <li>Debt reduction remains a priority</li> </ul>
<i>Previous</i>	\$14 – \$16 million	
<b>Capital Expenditures</b>	3% – 4% of sales	<ul style="list-style-type: none"> <li>Continuing to invest in Packaging and Aerospace for top-line growth and margin expansion</li> <li>Planning additional low-cost country capacity in Packaging to serve global customers</li> <li>Expanding capacity of cylinder business to capitalize on North American market position</li> </ul>
<i>Previous</i>	4% – 5%	
<b>Tax Rate</b>	31% – 33%	<ul style="list-style-type: none"> <li>Income more heavily weighted toward United States based on planned income mix and due to restructuring actions within the Energy segment</li> </ul>
<b>Corporate Expense –</b>		<ul style="list-style-type: none"> <li>Expected annual run rate of cash spend reduced following the Cequent spin-off in June 2015</li> <li>Lower attainment of performance-based equity awards resulted in lower stock compensation expense in 2014 and 2015</li> <li>Target awards and metrics reset following the spin-off</li> <li>Includes long term incentive compensation for all of TriMas</li> </ul>
• <b>Cash Costs</b>	\$22 – \$24 million	
• <b>Stock Compensation</b>	\$9 million	
<i>Previous</i>	\$25 – \$27 million \$10 million	

*Note: All of the figures and comments on this slide exclude any current and future Special Items.*

# Updated FY 2016 Outlook



<i>From Continuing Operations</i>	<b>Full Year Outlook (as of 4/28/16)<sup>(1)</sup></b>	<b>Full Year Outlook (as of 7/28/16)</b>	<b>Comments</b>
<b>Net Sales</b>	(2%) – 2%	(4%) – (7%)	<ul style="list-style-type: none"> <li>• Top-line pressure across all segments</li> <li>• Expect some pressure resulting from currency moves following Brexit</li> <li>• Expect ~1% growth from existing acquisition</li> </ul>
<b>Earnings Per Share, diluted (excl. Special Items)</b>	\$1.35 – \$1.45	\$1.22 – \$1.30	<ul style="list-style-type: none"> <li>• Reduction in EPS driven by weaker top-line and more gradual Aerospace margin improvement</li> <li>• Savings from Financial Improvement Plan and productivity initiatives expected to help mitigate impact of weak end markets</li> </ul>
<b>Free Cash Flow<sup>(2)</sup> (excl. Special Items)</b>	\$60 – \$70 million	\$55 – \$65 million	<ul style="list-style-type: none"> <li>• Managing working capital and capital expenditures consistent with environment, while still funding growth programs</li> <li>• Reduction in FCF outlook as a result of lower earnings; target remains at ~ 100% of net income</li> </ul>

## ***Focused on execution of sales and margin improvement plans.***

*Note: All of the figures and comments on this slide exclude any current and future Special Items.*

<sup>(1)</sup> Original guidance provided on 2/25/16.

<sup>(2)</sup> Free Cash Flow is defined as Net Cash Provided by Operating Activities of Continuing Operations, excluding the cash impact of Special Items, less Capital Expenditures.

- Focus on managing what we can control – align cost structure with expected end market demand
- Grow higher-margin Packaging and Aerospace platforms – continue to invest and leverage
  - Immediate focus on achieving Aerospace’s operational improvements
- Drive improved profitability from restructured Energy business
- Improve cash flow conversion and ROIC
- Drive continuous productivity pipeline

*Focused on operational execution for the remainder of 2016.*



Questions and Answers

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## Appendix

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# Second Quarter YTD Summary



(Unaudited, dollars in millions, except per share amounts)

<i>(from continuing operations)</i>	Q2 YTD 2016	Q2 YTD 2015	Variance
Revenue	\$406.2	\$449.0	-9.5%
Operating Profit	\$35.1	\$42.2	-16.9%
<i>Excl. Total Special Items, Operating Profit would have been:</i>	\$47.5	\$49.8	-4.6%
<i>Excl. Total Special Items, Operating Profit margin would have been:</i>	11.7%	11.1%	60 bps
Income	\$18.8	\$20.4	-8.1%
<i>Excl. Total Special Items, Income would have been:</i>	\$28.0	\$27.6	1.4%
Diluted earnings per share	\$0.41	\$0.45	-8.9%
<i>Excl. Total Special Items, diluted earnings per share would have been:</i>	\$0.61	\$0.61	0.0%
Free Cash Flow <sup>(1)</sup>	\$28.3	\$7.6	273.4%
Total Debt	\$406.3	\$457.3	-11.2%

- YTD 2016 sales declined nearly 10% as compared to YTD 2015 – weakness in the oil-related and industrial end markets, aerospace distributor volumes and unfavorable currency exchange more than offset organic initiatives and the results of a recent acquisition
- YTD 2016 operating profit margin percentage, excluding Special Items, increased 60 basis points as the positive impact of the Financial Improvement Plan and productivity initiatives more than offset the impact of reduced sales and related lower fixed cost absorption
- Income and diluted EPS, excluding Special Items, were relatively flat year-over-year
- Solid Free Cash Flow generation in YTD 2016; total debt decreased as compared to Q2 2015

**Held EPS year-over-year, despite external top-line pressures and the impact of challenges in Aerospace.**

Note: Please see the Appendix for a detailed reconciliation to GAAP results.

<sup>(1)</sup> Free Cash Flow is defined as Net Cash Provided by Operating Activities of Continuing Operations, excluding the cash impact of Special Items, less Capital Expenditures.



# Condensed Consolidated Balance Sheet

(Dollars in thousands)

	June 30, 2016 <u>(unaudited)</u>	December 31, 2015 <u></u>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents.....	\$ 23,660	\$ 19,450
Receivables, net.....	124,620	121,990
Inventories.....	165,800	167,370
Prepaid expenses and other current assets.....	7,440	17,810
Total current assets.....	<u>321,520</u>	<u>326,620</u>
Property and equipment, net.....	178,660	181,130
Goodwill.....	377,430	378,920
Other intangibles, net.....	263,510	273,870
Other assets.....	9,080	9,760
Total assets.....	<u>\$ 1,150,200</u>	<u>\$ 1,170,300</u>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Current maturities, long-term debt.....	\$ 13,820	\$ 13,850
Accounts payable.....	77,820	88,420
Accrued liabilities.....	41,690	50,480
Total current liabilities.....	<u>133,330</u>	<u>152,750</u>
Long-term debt, net.....	392,460	405,780
Deferred income taxes.....	8,320	11,260
Other long-term liabilities.....	57,890	53,320
Total liabilities.....	<u>592,000</u>	<u>623,110</u>
Total shareholders' equity.....	<u>558,200</u>	<u>547,190</u>
Total liabilities and shareholders' equity.....	<u>\$ 1,150,200</u>	<u>\$ 1,170,300</u>

# Consolidated Statement of Operations



(Unaudited, dollars in thousands, except for per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Net sales.....	\$ 203,320	\$ 224,900	\$ 406,200	\$ 449,030
Cost of sales.....	(146,240)	(163,180)	(293,200)	(324,390)
Gross profit.....	57,080	61,720	113,000	124,640
Selling, general and administrative expenses.....	(38,420)	(42,510)	(77,890)	(82,410)
Operating profit.....	18,660	19,210	35,110	42,230
Other expense, net:				
Interest expense.....	(3,310)	(3,720)	(6,750)	(7,170)
Debt financing and extinguishment costs.....	-	(1,970)	-	(1,970)
Other income (expense), net.....	130	(290)	70	(1,610)
Other expense, net.....	(3,180)	(5,980)	(6,680)	(10,750)
Income from continuing operations before income tax expense.....	15,480	13,230	28,430	31,480
Income tax expense.....	(5,000)	(4,740)	(9,650)	(11,050)
Income from continuing operations.....	10,480	8,490	18,780	20,430
Loss from discontinued operations, net of tax.....	-	(6,780)	-	(4,740)
Net income.....	10,480	1,710	18,780	15,690
<b>Earnings per share - basic:</b>				
Continuing operations.....	\$ 0.23	\$ 0.19	\$ 0.41	\$ 0.45
Discontinued operations.....	-	(0.15)	-	(0.10)
Net income per share.....	\$ 0.23	\$ 0.04	\$ 0.41	\$ 0.35
Weighted average common shares - basic	45,429,851	45,150,827	45,354,421	45,074,394
<b>Earnings per share - diluted:</b>				
Continuing operations.....	\$ 0.23	\$ 0.19	\$ 0.41	\$ 0.45
Discontinued operations.....	-	(0.15)	-	(0.10)
Net income per share.....	\$ 0.23	\$ 0.04	\$ 0.41	\$ 0.35
Weighted average common shares - diluted	45,726,348	45,418,907	45,690,582	45,409,875

# Consolidated Statement of Cash Flow



(Unaudited, dollars in thousands)

	Six months ended	
	June 30,	
	2016	2015
<b>Cash Flows from Operating Activities:</b>		
Net income.....	\$ 18,780	\$ 15,690
Loss from discontinued operations.....	-	(4,740)
Income from continuing operations.....	18,780	20,430
Adjustments to reconcile net income to net cash provided by operating activities:		
Loss on dispositions of property and equipment.....	1,120	300
Depreciation.....	11,980	10,830
Amortization of intangible assets.....	10,190	10,580
Amortization of debt issue costs.....	670	1,020
Deferred income taxes.....	230	(250)
Non-cash compensation expense.....	4,140	2,870
Excess tax benefits from stock based compensation.....	(170)	(270)
Debt financing and extinguishment costs.....	-	1,970
Increase in receivables.....	(3,660)	(8,930)
(Increase) decrease in inventories.....	1,130	(9,210)
Decrease in prepaid expenses and other assets.....	10,650	510
Decrease in accounts payable and accrued liabilities.....	(21,710)	(8,550)
Other, net.....	(410)	(820)
Net cash provided by operating activities of continuing operations.....	32,940	20,480
Net cash used for operating activities of discontinued operations.....	-	(14,030)
Net cash provided by operating activities.....	32,940	6,450
<b>Cash Flows from Investing Activities:</b>		
Capital expenditures.....	(12,960)	(12,890)
Net proceeds from disposition of property and equipment.....	120	690
Net cash used for investing activities of continuing operations.....	(12,840)	(12,200)
Net cash used for investing activities of discontinued operations.....	-	(2,510)
Net cash used for investing activities.....	(12,840)	(14,710)
<b>Cash Flows from Financing Activities:</b>		
Proceeds from borrowings on term loan facilities.....	-	275,000
Repayments of borrowings on term loan facilities.....	(6,950)	(441,360)
Proceeds from borrowings on revolving credit and accounts receivable facilities.....	216,580	697,890
Repayments of borrowings on revolving credit and accounts receivable facilities.....	(225,050)	(703,390)
Payments for deferred purchase price.....	-	(5,710)
Debt financing fees.....	-	(1,850)
Shares surrendered upon vesting of options and restricted stock awards to cover tax obligations.....	(650)	(2,620)
Proceeds from exercise of stock options.....	10	430
Excess tax benefits from stock based compensation.....	170	270
Cash transferred to the Coquent businesses.....	-	(17,050)
Net cash used for financing activities of continuing operations.....	(15,890)	(198,390)
Net cash provided by financing activities of discontinued operations.....	-	208,400
Net cash provided by (used for) financing activities.....	(15,890)	10,010
<b>Cash and Cash Equivalents:</b>		
Net increase for the period.....	4,210	1,750
At beginning of period.....	19,450	24,420
At end of period.....	\$ 23,660	\$ 26,170
<b>Supplemental disclosure of cash flow information:</b>		
Cash paid for interest.....	\$ 5,860	\$ 9,690
Cash paid for taxes.....	\$ 3,170	\$ 17,390

# Company and Business Segment Financial Information



(Unaudited, dollars in thousands, from continuing operations)

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
<b>Packaging</b>				
Net sales.....	\$ 88,110	\$ 89,580	\$ 168,220	\$ 168,540
Operating profit.....	\$ 21,410	\$ 20,710	\$ 39,250	\$ 38,220
Special Items to consider in evaluating operating profit:				
Severance and business restructuring costs.....	\$ 590	\$ 280	\$ 1,060	\$ 430
Excluding Special Items, operating profit would have been.....	\$ 22,000	\$ 20,990	\$ 40,310	\$ 38,650
<b>Aerospace</b>				
Net sales.....	\$ 44,090	\$ 43,220	\$ 84,590	\$ 88,960
Operating profit.....	\$ 3,550	\$ 7,220	\$ 7,010	\$ 15,300
Special Items to consider in evaluating operating profit:				
Severance and business restructuring costs.....	\$ 1,490	\$ 830	\$ 1,560	\$ 1,620
Excluding Special Items, operating profit would have been.....	\$ 5,040	\$ 8,050	\$ 8,570	\$ 16,920
<b>Energy</b>				
Net sales.....	\$ 39,950	\$ 50,150	\$ 84,700	\$ 101,310
Operating loss.....	\$ (3,090)	\$ (7,170)	\$ (6,700)	\$ (6,830)
Special Items to consider in evaluating operating profit (loss):				
Severance and business restructuring costs.....	\$ 4,890	\$ 3,910	\$ 9,590	\$ 5,340
Excluding Special Items, operating profit (loss) would have been.....	\$ 1,800	\$ (3,260)	\$ 2,890	\$ (1,490)
<b>Engineered Components</b>				
Net sales.....	\$ 31,170	\$ 41,950	\$ 68,690	\$ 90,220
Operating profit.....	\$ 3,860	\$ 6,220	\$ 9,440	\$ 12,190
Special Items to consider in evaluating operating profit:				
Severance and business restructuring costs.....	\$ 20	\$ 60	\$ 170	\$ 140
Excluding Special Items, operating profit would have been.....	\$ 3,880	\$ 6,280	\$ 9,610	\$ 12,330
<b>Corporate expenses</b>				
Operating loss.....	\$ (7,070)	\$ (7,770)	\$ (13,890)	\$ (16,650)
<b>Total Continuing Operations</b>				
Net sales.....	\$ 203,320	\$ 224,900	\$ 406,200	\$ 449,030
Operating profit.....	\$ 18,660	\$ 19,210	\$ 35,110	\$ 42,230
Total Special Items to consider in evaluating operating profit.....	\$ 6,990	\$ 5,080	\$ 12,380	\$ 7,530
Excluding Special Items, operating profit would have been.....	\$ 25,650	\$ 24,290	\$ 47,490	\$ 49,760



# Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures



(Unaudited, dollars in thousands, except for per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Income from continuing operations, as reported.....	\$ 10,480	\$ 8,490	\$ 18,780	\$ 20,430
<b>After-tax impact of Special Items to consider in evaluating quality of income from continuing operations:</b>				
Severance and business restructuring costs.....	5,130	4,030	9,220	5,930
Debt extinguishment costs.....	-	1,240	-	1,240
<b>Excluding Special Items, income from continuing operations would have been.....</b>	<b>\$ 15,610</b>	<b>\$ 13,760</b>	<b>\$ 28,000</b>	<b>\$ 27,600</b>

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Diluted earnings per share from continuing operations, as reported.....	\$ 0.23	\$ 0.19	\$ 0.41	\$ 0.45
<b>After-tax impact of Special Items to consider in evaluating quality of EPS from continuing operations:</b>				
Severance and business restructuring costs.....	0.11	0.08	0.20	0.13
Debt extinguishment costs.....	-	0.03	-	0.03
<b>Excluding Special Items, EPS from continuing operations would have been.....</b>	<b>\$ 0.34</b>	<b>\$ 0.30</b>	<b>\$ 0.61</b>	<b>\$ 0.61</b>
<b>Weighted-average shares outstanding .....</b>	<b>45,726,348</b>	<b>45,418,907</b>	<b>45,690,582</b>	<b>45,409,875</b>

	Three months ended June 30,		Six months ended June 30,	
	2016	2015	2016	2015
Operating profit from continuing operations (excluding Special Items).....	\$ 25,650	\$ 24,290	\$ 47,490	\$ 49,760
Corporate expenses (excluding Special Items).....	7,070	7,770	13,890	16,650
<b>Segment operating profit (excluding Special Items).....</b>	<b>\$ 32,720</b>	<b>\$ 32,060</b>	<b>\$ 61,380</b>	<b>\$ 66,410</b>
<b>Segment operating profit margin (excluding Special Items).....</b>	<b>16.1%</b>	<b>14.3%</b>	<b>15.1%</b>	<b>14.8%</b>

# Additional Information Regarding Special Items Impacting Reported GAAP Financial Measures



(Unaudited, dollars in thousands)

	Three months ended June 30,					
	2016			2015		
	As reported	Special Items	Excluding Special Items	As reported	Special Items	Excluding Special Items
Net cash provided by operating activities of continuing operations.....	\$ 36,280	\$ 4,920	\$ 41,200	\$ 16,620	\$ -	\$ 16,620
Less: Capital expenditures of continuing operations.....	(6,980)	-	(6,980)	(7,200)	-	(7,200)
Free Cash Flow from continuing operations.....	29,300	4,920	34,220	9,420	-	9,420
Income from continuing operations.....	10,480	5,130	15,610	8,490	5,270	13,760
Free Cash Flow as a percentage of income from continuing operations.....	280%		219%	111%		68%

	Six months ended June 30,					
	2016			2015		
	As reported	Special Items	Excluding Special Items	As reported	Special Items	Excluding Special Items
Net cash provided by operating activities of continuing operations.....	\$ 32,940	\$ 8,360	\$ 41,300	\$ 20,480	\$ -	\$ 20,480
Less: Capital expenditures of continuing operations.....	(12,960)	-	(12,960)	(12,890)	-	(12,890)
Free Cash Flow from continuing operations.....	19,980	8,360	28,340	7,590	-	7,590
Income from continuing operations.....	18,780	9,220	28,000	20,430	7,170	27,600
Free Cash Flow as a percentage of income from continuing operations.....	106%		101%	37%		28%

# Current Debt Structure



(Unaudited, dollars in thousands)

	June 30, 2016	December 31, 2015
Cash and Cash Equivalents.....	\$ 23,660	\$ 19,450
Credit Agreement.....	347,870	371,820
Receivables facility and other.....	63,790	53,860
Debt issuance costs.....	(5,380)	(6,050)
Total Debt.....	406,280	419,630

**Key Ratios:**

Bank LTM EBITDA.....	\$ 147,470	\$ 154,180
Interest Coverage Ratio.....	12.40 x	12.77 x
Leverage Ratio.....	2.82 x	2.80 x

**Bank Covenants:**

Minimum Interest Coverage Ratio.....	3.00 x	3.00 x
Maximum Leverage Ratio.....	3.50 x	3.50 x

*As of June 30, 2016, TriMas had \$123.7 million of cash and available liquidity under its revolving credit and accounts receivable facilities.*



# LTM Bank EBITDA as Defined in Credit Agreement



(Unaudited, dollars in thousands)

Net income (loss) for the twelve months ended June 30, 2016.....	\$ (30,310)
Interest expense.....	13,640
Income tax expense.....	5,140
Depreciation and amortization.....	44,310
Extraordinary non-cash charges.....	75,680
Non-cash compensation expense.....	7,610
Other non-cash expenses or losses.....	14,990
Non-recurring expenses or costs relating to cost saving projects .....	15,000
Acquisition integration costs.....	1,410
Bank EBITDA - LTM Ended June 30, 2016 <sup>(1)</sup> .....	\$ 147,470

<sup>(1)</sup> As defined in the Credit Agreement dated June 30, 2015.

