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

	report (Date of earliest event reported)			January	12, 2022
		TRICK INDUSTRIES, of registrant as specified		1	
	Indiana	000-03922			35-1057796
	other jurisdiction corporation)	(Commission File Number)			(IRS Employer Identification Number)
	107 W. Franklin Street, P.O. Box 638	Elkhart,	Indiana		46515
	(Address of Principal Exe			(2	Zip Code)
	D. C. C. T. L. N. J.			(57.4)	204 7544
	Registrant's Telephone Numb	per, including area cod	e	(574)	294-7511
	(Former name or former add			(574)	294-7511
		dress if changed since	last report)		
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Item 7.01. Regulation FD Disclosure

The information referenced in this Form 8-K is furnished pursuant to Item 7.01, "Regulation FD Disclosure." Such information, including the Exhibit attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

(a) Slides for Investor Presentation as contained in Exhibit 99.1

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

Exhibit 99.1 - Slides for Investor Presentation

Exhibit 104 - Cover Page Interactive Date File (embedded within the Inline XBRL document)

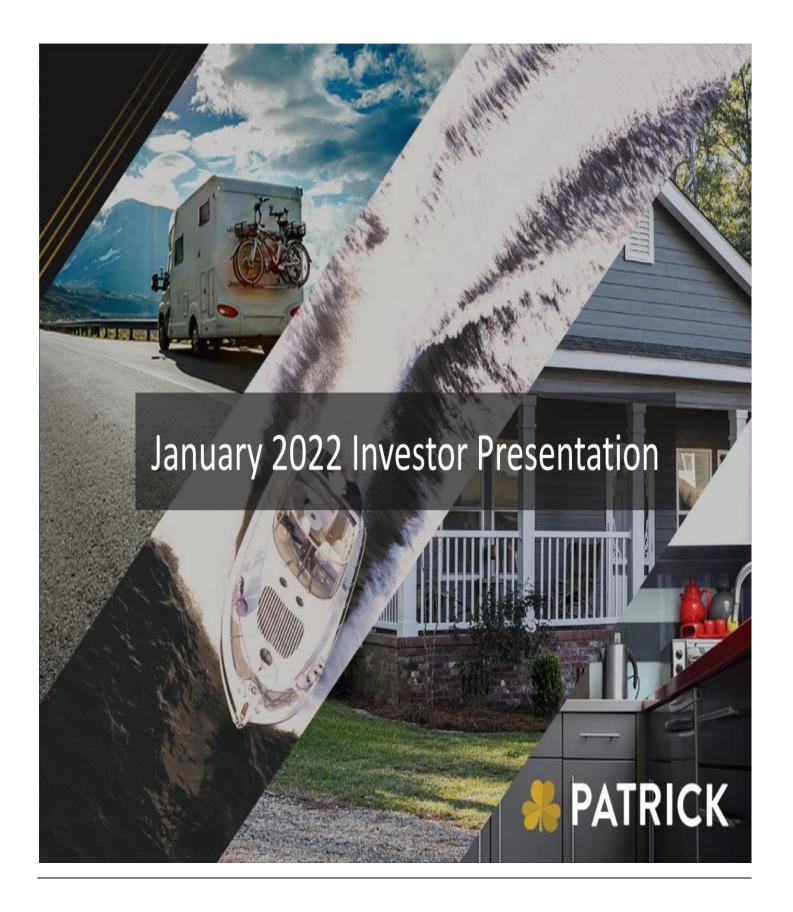
SIGNATURES

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.

PATRICK INDUSTRIES, INC. (Registrant)

Date: January 12, 2022 By: /s/ James E. Rose

James E. Rose Principal Accounting Officer



Forward Looking Statements

This presentation contains certain statements related to future results, our intentions, beliefs and expectations or predictions for the future which are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from either historical or anticipated results depending on a variety of factors. These risks and uncertainties include, but are not limited to, the impact of the continuing financial and operations uncertainty due to the COVID-19 pandemic, including its impact on the overall economy, our sales, customers, operations, team members and suppliers. Further information concerning the Company and its business, including factors that potentially could materially affect the Company's financial results, is contained in the Company's filings with the Securities and Exchange Commission.

This presentation includes market and industry data, forecasts and valuations that have been obtained from independent consultant reports, publicly available information, various industry publications and other published industry sources. Although we believe these sources are reliable, we have not independently verified the information and cannot make any representation as to the accuracy or completeness of such information.

We disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this presentation or to reflect any change in our expectations after the date of this presentation or any change in events, conditions or circumstances on which any statement is based.

Use Of Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures. These measures, the purposes for which management uses them, why management believes they are useful to investors, and a reconciliation to the most directly comparable GAAP financial measures can be found in the Appendix of this presentation. All references to profit measures and earnings per share on a comparable basis exclude items that affect comparability.

Patrick Industries Snapshot (NASDAQ: PATK)



¹ As of 9/26/21 I ² Non-GAAP metric. See appendix for reconciliation to closest GAAP metric | ³ Operating Cash Flow less Capex | ⁴ As defined by credit agreement / ⁵ As of 01/07/2022



Diversified Market Platform









RV

- ✓ Record OEM backlogs
- Dealer inventories at lowest level seen in years
- New buyer traffic remains strong
- Persistent strength in retail demand coupled with depleted channel inventories pointing to potential double-digit growth for 2021 wholesale

Marine

- Record OEM backlogs
- New buyer traffic and activity remain strong
- Dealer inventories at lowest level seen in years
- Expecting channel replenishment into 2022

MH

- ✓ Deep OEM backlogs
- OEM production rates continue to see pressures from labor and input constraints
- Demographic trends continue to support strong demand patterns for quality, affordable homes

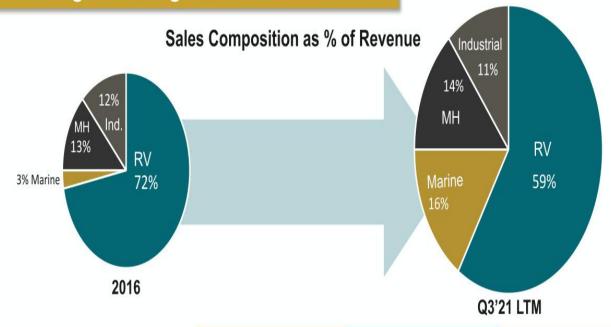
Industrial

- Demand from big box retail as homeowners continue to spend on home upgrades & DIY projects
- Limited inventory and low interest rates fueling demand for residential construction
- Robust single and multi-family housing starts

Strong Portfolio Unifies Historically Fragmented Markets



Continuing to Strengthen Patrick Portfolio

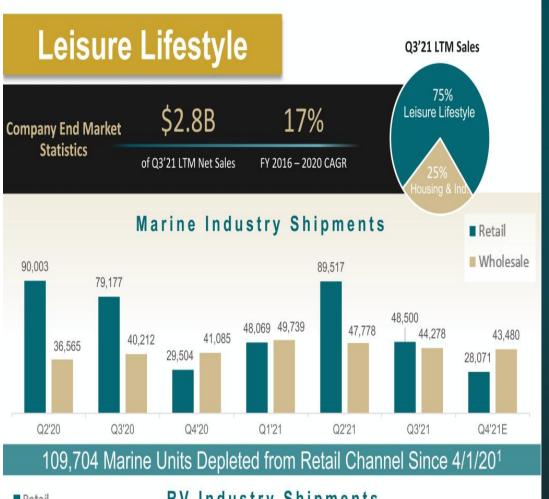


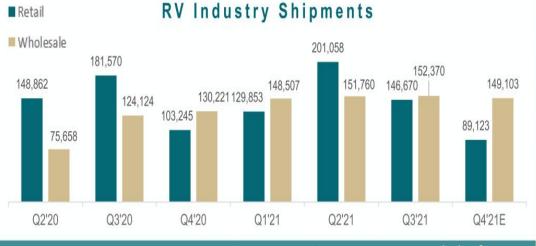
	2016	Q3′21 LTM	Δ
Net Sales	\$1.2B	\$3.7B	+ \$2.5B
Gross Margin	16.6%	19.3%	+ 270 bps
Pro Forma Adj. EBITDA ¹	\$138M	\$480M	+ \$342M
Pro Forma Adj. EBITDA Margin ¹	11.3%	13.0%	+ 170 bps
Free Cash Flow ²	\$82M	\$141M	+ \$59M
Market Cap ³	\$1.0B	\$1.8B	+ \$0.8B
Number of Employees ⁴	~4,500	~11,000	+ 6,500

Scaled and Diversified Value-added Player Across Multiple End Markets

¹ Q3'21 LTM EBITDA includes pro forma acquisition adjustments | ² Calculated as operating cash flow less capex | ³As of 12/31/2016 and 11/4/21, respectively | ⁴ Actual # of employees







68,638 RV Units Depleted from Retail Channel Since 4/1/20²

¹ National Marine Manufacturers Association/Company Estimates | ² RV Industry Association/Company Estimates



January 2022 Investor Presentation

- Retail channel continues to be depleted at a remarkable rate
- ✓ Record OEM backlogs
- New buyer traffic and activity remain strong
- ✓ Completed 25 Leisure Lifestyle acquisitions since 2018

Marine

Key Customers

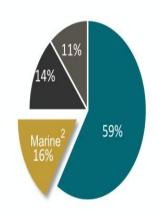






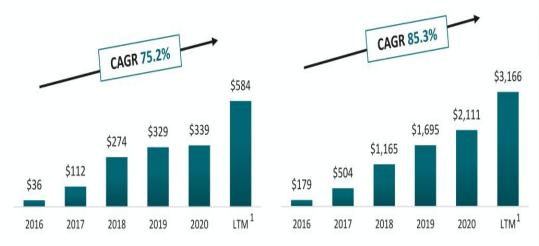






Marine Net Sales (\$M)

Content Per Unit



Record Marine OEM Backlogs

Retail outpacing wholesale shipments

Competitive Advantage

- ✓ Geographically situated to provide
 JIT inventory management to OEMs
- ✓ Fully integrated into manufacturers' design process
- Highly engineered and specialized products offer differentiated solutions to OEMs
- ✓ Growing aftermarket platform including the following brands:



¹LTM as of September 26, 2021 | ² Sales Composition as % of Revenue (Q3'21 LTM)

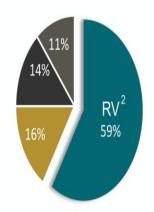


RV

Key Customers

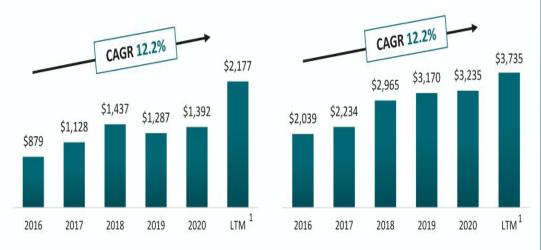






RV Net Sales (\$M)

Content Per Unit



Record OEM Backlogs

Retail Outpacing Wholesale Shipments

Competitive Advantage

- Largest OEMs rely on Patrick for high degree of content
- ✓ Breadth of offering to provide packaged solutions not offered by competitors
- ✓ Our extensive supply chain fuels the explosive growth in the leisure lifestyle markets



¹LTM as of September 26, 2021 | ² Sales Composition as % of Revenue (Q3'21 LTM)



Housing & Industrial

Q3'21 LTM Sales

Key Highlights

✓ Demand from big

as homeowners

continue spending

on home upgrades

 Limited availability of housing and attractive financing

rates are positive indicators for growth

✓ Capital deployment to

expansion and new

product development to enhance organic

support capacity

growth

√ Four acquisitions

since 2018

box retailers remains

End Market Statistics \$920M

25%

75% Leisure Lifestyle

25% Housing

of Q3'21 LTM Net Sales

FY 2016 - 2020 CAGR

In Q3'2021

New Housing Industry Starts

Increased by 9%



Multi-Family Industry

Increased by 19%¹



Single Family Industry

Increased by $5\%^1$

Manufactured Housing Product Categories²

Single-Section Homes

ASP: \$53,200 45% of Market



Industrial Product Categories

A wide range of components related to residential housing, commercial and institutional markets

Residential Housing

Commercial Construction





Multi-Section Homes

Fixtures

Furniture

ASP: \$104,000 55% of Market







¹ U.S. Census Bureau | ²Manufactured Housing Institute & IBTS



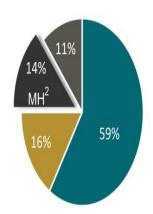
Manufactured Housing

Key Customers



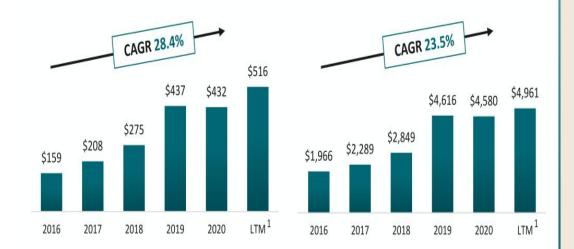






MH Net Sales (\$M)





OEMs unlocking strong and growing backlogs

OEMs have worked through post-COVID disruptions

Competitive Advantage

- √ Capable of leveraging production capabilities in other end markets
- ✓ Low-cost supplier of multiple products
- ✓ Full range of product offerings allows Patrick to supply across the entire value chain
- ✓ Nationwide manufacturing and distribution footprint allows Patrick to provide products to entire U.S. more efficiently than other competitors





Industrial

Key Customers



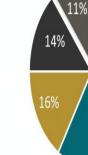
LOWE'S



MENARDS[®]







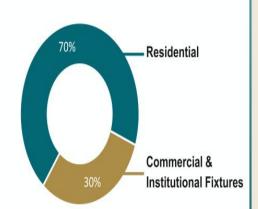
Ind.2

Industrial Net Sales (\$M)

Net Sales Breakdown

59%





Record new and multi-family housing starts **Housing market inventory** at historical lows

capabilities

√ Full range of product offerings allows Patrick

Competitive Advantage

for customers with our diverse manufacturing

√ "One stop shop"

to supply across the entire value chain

✓ Home improvement and DIY activity driven by work and study from anywhere environment





Leadership with Deep Industry Experience



- √ 100+ years of industry experience spanning across multiple economic cycles
- Management team is adaptable and experienced during economic changes
- ✓ Proven ability to manage at scale with approximately 11,000 employees in over 250 facilities across 23 states

Driving Patrick to Be a Leading Diversified Player Across its End Markets

M&A Criteria and Filters for Successful Strategic Investments

Strategic Criteria

Key Market Category

Strong Leadership Team

Market Leadership

/

Financial Filters

EPS Accretion in First Full Year



/

ROIC > Cost of Capital

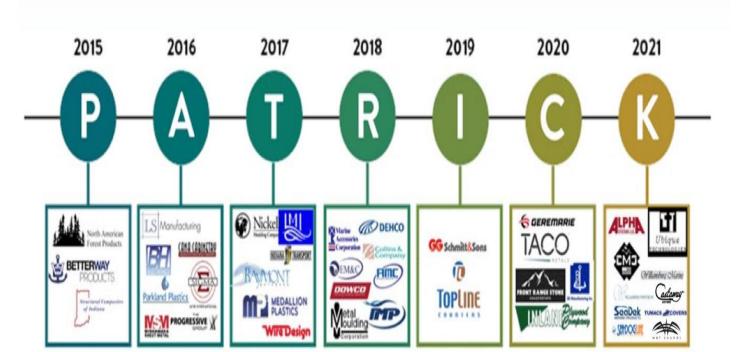


Accretive to Profit Margins and Revenue Growth



and Cultural Fit

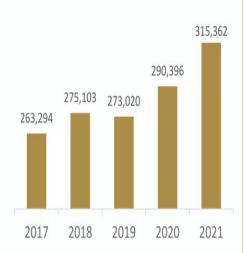
Acquisition Timeline



Favorable Trends Across Our End Markets

Boat Ownership

US Powerboat Registrations (Units)¹ 12 Months Rolling Through July



RV Ownership



Favorable Macro Trends





- More than 1/3 of those who have purchased new and pre-owned powerboats in 2020 were first-time boat buyers¹
- 70% of prospective boat buyers will make their purchase within 12 months⁷
- 37% of U.S. households hold some connection to the RV industry, with the largest proportion intending to purchase an RV at some point in the future²
- 20.5 million households intending to purchase an RV; 9.6 million (47%) plan to purchase within the next five years²
- A robust economy will support growth across PATK end markets
- Disposable Personal Income (DPI) surged to a record-high in 2021⁴
- · Housing starts are rising
- Strong consumer demand expected to continue to benefit our businesses

¹ National Marine Manufacturers Association | ² Ipsos Go RVing RV Owner Demographic Profile | ³ Statista GDP Growth Rate in the US | ⁴ IBIS World Per Capita Disposable Income | ⁵ IBIS World Total Retail Sales | ⁶ St. Louis Fed and Financial Forecast Center | ⁷ NMMA Tomorrow's Boat Owners

ESG

Current & Upcoming Initiatives



Environmental

- Wood dust being reclaimed into materials used for pellets supplying heating processes
- Rolling out a corporate campaign making our building more sustainable through minimizing paper, improving our recycling system



Social

- Pioneer Partner for Care Camps
- Supporting numerous charitable organizations in local communities:
 - Elkhart Community Foundation
 - RV industry production associate skills training program
 - Boys & Girls Clubs in Elkhart and neighboring towns
 - Military Makeover house remodel for military veteran
- Recruiting recent college graduates for Leadership Development Program IMPACT



Governance

- Enhancing and expanding ESG Policies to best practice standards
- Development of Vendor Code of Conduct to assess social and environmental responsibility

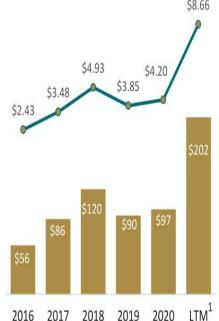
Strong Trajectory of Net Sales and Adj. EBITDA

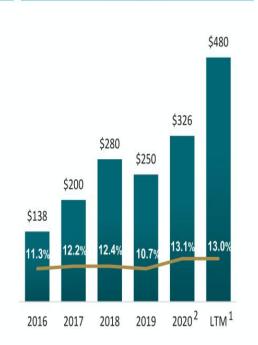
Net Sales Growth (\$M)

Net Income (\$M) & Diluted EPS

Pro-Forma Adj. EBITDA (\$M) and Margin³







YTD 2021

- RV and Marine growth driven by outdoor recreation trends, accelerated by lean inventories, strong demographic trends, and the appeal of socially distant activities
- Significant resurgence of consumer demand across end markets in the second half of the year
- Industrial and MH growth driven by shift from urban to suburban markets
- Investments in automation, human capital and IT to strengthen platform
- Strategic gains through our growing footprint, resources, and agility of our positions in our markets
- Gains related to synergies from acquired businesses
- Continued leveraging our fixed cost structure and automation efficiencies, as well as driving continuous improvement initiatives

¹LTM as of September 26, 2021 | ²2020 EBITDA includes pro forma acquisition adjustments | ³Non-GAAP metric. See appendix for reconciliation to closest GAAP metric

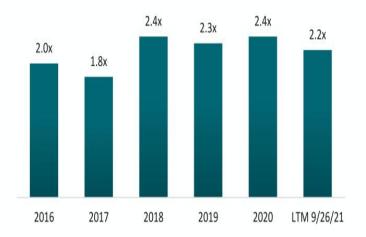
Strong Liquidity Profile

Highlights	9/26/21 LTM
Return on Assets	8.6%
Accounts Receivable Turnover	15.8x
Inventory Turnover	8.1x
Current Ratio	2.1x
Avg. Cash Conversion Cycle	51.1 Days

The strength of our cash flows and liquidity allows us to invest in our existing business as well as pursue attractive acquisition opportunities

Liquidity (\$M) Total Revolver Credit Capacity \$550.0 Less: Total Revolver Used (including outstanding letters of credit) (140.7) Unused Credit Capacity 409.3 Add: Cash on Hand 44.9 Total Available Liquidity \$454.2

Net Debt(1) / Pro forma Adjusted EBITDA(2)



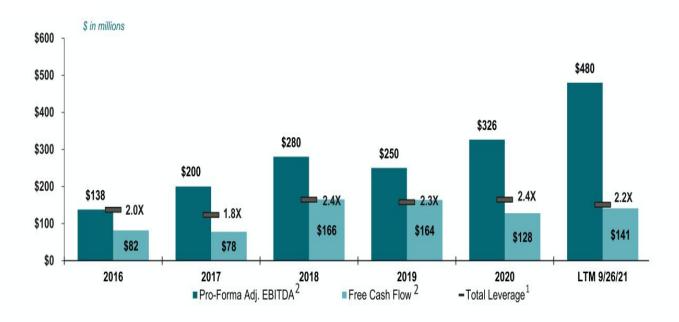
No Major Debt Maturities Until 2023

Debt Maturity Schedule (\$M)



¹ Net Debt= Total Debt less Cash & Cash Equivalents | 2 Non-GAAP metric. See appendix for reconciliation to closest GAAP metric | 3 Reflects December 2021 Convertibles Notes offering

Robust Free Cash Flow Generation



- **√\$759** million generated in free cash flow² from 2016 LTM 9/26/21
- √ Low fixed cost requirements

Maintenance & Total CapEx





1 Total Leverage = Net Debt (defined as total debt less cash and cash equivalents) / Pro-Forma Adj. EBITDA | 2 Non-GAAP metric. See appendix for reconciliation to closest GAAP metric

Prudent Capital Allocation and Conservative Leverage

Capital Allocation Strategy



Deploy strong cash flows to highest value projects



Maintain a disciplined leverage position



Utilize capital resources to grow and reinvest



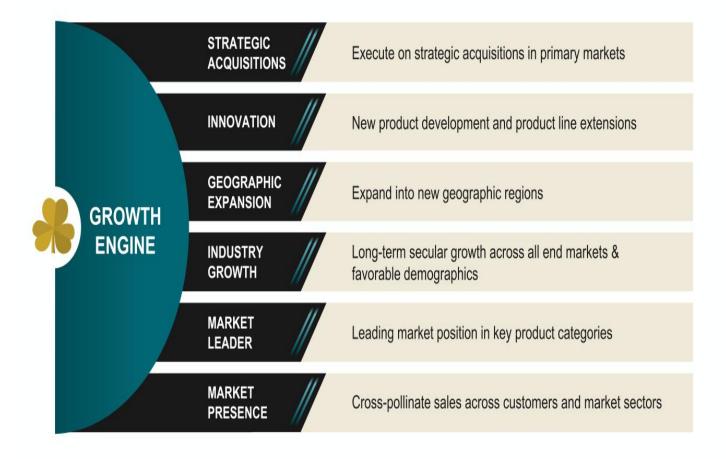
Opportunistic share buybacks

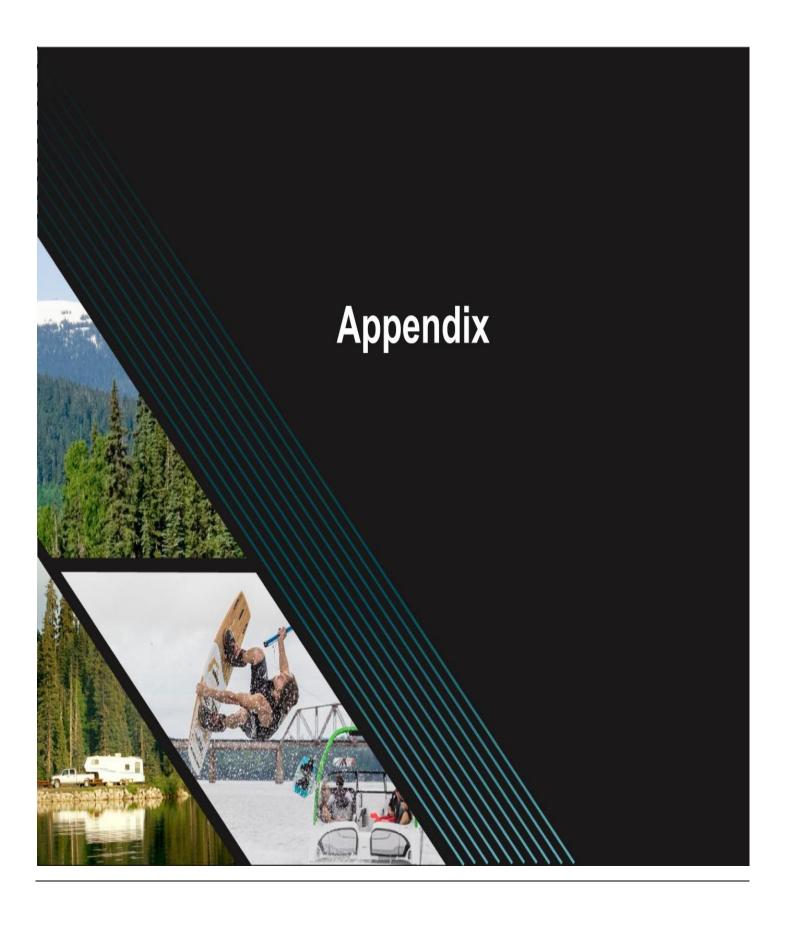
Historical Capital Allocation \$ in millions



¹ Total Leverage = Net Debt / Adj. EBIDTA | ² Liquidity defined as Revolver availability (net of outstanding Letters of Credit) plus Cash and Cash Equivalents

Patrick is Positioned for Continued Growth





Non-GAAP Reconciliations

Reconciliation of Cash Flow from Operations to Free Cash Flow

(\$ in millions)		Fiscal Year Ended December 31,				
	2016	2017	2018	2019	2020	9/26/21
Cash Flow from Operations	\$97	\$100	\$200	\$192	\$160	\$195
Less: Capital Expenditures	(15)	(22)	(34)	(28)	(32)	(54)
Free Cash Flow	\$82	\$78	\$166	\$164	\$128	\$141

Reconciliation of Net Income to Adj. EBITDA & Pro-Forma Adj. EBITDA

(\$ in millions)	Fiscal Year Ended December 31,					LTM
	2016	2017	2018	2019	2020	9/26/21
Net Income	\$56	\$86	\$120	\$90	\$97	\$202
+ Interest Expense	7	9	26	37	43	52
+ Income Taxes	28	27	32	28	33	65
+ Depreciation and Amortization	24	33	55	63	71	97
EBITDA	\$115	\$155	\$233	\$218	\$247	\$416
+ Stock Compensation	6	10	14	15	16	22
+ Other items	0	0	0	6	31	7
Adj. EBITDA	\$122	\$166	\$248	\$240	\$293	\$445
+ Acquisition pro forma & other ⁽¹⁾	16	34	32	10	33	35
Pro forma Adjusted EBITDA	\$138	\$200	\$280	\$250	\$326	\$480
Net Sales	\$1,222	\$1,636	\$2,263	\$2,337	\$2,487	\$3,703
Adj. EBITDA Margin (%)	11.3%	12.2%	12.4%	10.7%	13.1%	13.0%

(1) Represents estimated (i) full-year adjustments for acquired EBITDA and (ii) acquisition-related and other general cost-savings, related to procurement, selling, general and administrative, leveraging of our scale, and, to a lesser extent, branch footprint consolidation, which we expect to realize over the next 12 months. Our ability to achieve such estimated synergies and cost-savings is subject to risks, uncertainties, assumptions and other factors that may cause actual results, performance or achievements to be materially different from any results, performance or achievement expressed or implied by the estimate.

Use of Non-GAAP Financial Information

Free Cash Flow and Earnings before interest, taxes, depreciation and amortization ("EBITDA") are non-GAAP financial measures. In addition to reporting financial results in accordance with accounting principles generally accepted in the United States, we provide non-GAAP operating results adjusted for certain items and other one-time items. We adjust for the items listed in all periods presented, unless the impact is clearly immaterial to our financial statements.

We utilize the adjusted results to review our ongoing operations without the effect of these adjustments and for comparison to budgeted operating results. We believe the adjusted results are useful to investors because they help them compare our results to previous periods and provide important insights into underlying trends in the business and how management oversees our business operations on a day-to-day basis.

Non-GAAP Reconciliations

Reconciliation of Net Debt						
(\$ in millions)	Fiscal Year Ended December 31,					LTM
	2016	2017	2018	2019	2020	9/26/21
Total Debt	\$273	\$354	\$631	\$192	\$818	\$1,105
Less: Cash & Cash Equivalents	(6)	(3)	(7)	(139)	(45)	(45)
Net Debt	\$267	\$351	\$624	\$53	\$773	\$1,060

Use of Non-GAAP Financial Information

Net Debt is a non-GAAP financial measures. In addition to reporting financial results in accordance with accounting principles generally accepted in the United States, we provide non-GAAP operating results adjusted for certain items and other one-time items. We adjust for the items listed in all periods presented, unless the impact is clearly immaterial to our financial statements.

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End Market Categories

RV PRODUCT CATEGORIES¹

TOWABLE Shipments: 91% Wholesale 68% Retail Value			ORIZED esale 32% Retail Value
Travel Trailer ASP: \$25,500	Fifth Wheel ASP: \$54,900	Class A ASP: \$206,400	Class B & C ASP: \$117,200

Total Retail Value of Shipments in 2020: \$18B

MARINE PRODUCT CATEGORIES²

Pontoon	Ski & Wake	Fiberglass	Aluminum
ASP: \$45,800 31% of Market	ASP: \$118,100 6% of Market	ASP: \$88,000 37% of Market	ASP: \$25,800 26% of Market

U.S Expenditures on Boats, Engines and Accessories Totaled \$49B in 2020

MANUFACTURED HOUSING PRODUCT CATEGORIES³

Single-Section Homes	Multi-Section Homes
ASP: \$53,200 45% of Market	ASP: \$104,000 55% of Market

¹ Source: RVIA 2020 Industry profile (travel trailer ASPS stats include camping trailers and truck campers | 2 Source: NMMA 2020 Statistical Abstracts. | 3 Source: Manufactured Housing Institute.

Key Product Categories

Marine

Fiberglass and Plastic Thermoformed **Helm Systems**

Wiring and Wire

Harnesses

Boat Covers.

Towers, Tops

and Frames

Electrical

Systems and

Components

Fabricated

Aluminum and

Steel

Components

Anchoring,

Docking and

Boarding



Cabinet Doors

Vinyl, Paper and

Hardwood

Moldings

RV





Small Plastic Components



Vinyl and Paper Laminated **Products**



Surface, Granite and Quartz Countertops

Fiberglass Caps, Showers and Tubs





MH

Pre-finished Wall and Ceiling Panels



Roofing and Siding



Flooring



Drywall **Finishing Products**



Lighting



Venting



Industrial

Kitchen Cabinets, Countertops & Components



Slotwall



Wardrobe Doors & Mirrors



Store Fixtures & Commercial **Furnishings**



Office & Household **Furniture**



Fabricated Aluminum & Steel Components



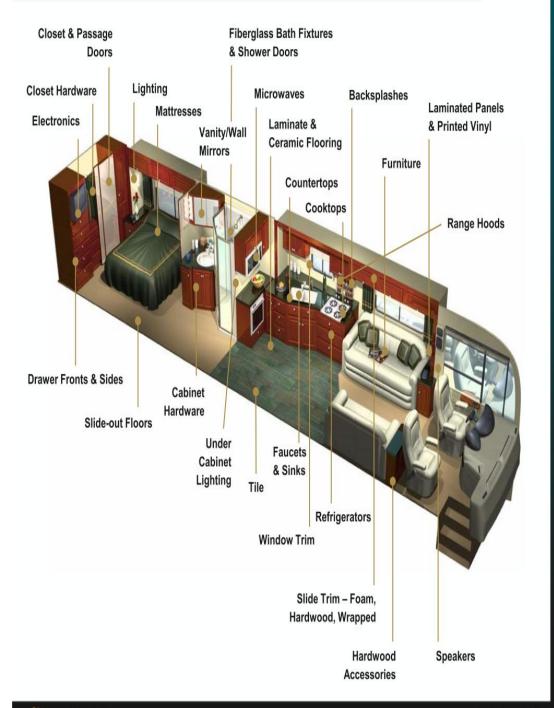
Patrick Product Lines: RV Exterior



Additional Product Lines

- ✓ Softwoods
- ✓ Full Body Paint
- ✓ Aluminum Gauges
- ✓ Steel Gauges
- ✓ Mill Finish & Pre-painted Aluminum and Steel
- ✓ Slit & Embossed Steel
- ✓ FRP Coil & Sheet
- ✓ Trim Panels
- ✓ Fuel Systems
- ✓ Metal Extrusions

Patrick Product Lines: RV Interior

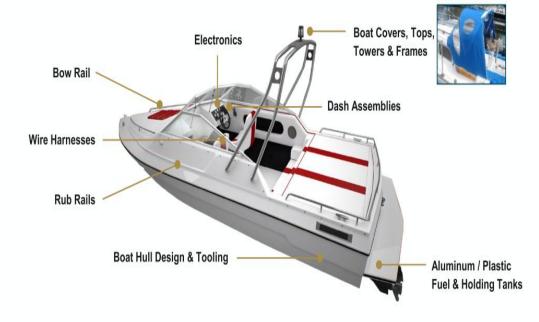


Additional Supplied Products

- Exit Lighting
- ✓ Ceiling Fans
- ✓ Power Cords & Inlets
- ✓ RV Tank Heater Pads
- √ Fire Extinguishers
- ✓ Electric Fireplaces
- ✓ Wiring, Electrical & Plumbing Products
- ✓ Inverters
- √ Tire Pressure Monitors
- ✓ Electrical Switches, Receptacles, & Outlets
- ✓ RV Transfer Switches
- ✓ Battery Selector Switches
- ✓ Cut-to-Size, Boring, Foiling & Edge-Banding
- ✓ Flooring Adhesive
- ✓ Instrument Panel
- Made-to-Order Laminated Products including Vinyl, Paper, Veneers & High-Pressure Laminates (HPL)
- ✓ Trim Products

Patrick Product Lines: Marine

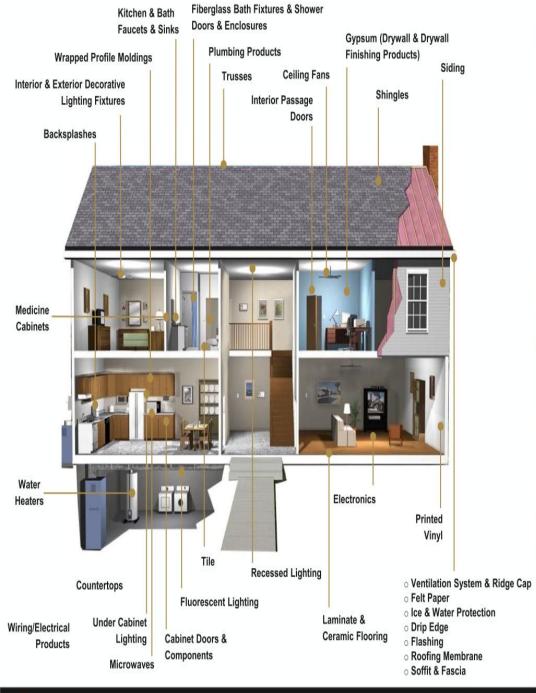
Aluminum / Plastic Fuel & Holding Tanks Chairs & Pedestals Dash Assemblies



Additional Product Lines

- ✓ Wind Shields (Glass / Acrylics)
- ✓ Fuel System Related Components
- ✓ Plastic Seat Bases & Components
- √ Vinyl (Biminis, Covers)
- ✓ Fabricated & Extruded Aluminum
- Decking, Flooring, Carpet, Vinyl
- ✓ Gauges, Instrument Panels, Displays
- ✓ Lighting
- ✓ Steering & Throttle Controls
- ✓ Plastic Products: Boxes, Inlay Tables
- ✓ Canvas Products, Panels & Trim
- ✓ Boat trailers
- ✓ Audio Products and Accessories

Patrick Product Lines: Manufactured Housing



Additional Supplied Products

- ✓ Building Arches
- ✓ Closet Organization Products
- ✓ Adhesives & Sealants
- ✓ Innovative Lighting
- Electrical Components

 (e.g., Panels/ Breakers,

 Outlet Boxes & Switches/
 Receptacles)
- ✓ Fireplaces and Surrounds
- Made-to-Order Laminated Products including Vinyl, Paper, Veneers & High-Pressure Laminates (HPL)
- ✓ Cut-to-Size, Boring, Foiling & Edge-Banding
- ✓ Solid Surface, Granite and Quartz Fab
- ▼ Flooring Adhesive
- √ Tables & Signs
- ✓ Roof Trusses
- ✓ Wardrobe Doors & Hardware Systems
- ✓ Closet Organizers & Shelving
- ✓ Air Handling Products
- Carpeting

