



Safer

Healthier

More Efficient

**Investor Presentation**

March 2019

# SAFE HARBOR STATEMENT & NON-GAAP MEASURES

Statements in this presentation include “forward-looking” statements within the meaning of the Private Securities Litigation Reform Act of 1995. Any statement that is not of historical fact may be deemed “forward-looking”. Words such as “expect”, “believe”, “project”, “plan”, “anticipate”, “intend”, “objective”, “outlook”, “target”, “goal”, “view” and similar expressions identify forward-looking statements. These statements are based on management's current views and assumptions of future events and financial performance and involve a number of risks and uncertainties, many outside of the Company's control that could cause actual results to materially differ from those expressed or implied. Risks and uncertainties include: raw material availability, increases in raw material costs, or other production costs; risks associated with our strategic growth initiatives or the failure to achieve the anticipated benefits of such initiatives; unanticipated downturn in business relationships with customers or their purchases; competitive pressures on sales and pricing; changes in the markets for the Company's business segments; changes in trends and demands in the markets in which the Company competes; operational problems at our manufacturing facilities, or unexpected failures at those facilities; future economic and financial conditions in the United States and around the world; inability of the Company to meet future capital requirements; claims, litigation and regulatory actions against the Company; changes in laws and regulations affecting the Company; and other risks as detailed in the Company's 10-K and other reports filed with the Securities and Exchange Commission. Such reports are available on the Securities and Exchange Commission's public reference facilities and its website at [www.sec.gov](http://www.sec.gov) and on the Company's Investor Relations section of its website at [www.myersindustries.com](http://www.myersindustries.com). Myers Industries undertakes no obligation to publicly update or revise any forward-looking statements contained herein. These statements speak only as of the date made.

The Company refers to certain non-GAAP financial measures throughout this presentation. Adjusted EPS, adjusted income per diluted share from continuing operations, adjusted operating income, adjusted gross profit, adjusted EBITDA and free cash flow are non-GAAP financial measures and are intended to serve as a supplement to results provided in accordance with accounting principles generally accepted in the United States. The Company believes that such information provides an additional measurement and consistent historical comparison of the Company's performance. A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP measures is available in the appendix of this presentation.

# OUR PATH TO SUCCESS: MYERS' INVESTMENT HIGHLIGHTS

**MARKET LEADING POSITIONS ACROSS DIVERSE, NICHE MARKETS**

**INDUSTRY DEFINING BRANDS**

**STRONG SECULAR GROWTH TRENDS**

**ESTABLISHED CHANNELS TO MARKET THROUGH SUPERIOR INTIMACY WITH A DIVERSE CUSTOMER BASE**

**FLEXIBLE OPERATIONS AND CONTINUOUS IMPROVEMENT CULTURE SUPPORTS PROFITABLE GROWTH**

**SEASONED MANAGEMENT TEAM EXECUTING A SOLID PLAN**

**COMPELLING STRATEGY TO DRIVE EARNINGS GROWTH**

# MYERS PROVIDES DIVERSE SOLUTIONS TO IMPROVE SAFETY, HEALTH AND EFFICIENCY ACROSS NICHE MARKETS

## BUSINESS HIGHLIGHTS

- » A market leader focused on a #1 or #2 position in diverse, niche markets
  - A leading manufacturer of a diverse range of material handling and storage solutions
  - A leading distributor to the U.S. tire, wheel and undervehicle service industry
- » Seven strong brands, each with a unique value proposition and differentiated offerings
- » Building an asset light business model to provide operational and financial flexibility
- » Long-standing relationships with diverse, blue-chip customers and channel partners
- » Executing a transformation in the Distribution Segment with goal of 10% EBITDA margin at the end of 2020

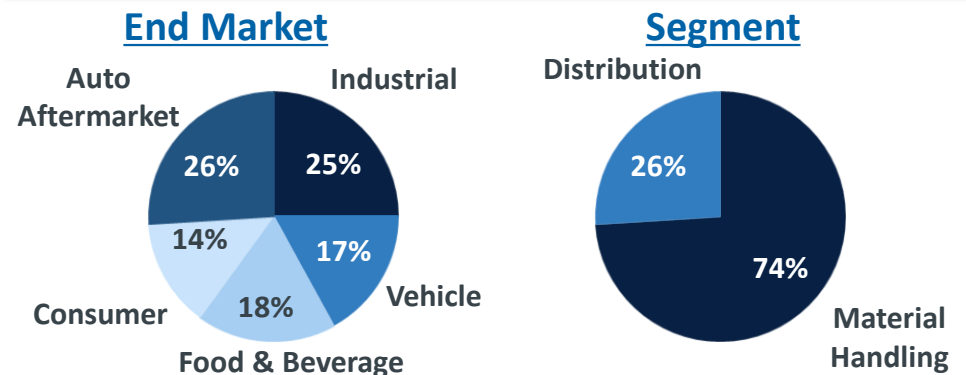
## KEY DATA (2018)

### FINANCIAL METRICS<sup>1</sup>

Net Sales  
**\$567M**

Adjusted EBITDA Margin  
**12%**

### NET REVENUE MIX



### LEADING BRANDS

#### Material Handling

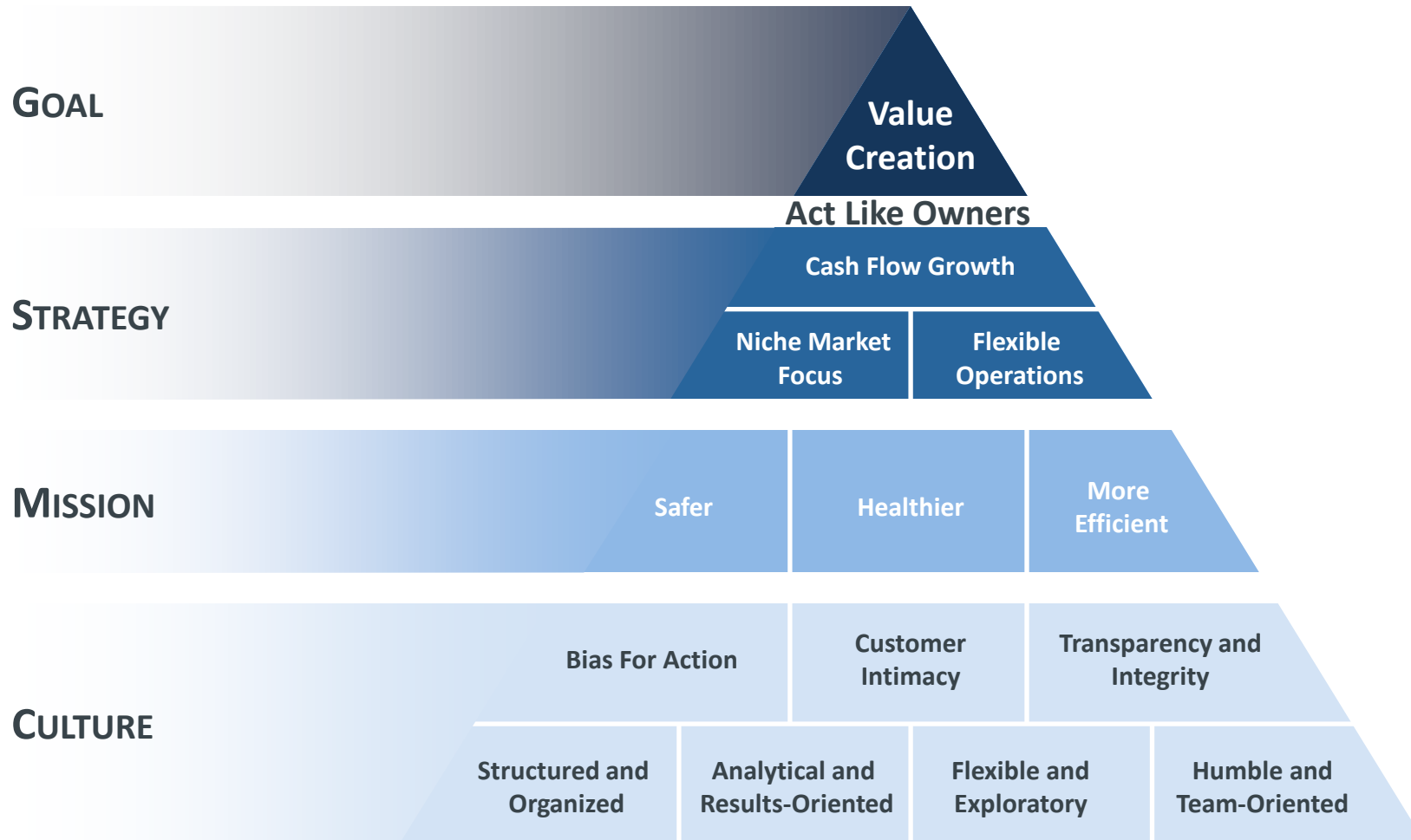


#### Distribution


























<sup>1</sup> Reflects continuing operations. See appendix for non-GAAP reconciliations.

# MYERS HAS INSTITUTED A ROBUST ENTERPRISE STRATEGY



*ESTABLISHED FRAMEWORK FOR DRIVING GROWTH AND OUTPERFORMANCE ACROSS THE COMPANY*

# LEADING PROVIDER OF A COMPREHENSIVE SUITE OF OFFERINGS

	BRANDS	SELECT PRODUCTS	2018 FINANCIALS <sup>1</sup>
MATERIAL HANDLING	 A Myers Industries Company	   	\$417M Net Sales  \$59M Adj. Operating Income
		   	
	 A Myers Industries Company	    	
	 A Myers Industries Company	   	
DISTRIBUTION	 A Myers Industries Company	   	\$150M Net Sales  \$7M Adj. Operating Income
	 A Myers Industries Company	   	

<sup>1</sup> Reflects continuing operations. See appendix for non-GAAP reconciliations.



# ATTRACTIVE END MARKET DYNAMICS

## CONSUMER

**14%**  
*FY18 Revenue*



### Strong consumer spending including amongst outdoor enthusiasts

- » Consumer sentiment currently very strong at ~99
- » U.S. unemployment rate is the lowest in 17 years

## FOOD & BEVERAGE

**18%**  
*FY18 Revenue*



### Increasing demand across agricultural and food processing markets

- » U.S. farm cash receipts currently ~15% below peak
- » U.S. population sustaining steady growth

## VEHICLE

**17%**  
*FY18 Revenue*



### Significant installed revenue base with continued growth potential

- » ~55M people in U.S. and Canada over 65 years old
- » Increased participation among younger buyers
- » Large installed base: ~7M U.S. households have RVs

## INDUSTRIAL

**25%**  
*FY18 Revenue*



### Significant rebound in production coupled with strong macro outlook

- » Highest U.S. Manufacturing PMI in over three years
- » 3%+ 2018 Global GDP growth

## AUTO AFTERMARKET

**26%**  
*FY18 Revenue*



### Large market; many cars on road requiring maintenance and repair

- » 250M+ U.S. registered vehicles
- » 17M+ cars and trucks produced in North America annually

# COMPELLING STRATEGY TO DRIVE EARNINGS GROWTH

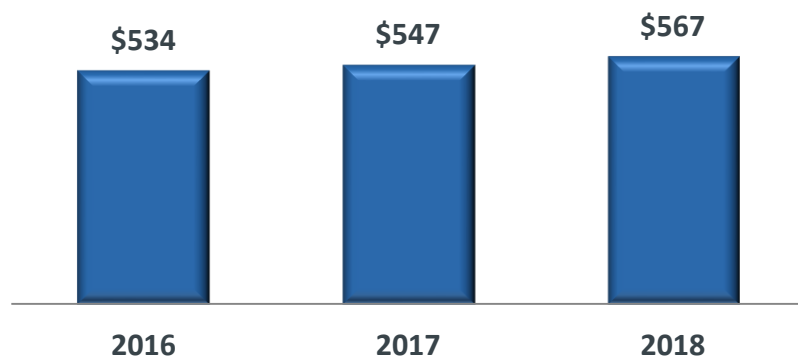
NICHE MARKET FOCUS	FLEXIBLE OPERATIONS	STRATEGIC M&A
<ul style="list-style-type: none"><li>» Drive further market penetration across <u>Material Handling</u><ul style="list-style-type: none"><li>• Leverage strategic customer relationships</li><li>• Continued product innovation</li><li>• Sales tools and strategies</li></ul></li><li>» Drive transformation initiatives across <u>Distribution</u></li><li>» Identify and enter new niche markets where we can win</li></ul>	<ul style="list-style-type: none"><li>» Leverage 80/20 initiatives to focus on higher value customers</li><li>» Continued simplification of operations through further footprint reduction and implementation of lean initiatives</li><li>» Value-added process improvement initiatives</li><li>» Identify partnership opportunities with outsourced manufacturers</li></ul>	<ul style="list-style-type: none"><li>» Robust pipeline of opportunities</li><li>» Deliver superior cash return on investment</li><li>» Established M&amp;A criteria<ul style="list-style-type: none"><li>• Enhance current portfolio</li><li>• Generally #1 or #2 in niche markets</li><li>• Asset light businesses</li><li>• Accretive to cash flow and operating margin</li></ul></li></ul>

**STRONG CASH FLOW GROWTH**

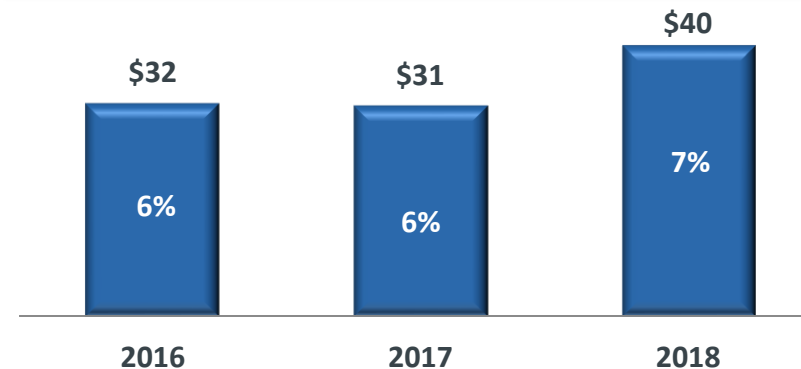


# SUMMARY FINANCIALS

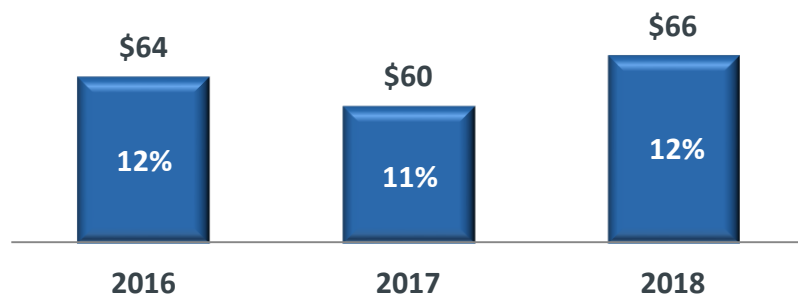
## NET SALES (\$M)



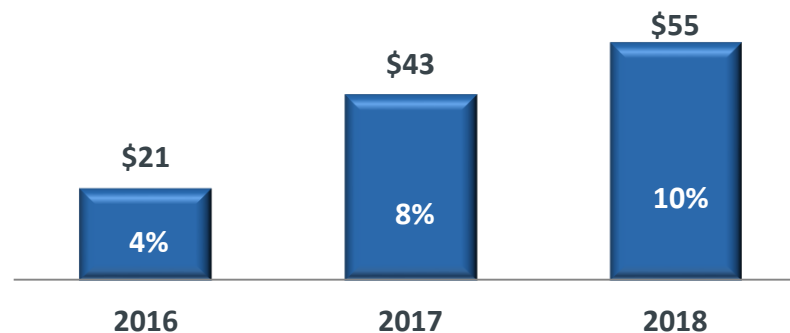
## ADJ. OP INCOME (\$M) AND % OF SALES



## ADJ. EBITDA (\$M) AND % OF SALES



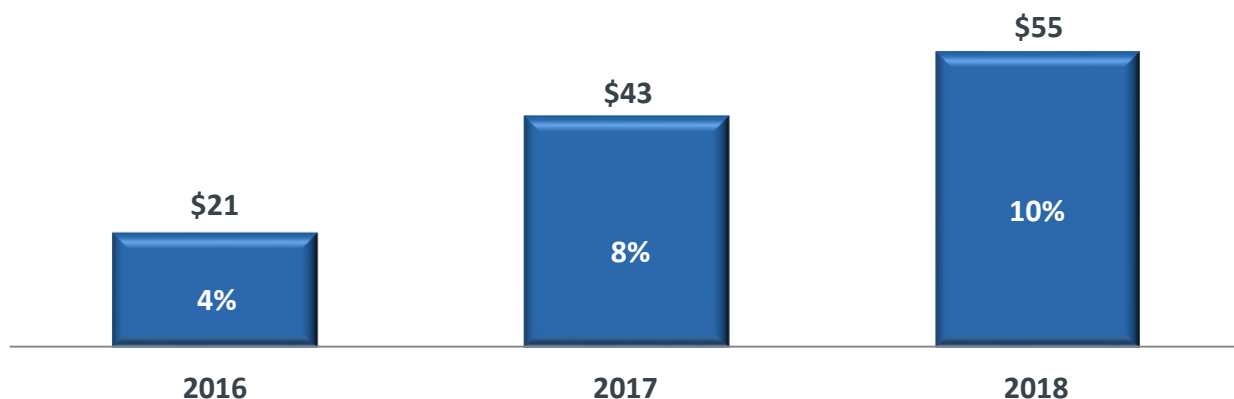
## FREE CASH FLOW (\$M) AND % OF SALES



Note: Reflects continuing operations. See appendix for non-GAAP reconciliations.

# FREE CASH FLOW SUMMARY

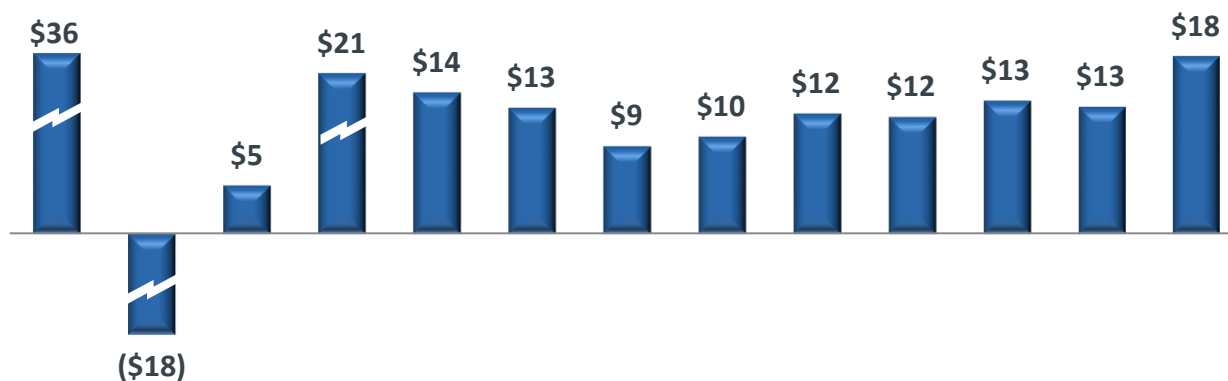
## ANNUAL FREE CASH FLOW (\$M) AND % OF NET SALES



## COMMENTARY

- » Actions resulting in stabilized free cash flow performance
- » Implementing asset light and lean operations
- » Disciplined approach to working capital and capex spending driving strong cash flow generation
- » Long-term, continued improvement is expected to support both organic and acquisitive growth

## QUARTERLY FREE CASH FLOW AS REPORTED<sup>1</sup> (\$M)



Q4 '15 Q1 '16 Q2 '16 Q3 '16 Q4 '16 Q1 '17 Q2 '17 Q3 '17 Q4 '17 Q1 '18 Q2 '18 Q3 '18 Q4 '18

Note: Reflects continuing operations. See appendix for non-GAAP reconciliations.

<sup>1</sup>As reported, includes all continuing operations at the time of the quarter-end.

# OUR PATH TO SUCCESS: MYERS' INVESTMENT HIGHLIGHTS

- ✓ MARKET LEADING POSITIONS ACROSS DIVERSE, NICHE MARKETS
- ✓ INDUSTRY DEFINING BRANDS
- ✓ STRONG SECULAR GROWTH TRENDS
- ✓ ESTABLISHED CHANNELS TO MARKET THROUGH SUPERIOR INTIMACY WITH A DIVERSE CUSTOMER BASE
- ✓ FLEXIBLE OPERATIONS AND CONTINUOUS IMPROVEMENT CULTURE SUPPORTS PROFITABLE GROWTH
- ✓ SEASONED MANAGEMENT TEAM EXECUTING A SOLID PLAN
- ✓ COMPELLING STRATEGY TO DRIVE EARNINGS GROWTH

# APPENDIX



# MATERIAL HANDLING SEGMENT

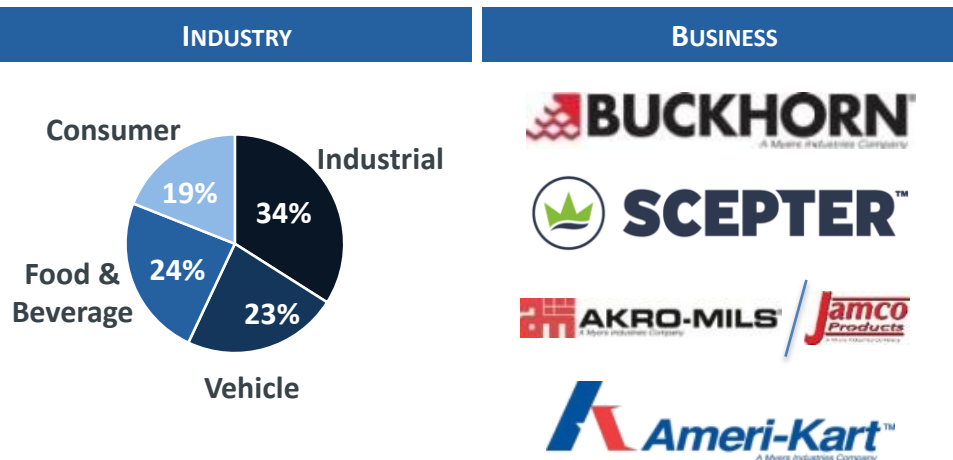
## OVERVIEW

- » A leading designer, manufacturer and marketer of highly engineered polymer packaging containers, storage and safety products and specialty molded parts
- » Operates under five well-established brand names
  - Buckhorn, Scepter, Ameri-Kart, Akro-Mils and Jamco Products
- » Manufacturing facilities in the U.S. and Canada
- » Targets niche markets across North America
- » Variety of sales channels
- » Represents 74% of Myers' 2018 net sales

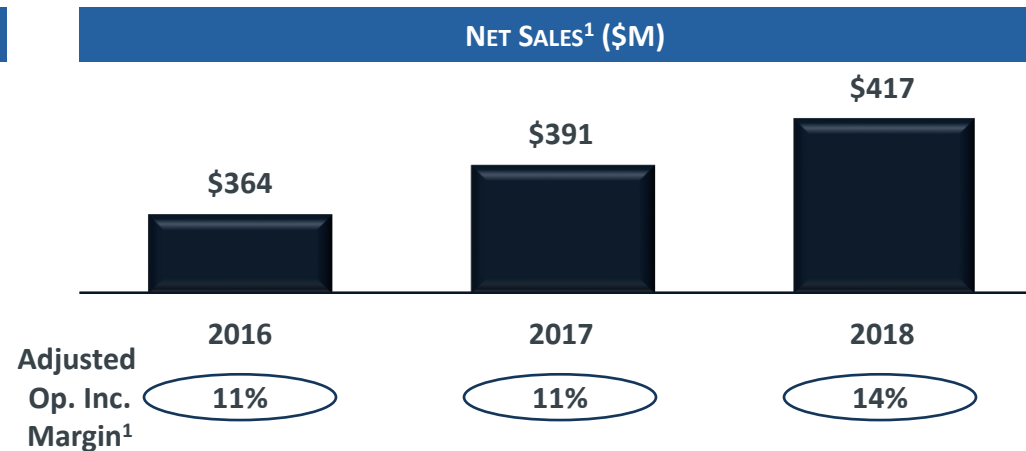
## VALUE PROPOSITION

- » Highly engineered packaging, transportation, storage, and organization containers serving specialty customer needs
- » Customer-intimate sales model
- » Increase productivity, product protection, handling efficiency and safety across customer's operations
- » Reduce freight and disposal costs and handling risks
- » Customer-driven product innovation

## 2018 NET SALES BREAKDOWN



## FINANCIALS



Note: See appendix for non-GAAP reconciliations.  
<sup>1</sup> Excludes impact from corporate eliminations.

# DISTRIBUTION SEGMENT

## OVERVIEW

- » A leading distributor of tools, equipment and supplies used for tire, wheel and under-vehicle service
- » Serves passenger, heavy truck and off-road vehicles through retail channels
- » Designs and manufactures tire repair materials and custom rubber products under the Patch Rubber brand
- » Operates under three leading brands
  - Myers Tire Supply, Myers Tire Supply International and Patch Rubber
- » Represents 26% of Myers' 2018 net sales

## VALUE PROPOSITION

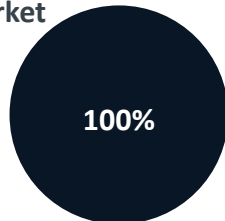
- » Link product and service offerings to customer's needs and priorities through continuous feedback loop
- » High performance, knowledgeable and responsive sales organization driving penetration across customers and regions
- » Offers one-stop-shopping for customers
- » Trusted brand name with national footprint

## 2018 NET SALES BREAKDOWN

INDUSTRY

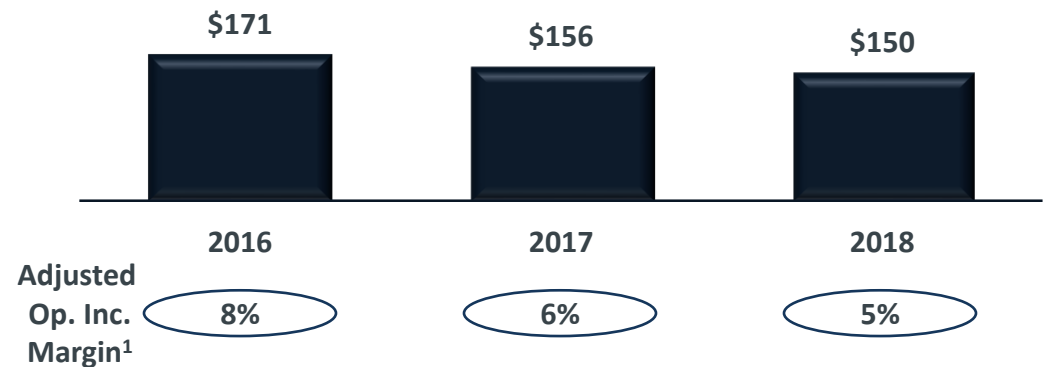
BUSINESS

Auto  
Aftermarket



## FINANCIALS

NET SALES<sup>1</sup> (\$M)



Note: See appendix for non-GAAP reconciliations.  
<sup>1</sup> Excludes impact from corporate eliminations.



# RECONCILIATION OF NON-GAAP ITEMS

## ADJUSTED EBITDA

(\$M)	2016	2017	2018
Income from continuing operations	\$11	\$11	(\$2)
Plus: tax expense	7	5	3
Plus: net interest expense	9	7	5
Plus: extinguishment of debt	-	2	-
Plus: depreciation	22	22	18
Plus: amortization	10	9	8
<b>EBITDA</b>	<b>\$59</b>	<b>\$56</b>	<b>\$32</b>
Plus: one-time adjustments	4	5	34
<b>Adjusted EBITDA</b>	<b>\$64</b>	<b>\$60</b>	<b>\$66</b>

Note: EBITDA and EBITDA as adjusted are financial measures that Myers Industries, Inc. calculates according to the schedule above using amounts from the unaudited Reconciliation of Non-GAAP Financial Measures Income (Loss) Before Taxes By Segment and GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that EBITDA and EBITDA as adjusted provide useful information regarding a company's operating profitability. Management uses EBITDA and EBITDA as adjusted as well as other financial measures in connection with its decision-making activities. EBITDA and EBITDA as adjusted should not be considered in isolation or as a substitute for net income (loss), income (loss) before taxes or other consolidated income data prepared in accordance with GAAP. The Company's method for calculating EBITDA and EBITDA as adjusted may not be comparable to methods used by other companies.

# RECONCILIATION OF NON-GAAP ITEMS (CONTINUED)

ADJUSTED OPERATING INCOME (BY SEGMENT)			
(\$M)	2016	2017	2018
<b><u>Material Handling</u></b>			
Operating income as reported	\$41	\$39	\$58
Asset impairments	1	1	-
Reduction to contingent liability	(2)	-	-
Loss (gain) on sale of asset	1	(4)	-
Restructuring expenses and other adjustments	1	9	1
<b>Adjusted operating income</b>	<b>\$41</b>	<b>\$44</b>	<b>\$59</b>
<b><u>Distribution</u></b>			
Operating income as reported	\$13	\$9	\$7
Loss (gain) on sale of asset	-	-	(1)
<b>Adjusted operating income</b>	<b>\$13</b>	<b>\$9</b>	<b>\$7</b>
<b><u>Corporate Expense</u></b>			
Corporate expense as reported	(\$26)	(\$23)	(\$59)
Environmental reserve	2	1	-
CFO severance related costs	2	-	-
Provision for loss on note receivable	-	-	23
Lease guarantee	-	-	10
<b>Adjusted corporate expense</b>	<b>(\$22)</b>	<b>(\$22)</b>	<b>(\$25)</b>
<b><u>Continuing Operations</u></b>			
Operating income as reported	\$27	\$25	\$6
Total of all adjustments above	4	7	34
<b>Adjusted operating income</b>	<b>\$32</b>	<b>\$31</b>	<b>\$40</b>

# RECONCILIATION OF NON-GAAP ITEMS (CONTINUED)

## FREE CASH FLOW

(\$M)	2016	2017	2018
Net cash provided by (used for) operating activities - continuing operations	\$34	\$49	\$60
Capital expenditures	(13)	(6)	(5)
<b>Free cash flow</b>	<b>\$21</b>	<b>\$43</b>	<b>\$55</b>

# RECONCILIATION OF NON-GAAP ITEMS (CONTINUED)

## QUARTERLY FREE CASH FLOW – 2015 & 2016

(\$M)

	Year December 31, 2015	YTD September 30, 2015	Quarter December 31, 2015		YTD June 30, 2016	YTD March 31, 2016	Quarter June 30, 2016
Net cash provided by (used for) operating activities - continuing operations	\$49 -	\$7 =	\$42	Net cash provided by (used for) operating activities - continuing operations	(\$3) -	(\$11) =	\$8
Capital expenditures	(24) -	(18) =	(6)	Capital expenditures	(11) -	(7) =	(3)
<b>Free cash flow</b>	<u>\$26 -</u>	<u>(\$11) =</u>	<u>\$36</u>	<b>Free cash flow</b>	<u>(\$14) -</u>	<u>(\$18) =</u>	<u>\$5</u>
					YTD September 30, 2016	YTD June 30, 2016	Quarter September 30, 2016
				Net cash provided by (used for) operating activities - continuing operations	\$19 -	(\$3) =	\$22
				Capital expenditures	(11) -	(11) =	(1)
				<b>Free cash flow</b>	<u>\$7 -</u>	<u>(\$14) =</u>	<u>\$21</u>
	Year December 31, 2016	YTD September 30, 2016	Quarter December 31, 2016		Year December 31, 2016	YTD September 30, 2016	Quarter December 31, 2016
				Net cash provided by (used for) operating activities - continuing operations	\$34 -	\$19 =	\$15
				Capital expenditures	(13) -	(11) =	(1)
				<b>Free cash flow</b>	<u>\$21 -</u>	<u>\$7 =</u>	<u>\$14</u>

# RECONCILIATION OF NON-GAAP ITEMS (CONTINUED)

## QUARTERLY FREE CASH FLOW – 2017 & 2018

(\$M)

	<u>YTD June 30, 2017</u>	<u>YTD March 31, 2017</u>	<u>Quarter June 30, 2017</u>
Net cash provided by (used for) operating activities - continuing operations	\$24 -	\$13 =	\$11
Capital expenditures	<u>(2) -</u>	<u>- =</u>	<u>(2)</u>
<b>Free cash flow</b>	<b>\$22 -</b>	<b>\$13 =</b>	<b>\$9</b>

	<u>YTD September 30, 2017</u>	<u>YTD June 30, 2017</u>	<u>Quarter September 30, 2017</u>
Net cash provided by (used for) operating activities - continuing operations	\$36 -	\$24 =	\$12
Capital expenditures	<u>(5) -</u>	<u>(2) =</u>	<u>(3)</u>
<b>Free cash flow</b>	<b>\$31 -</b>	<b>\$22 =</b>	<b>\$10</b>

	<u>Year December 31, 2017</u>	<u>YTD September 30, 2017</u>	<u>Quarter December 31, 2017</u>
Net cash provided by (used for) operating activities - continuing operations	\$49 -	\$36 =	\$13
Capital expenditures	<u>(6) -</u>	<u>(5) =</u>	<u>(1)</u>
<b>Free cash flow</b>	<b>\$43 -</b>	<b>\$31 =</b>	<b>\$12</b>

	<u>YTD June 30, 2018</u>	<u>YTD March 31, 2018</u>	<u>Quarter June 30, 2018</u>
Net cash provided by (used for) operating activities - continuing operations	\$27 -	\$13 =	\$14
Capital expenditures	<u>(2) -</u>	<u>(1) =</u>	<u>(1)</u>
<b>Free cash flow</b>	<b>\$25 -</b>	<b>\$12 =</b>	<b>\$13</b>

	<u>YTD September 30, 2018</u>	<u>YTD June 30, 2018</u>	<u>Quarter September 30, 2018</u>
Net cash provided by (used for) operating activities - continuing operations	\$41 -	\$27 =	\$14
Capital expenditures	<u>(4) -</u>	<u>(2) =</u>	<u>(1)</u>
<b>Free cash flow</b>	<b>\$38 -</b>	<b>\$25 =</b>	<b>\$13</b>

	<u>Year December 31, 2018</u>	<u>YTD September 30, 2018</u>	<u>Quarter December 31, 2018</u>
Net cash provided by (used for) operating activities - continuing operations	\$60 -	\$41 =	\$19
Capital expenditures	<u>(5) -</u>	<u>(4) =</u>	<u>(1)</u>
<b>Free cash flow</b>	<b>\$55 -</b>	<b>\$38 =</b>	<b>\$18</b>

