



MYE Investor Presentation | NOVEMBER 2020

SAFE HARBOR STATEMENT & NON-GAAP MEASURES

Statements in this release 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 “will”, “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: impacts from the COVID-19 pandemic on our business, conditions, customers and capital position; the impact of COVID 19 on local, national and global economic conditions; the effects of various governmental responses to the COVID-19 pandemic, 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; impact of the U.S. elections impacts on the regulatory landscape, capital markets, and responses to and management of the COVID-19 pandemic including further economic stimulus from the federal government; and other important factors detailed previously and from time to time in the Company's filings with the Securities and Exchange Commission, including the Company's Annual Report on Form 10-K for the year ended December 31, 2019 and subsequent Quarterly Reports on Form 10-Q. Such reports are available on the Securities and Exchange Commission's public reference facilities and its website at www.sec.gov and on the Company's Investor Relations section of its website at 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 gross margin, adjusted EBITDA margin, debt to adjusted EBITDA margin, Adjusted gross profit, Adjusted operating income, adjusted operating income margin, adjusted EBITDA, diluted adjusted EPS 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. Myers Industries believes that such information provides an additional measurement and consistent historical comparison of the Company's performance. Reconciliations of the non-GAAP financial measures to the most directly comparable GAAP measures are available in the appendix of this presentation.

INVESTMENT HIGHLIGHTS



MARKET LEADING POSITIONS ACROSS DIVERSE, NICHE MARKETS



INDUSTRY DEFINING BRANDS



CONTINUOUS IMPROVEMENT CULTURE SUPPORTS PROFITABLE GROWTH



COMPELLING NEW STRATEGY TO TRANSFORM COMPANY INTO HIGH-GROWTH, CUSTOMER-CENTRIC INNOVATOR OF ENGINEERED PLASTIC SOLUTIONS



PASSIONATE, EXPERIENCED LEADERSHIP TEAM FOSTERING CULTURAL TRANSFORMATION

COMPANY OVERVIEW

BUSINESS HIGHLIGHTS

- » A market leader focused on a #1 or #2 position in diverse, niche markets
 - A leading plastics manufacturer of a diverse range of material handling and storage solutions
 - A leading distributor to the U.S. tire, wheel and under-vehicle service industry
- » Nine strong brands, each with a unique value proposition and differentiated offerings
- » Long-standing relationships with diverse, blue-chip customers and channel partners
- » Executing a new strategy to transform the Company into a high-growth, customer-centric innovator of engineered plastic solutions

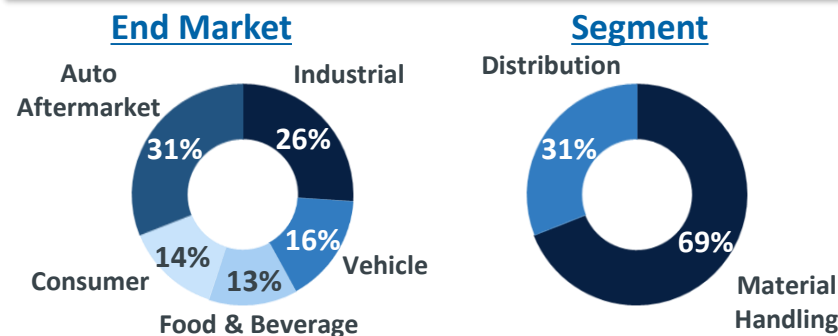
KEY DATA (2019)

FINANCIAL METRICS¹

Net Sales
\$516M

Adjusted EBITDA Margin
13%

NET REVENUE MIX















LEADING BRANDS



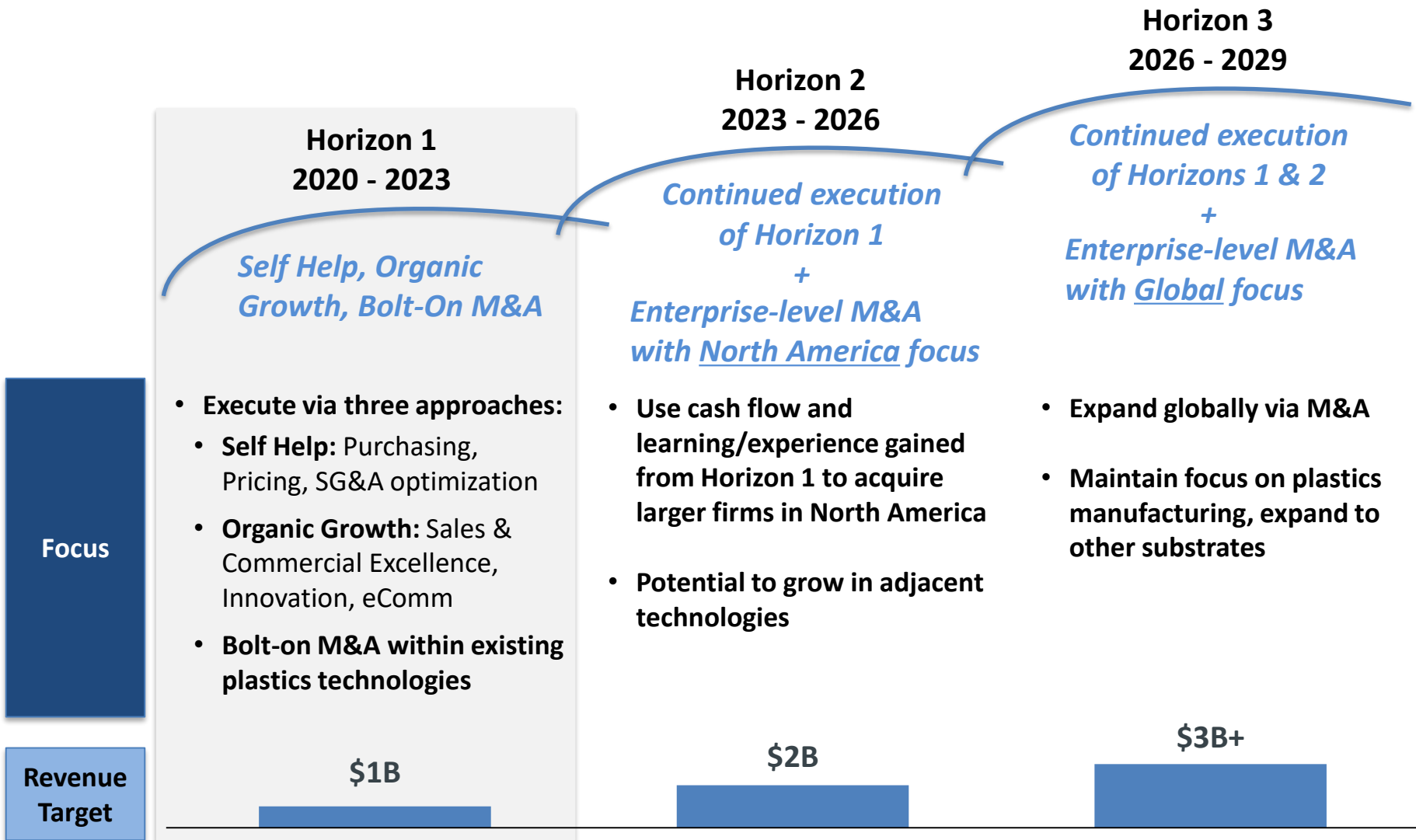
¹ Reflects continuing operations. See appendix for non-GAAP reconciliations.

MARKET LEADING BRANDS & PRODUCTS

	BRANDS	SELECT PRODUCTS	2019 FINANCIALS ¹
MATERIAL HANDLING	 <small>A Myers Industries Company</small>		<p>\$356M <i>Net Sales</i></p> <p>\$54M <i>Adj. Op Income</i></p> <p>\$75M <i>Adj. EBITDA</i></p>
	 <small>A Myers Industries Company</small>		
	 <small>A Myers Industries Company</small>		
	 <small>A Myers Industries Company</small>		
DISTRIBUTION	 <small>A Myers Industries Company</small>		<p>\$159M <i>Net Sales</i></p> <p>\$11M <i>Adj. Op Income</i></p> <p>\$13M <i>Adj. EBITDA</i></p>
	 <small>A Myers Industries Company</small>		

¹ Reflects continuing operations. See appendix for non-GAAP reconciliations.

COMPELLING LONG-TERM VISION



STRATEGY FOR HORIZON 1

Strategic Objective:

Transform Material Handling Segment into a high-growth, customer-centric innovator of engineered plastic solutions, while continuing to optimize and grow Distribution Segment

1

Organic Growth

- Sales & Commercial excellence
- Innovation/NPD
- Sustainability
- eCommerce

2

Strategic M&A

- Bolt-on M&A focused on plastics
- Integration playbook

3

Operational Excellence

- Continuous improvement
- Pricing focus
- Purchasing rigor
- SG&A allocation & deployment

4

High-Performing Culture

- Safety first
- Talent development
- Inclusion
- Servant leadership
- Community involvement

Goals: \$1B in revenue; 15% EBITDA; Top quartile TSR; “One Myers” culture & mindset

ACQUISITION OF ELKHART PLASTICS



Elkhart Plastics Overview

- **7th largest rotational molder** in the U.S.¹
- End-markets: **RV, Marine, Agriculture, Construction, Heavy Truck and other industries**
- HQ in **South Bend, IN; 7 facilities**
- '19 Revenue **~\$100M; ~9% Adj. EBITDA margin**



Deal Overview

- **Purchase Price: \$62.5 million**
- Close Date: **November 10, 2020**
- Expected **cost synergies: \$4-\$6 million** per year, to be captured within two years
- **Management team to stay** on post-close

Strategic rationale for the deal

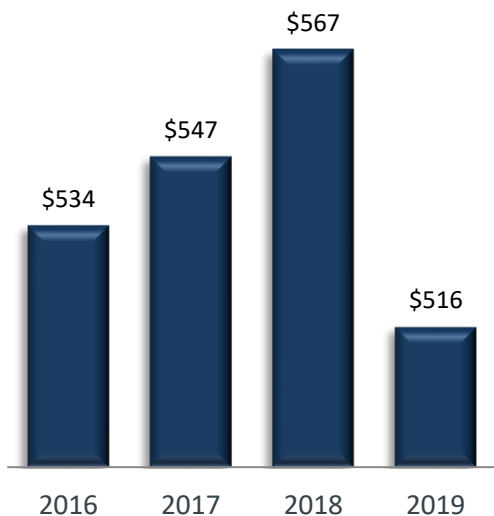
- ✓ **Financially accretive** with significant synergy potential
- ✓ **Creates the 5th largest rotational molding¹ business** in the U.S. (Ameri-Kart + Elkhart)
- ✓ **Expands Myers' geographic footprint** (plants in Iowa, Colorado and Washington)
- ✓ **Captures additional share within RV and Marine markets**
- ✓ Expands Myers' roto-molding **presence in new markets** (e.g. consumer, mining)

The acquisition of Elkhart Plastics aligns with Myers' new long-term strategy to acquire plastic manufacturers within our existing technology spaces

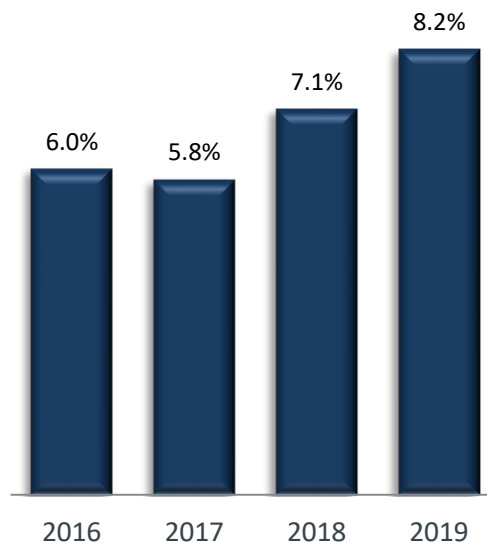
¹ According to Plastics News Rotational Molders Rankings 2020

SUMMARY FINANCIAL TRENDS

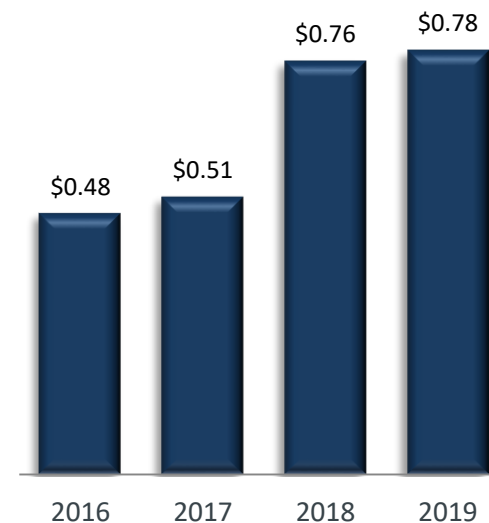
NET SALES¹



ADJUSTED OPERATING MARGINS¹



ADJUSTED EPS¹

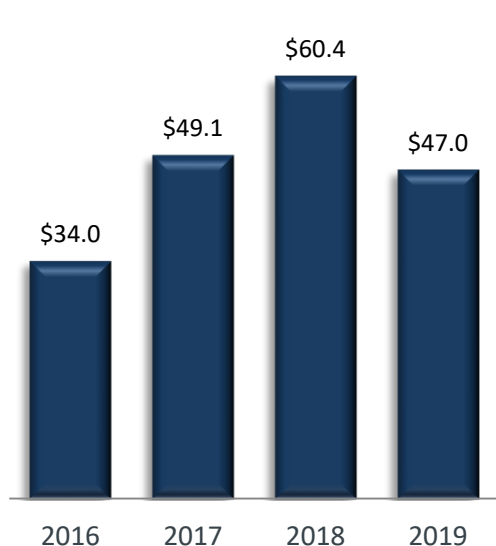


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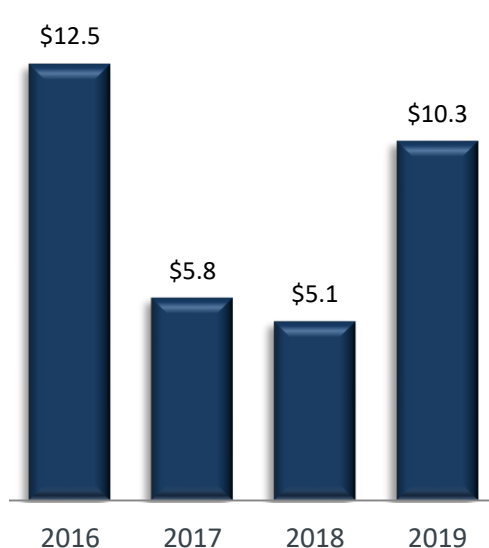
FOUNDATION OF OPERATIONAL EXCELLENCE SUPPORTS PROFITABLE GROWTH

CASH FLOW TRENDS

CASH FROM CONTINUOUS OPERATIONS¹



CAPITAL EXPENDITURES¹



FREE CASH FLOW¹



¹ Reflects continuing operations. See appendix for non-GAAP reconciliations.

STRONG AND CONSISTENT CASH FLOW GENERATION

INVESTMENT HIGHLIGHTS



MARKET LEADING POSITIONS ACROSS DIVERSE, NICHE MARKETS



INDUSTRY DEFINING BRANDS



CONTINUOUS IMPROVEMENT CULTURE SUPPORTS PROFITABLE GROWTH



COMPELLING NEW STRATEGY TO TRANSFORM COMPANY INTO HIGH-GROWTH, CUSTOMER-CENTRIC INNOVATOR OF ENGINEERED PLASTIC SOLUTIONS



PASSIONATE, EXPERIENCED LEADERSHIP TEAM FOSTERING CULTURAL TRANSFORMATION

Appendix

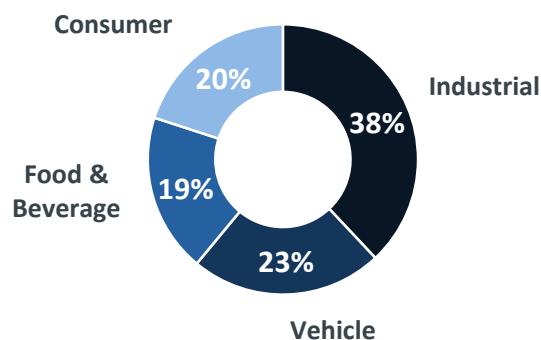


MATERIAL HANDLING SEGMENT

OVERVIEW

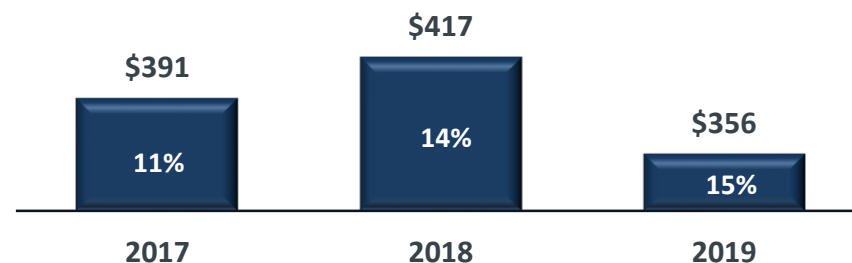
- » A leading designer, manufacturer and marketer of highly engineered polymer packaging containers, storage and safety products and specialty molded parts
- » Operates under five well-established brand names
 - Buckhorn, Akro-Mils, Jamco Products, Ameri-Kart and Scepter
- » Manufacturing facilities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

NET REVENUE BY END MARKET



KEY DATA

NET SALES (\$M) AND ADJUSTED OP. INC. MARGIN¹



BUSINESS



- Agriculture
- Food Processing
- Auto, Manufacturing, Distribution (AMD)
- Industrial
- Healthcare
- RV
- Marine
- Custom Molding
- Consumer
- Marine
- Military

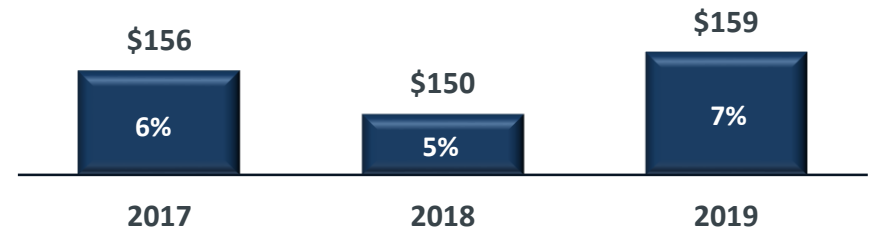
DISTRIBUTION SEGMENT

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 four leading brands
 - Myers Tire Supply, Myers Tire Supply International, Patch Rubber, and Tuffy Manufacturing

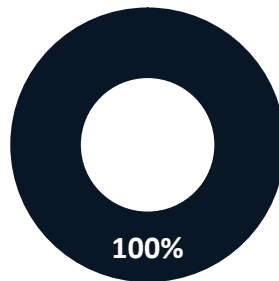
KEY DATA

NET SALES (\$M) AND ADJUSTED OP. INC. MARGIN¹



NET REVENUE BY END MARKET

Auto
Aftermarket



BUSINESS



- Auto Dealers
- Fleets
- Government & Schools
- Retreaders
- Tire Dealers

- Tire Repair & Retreading Products
- Industrial Rubber Products
- Advance Traffic Markings

RECONCILIATION OF NON-GAAP ITEMS

ADJUSTED EBITDA

(\$M)	2016	2017	2018	2019
Income from continuing operations	\$11	\$11	(\$2)	\$24
Plus: tax expense	7	5	3	9
Plus: net interest expense	9	7	5	4
Plus: extinguishment of debt	-	2	-	-
Plus: depreciation	22	22	18	15
Plus: amortization	10	9	8	8
EBITDA	\$59	\$56	\$32	\$60
Plus: one-time adjustments	4	5	34	5
Adjusted EBITDA	\$64	\$60	\$66	\$65

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 EBITDA

(S)	Year Ended December 31, 2019				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
GAAP Net sales	\$ 356	\$ 159	\$ 516	\$ —	\$ 516
GAAP Gross profit			171	—	171
Add: Restructuring expenses and other adjustments			—	—	—
Gross profit as adjusted			171	—	171
Gross profit margin as adjusted			33%	n/a	33%
GAAP Operating income (loss)	53	10	63	(26)	37
Add: Restructuring expenses and other adjustments	—	1	1	—	1
Add: Tuffy acquisition costs	—	—	—	1	1
Add: Asset impairment	1	—	1	—	1
Add: Environmental reserve	—	—	—	4	4
Less: CEO stock award reversal	—	—	—	(2)	(2)
Operating income (loss) as adjusted	54	11	65	(23)	42
Operating income margin as adjusted	15.2%	6.9%	12.6%	n/a	8.2%
Add: Depreciation and amortization	21	2	23	—	23
Less: Depreciation adjustments	—	—	—	—	—
EBITDA as adjusted	\$ 75	\$ 13	\$ 88	\$ (23)	\$ 65
EBITDA margin as adjusted	21.2%	8.0%	17.1%	n/a	12.6%

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	2019
<u>Material Handling</u>				
Operating income as reported	\$41	\$39	\$58	\$53
Asset impairments	1	1	-	1
Reduction to contingent liability	(2)	-	-	-
Loss (gain) on sale of asset	1	(4)	-	-
Restructuring expenses and other adjustments	1	9	1	-
Adjusted operating income	\$41	\$44	\$59	\$54
<u>Distribution</u>				
Operating income as reported	\$13	\$9	\$7	\$10
Loss (gain) on sale of asset	-	-	(1)	-
Restructuring expenses and other adjustments	-	-	-	1
Adjusted operating income	\$13	\$9	\$7	\$11
<u>Corporate Expense</u>				
Corporate expense as reported	(\$26)	(\$23)	(\$59)	(\$26)
Environmental reserve	2	1	-	4
Severance Costs	2	-	-	-
Provision for loss on note receivable	-	-	23	-
Lease guarantee	-	-	10	-
CEO stock reward reversal	-	-	-	(2)
Adjusted corporate expense	(\$22)	(\$22)	(\$25)	(\$23)
<u>Continuing Operations</u>				
Operating income as reported	\$27	\$25	\$6	\$37
Total of all adjustments above	4	7	34	5
Adjusted operating income	\$32	\$31	\$40	\$42

RECONCILIATION OF NON-GAAP ITEMS (CONTINUED)

FREE CASH FLOW

(\$M)	2016	2017	2018	2019
Net cash provided by (used for) operating activities - continuing operations	\$34	\$49	\$60	\$47
Capital expenditures	(13)	(6)	(5)	(10)
Free cash flow	\$21	\$43	\$55	\$37

Thank You

