MYERS INDUSTRIES, INC.

AUGUST 1, 2017 – SECOND QUARTER EARNINGS PRESENTATION

SAFE HARBOR STATEMENT

Statements in this presentation concerning the Company's goals, strategies, and expectations for business and financial results may be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and are based on current indicators and expectations. Any statement that is not of historical fact may be deemed "forward-looking". Words such as "expect", "believe", "project", "plan", "anticipate", "intend", "objective", "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 the Company's control that could cause actual results to materially differ from those expressed or implied. You are cautioned not to put undue reliance on any forward-looking statement. We do not intend, and undertake no obligation, to update these forward-looking statements. Such risks include:

(1) Raw material availability, increases in raw material costs, or other production costs
(2) Risks associated with our strategic growth initiatives or the failure to achieve the anticipated benefits of such initiatives
(3) Unanticipated downturn in business relationships with customers or their purchases
(4) Competitive pressures on sales and pricing
(5) Changes in the markets for the Company's business segments
(6) Changes in trends and demands in the markets in which the Company competes
(7) Unexpected failures at our manufacturing facilities
(8) Future economic and financial conditions in the United States and around the world
(9) Inability of the Company to meet future capital requirements
(10) Claims, litigation and regulatory actions against the Company
(11) Changes in laws and regulations affecting the Company
(12) Other risks as detailed in the Company's 10-K and other reports filed with the Securities Exchange Commission

Myers Industries, Inc. encourages investors to learn more about these risk factors. A detailed explanation of these factors is available in the Company's publicly filed quarterly and annual reports, which can be found online at www.myersindustries.com and at the SEC.gov web site.

Statements in this presentation speak only as of the date made.

2017 Q2 Overview

Achievements

- ✓ Generated $8.7M in free cash flow; continued working capital discipline and timing of capital spending
- ✓ Niche market focus led to year-over-year sales growth in the Material Handling Segment
  - Solid growth in RV market driving growth in Vehicle related business
  - 4% growth in Consumer
  - Orders strengthening in the Food & Beverage market
- ✓ Operational re-alignment remains on track; savings to begin in second half of 2017
- ✓ Consistently reducing debt

Challenges

- Distribution execution remains challenging
  - Mixed market conditions; slow start to the quarter
  - Exit of low margin business
  - Continued share loss from 2016 territory gaps
- Continued work to do towards driving flexible operations
  - Lean initiatives
  - Talent upgrades
- Mitigating resin cost pressure through pricing actions and favorable sales mix

Q2 Financial Summary – GAAP

Reflects results from continuing operations; In $millions except per-share figures

Net Sales

Net sales declined 1.3%

- Material Handling up $2M (2.1%) due to growth in niche markets, partially offset by declines in the Industrial market
- Distribution down $4M (9.2%)

Gross Profit

Gross profit declined $5.2M

- Material Handling operating inefficiencies $1.4M
- Restructuring expenses $4M

SG&A Expenses

SG&A increased $1.1M

- Higher compensation costs and professional fees
- Lower facility costs

Operating Income

Operating income declined $5.6M

- Gross profit lower $5.2M; primarily restructuring costs
- SG&A higher $1.1M
- Year-over-year decline in impairment charge $0.8M

Diluted EPS

Q2 Financial Summary – Adjusted (Non-GAAP)

Reflects results from continuing operations; In $millions except per-share figures

Net Sales

Net sales declined 1.3%

- Material Handling up $2M (2.1%) due to growth in niche markets, partially offset by declines in the Industrial market
- Distribution down $4M (9.2%)

Adj. Gross Profit

Adj. gross profit decreased $1.1M

- Raw material cost inflation offset by pricing actions and positive mix
- Material Handling operational inefficiencies $1.4M
- Depreciation $0.5M lower, mostly due to restructuring

Adj. SG&A Expenses

Adj. SG&A increased $0.7M

- Higher compensation costs and professional fees
- Lower facility costs

Adj. Operating Income

Adj. operating income declined $1.8M

- Lower gross profit $1.1M
- Higher SG&A $0.7M

Adj. Diluted EPS

Q2 Segment Results

Reflects results from continuing operations; In $millions except per-share figures

Material Handling

Net Sales

Net sales increased 2.1%

- Sales to the Consumer market up mid-single digits
- Sales to the Vehicle market grew mid-single digits driven by strong growth in RV
- Strengthening orders and sales in Food & Beverage market
- Sales declined mid-single digits in the Industrial market

Operating Income

Adj. operating income decreased $1.6M

- Higher volume and favorable price/mix offset raw material cost pressure
- Operational inefficiencies

Distribution

Net Sales

Net sales declined 9.2%

- Mixed market conditions in Q2
- Export sales decreased year-over-year
- Share loss from 2016 open and underperforming sales territories; new sales rep training ongoing; pricing tools and technology improvements in place

Operating Income

Adj. operating income declined $1.0M

- Lower volume partially offset by favorable mix of supplies vs. equipment

BALANCE SHEET & CASH FLOW

BALANCE SHEET

IN $MILLIONS

	Q2 2017	Q4 2016
Cash	$ 4.7	$ 7.9
Debt	170.1	189.5
Net Debt	$ 165.4	$ 181.6
LTM Adjusted EBITDA	$ 57.2	$ 63.6
Net Debt-to-Adj. EBITDA	2.9x	2.9x

See appendix for reconciliations from GAAP to adjusted results

FREE CASH FLOW

IN $MILLIONS

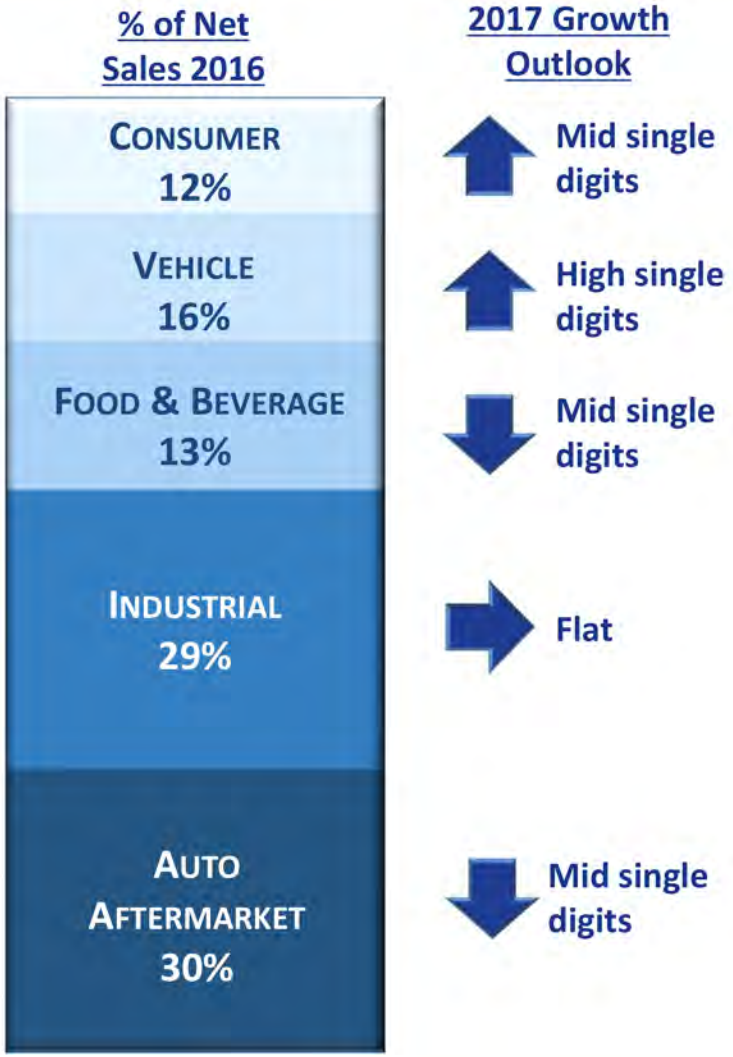
	YTD 2017	YTD 2016
Cash from Continuing Operations	**$ 23.6**	**$ (3.1)**
Capital Expenditures	(2.3)	(10.6)
Free Cash Flow	**$ 21.3**	**$ (13.6)**

WORKING CAPITAL AS A % OF TTM SALES

- Reduced debt by $19M compared to Q4 2016
  - Maintained net debt-to-adjusted EBITDA ratio despite lower EBITDA
- Increase in YTD cash flow from continuing operations of $26.7M
- Working capital as % of TTM sales consistent with Q4 2016 and below target of 9%

2017 Outlook and Strategic Update

- **Holding to prior outlook**
- **FY revenue expected to be flat**
- **Progress with niche market growth teams:**
  - Share gains in several niche markets
  - Strong funnel of opportunities for next set of wins
  - Pricing and technology tools in place in Distribution
- **Operational realignment on track:**
  - On schedule and on budget
  - Solid planning and execution by team
- **Capital allocation:**
  - Using cash to pay down debt and fund strategic initiatives



APPENDIX

MYERS INDUSTRIES, INC.

2017 KEY ASSUMPTIONS

» Net Sales:	Flat (ex-currency)
» Capital expenditures:	$10 - $12 million
» Net interest expense:	$8 - $9 million
» D&A:	$32 - $34 million
» Effective tax rate (normalized):	36%

RECONCILIATION OF NON-GAAP MEASURES

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
CONSOLIDATED GROSS PROFIT (UNAUDITED)
(Dollars in thousands)

	For the Three Months Ended		For the Six Months Ended	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
Gross profit as reported	$ 39,283	$ 44,536	$ 81,286	$ 92,707
Restructuring expenses and other adjustments in cost of sales				
Material Handling Segment	4,093	-	5,200	-
Distribution Segment	-	-	-	-
Gross profit as adjusted	$ 43,376	$ 44,536	$ 86,486	$ 92,707

Note on Reconciliation of Income and Earnings Data: Gross profit excluding the items above in the text of this presentation and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that gross profit excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses gross profit excluding these items as well as other financial measures in connection with its decision-making activities. Gross profit excluding these items should not be considered in isolation or as a substitute for gross profit prepared in accordance with GAAP. The Company's method for calculating gross profit excluding these items may not be comparable to methods used by other companies.

RECONCILIATION OF NON-GAAP MEASURES

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
CONSOLIDATED SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (UNAUDITED)
(Dollars in thousands)

	For the Three Months Ended		For the Six Months Ended	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
Selling, general and administrative expenses as reported	$ 33,159	$ 32,041	$ 67,804	$ 70,538
Restructuring expenses and other adjustments in selling, general and administrative expenses				
Material Handling Segment	328	2,335	689	2,335
Distribution Segment	-	-	-	-
Corporate	-	(1,550)	-	(3,561)
Selling, general and administrative expenses as adjusted	$ 33,487	$ 32,826	$ 68,493	$ 69,312

Note on Reconciliation of Income and Earnings Data: Selling, general and administrative expenses excluding the items above in the text of this presentation and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that selling, general and administrative expenses excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses selling, general and administrative expenses excluding these items as well as other financial measures in connection with its decision-making activities. Selling, general and administrative expenses excluding these items should not be considered in isolation or as a substitute for selling, general and administrative expenses prepared in accordance with GAAP. The Company's method for calculating selling, general and administrative expenses excluding these items may not be comparable to methods used by other companies.

RECONCILIATION OF NON-GAAP MEASURES

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
INCOME (LOSS) BEFORE TAXES BY SEGMENT (UNAUDITED)
(Dollars in thousands, except per share data)

	Quarter Ended June 30,		Six Months Ended June 30,	
	2017	2016	2017	2016
Material Handling				
Operating income as reported	$ 7,426	$ 14,333	$ 19,514	$ 21,774
Asset impairments	544	1,329	544	9,874
Reduction to contingent liability	-	(2,335)	-	(2,335)
Restructuring expenses and other adjustments	3,765	-	4,511	-
Operating income as adjusted	11,735	13,327	24,569	29,313
Distribution				
Operating income as reported	3,025	3,966	4,563	6,502
Corporate Expense				
Corporate expense as reported	(4,871)	(7,133)	(11,139)	(15,981)
Environmental reserve	-	1,550	-	1,550
CFO severance related costs	-	-	-	2,011
Corporate expense as adjusted	(4,871)	(5,583)	(11,139)	(12,420)
Continuing Operations				
Operating income as reported	5,580	11,166	12,938	12,295
Total of all adjustments above	4,309	544	5,055	11,100
Operating income as adjusted	9,889	11,710	17,993	23,395
Interest expense, net	(1,785)	(2,053)	(3,760)	(4,072)
Income (loss) before taxes as adjusted	8,104	9,657	14,233	19,323
Income tax expense*	(2,917)	(3,477)	(5,124)	(6,956)
Income (loss) from continuing operations as adjusted	$ 5,187	$ 6,180	$ 9,109	$ 12,367
Adjusted earnings (loss) per diluted share from continuing operations	$ 0.17	$ 0.21	$ 0.30	$ 0.41

*Income taxes are calculated using the normalized effective tax rate for each year. The normalized rate used above is 36%.

Note on Reconciliation of Income and Earnings Data: Income (loss) excluding the items above in the text of this presentation and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that income (loss) excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses income (loss) excluding these items as well as other financial measures in connection with its decision-making activities. Income (loss) excluding these items should not be considered in isolation or as a substitute for income (loss) prepared in accordance with GAAP. The Company's method for calculating income (loss) excluding these items may not be comparable to methods used by other companies.

RECONCILIATION OF NON-GAAP MEASURES

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
COMBINED STATEMENTS OF INCOME (UNAUDITED)
(Dollars in thousands)

	Quarter Ended				TIM
	9/30/2016	12/31/2016	3/31/2017	6/30/2017	6/30/2017
Net Income as Reported Continuing Operations	$ 424	$ (1,247)	$ 3,128	$ 2,012	$ 4,317
Add: tax expense	547	48	2,255	1,783	4,633
Add: net interest expense	2,015	2,086	1,975	1,785	7,861
Add: depreciation	6,182	6,142	6,700	6,984	26,008
Add: amortization	2,447	2,430	2,436	2,136	9,449
EBITDA	11,615	9,459	16,494	14,700	52,268
Add: one-time unusual charges	897	996	42	2,998	4,933
EBITDA as Adjusted	$ 12,512	$ 10,455	$ 16,536	$ 17,698	$ 57,201

	Quarter Ended				TIM
	3/31/2016	6/30/2016	9/30/2016	12/31/2016	12/31/2016
Net Income as Reported Continuing Operations	$ (3,336)	$ 5,684	$ 424	$ (1,247)	$ 1,525
Add: tax expense	2,446	3,429	547	48	6,470
Add: net interest expense	2,019	2,053	2,015	2,086	8,173
Add: depreciation	6,000	6,283	6,182	6,142	24,607
Add: amortization	2,499	2,482	2,447	2,430	9,858
EBITDA	9,628	19,931	11,615	9,459	50,633
Add: one-time unusual charges	10,556	544	897	996	12,993
EBITDA as Adjusted	$ 20,184	$ 20,475	$ 12,512	$ 10,455	$ 63,626

Note on Reconciliation of Income and Earnings Data: EBITDA as adjusted is a financial measure 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 as adjusted provides useful information regarding a company's operating profitability. Management uses EBITDA as adjusted as well as other financial measures in connection with its decision-making activities. 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 as adjusted may not be comparable to methods used by other companies.

RECONCILIATION OF NON-GAAP MEASURES

MYERS INDUSTRIES, INC.
RECONCILIATION OF FREE CASH FLOW TO GAAP NET CASH PROVIDED BY (USED FOR) OPERATING ACTIVITIES - CONTINUING OPERATIONS
(UNAUDITED)
(Dollars in thousands)

	YTD June 30, 2017		YTD March 31, 2017		QTD June 30, 2017
Net cash provided by (used for) operating activities - continuing operations	$ 23,634	-	$ 13,049	=	$ 10,585
Capital expenditures	(2,345)	-	(498)	=	(1,847)
Free cash flow	$ 21,289	-	$ 12,551	=	$ 8,738

Note on Reconciliation of Cash Flow Data: Free cash flow is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statements of Cash Flows. The Company uses free cash flow as well as other financial measures in connection with its decision-making activities. The Company's method for calculating free cash flow may not be comparable to methods used by other companies.

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