April 24, 2013

Earnings Presentation
First Quarter 2013

MYERS INDUSTRIES, INC.

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. Whenever you read a statement that is not simply a statement of historical fact (such as when we describe what we "believe," "expect," or "anticipate" will occur, and other similar statements), you must remember that our expectations may not be correct, even though we believe they are reasonable. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). You should review this presentation with the understanding that actual future results may be materially different from what we expect. Many of the factors that will determine these results are beyond our ability to control or predict. 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. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the applicable statements. Such risks include:

(1) Fluctuations in product demand and market acceptance

(2) Uncertainties associated with the general economic conditions in domestic and international markets

(3) Increased competition in our markets

(4) Changes in seasonality

(5) Difficulties in manufacturing operations, such as production outages or maintenance programs

(6) Raw material availability

(7) Fluctuations in raw material costs; fluctuations outside the "normal" range of industry cycles

(8) Changes in laws and regulations and approvals and decisions of courts, regulators, and governmental bodies

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.myersind.com and at the SEC.gov web site.

First Quarter 2013 Financial Summary

- Net sales increased 8.1%
  - Novel and Jamco acquisitions generated most of the 23% increase in Material Handling
  - Lawn & Garden sales increased 2%
- Gross margin 27.1% compared to 29.2% in 2012
  - An unfavorable customer and product mix led to a lower gross margin quarter-over-quarter

Highlights	Q1 2013	Q1 2012	B/(W)
Net sales	$215.0	$198.8	8.1%
Gross margin	27.1%	29.2%	-7.2%
SG&A	$45.1	$40.9	-10.3%
Net income - adjusted*	$8.1	$10.1	-19.8%
Effective tax rate	35.1%	37.7%	
EPS - adjusted*	$0.24	$0.30	-20.0%

*See Reconciliation of Non-GAAP measures on slide 11

Note: All figures except ratios and percents are $Millions

First Quarter 2013 Financial Summary

Cash Highlights	Three Months Ended March 31, 2013	Three Months Ended March 31, 2012
Cash used in Operations	($6.5)	($6.4)
Capital expenditures	$4.5	$3.1
Free cash flow	($11.0)	($9.5)
Dividends	-	$2.3

Balance Sheet Highlights	March 31, 2013	December 31, 2012
Long-term debt	$103.6	$92.8
Debt - net of Cash	$99.5	$88.9
Net Debt to Total Capital	29.8%	27.9%

Notes: All figures except ratios and percents are $Millions
Free Cash Flow = Cash flow from Operations – Capital Expenditures

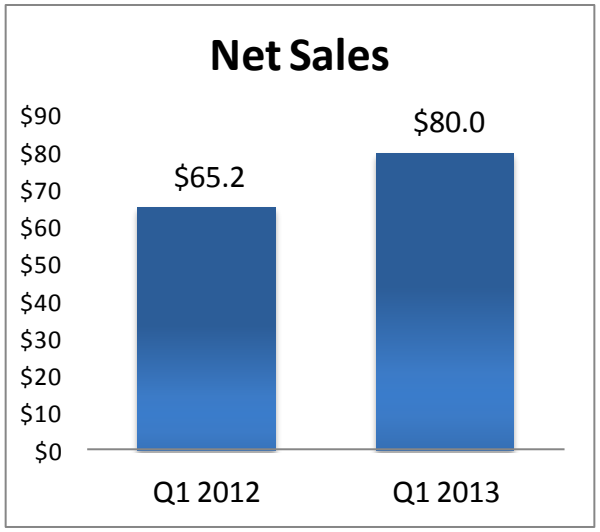
Segment Review – Material Handling

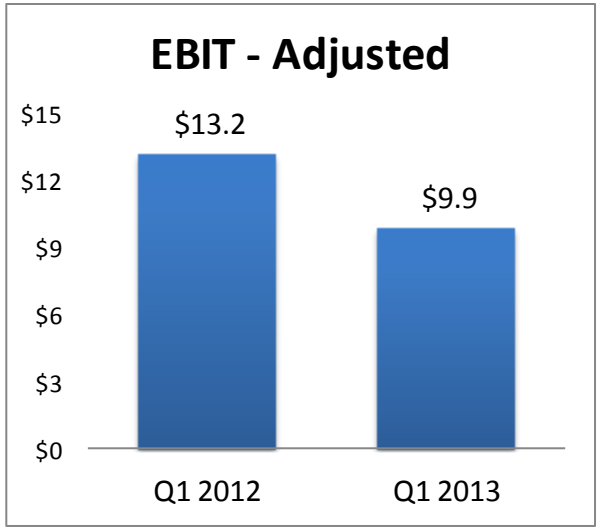
Q1 Results

- Net sales increase of 23% due mostly to Novel & Jamco acquisitions

- A less favorable customer and product mix compared to last year led to the decrease in adjusted EBIT

$ Millions





See Reconciliation of Non-GAAP measures on slide 11

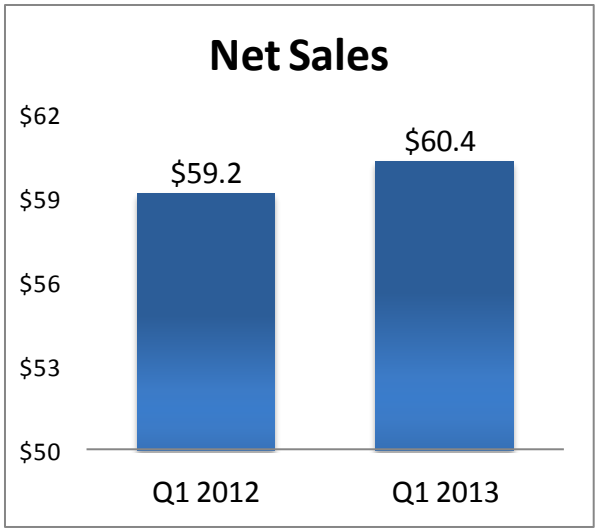
Segment Review – Lawn & Garden

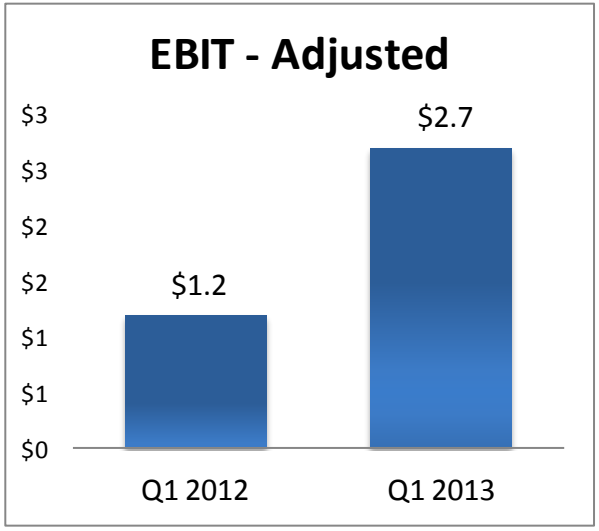
Q1 Results

- New products sales resulting from our *Innovation* initiative contributed to the increase in net sales during the quarter

- Productivity and material cost savings combined with the higher sales volume drove the significant increase in adjusted EBIT

$ Millions





See Reconciliation of Non-GAAP measures on slide 11

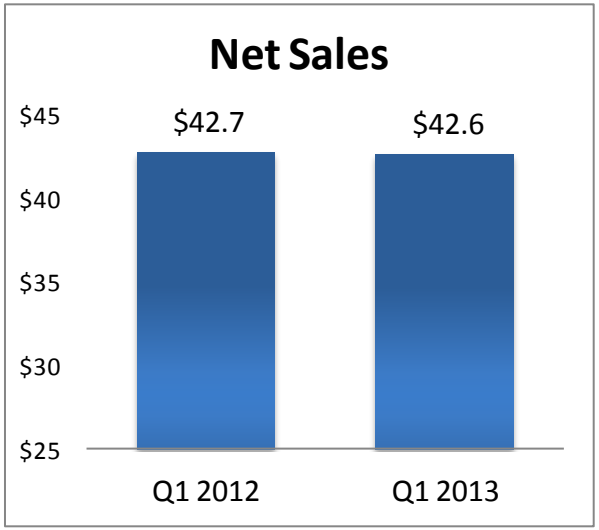
Segment Review – Distribution

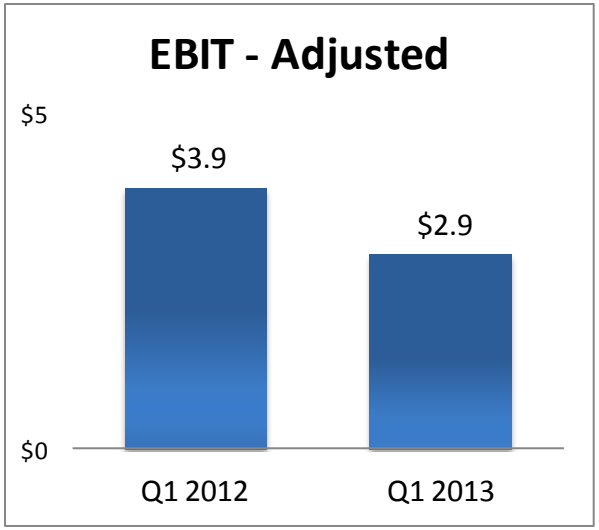
Q1 Results

- Sales of new products contributed to total net sales during the quarter

- A less favorable product mix of equipment vs. supplies and planned IT expenses contributed to the decrease in adjusted EBIT

$ Millions





See Reconciliation of Non-GAAP measures on slide 11

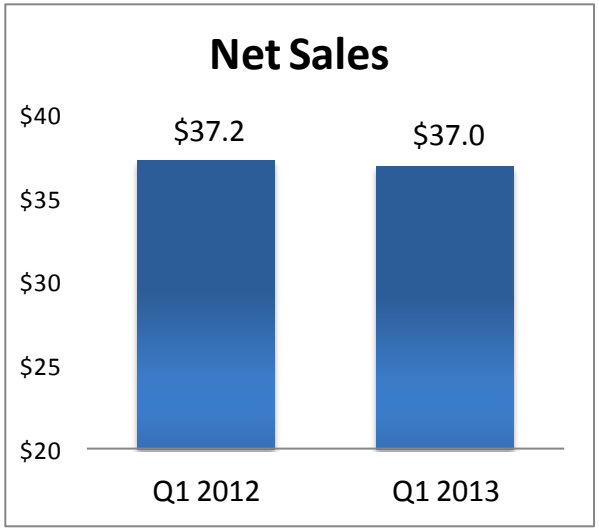
Segment Review – Engineered Products

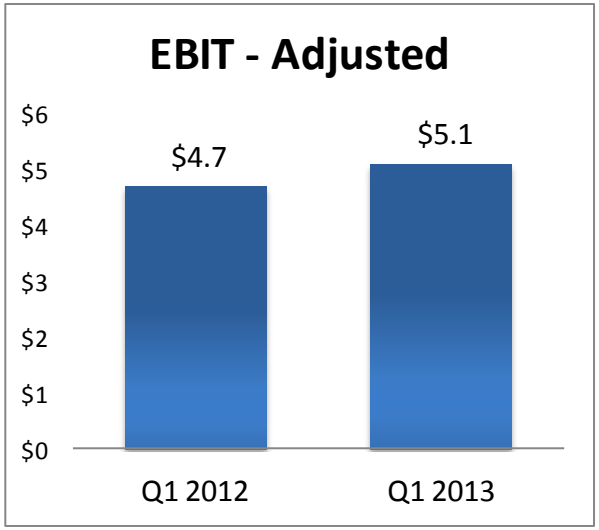
Q1 Results

- Strong marine sales during the quarter were offset by more normal demand in the transplant auto market compared to last year

- Productivity improvements more than offset the slightly lower sales

$ Millions





See Reconciliation of Non-GAAP measures on slide 11

Q2 & Full Year 2013 Outlook

Q2 & Full-Year Outlook

- Material Handling
  - Q2 and full year results will benefit from the recent acquisitions and new product introductions
- Lawn & Garden
  - Expect results to continue to improve year-over-year driven by new products, cost reductions, material substitutions and sales increases
- Distribution
  - IT investments will continue in the second quarter
  - Anticipate capturing greater market share in a continued weak marketplace
- Engineered Products
  - Demand in transplant auto will continue to be at normal levels
  - Expect strength in the marine market to continue
- Overall expect another year of good performance improvement

Appendix

Reconciliation of Non-GAAP Measures

MYERS INDUSTRIES, INC. RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
INCOME (LOSS) BEFORE TAXES BY SEGMENT (UNAUDITED)
(Dollars in millions)

	Quarter Ended March 31	
	2013	**2012**
Material Handling		
Income before taxes as reported	$ 9.7	$ 13.2
Restructuring expenses	0.2	0.0
Income before taxes as adjusted	9.9	13.2
Lawn & Garden		
Income before taxes as reported	2.3	1.2
Restructuring expenses	0.4	0.0
Income before taxes as adjusted	2.7	1.2
Distribution		
Income before taxes as reported	2.8	3.5
Restructuring expenses	0.1	0.4
Income before taxes as adjusted	2.9	3.9
Engineered Products		
Income before taxes as reported	5.1	4.6
Restructuring expenses	0.0	0.1
Income before taxes as adjusted	5.1	4.7
Corporate and interest expense		
Income (loss) before taxes as reported	(7.7)	(6.5)
Severance and other	0.0	0.1
Income (loss) before taxes as adjusted	(7.7)	(6.4)
Consolidated		
Income before taxes as reported	12.2	16.0
Restructuring expenses and other adjustments	0.7	0.6
Income before taxes as adjusted	12.9	16.6
Income taxes	4.8	6.5
Net Income as adjusted	$ 8.1	$ 10.1
Adjusted earnings per share	$ 0.24	$ 0.30

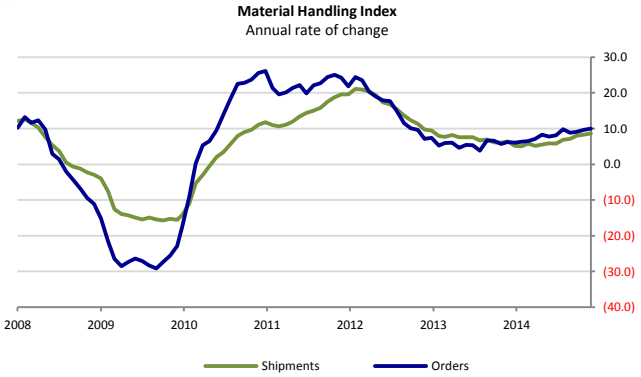
Note: Numbers in the Corporate and interest expense section above may be rounded for presentation purposes.

Note on Reconciliation of Income and Earnings Data: Income (loss) excluding the items mentioned above in the text of this release 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 Consolidated Financial Statements. 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 net income (loss), income (loss) before taxes or other consolidated income data 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.

Market Indicators

Material Handling

MHEM Index

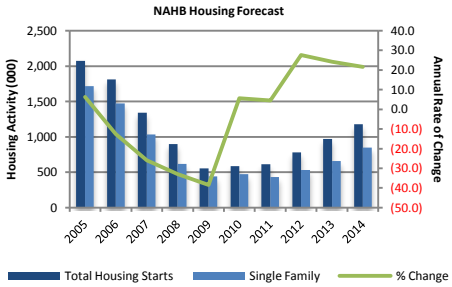


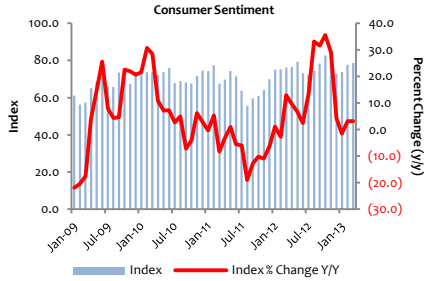
Source: Material Handling Industry Jan 2013 Forecast

Lawn & Garden

Housing Starts

Consumer Sentiment





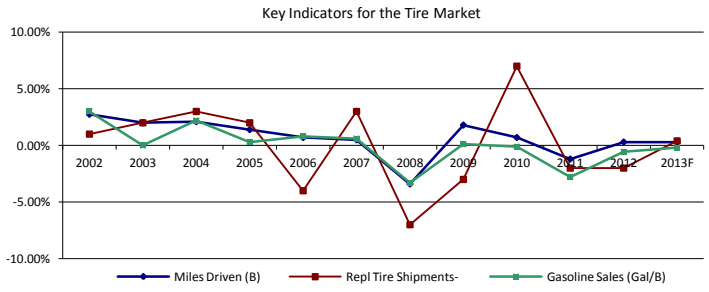
Source: National Association of Home Builders (NAHB), Apr 2013; Thomson Reuters/University of Michigan, March 2013

Distribution

Miles Driven

Replacement Tire Shipments,

Gasoline Sales

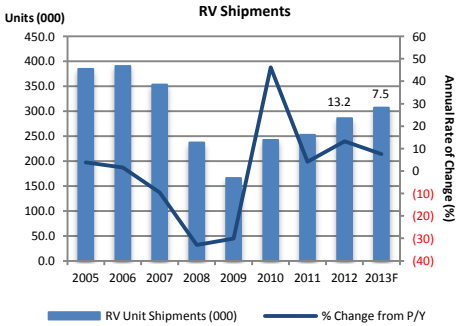


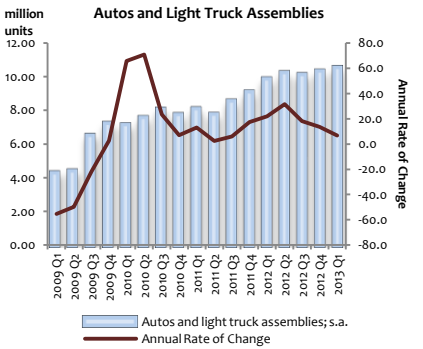
Source: JP Morgan, RMA, Energy Information Administration – April 2013

Engineered Products

RVIA

Auto Market Forecasts





Sources: RVIA Forecast, April 2013; FRB G17 Release, April 2013
MAPI Forecast, Dec 2012

MYERS INDUSTRIES, INC.

Leadership Brands Helping Customers Grow!