

April 24, 2014

Earnings Presentation First Quarter 2014



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) Changes in the markets for the Company's business segments
- (2) Changes in trends and demands in the markets in which the Company competes
- (3) Unanticipated downturn in business relationships with customers or their purchases
- (4) Competitive pressures on sales and pricing
- (5) Raw material availability, increases in raw material costs, or other production costs
- (6) Harsh weather conditions
- (7) Future economic and financial conditions in the United States and around the world
- (8) Inability of the Company to meet future capital requirements
- (9) Claims, litigation and regulatory actions against the Company
- (10) Changes in laws and regulations affecting the Company
- (11) The Company's ability to execute the components of its Strategic Business Evolution process

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 2014 Financial Summary



- Severe winter weather and transportation issues impacted net sales by \$9.6 million and net income by \$2.5 million or \$0.07 per share
- Adjusted gross profit margin was 26.8% compared to 27.2% in the first quarter of 2013
 - Sales decline led to lower gross margin
- Adjusted net income \$5.4 million compared to \$8.1 million in the first quarter of 2013
- Adjusted EPS \$0.16 vs. \$0.24 in the first quarter of 2013

Highlights	Q1 2014	Q1 2013	B/(W)
Net sales	\$208.8	\$215.0	(2.9%)
Gross profit margin - adjusted ¹	26.8%	27.2%	
SG&A	\$47.4	\$45.1	(5.1%)
Net income - adjusted ²	\$5.4	\$8.1	(32.8%)
Effective tax rate	35.9%	35.1%	
EPS - adjusted ²	\$0.16	\$0.24	(33.3%)
¹ See Reconciliation of Non-GAAP measures on slide 11			
² See Reconciliation of Non-GAAP measures on slide 12			

Note: All figures except ratios and percents are \$Millions

First Quarter 2014 Financial Summary



Cash Highlights	Three Months Ended March 31, 2014	Three Months Ended March 31, 2013
Cash used for operations	(\$60.7)	(\$6.5)
Capital expenditures	\$4.7	\$4.5
Free cash flow	(\$65.3)	(\$11.0)
Dividends	\$3.1	\$0.0

Balance Sheet Highlights	March 31, 2014	December 31, 2013
Long-term debt	\$116.7	\$44.3
Debt - net of cash	\$111.0	\$37.8
Net Debt to total capital	32.7%	13.8%

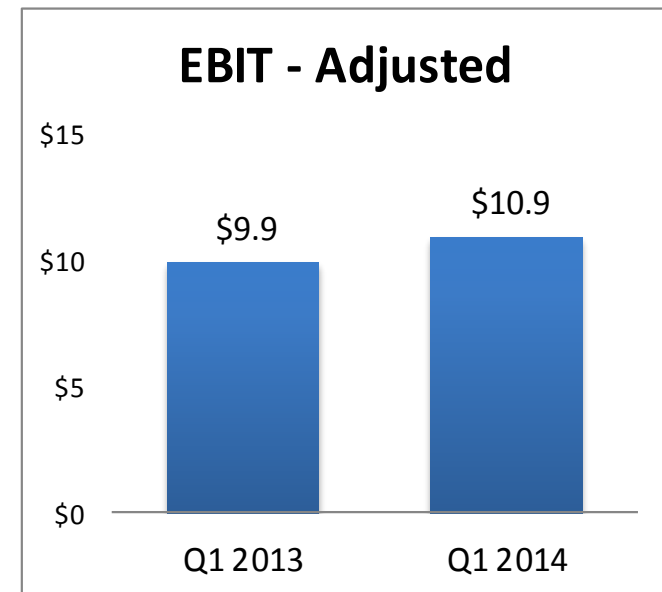
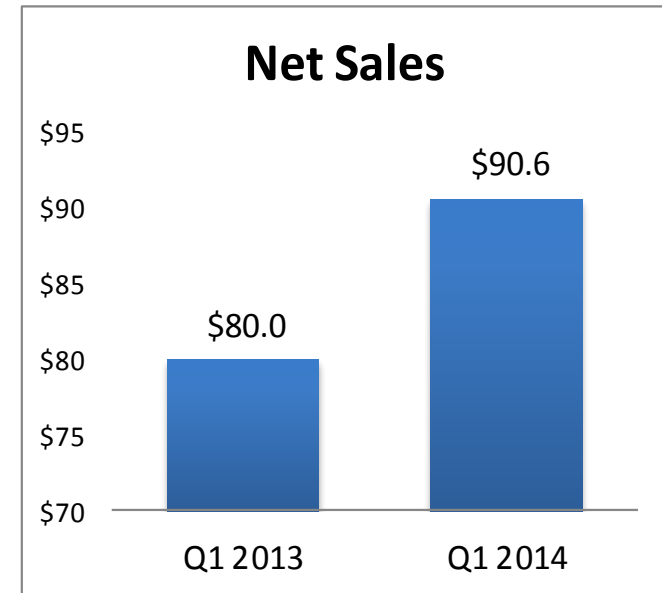
Notes: All figures except ratios and percents are \$Millions

Free cash flow = cash flow from operations – capital expenditures

Q1 Results

- Strong sales in the food processing and agricultural end markets
- A less favorable sales mix offset a portion of the income from the higher sales volume

\$ Millions



See Reconciliation of Non-GAAP measures on slide 12

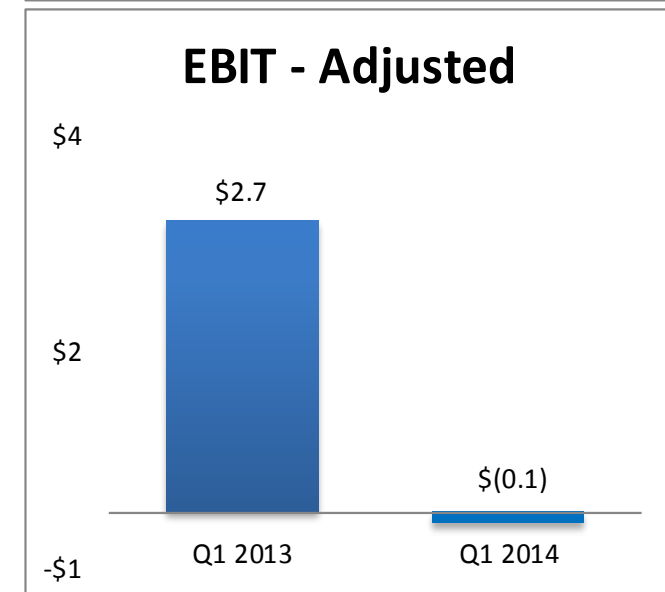
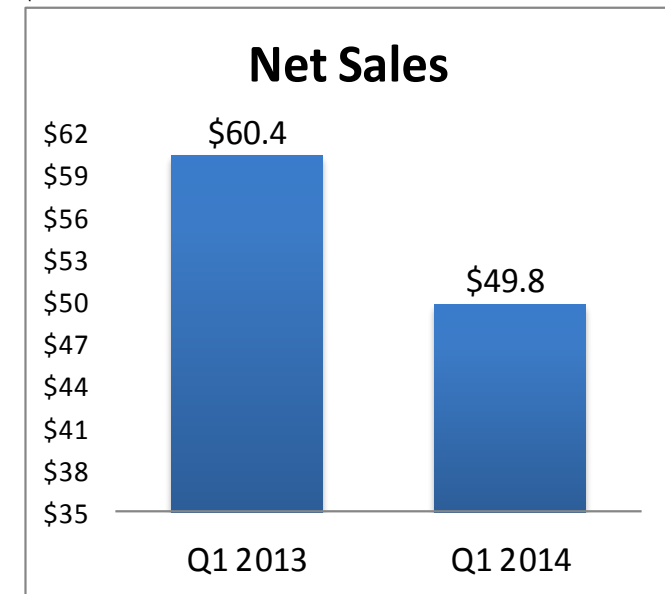
Segment Review – Lawn & Garden



Q1 Results

- Extremely poor weather conditions and transportation issues severely impacted the segment's sales and operations
- Startup inefficiencies in phase two of the segment's restructuring project further impacted results

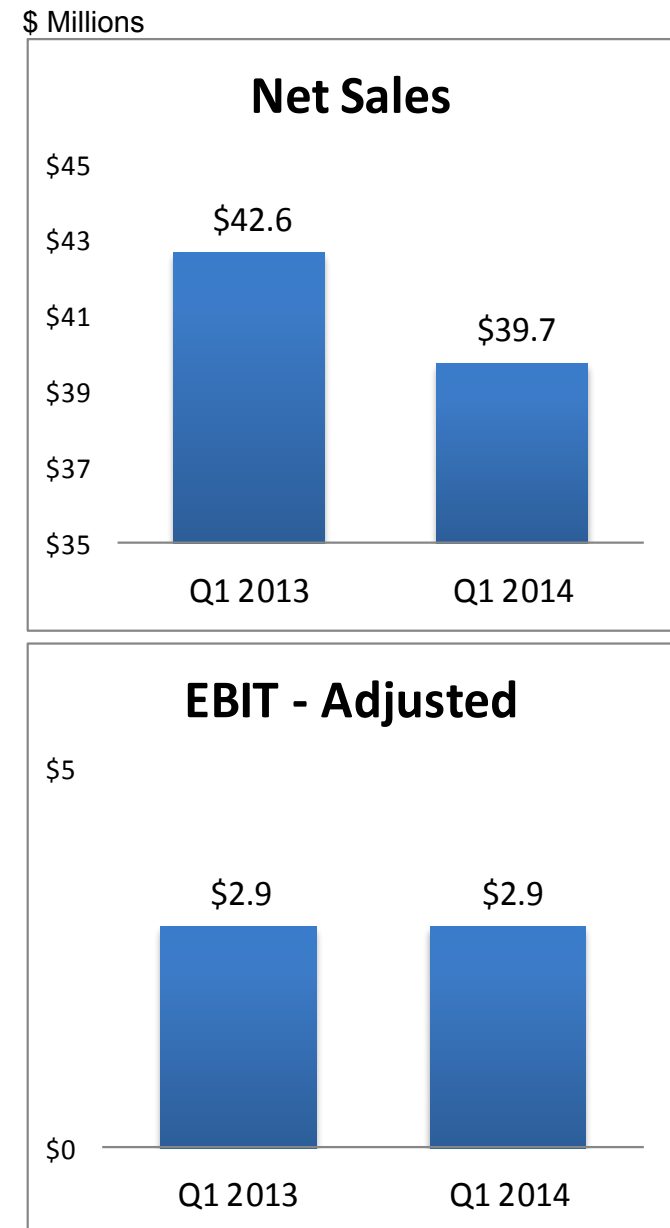
\$ Millions



See Reconciliation of Non-GAAP measures on slide 12

Q1 Results

- Net sales declined compared to last year as a result of harsh weather conditions and the closure of the Canadian branches in the first quarter of 2014
- A more favorable product mix compared to last year offset the impact of the lower sales

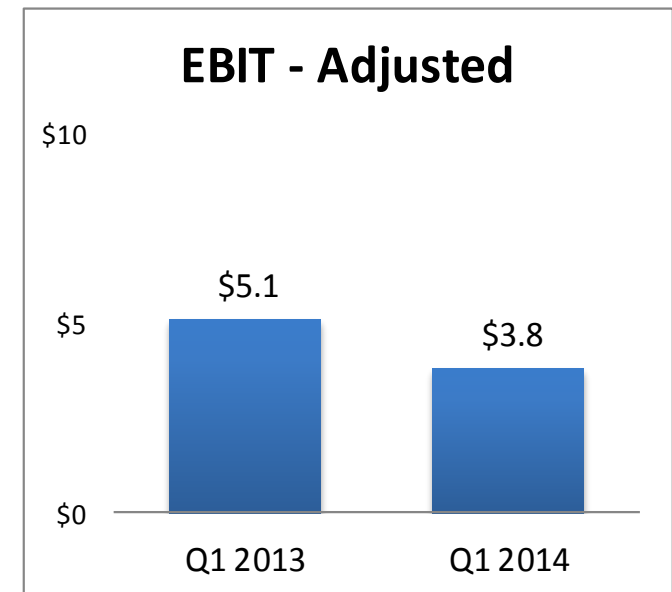
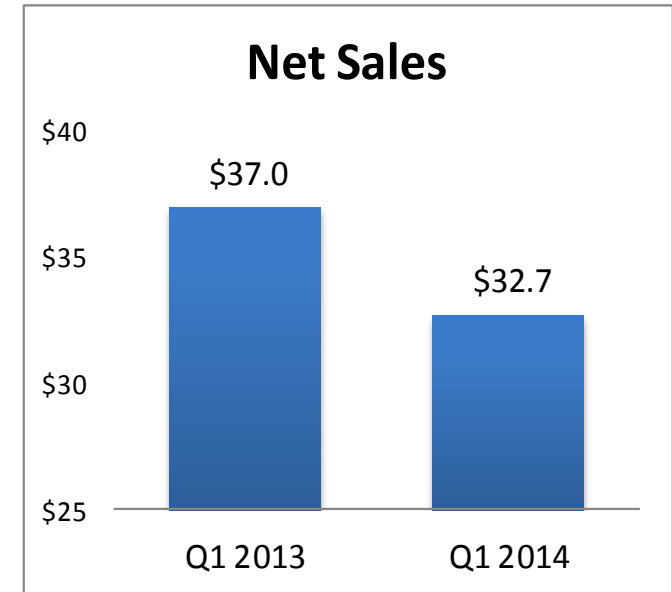


See Reconciliation of Non-GAAP measures on slide 12

Q1 Results

- Lower sales volumes in the custom and transplant auto markets were only partially offset by continued strong RV and marine sales
- The decrease in income before taxes year-over-year was due primarily to the sales decline

\$ Millions



See Reconciliation of Non-GAAP measures on slide 12

Q2 & Full Year 2014 Outlook



Q2 Outlook

- **Material Handling**
 - Expect increased sales year-over-year driven by organic growth in Brazil and continued strong agricultural sales
- **Lawn & Garden**
 - Anticipate that sales could be slightly higher compared to last year due to a potential delay in the season resulting from poor weather conditions during the first quarter
- **Distribution**
 - Anticipate that sales increases from organic growth, including new service introductions, will be offset by sales decreases resulting from the closure of the Canadian branches in the first quarter
- **Engineered Products**
 - Expect that sales will continue to benefit from ongoing strength in the RV and marine markets

Full Year Outlook

- Driven by productivity improvements, cost savings and benefits from the Lawn and Garden Segment's restructuring initiatives, the Company anticipates that full year adjusted earnings, excluding restructuring and other unusual pre-tax charges, will increase year-over-year.



Appendix

Reconciliation of Non-GAAP Measures



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

	For the Quarter Ended	
	March 31, 2014	March 31, 2013
Gross profit as reported	\$ 50,028	\$ 58,318
Restructuring and other adjustments in cost of sales		
Material Handling Segment	—	162
Lawn and Garden Segment	5,861	—
Engineered Products Segment	—	3
Gross profit as adjusted	<u>\$ 55,889</u>	<u>\$ 58,483</u>

Note on Reconciliation of Income and Earnings Data: Gross profit 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 Condensed Consolidated Financial Statements. 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
INCOME (LOSS) BEFORE TAXES BY SEGMENT (UNAUDITED)
(Dollars in millions, except per share data)

	For the Quarter Ended	
	March 31, 2014	March 31, 2013
<u>Material Handling</u>		
Income before taxes as reported	\$ 10.9	\$ 9.7
Restructuring expenses	—	0.2
Income before taxes as adjusted	10.9	9.9
<u>Lawn and Garden</u>		
(Loss) income before taxes as reported	(7.0)	2.3
Restructuring expenses and other adjustments	6.9	0.4
(Loss) income before taxes as adjusted	(0.1)	2.7
<u>Distribution</u>		
Income before taxes as reported	2.4	2.8
Restructuring expenses	0.5	0.1
Income before taxes as adjusted	2.9	2.9
<u>Engineered Products</u>		
Income before taxes as reported	3.8	5.1
Restructuring expenses	—	—
Income before taxes as adjusted	3.8	5.1
<u>Corporate and interest expense</u>		
Loss before taxes as reported	(9.0)	(7.7)
Severance and other adjustments	—	—
Loss before taxes as adjusted	(9.0)	(7.7)
<u>Consolidated</u>		
Income before taxes as reported	1.1	12.2
Restructuring expenses and other adjustments	7.4	0.7
Income before taxes as adjusted	8.5	12.9
Income taxes	3.1	4.8
Net income as adjusted	<u>\$ 5.4</u>	<u>\$ 8.1</u>
 Adjusted earnings per diluted share	 \$ 0.16	 \$ 0.24

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

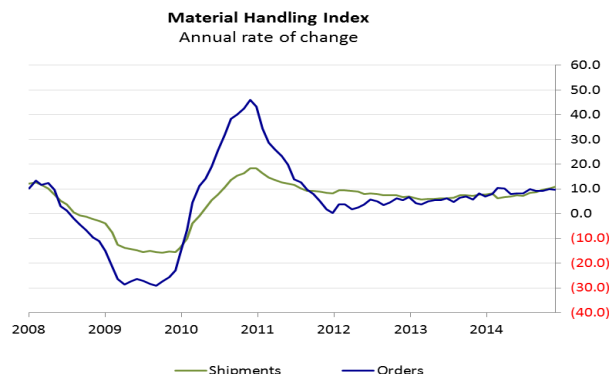
Note on Reconciliation of Income and Earnings Data: Income (loss) excluding the items mentioned above in the text of this release and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above, using GAAP amounts from the unaudited Condensed 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



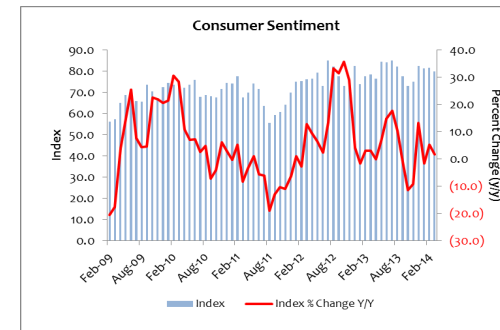
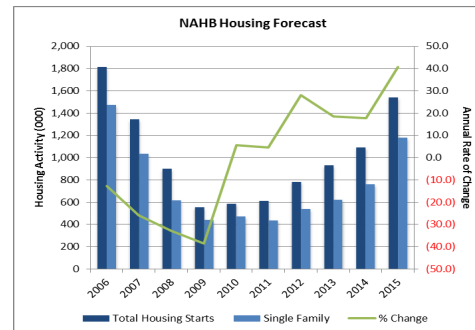
Source: Material Handling Industry Feb 2014 Forecast



Lawn & Garden

Housing Starts

Consumer Sentiment



Sources: National Association of Home Builders (NAHB), April 2014;
Thomson Reuters/University of Michigan, March 2014

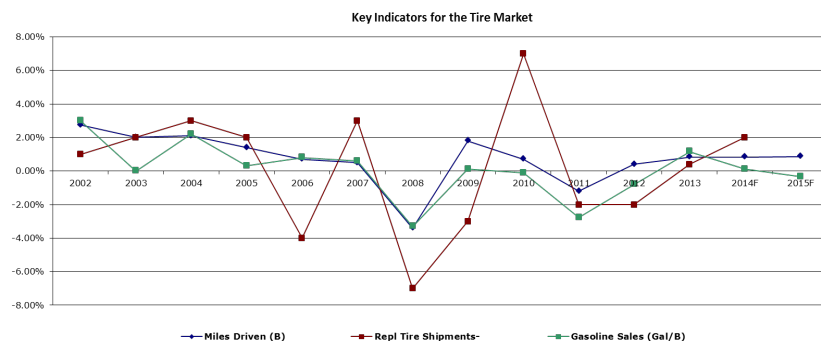


Distribution

Miles Driven

Replacement Tire Shipments,

Gasoline Sales



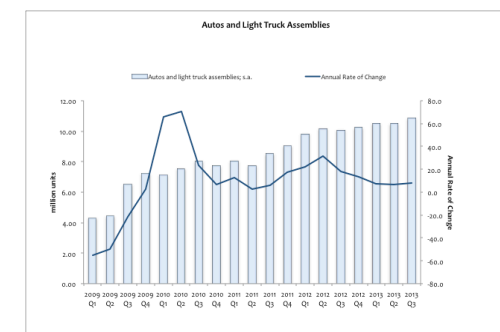
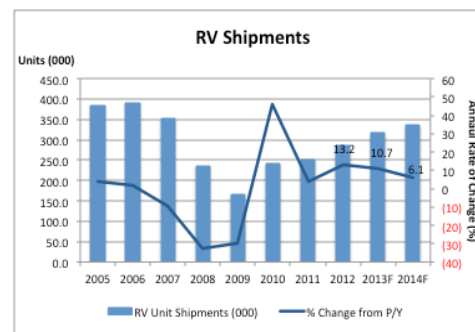
Source: JP Morgan, RMA, Energy Information Administration, Feb 2014



Engineered Products

RVIA

Auto Market Forecasts



Sources: RVIA Forecasts, Dec 2013;
FRB G17 Release, Feb 2014



Leadership Brands Helping Customers Grow!