KeyBanc

Industrials & Basic Materials Conference

Boston, MA

May 29, 2025

Today’s Speakers

Aaron Schapper
President and
Chief Executive Officer

Dan Hoehn
Vice President
and Corporate Controller,
Interim Chief Financial
Officer

Meghan Beringer
Sr. Director,
Investor Relations

Safe Harbor Statement & Non-GAAP Measures

Statements in this presentation contain “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995, including information regarding the Company’s financial outlook, future plans, objectives, business prospects and anticipated financial performance. Forward-looking statements can be identified by words such as “will,” “believe,” “anticipate,” “expect,” “estimate,” “intend,” “plan,” or variations of these words, or similar expressions. These forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on the Company’s current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, these statements inherently involve a wide range of inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. The Company’s actual actions, results, and financial condition may differ materially from what is expressed or implied by the forward-looking statements.

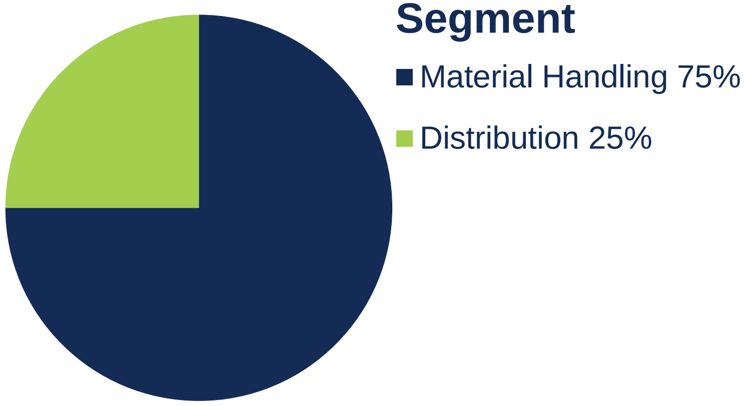
Specific factors that could cause such a difference on our business, financial position, results of operations and/or liquidity include, without limitation, raw material availability, increases in raw material costs, or other production costs; risks associated with our strategic growth initiatives or 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, including the impacts of U.S. and foreign tariff policies; 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; unforeseen events, including natural disasters, unusual or severe weather events and patterns, public health crises, geopolitical crises, and other catastrophic events; and other risks and uncertainties detailed from time to time in the Company’s filings with the SEC, including without limitation, the risk factors disclosed in Item 1A, “Risk Factors,” in the Company’s Annual Report on Form 10-K for the year ended December 31, 2024. Given these factors, as well as other variables that may affect our operating results, readers should not rely on forward-looking statements, assume that past financial performance will be a reliable indicator of future performance, nor use historical trends to anticipate results or trends in future periods. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date thereof. The Company expressly disclaims any obligation or intention to provide updates to the forward-looking statements and the estimates and assumptions associated with them.

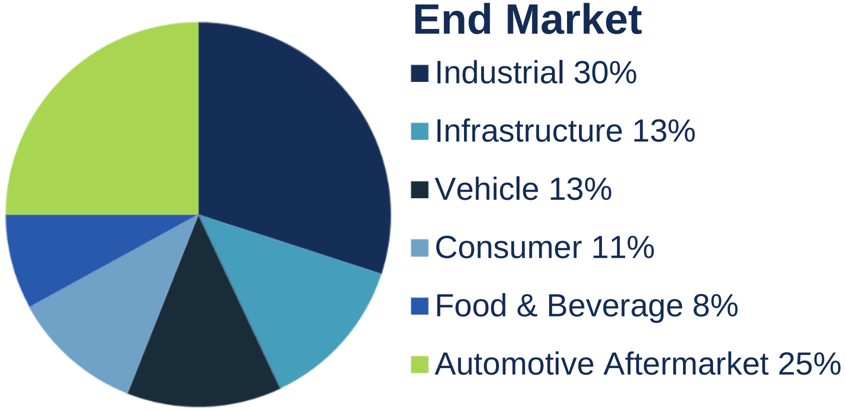
The Company uses certain non-GAAP measures in this presentation. Adjusted operating income (loss), adjusted operating income margin, adjusted earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA margin, adjusted net income, adjusted earnings per diluted share (adjusted 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. A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP measures is available in this news release.

Myers At-a-Glance

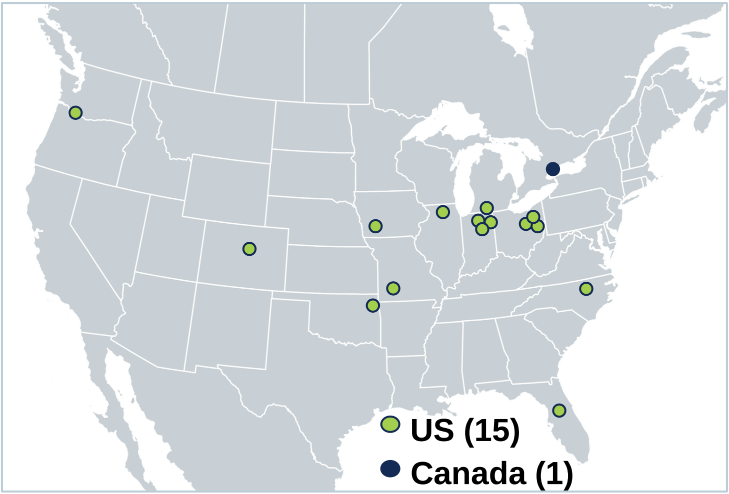
Protecting the World from the Ground Up

$836M	$1.05	$126M	15%	~2,700	1933
Net Sales	Adj EPS	Adj EBITDA	Adj EBITDA Margin	Employees	Founded





Myers Manufacturing Locations



10 Strong Brands / #1 or #2 Position in Diverse, Niche Markets

All data trailing twelve months as of 3/31/2025 unless otherwise noted

Material Handling

- Engineer and manufacture a broad range of innovative and sustainable plastic and metal solutions, some with market-leading positions
- Operations in the US and Canada
- Products bring outsized value to customers across numerous industries, including industrial, construction, infrastructure, agricultural, military, automotive, food processing, marine, recreational vehicle, and more
- Products sold directly and through distributors

$627M	75%	$146M	23%
Net Sales	of Net Revenue	Adj EBITDA	Adj EBITDA Margin

Applications

- Light-, medium-, and heavy-duty composite matting
- Trackout composite mats
- Turf protection systems
- Military ammunition containers
- Portable fuel and water containers
- Portable marine tanks
- Seed boxes
- Intermediate bulk containers
- Hand-held containers
- Pallets
- Organizational bins and systems
- Floating docks
- Steel carts and safety cabinets
- RV water and holding tanks
- DEF and diesel fuel tanks

AKRO-MILS BUCKHORN SIGNATURE SYSTEMS SCEPTER
Jamco Products Ameri-Kart Elkhart Plastics TRILOGY PLASTICS

All data trailing twelve months as of 3/31/2025 unless otherwise noted

Distribution

- Nation’s largest distributor of tools, equipment and supplies for the tire, wheel, and under-vehicle service industry
- Nationwide sales force and strategically located distribution centers in the US; three locations in Central America
- Serves fleet professionals, tire dealers, auto dealerships, retreaders, and government and school systems
- More than 30,000 SKUs to ensure the safe and reliable movement of products and people
- MTS Xpress: the only mobile app-based system of its kind in the industry for inventory management and streamlined ordering; orders uploaded and shipped with simple barcode scan, often on the same day

$209M	25%	$7M	3%
Net Sales	of Net Revenue	Adj EBITDA	Adj EBITDA Margin

Applications

- Retread
- Tire repair
- Valves
- Wheel weights
- Tire pressure monitoring systems
- Shop tools, supplies, and equipment

All data trailing twelve months as of 3/31/2025 unless otherwise noted

Initial Progress on 'Focused Transformation'

Establish a culture of execution and accountability to drive performance	Revised Core Values: Integrity | Customer Focus | **Deliver Results | Continuous Improvement** Aligned incentive plans to **drive business unit performance** and create accountability
Create clear strategies to improve profitability of entire portfolio	**Action plans** to accelerate growth and expand margins; address and correct underperformance **Specific internal KPIs** to elevate performance, track progress, and create accountability
Deliver consistent and reliable results by effectively controlling what we can control	**Confident in path to $20M annualized cost savings by year-end 2025**, primarily SG&A, optimizing organizational efficiency Exceeded Signatures synergies, delivering **$12M in cost synergies**, above $8M target
Optimize cash flow to support disciplined capital allocation deployment	Activated $10M share repurchase authorization with **$1M repurchased in Q1** Maintained capex target of 3% of sales, focusing on **high-growth opportunities with superior returns**

Building Credibility Through Accountability, Transparency, and Performance

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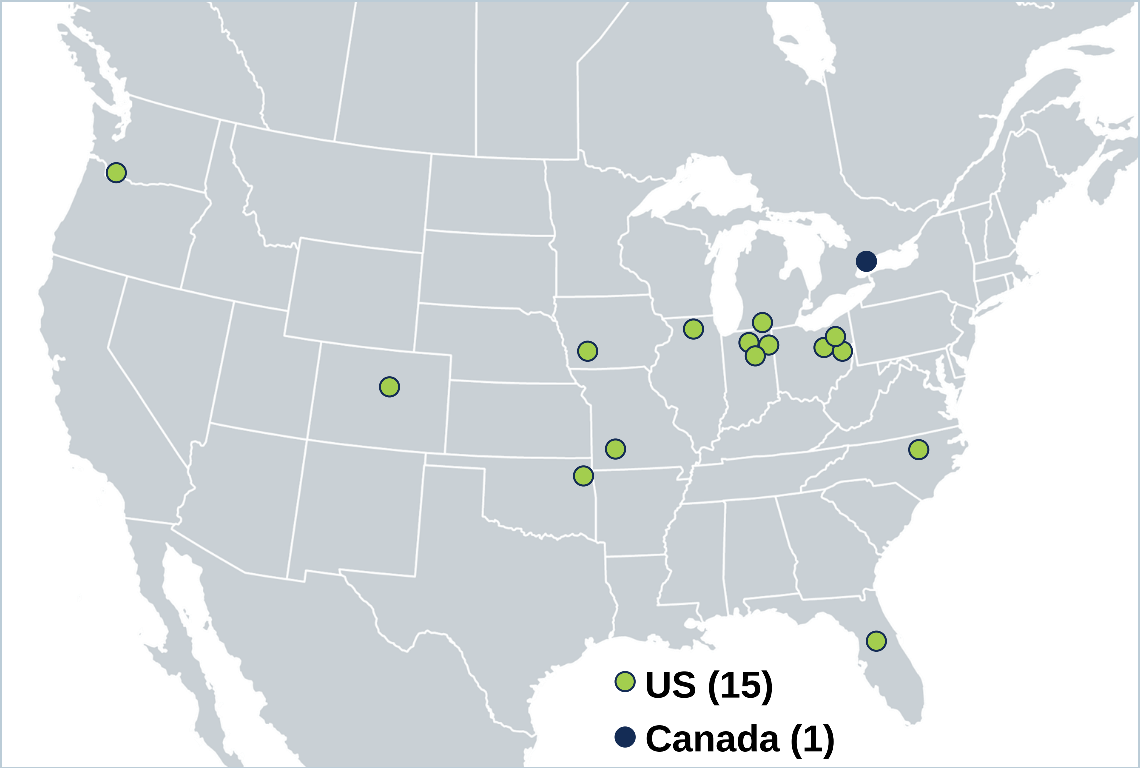
Resilient U.S. Supply Chain to Navigate Tariffs

Myers Manufacturing Locations



Supply chain is predominantly based in the US

- Most materials we purchase are from US suppliers
- 15 of our 16 manufacturing plants are in the US
- More than 90% of 2025 Material Handling revenue is expected to be manufactured in the US; remainder is protected by the USMCA and military exemption
- Less than 15% of Distribution products are sourced from China; plan to use pricing to offset tariff costs

This domestically based supply chain makes us more resilient to tariff-driven disruptions

Expect minimal direct impact from current tariffs

Positioned to provide customers with options for supply chain resiliency to mitigate disruptions

Our Mission: Protecting Our Troops

BACKGROUND

- Military historically used wood and steel ammunition packaging
  - Antiquated and heavy, contributing to excess carry load for soldiers and vehicles
  - Includes multiple layers of packaging and dunnage adding complexity and inefficiency
- Reducing the weight burden continues to be mission critical throughout the defense industry
  - 76% of nondeployable soldiers suffered musculoskeletal injuries
  - Saves fuel costs throughout the defense budget

COMPETITIVE ADVANTAGE

- Lightweight, recoverable, and reusable solution
  - Up to 41% lighter than steel and wood
  - Contributes to decreased costs throughout the defense budget
- Built in dunnage with no additional packaging layers, reducing weight and waste, and mitigating accident risk

CONVERSION

OUTCOMES

✓ **Lighter Load**

Improves soldier health, deployability rates, and force readiness

✓ **Cost Savings**

Fuel, vehicle maintenance, and healthcare savings

SCEPTER™

Our Mission: Protecting Our Athletes

BACKGROUND

- Turf venue wants to host non-sporting events, expanding functionality and revenue opportunity
- Installing and removing flooring systems damages the turf causing injury to players
- Conversion of space to repurpose venue is time consuming and expensive

COMPETITIVE ADVANTAGE

- OmniDeck® flooring system withholds weight of heavy machinery, staging, and equipment
- Athletes, coaches, and trainers are assured that field condition remains protected thereby preventing injury
- Lightweight flooring increases operational efficiency, reduces costs, and improves worker safety
- Facilitates venue repurposing, expanding event space flexibility and revenue opportunities

OUTCOMES

✓ **Injury Prevention**

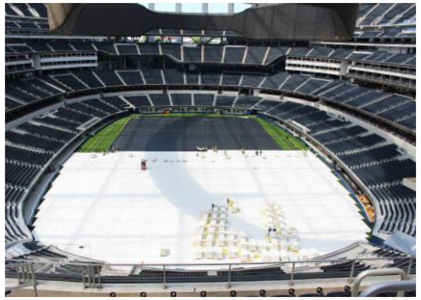
Preserves turf condition

Decreases weight for installers to carry

✓ **Operational Efficiency**

Lightweight, drivable surface reduces installation time

SIGNATURE SYSTEMS

Watch OmniDeck® SoFi Stadium Installation

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First Quarter 2025

Financial Results

Q1 Highlights

Net Sales	**$206.8M (0.2)%**
Gross Profit	**$69.1M +7.5%**
Adjusted Operating Income	**$18.7M +12.2%**
Adjusted Net Income	**$8.4M +5.5%**
Diluted Adjusted EPS	**$0.22 +4.8%**

Revenue essentially flat Y/Y as Material Handling growth was offset by lingering Distribution softness

- Positive Signature contribution and Industrial sales growth
- Seasonal Food & Beverage decline

Margins improved on favorable product mix, lower material and manufacturing costs, and lower SG&A as percent of sales

‘Focused Transformation’ Driving Culture of Performance

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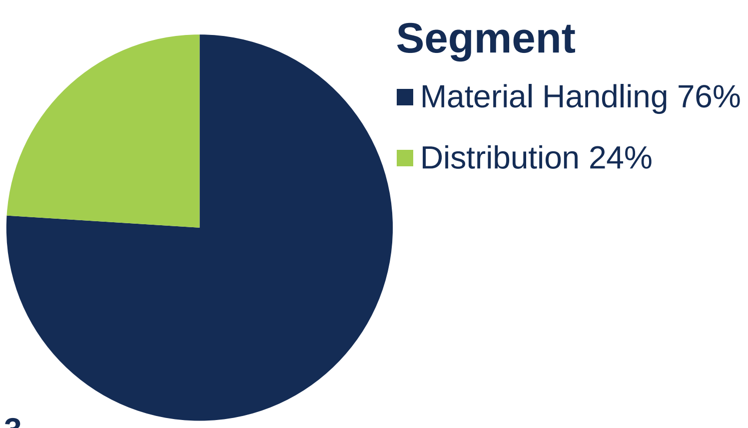
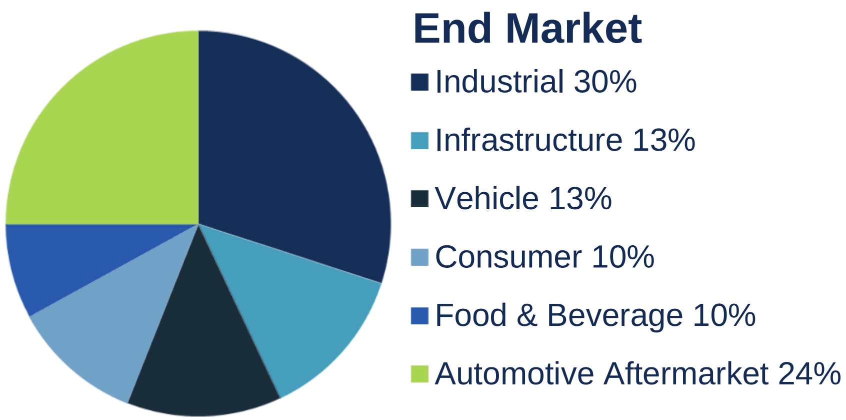
Q1 Financial Performance

(In $ millions except EPS)	Q1 2025	Q1 2024	% Change
Net Sales	**$206.8**	**$207.1**	**-0.2%**
Adj. Gross Profit	**$69.2**	**$67.6**	**2.3%**
Adj. Gross Margin	*33.5%*	*32.7%*	*+80 bps*
Adj. Op Income	**$18.7**	**$16.6**	**12.2%**
Adj. Op Income Margin	*9.0%*	*8.0%*	*+100 bps*
Adj. EBITDA	**$28.6**	**$25.1**	**13.7%**
Adj. EBITDA Margin	*13.8%*	*12.1%*	*+170 bps*
Diluted Adjusted EPS	**$0.22**	**$0.21**	**4.8%**





- Net sales growth in Industrial and Infrastructure, partially offset by lower Food & Beverage on cyclical seed box demand and lingering Automotive Aftermarket softness
- Higher gross margin from Signature acquisition contribution and favorable product mix
- Slightly lower SG&A due to cost savings across all businesses; will begin to see further improvement from ‘Focused Transformation’ in Q2
- EPS grew on higher operating income partially offset by higher net interest expense

See Appendix for non-GAAP reconciliations.

Q1 Segment Results

Material Handling

(In $ millions)	Q1 2025	Q1 2024	% Change
Net Sales	**$157.7**	**$152.2**	**3.6%**
Adj. Op Income	**$27.5**	**$25.0**	**9.9%**
Adj. Op Income Margin	*17.4%*	*16.4%*	*+100 bps*
Adj. EBITDA	**$36.3**	**$32.5**	**11.7%**
Adj. EBITDA Margin	*23.0%*	*21.4%*	*+160 bps*

- Net sales increased from Signature acquisition contribution and higher Industrial sales, mostly military applications, partially offset by cyclical declines in Seed boxes within Food & Beverage
- Scepter sales exceeded prior year by 30%
- Adj. EBITDA and Operating Income increase driven by favorable material and manufacturing costs, partially offset by lower pricing

Distribution

(In $ millions)	Q1 2025	Q1 2024	% Change
Net Sales	**$49.2**	**$54.9**	**(10.3)%**
Adj. Op Income	**($0.4)**	**$0.6**	**NM**
Adj. Op Income Margin	*(0.8)%*	*1.1%*	*-190 bps*
Adj. EBITDA	**$0.5**	**$1.4**	**(67.1)%**
Adj. EBITDA Margin	*0.9%*	*2.5%*	*-160 bps*

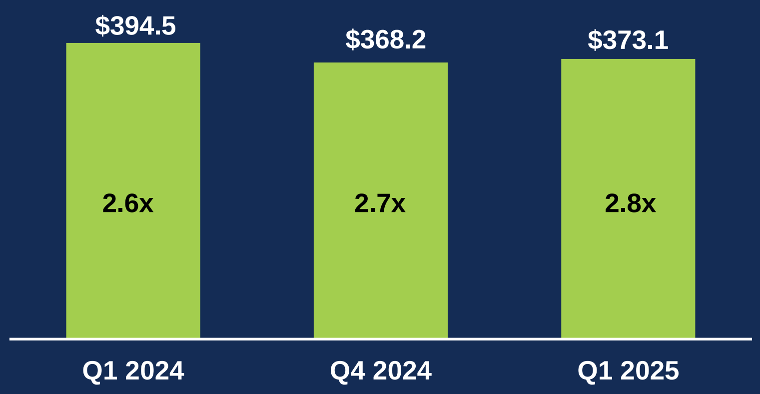
- Net sales down due to lower volume and pricing
- Adj. EBITDA and Operating Income decreased due to lower pricing and volume, partially offset by favorable SG&A

See Appendix for non-GAAP reconciliations.

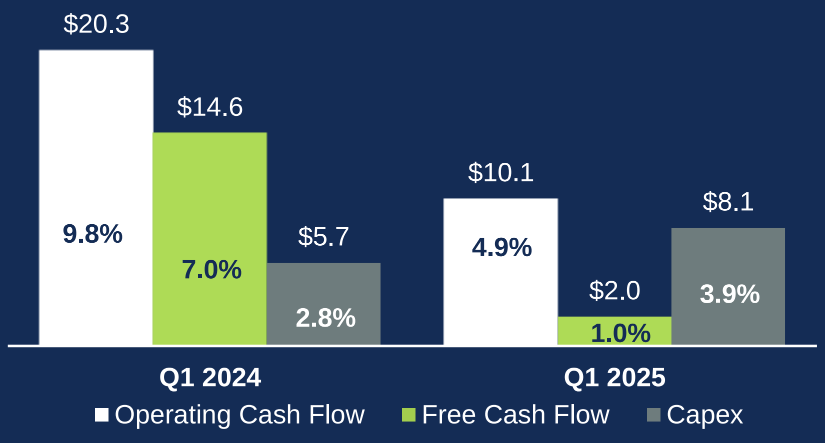
Balance Sheet and Cash Flow

- Generated free cash flow of $2.0M in Q1; capex was slightly below 4% of sales
- Working capital increased due to accounts receivable timing and inventory build as we took proactive action before tariff details were announced
- Debt increased 2.2% during the quarter; net leverage increased to 2.8x
- Cash balance of $35.3M at quarter-end; combined with $231.7M of availability under the revolver, provides ample liquidity to support capital allocation priorities

Net Debt ($M) and Net Leverage Ratio[1]



Cash Flow, Capex and FCF as % of Sales



Working Capital as a % of TTM Sales

See Appendix for non-GAAP reconciliations. [1] As defined per the credit agreement, Myers Net Leverage Ratio is calculated as Total Debt, less certain cash divided by Compliance Adj. EBITDA per the credit agreement.

Leveraging Cashflow Generation

Capital Allocation Priorities

- Repurchased $1M in shares as we invest in MYE with **$10M share buyback program**
- Maintain **strong balance sheet with ample liquidity** via cash on hand and revolving credit facility
- Capex spend to remain around **3% of revenue**
- Continue to focus on debt repayment to return to a **net leverage ratio goal of 1.5x to 2.5x**
- **Dividends to continue** with existing practice
- Continue to evaluate strategic M&A opportunities **focusing on building high-growth brands**

Maintaining a Disciplined Capital Allocation Approach

Updating 2025 Outlook

End Markets and Key Product	2025 Outlook
Industrial (30% of Sales) **Akro-Mils® , Buckhorn® & Jamco®** containers, organizational bins, totes, carts and cabinets; **Scepter®** military ammunition containers; OEM parts for general industrial equipment	Moderate growth
Infrastructure (13% of Sales) **Signature Systems™** ground protection matting for construction, industrial sites, and event venues	Strong growth
Vehicle (13% of Sales) RV, marine, and automotive components	Down (was "Stable to down")
Consumer (11% of Sales) **Scepter®** fuel cans; outdoor furniture and equipment	Stable, affected by hurricane responses
Food & Beverage (8% of Sales) **Buckhorn®** seed boxes, intermediate bulk containers, and Tuff Series bulk containers for agricultural and chemical markets	Stable
Automotive Aftermarket Distribution (25% of Sales) **Distribution** sales to tire service aftermarket	Slightly down

Continue to see risks and opportunities for the business for both revenue and margin

Expect tariffs to have limited near-term impact; overall macroeconomic impact uncertain; continue to monitor end market conditions for impacts from tariffs or other factors that may influence demand trends

Right-size the organization and achieve $20M annualized cost savings, primarily SG&A, by year-end

Improving Performance Through 'Focused Transformation'

Appendix

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
Adjusted EBITDA Reconciliation (UNAUDITED)
(Dollars in thousands)

($M)	TTM*
Net sales	$ 835.9
Net income (loss)	$ 10.5
Net income margin	*1.3%*
Income tax expense (benefit)	7.5
Interest expense, net	32.2
Operating Income (loss)	50.3
Depreciation and amortization	40.0
Restructuring, severance and other adjustments	10.7
Acquisition-related inventory step-up	1.3
Acquisition and integration costs	1.2
Environmental reserves, net	0.1
Impairment charges	22.0
Adjusted EBITDA	**$ 125.7**
Adjusted EBITDA margin	*15.0%*

Items in this table may not recalculate due to rounding

**TTM represents trailing twelve months ended March 31, 2025*

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
Adjusted Net Income (Loss) Reconciliation (UNAUDITED)
(Dollars in thousands)

($M)	TTM*
Net income (loss)	$ 10.5
Income tax expense (benefit)	7.5
Income (loss) before income taxes	18.0
Add: Severance costs	1.4
Add: Restructuring expenses and other adjustments	9.3
Add: Acquisition-related inventory step-up	1.3
Add: Acquisition and integration costs	1.2
Add: Impairment charges	22.0
Add: Environmental charges	0.1
Adjusted income (loss) before income taxes	53.4
Income tax expense, as adjusted (1)	(14.0)
Adjusted net income (loss)	$ 39.4

MYE
Adjusted earnings per diluted share reconciliation

($M)	TTM*
Net Income (loss) per common diluted share	$ 0.28
Add: Severance costs	0.04
Add: Restructuring expenses and other adjustments	0.25
Add: Acquisition-related inventory step-up	0.04
Add: Acquisition and integration costs	0.03
Add: Impairment charges	0.59
Add: Environmental charges	0.00
Adjusted effective income tax rate impact (1)	(0.18)
Adjusted earnings per common diluted share (2)	$ 1.05
Weighted average common shares outstanding diluted	

Items in this table may not recalculate due to rounding
**TTM represents trailing twelve months ended March 31, 2025*
(1) Income taxes are calculated using the normalized effective tax rate for each year. Rates used for TTM period is 26%
(2) Adjusted earnings per diluted share is calculated using the weighted average sum of common shares outstanding of the previous four quarters.

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
Adjusted EBITDA Reconciliation - Material Handling (UNAUDITED)
(Dollars in thousands)

($M)	TTM*
Net Sales	**$ 627.1**
Operating income as reported	$ 82.9
Operating income margin	*13%*
Add: depreciation and amortization	$ 35.8
EBITDA	$ 118.7
Add: Impairment charges	22.0
Add: Restructuring expenses and other adjustments	3.7
Add: Acquisition-related inventory step-up	1.3
Add: Acquisition and integration costs	0.2
Adjusted EBITDA	**$ 146.0**
Adjusted EBITDA margin	**23%**

Items in this table may not recalculate due to rounding

**TTM represents trailing twelve months ended March 31, 2025*

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
Adjusted EBITDA Reconciliation – Distribution (UNAUDITED)
(Dollars in thousands)

($M)	TTM*
Net Sales	**$ 209.1**
Operating income as reported	$ 1.6
Operating income margin	*1%*
Add: depreciation and amortization	$ 3.3
EBITDA	$ 4.9
Add: Restructuring expenses and other adjustments	2.2
Adjusted EBITDA	$ 7.1
Adjusted EBITDA margin	**3%**

Items in this table may not recalculate due to rounding

**TTM represents trailing twelve months ended March 31, 2025*

Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended March 31, 2025				
	Material Handling	**Distribution**	**Segment Total**	**Corporate & Other**	**Total**
Net sales	$ 157,672	$ 49,246	$ 206,918	$ (168)	$ 206,750
Net income					6,805
Net income margin					*3.3%*
Gross profit					69,078
Add: Restructuring expenses and other adjustments					108
Adjusted gross profit					69,186
Gross margin as adjusted					*33.5%*
Operating income (loss)	27,381	(1,181)	26,200	(9,550)	16,650
Operating income margin	*17.4%*	*-2.4%*	*12.7%*	*n/a*	*8.1%*
Add: Restructuring expenses and other adjustments	108	811	919	1,109	2,028
Adjusted operating income (loss)(1)	27,489	(370)	27,119	(8,441)	18,678
Adjusted operating income margin	*17.4%*	*-0.8%*	*13.1%*	*n/a*	*9.0%*
Add: Depreciation and amortization	8,846	824	9,670	225	9,895
Adjusted EBITDA	$ 36,335	$ 454	$ 36,789	$ (8,216)	$ 28,573
Adjusted EBITDA margin	*23.0%*	*0.9%*	*17.8%*	*n/a*	*13.8%*

(1) Includes gross profit adjustments of $108 and SG&A adjustments of $1,920

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Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended March 31, 2024				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	$ 152,225	$ 54,894	$ 207,119	$ (17)	$ 207,102
Net income					3,503
Net income margin					*1.7%*
Gross profit					64,269
Add: Restructuring expenses and other adjustments					241
Add: Acquisition-related inventory step-up					3,115
Adjusted gross profit					67,625
Gross margin as adjusted					*32.7%*
Operating income (loss)	22,256	605	22,861	(11,982)	10,879
Operating income margin	*14.6%*	*1.1%*	*11.0%*	*n/a*	*5.3%*
Add: Restructuring expenses and other adjustments	241	—	241	—	241
Add: Acquisition and integration costs	98	—	98	3,312	3,410
Add: Acquisition-related inventory step-up	3,115	—	3,115	—	3,115
Less: Insurance recovery of legal fees	(702)	—	(702)	—	(702)
Less: Environmental reserves, net[(2)]	—	—	—	(300)	(300)
Adjusted operating income (loss)[(1)]	25,008	605	25,613	(8,970)	16,643
Adjusted operating income margin	*16.4%*	*1.1%*	*12.4%*	*n/a*	*8.0%*
Add: Depreciation and amortization	7,525	773	8,298	199	8,497
Adjusted EBITDA	$ 32,533	$ 1,378	$ 33,911	$ (8,771)	$ 25,140
Adjusted EBITDA margin	*21.4%*	*2.5%*	*16.4%*	*n/a*	*12.1%*

(1) Includes gross profit adjustments of $3,356 and SG&A adjustments of $2,408

(2) Includes environmental charges of $0 net of probable insurance recoveries of $300

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Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
ADJUSTED OPERATING INCOME, ADJUSTED EBITDA AND FREE CASH FLOW (UNAUDITED)
(Dollars in thousands)

	Quarter Ended March 31,	
	2025	2024
Adjusted operating income (loss) reconciliation:		
Operating income (loss)	$ 16,650	$ 10,879
Restructuring expenses and other adjustments	2,028	241
Acquisition and integration costs	—	3,410
Acquisition-related inventory step-up	—	3,115
Insurance recovery of legal fees	—	(702)
Environmental reserves, net	—	(300)
Adjusted operating income (loss)	$ 18,678	$ 16,643
Adjusted EBITDA reconciliation:		
Net income (loss)	$ 6,805	$ 3,503
Income tax expense (benefit)	2,459	1,297
Interest expense, net	7,386	6,079
Operating income (loss)	16,650	10,879
Depreciation and amortization	9,895	8,497
Restructuring expenses and other adjustments	2,028	241
Acquisition and integration costs	—	3,410
Acquisition-related inventory step-up	—	3,115
Insurance recovery of legal fees	—	(702)
Environmental reserves, net	—	(300)
Adjusted EBITDA	$ 28,573	$ 25,140
Free cash flow reconciliation:		
Net cash provided by (used for) operating activities	$ 10,131	$ 20,270
Capital expenditures	(8,083)	(5,707)
Free cash flow	$ 2,048	$ 14,563

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Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER DILUTED SHARE (UNAUDITED)
(Dollars in thousands, except per share data)

	Quarter Ended March 31,	
	2025	2024
Adjusted net income (loss) reconciliation:		
Net income (loss)	$ 6,805	$ 3,503
Income tax expense (benefit)	2,459	1,297
Income (loss) before income taxes	9,264	4,800
Restructuring expenses and other adjustments	2,028	241
Acquisition and integration costs	—	3,410
Acquisition-related inventory step-up	—	3,115
Insurance recovery of legal fees	—	(702)
Environmental reserves, net	—	(300)
Adjusted income (loss) before income taxes	11,292	10,564
Income tax expense, as adjusted (1)	(2,936)	(2,641)
Adjusted net income (loss)	$ 8,356	$ 7,923
Adjusted earnings per diluted share reconciliation:		
Net income (loss) per common diluted share	$ 0.18	$ 0.09
Restructuring expenses and other adjustments	0.05	0.01
Acquisition and integration costs	—	0.09
Acquisition-related inventory step-up	—	0.08
Insurance recovery of legal fees	—	(0.02)
Environmental reserves, net	—	(0.01)
Adjusted effective income tax rate impact	(0.01)	(0.03)
Adjusted earnings per diluted share(2)	$ 0.22	$ 0.21

Items in this table may not recalculate due to rounding
(1) Income taxes are calculated using the normalized effective tax rate for each year. The rate used in 2025 is 26% and in 2024 is 25%.
(2) Adjusted earnings per diluted share is calculated using the weighted average common shares outstanding for the respective period.

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Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
WORKING CAPITAL (UNAUDITED)
(Dollars in thousands)

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
Net sales	$ 208,453	$ 197,798	$ 191,077	$ 207,102	$ 220,236	$ 205,067	$ 203,876	$ 206,750
TTM net sales				$ 804,430	$ 816,213	$ 823,482	$ 836,281	$ 835,929
Working capital:								
Add: Accounts receivable, net				$ 139,249	$ 138,825	$ 131,218	$ 122,026	$ 142,510
Add: Inventories				105,035	105,796	105,103	97,001	103,785
Add: Prepaid expenses and other current assets				6,683	13,577	9,215	8,058	7,543
Less: Accounts payable				(81,494)	(93,097)	(79,279)	(71,049)	(84,890)
Less: Accrued expenses				(53,813)	(44,137)	(47,392)	(49,196)	(50,697)
Total working capital				$ 115,660	$ 120,964	$ 118,865	$ 106,840	$ 118,251
Working capital as a % of TTM net sales				14.4%	14.8%	14.4%	12.8%	14.1%

Note: Signature was acquired in February 2024

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
FIVE QUARTER COMPARATIVE CONDENSED STATEMENTS OF OPERATIONS (UNAUDITED)
(Dollars in thousands, except share and per share data)
(UNAUDITED)

	Quarter Ended				
	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024
Net sales	$ 206,750	$ 203,876	$ 205,067	$ 220,236	$ 207,102
Cost of sales	137,672	137,987	139,937	144,719	142,833
Gross profit	69,078	65,889	65,130	75,517	64,269
Selling, general and administrative expenses	44,755	44,281	38,486	44,148	47,113
Depreciation and amortization	4,458	4,462	4,868	4,826	3,921
Freight out	2,812	2,561	4,332	2,687	2,423
(Gain) loss on disposal of fixed assets	403	(52)	192	128	(67)
Impairment charges	—	—	22,016	—	—
Operating income (loss)	16,650	14,637	(4,764)	23,728	10,879
Interest expense, net	7,386	7,761	8,091	9,006	6,079
Income (loss) before income taxes	9,264	6,876	(12,855)	14,722	4,800
Income tax expense (benefit)	2,459	2,579	(1,977)	4,443	1,297
Net income (loss)	$ 6,805	$ 4,297	$ (10,878)	$ 10,279	$ 3,503
Net income (loss) per common share:					
Basic	$ 0.18	$ 0.12	$ (0.29)	$ 0.28	$ 0.09
Diluted	$ 0.18	$ 0.11	$ (0.29)	$ 0.28	$ 0.09
Weighted average common shares outstanding:					
Basic	37,298,967	37,255,837	37,220,456	37,179,658	36,908,169
Diluted	37,414,010	37,444,040	37,220,456	37,312,394	37,123,019

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