Q4 2025 Results

Protecting the World from the Ground Up

March 5, 2026

Today's Speakers

Aaron Schapper
President and
Chief Executive Officer

Sam Rutty
Executive Vice President and
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 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; our ability to successfully execute our announced intended divestiture of the Myers Tire Supply business; 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, 2025. 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.

CEO Opening Comments

Aaron Schapper
President and Chief Executive Officer

2025 Summary

	Q4	Full Year
Net Sales	$204.0M Flat	$825.7M (1.3%)
Gross Profit	$67.7M +2.8%	$276.1M +1.9%
Adjusted Operating Income	$22.5M +27.6%	$84.9M +1.5%
Adjusted Net Income	$11.6M +59.0%	$41.3M +6.0%
Adjusted Diluted EPS	$0.31 +63.2%	$1.10 +5.8%

Full year growth in Infrastructure and Industrial offset by soft Consumer and Vehicle demand

Higher profitability due to lower material cost, favorable cost productivity, favorable mix, and **benefits from our Focused Transformation program**

Reduced annualized costs by $20M in 2025, primarily in SG&A

Strong free cash flow generation in 2025, increasing 23% year-over-year

Making meaningful progress on **Focused Transformation** to deliver consistent, reliable results and **create sustainable shareholder value**

‘Focused Transformation’ Driving Culture of Performance

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All comparisons are year-over-year unless otherwise noted. See Appendix for non-GAAP reconciliations.

2025: A Year of Meaningful Progress on ‘Focused Transformation’

1 Establish a culture of execution and accountability to drive performance

- ✓ Introduced new Core Values: **Integrity; Customer Focus; Deliver Results; Continuous Improvement**
- ✓ Aligned incentive plans to **drive business unit performance** and create accountability
- ✓ **Emphasized lean principles** to drive clear, efficient processes

2 Create clear strategies to improve profitability of entire portfolio

- ✓ **Acted to accelerate growth and expand margins**; addressed and corrected underperformance
- ✓ **Initiated the sales process of MTS** to focus on businesses that are better aligned with our mission
- ✓ **Implemented specific internal KPIs** to elevate performance, track progress, and create accountability
- ✓ Developed **Strategic Plans for organic growth** with a cross-functional group

3 Deliver consistent and reliable results by effectively controlling what we can control

- ✓ **Exited low-margin products** and idled 2 of our 9 rotational molding facilities to **improve utilization and reduce costs**
- ✓ **Achieved $20M annualized cost savings commitment**, primarily in SG&A, optimizing organizational efficiency
- ✓ Launched a **Strategic Deployment Tool** to drive disciplined planning

4 Optimize cash flow to support disciplined capital allocation deployment

- ✓ **Generated $67M in free cash flow in 2025**, up 23% Y/Y
- ✓ Invested in **high-growth opportunities with superior returns,** targeting capex of 3% of sales
- ✓ **Returned $23M to shareholders in 2025** through dividends and share repurchase

Building Credibility Through Accountability, Transparency, and Performance

Focused Transformation | 2026 Strategic Priorities

	1	2	3
Focus Areas	**Customer Value and Core Markets** *Understand our markets and lead our categories*	**Operational Excellence and Cost Leadership** *Run fewer plays, run them better, and repeat every year*	**Investments to Maximize Profitable Growth** *Invest in growth platforms where returns are highest*
Transformation Objectives	Simplify portfolio to focus on Products that Protect™ Strengthen customer relationships and deepen market insight Enhance commercial excellence Use shared channels across product brands	Simplify and standardize systems and workflows Further optimize footprint Refine organizational structure Foster continuous improvement culture	Invest in attractive, growing end markets organically and inorganically Develop new products through strategic innovation Maintain disciplined capital allocation

Strategic Outcomes

- Revenue Growth
- EBITDA Margin Expansion
- Free Cash Flow Conversion
- Accelerating to World Class

Built on Core Values

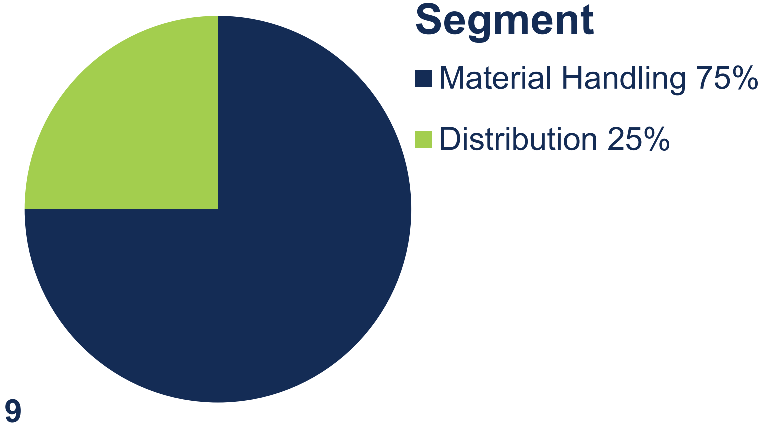
- INTEGRITY
- CUSTOMER FOCUS
- DELIVER RESULTS
- CONTINUOUS IMPROVEMENT

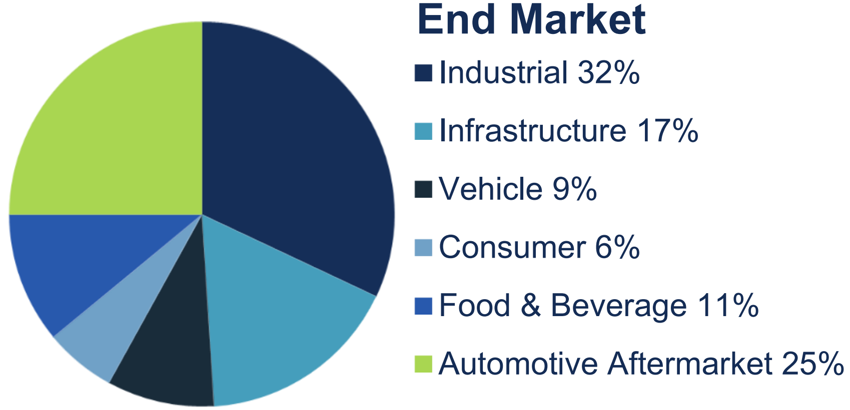
Financial Results

Sam Rutty
Executive Vice President and
Chief Financial Officer

Q4 Financial Performance

(In $ millions except EPS)	Q4 2025	Q4 2024	Change
Net Sales	**$204.0**	**$203.9**	**Flat**
Adj. Gross Profit	**$68.5**	**$65.7**	**+4.2%**
Adj. Gross Margin	*33.6%*	*32.2%*	*+140 bps*
Adj. Op Income	**$22.5**	**$17.6**	**+27.6%**
Adj. Op Income Margin	*11.0%*	*8.7%*	*+230 bps*
Adj. EBITDA	**$32.1**	**$27.5**	**17.0%**
Adj. EBITDA Margin	*15.8%*	*13.5%*	*+230 bps*
Diluted Adjusted EPS	**$0.31**	**$0.19**	**+63.2%**





- Sales flat as we exited low-margin products & idled 2 rotational molding facilities; excluding this, sales increased 3%
- Continued strength in Infrastructure and Industrial
- Adjusted gross profit and operating income increased due to favorable mix, higher volume, and reduced SG&A, partially offset by unfavorable price
- Adjusted EPS increased 63%

See Appendix for non-GAAP reconciliations.

Q4 Segment Results

Material Handling

(In $ millions)	Q4 2025	Q4 2024	Change
Net Sales	**$152.3**	**$152.7**	**(0.3%)**
Adj. Op Income	**$30.2**	**$25.9**	**+16.5%**
Adj. Op Income Margin	*19.8%*	*17.0%*	*+280 bps*
Adj. EBITDA	**$39.0**	**$34.7**	**+12.3%**
Adj. EBITDA Margin	*25.6%*	*22.7%*	*+290 bps*

- Net sales down slightly due to idling of rotational molding facilities; excluding this, sales increased 3.4% as Infrastructure, Industrial, and Food & Beverage growth was offset by soft Consumer and Vehicle demand
- Adj. Operating Income and Adj. EBITDA increased primarily due to improved mix, higher volume, and reduced SG&A due to the Focused Transformation program, partially offset by unfavorable pricing
- Adj. EBITDA margin expanded 290 bps with benefits from Focused Transformation program

Distribution

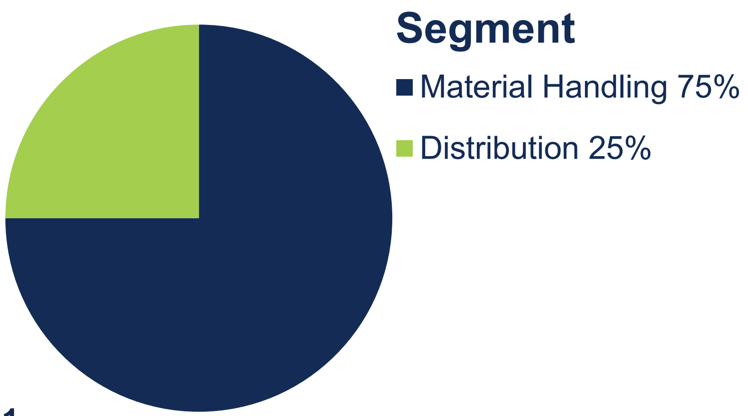
(In $ millions)	Q4 2025	Q4 2024	Change
Net Sales	**$51.7**	**$51.2**	**+0.9%**
Adj. Op Income	**($0.1)**	**($1.1)**	**(94.6%)**
Adj. Op Income Margin	*(0.1%)*	*(2.2%)*	*+210 bps*
Adj. EBITDA	**$0.5**	**($0.3)**	**(277.2%)**
Adj. EBITDA Margin	*1.0%*	*(0.6%)*	*+160 bps*

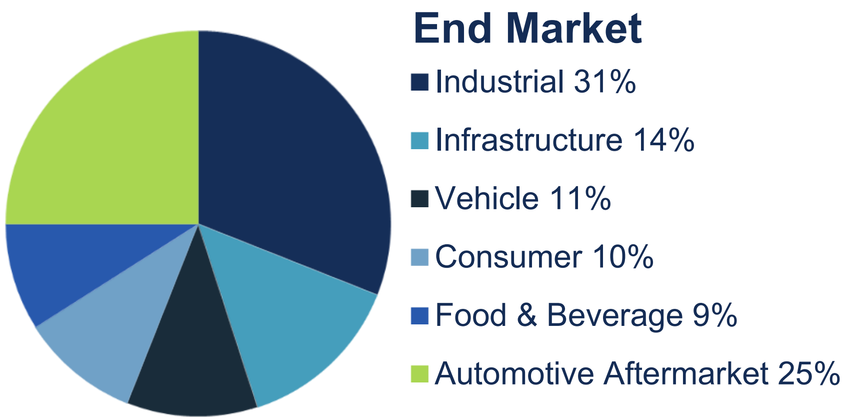
- Net sales increased as favorable pricing offset lower volume
- Adj. EBITDA and Adj. Operating Income increased due to favorable pricing and SG&A partially offset by lower volume

See Appendix for non-GAAP reconciliations.

2025 Financial Performance

(In $ millions except EPS)	2025	2024	Change
Net Sales	**$825.7**	**$836.3**	**(1.3%)**
Adj. Gross Profit	**$278.4**	**$279.3**	**(0.3%)**
Adj. Gross Margin	*33.7%*	*33.4%*	*+30 bps*
Adj. Op Income	**$84.9**	**$83.6**	**+1.5%**
Adj. Op Income Margin	*10.3%*	*10.0%*	*+30 bps*
Adj. EBITDA	**$124.2**	**$122.2**	**+1.6%**
Adj. EBITDA Margin	*15.0%*	*14.6%*	*+40 bps*
Diluted Adjusted EPS	**$1.10**	**$1.04**	**+5.8%**





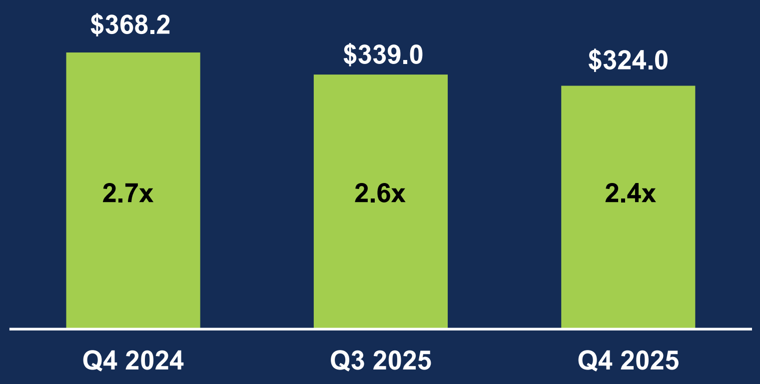
- Net sales lower as Material Handling growth was offset by Distribution softness; excluding impact from exiting low-margin products and idling rotational molding facilities, net sales decreased 0.6%
- Adj. gross profit and operating income increased due to lower material cost, favorable cost productivity, favorable mix, and benefits from our Focused Transformation program

See Appendix for non-GAAP reconciliations.

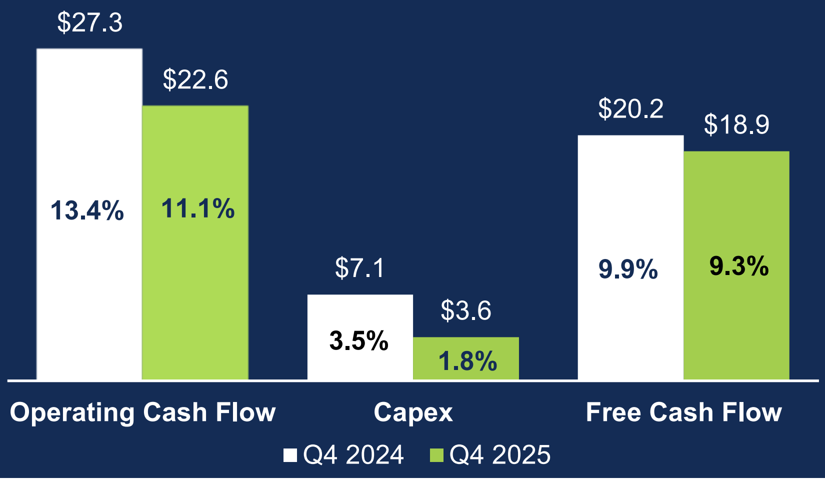
Balance Sheet and Cash Flow

- Generated free cash flow of $18.9M in Q4; full-year free cash flow was $67.2M, up 23% Y/Y
- Net debt reduced $15M Q/Q and $44.2M Y/Y; net leverage lowered to 2.4x
- Year-end cash balance of $45.1M combined with $244.7M of availability under the revolver, provides ample liquidity of $289.8M to support capital allocation priorities
- Working capital as a percent of sale increased slightly due to higher receivables from Infrastructure project delivery timing; we continue to focus on working capital management to drive higher operating cash flow

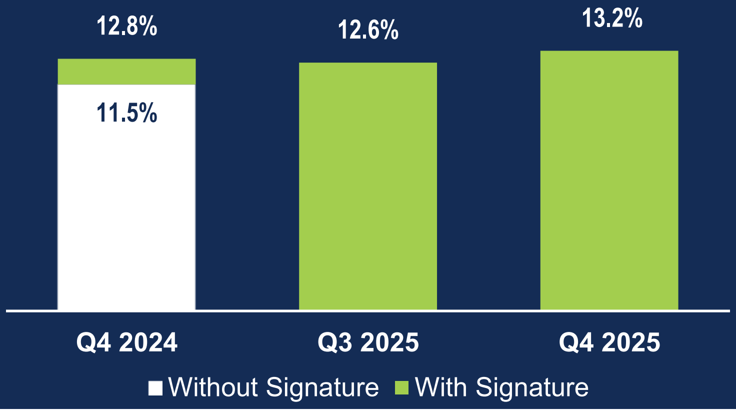
Net Debt ($M) and Net Leverage Ratio[1]



Cash Flow, Capex and FCF as % of Sales



Working Capital as a % of TTM Sales



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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.

Capital Allocation Priorities to Drive Shareholder Value

Balanced Framework That Supports Growth Investments and Returning Cash to Shareholders Built on Foundation of Strong Balance Sheet with Ample Liquidity

GROWTH INVESTMENTS

Capex spend to remain around **3% of revenue to fund organic growth**; 2025 capex was $19.6M, or 2.4% of revenue

Open to opportunistic acquisitions aligned with growth platforms

Net leverage ratio target range of 1.5x to 2.5x

RETURNING CASH TO SHAREHOLDERS

Maintain dividend policy with current **yield ~2.5%**

Returned $23M to shareholders in 2025 through combination of dividends and share repurchases

Maintaining a Disciplined Capital Allocation Approach

Introducing 2026 End Market Outlook

End Markets and Key Product (TTM Sales of Material Handling Segment)	2026 Outlook*
Industrial (41% 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 (19% of Sales) **Signature Systems®** ground protection composite matting for construction, industrial sites, and event venues	Strong growth
Vehicle (15% of Sales) RV, marine, and automotive components	Stable
Consumer (13% of Sales) **Scepter®** fuel containers; outdoor furniture and equipment	Stable, affected by normal level of storm response
Food & Beverage (12% of Sales) **Buckhorn®** seed boxes, intermediate bulk containers, and Tuff Series bulk containers for agricultural and chemical markets	Slightly down

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

- Geopolitical energy uncertainty
- Tariffs having limited near-term impact with long-term macroeconomic impact uncertain
- Continue to monitor end market conditions for impacts from tariffs or other factors that may influence demand trends

Improving Performance Through 'Focused Transformation'

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*Excludes impact from exiting low-margin products and idling two rotational molding facilities in Q4 2025

CEO Summary Comments

Aaron Schapper
President and Chief Executive Officer

Key Takeaways

1. Meaningful progress on our Focused Transformation to become a company that consistently delivers reliable financial results

2. Margins and cash flow are increasing as we begin to see early benefits from Focused Transformation

3. Our capital allocation framework balances investment in growth and returning cash to shareholders to create sustainable value

4. Aligning our operations with markets that are growing and offer higher returns as we deliver Products that Protect™

Appendix

2025 Segment Results

Material Handling

(In $ millions)	2025	2024	Change
Net Sales	**$622.1**	**$621.7**	**+0.1%**
Adj. Op Income	**$114.7**	**$107.7**	**+6.5%**
Adj. Op Income Margin	*18.4%*	*17.3%*	*+110 bps*
Adj. EBITDA	**$150.1**	**$142.2**	**+5.6%**
Adj. EBITDA Margin	*24.1%*	*22.9%*	*+120 bps*

- Net sales increased due to Industrial and Infrastructure growth offset by soft demand in Consumer and Vehicle
- Adj. EBITDA increased due to favorable material costs, higher volume, and benefits from our Focused Transformation program, partially offset by unfavorable pricing

Distribution

(In $ millions)	2025	2024	Change
Net Sales	**$203.9**	**$214.8**	**(5.1%)**
Adj. Op Income	**$2.1**	**$4.8**	**(55.7%)**
Adj. Op Income Margin	*1.0%*	*2.2%*	*-110 bps*
Adj. EBITDA	**$5.1**	**$8.0**	**(36.6%)**
Adj. EBITDA Margin	*2.5%*	*3.7%*	*-120 bps*

- Net Sales decreased with lower volume
- Adj. EBITDA decreased due to lower volume and higher operations costs, partially offset by favorable SG&A due to our Focused Transformation program

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See Appendix for non-GAAP reconciliations.

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 December 31, 2025				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	$ 152,308	$ 51,685	$ 203,993	$ (19)	$ 203,974
Net income (loss)					11,330
Net income margin					*5.6%*
Gross profit					67,744
Add: Restructuring expenses and other adjustments					749
Adjusted gross profit					68,493
Gross margin as adjusted					*33.6%*
Operating income (loss)	28,942	(61)	28,881	(8,643)	20,238
Operating income margin	*19.0%*	*-0.1%*	*14.2%*	*n/a*	*9.9%*
Add: Restructuring expenses and other adjustments	1,271	—	1,271	228	1,499
Add: Myers Tire Supply strategic review / sale costs	—	—	—	565	565
Add: Environmental reserves, net(2)	—	—	—	200	200
Adjusted operating income (loss)(1)	30,213	(61)	30,152	(7,650)	22,502
Adjusted operating income margin	*19.8%*	*-0.1%*	*14.8%*	*n/a*	*11.0%*
Add: Depreciation and amortization	8,782	598	9,380	245	9,625
Adjusted EBITDA	$ 38,995	$ 537	$ 39,532	$ (7,405)	$ 32,127
Adjusted EBITDA margin	*25.6%*	*1.0%*	*19.4%*	*n/a*	*15.8%*

(1) Includes gross profit adjustments of $749 and SG&A adjustments of $1,515
(2) Includes environmental charges of $1,600 net of probable insurance recoveries of $1,400

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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 December 31, 2024				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	$ 152,704	$ 51,225	$ 203,929	$ (53)	$ 203,876
Net income (loss)					4,297
Net income margin					*2.1%*
Gross profit					65,889
Less: Restructuring expenses and other adjustments					(157)
Adjusted gross profit					65,732
Gross margin as adjusted					*32.2%*
Operating income (loss)	25,924	(1,552)	24,372	(9,735)	14,637
Operating income margin	*17.0%*	*-3.0%*	*12.0%*	*n/a*	*7.2%*
Add: Restructuring expenses and other adjustments	7	427	434	1,854	2,288
Add: Acquisition and integration costs	—	—	—	212	212
Add: Environmental reserves, net(2)	—	—	—	500	500
Adjusted operating income (loss)(1)	25,931	(1,125)	24,806	(7,169)	17,637
Adjusted operating income margin	*17.0%*	*-2.2%*	*12.2%*	*n/a*	*8.7%*
Add: Depreciation and amortization	8,793	822	9,615	218	9,833
Adjusted EBITDA	$ 34,724	$ (303)	$ 34,421	$ (6,951)	$ 27,470
Adjusted EBITDA margin	*22.7%*	*-0.6%*	*16.9%*	*n/a*	*13.5%*

(1) Includes gross profit adjustments of $(157) and SG&A adjustments of $3,157
(2) Includes environmental charges of $2,100 net of probable insurance recoveries of $1,600

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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)

	Year Ended December 31, 2025				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	$ 622,147	$ 203,887	$ 826,034	$ (292)	$ 825,742
Net income (loss)					34,928
Net income margin					*4.2%*
Gross profit					276,054
Add: Restructuring expenses and other adjustments					2,347
Adjusted gross profit					278,401
Gross margin as adjusted					*33.7%*
Operating income (loss)	112,368	(939)	111,429	(36,873)	74,556
Operating income margin	*18.1%*	*-0.5%*	*13.5%*	*n/a*	*9.0%*
Add: Restructuring expenses and other adjustments	3,902	3,051	6,953	4,209	11,162
Add: Myers Tire Supply strategic review / sale costs	—	—	—	565	565
Add: Pension termination	1,585	—	1,585	—	1,585
Less: Recovery of purchased credit deteriorated assets	(3,175)	—	(3,175)	—	(3,175)
Add: Environmental reserves, net(2)	—	—	—	200	200
Adjusted operating income (loss)(1)	114,680	2,112	116,792	(31,899)	84,893
Adjusted operating income margin	*18.4%*	*1.0%*	*14.1%*	*n/a*	*10.3%*
Add: Depreciation and amortization	35,426	2,966	38,392	885	39,277
Adjusted EBITDA	$ 150,106	$ 5,078	$ 155,184	$ (31,014)	$ 124,170
Adjusted EBITDA margin	*24.1%*	*2.5%*	*18.8%*	*n/a*	*15.0%*

(1) Includes gross profit adjustments of $2,347 and SG&A adjustments of $7,990

(2) Includes environmental charges of $2,500 net of probable insurance recoveries of $2,300

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)

	Year Ended December 31, 2024				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	$ 621,655	$ 214,768	$ 836,423	$ (142)	$ 836,281
Net income (loss)					7,201
Net income margin					*0.9%*
Gross profit					270,805
Add: Restructuring expenses and other adjustments					4,006
Add: Acquisition-related inventory step-up					4,457
Adjusted gross profit					279,268
Gross margin as adjusted					*33.4%*
Operating income (loss)	77,767	3,363	81,130	(36,650)	44,480
Operating income margin	*12.5%*	*1.6%*	*9.7%*	*n/a*	*5.3%*
Add: Executive severance costs	—	—	—	1,405	1,405
Add: Restructuring expenses and other adjustments	3,867	1,402	5,269	2,271	7,540
Add: Acquisition and integration costs	305	—	305	4,344	4,649
Add: Acquisition-related inventory step-up	4,457	—	4,457	—	4,457
Add: Impairment charges	22,016	—	22,016	—	22,016
Less: Insurance recovery of legal fees	(702)	—	(702)	—	(702)
Less: Environmental reserves, net(2)	—	—	—	(200)	(200)
Adjusted operating income (loss)(1)	107,710	4,765	112,475	(28,830)	83,645
Adjusted operating income margin	*17.3%*	*2.2%*	*13.4%*	*n/a*	*10.0%*
Add: Depreciation and amortization	34,499	3,248	37,747	846	38,593
Adjusted EBITDA	$ 142,209	$ 8,013	$ 150,222	$ (27,984)	$ 122,238
Adjusted EBITDA margin	*22.9%*	*3.7%*	*18.0%*	*n/a*	*14.6%*

(1) Includes gross profit adjustments of $8,463, impairment charges of $22,016 and SG&A adjustments of $8,686

(2) Includes environmental charges of $3,100 net of probable insurance recoveries of $3,300

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 December 31,		Year Ended December 31,	
	2025	2024	2025	2024
Adjusted operating income (loss) reconciliation:				
Operating income (loss)	$ 20,238	$ 14,637	$ 74,556	$ 44,480
Restructuring expenses and other adjustments	1,499	2,288	11,162	7,540
Myers Tire Supply strategic review / sale costs	565	—	565	—
Pension termination	—	—	1,585	—
Acquisition and integration costs	—	212	—	4,649
Acquisition-related inventory step-up	—	—	—	4,457
Recovery of purchased credit deteriorated assets	—	—	(3,175)	—
Impairment charges	—	—	—	22,016
Insurance recovery of legal fees	—	—	—	(702)
Executive severance costs	—	—	—	1,405
Environmental reserves, net	200	500	200	(200)
Adjusted operating income (loss)	$ 22,502	$ 17,637	$ 84,893	$ 83,645
Adjusted EBITDA reconciliation:				
Net income (loss)	$ 11,330	$ 4,297	$ 34,928	$ 7,201
Income tax expense (benefit)	1,734	2,579	10,207	6,342
Interest expense, net	7,174	7,761	29,421	30,937
Operating income (loss)	20,238	14,637	74,556	44,480
Depreciation and amortization	9,625	9,833	39,277	38,593
Restructuring expenses and other adjustments	1,499	2,288	11,162	7,540
Myers Tire Supply strategic review / sale costs	565	—	565	—
Pension termination	—	—	1,585	—
Acquisition and integration costs	—	212	—	4,649
Acquisition-related inventory step-up	—	—	—	4,457
Recovery of purchased credit deteriorated assets	—	—	(3,175)	—
Impairment charges	—	—	—	22,016
Insurance recovery of legal fees	—	—	—	(702)
Executive severance costs	—	—	—	1,405
Environmental reserves, net	200	500	200	(200)
Adjusted EBITDA	$ 32,127	$ 27,470	$ 124,170	$ 122,238
Free cash flow reconciliation:				
Net cash provided by (used for) operating activities	$ 22,561	$ 27,348	$ 86,761	$ 79,292
Capital expenditures	(3,618)	(7,133)	(19,553)	(24,435)
Free cash flow	$ 18,943	$ 20,215	$ 67,208	$ 54,857

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 December 31,		Year Ended December 31,	
	2025	2024	2025	2024
Adjusted net income (loss) reconciliation:				
Net income (loss)	$ 11,330	$ 4,297	$ 34,928	$ 7,201
Income tax expense (benefit)	1,734	2,579	10,207	6,342
Income (loss) before income taxes	13,064	6,876	45,135	13,543
Restructuring expenses and other adjustments	1,499	2,288	11,162	7,540
Myers Tire Supply strategic review / sale costs	565	—	565	—
Pension termination	—	—	1,585	—
Acquisition and integration costs	—	212	—	4,649
Acquisition-related inventory step-up	—	—	—	4,457
Recovery of purchased credit deteriorated assets	—	—	(3,175)	—
Impairment charges	—	—	—	22,016
Insurance recovery of legal fees	—	—	—	(702)
Executive severance costs	—	—	—	1,405
Environmental reserves, net	200	500	200	(200)
Adjusted income (loss) before income taxes	15,328	9,876	55,472	52,708
Income tax expense, as adjusted (1)	(3,708)	(2,568)	(14,145)	(13,704)
Adjusted net income (loss)	$ 11,620	$ 7,308	$ 41,327	$ 39,004
Adjusted earnings per diluted share reconciliation:				
Net income (loss) per common diluted share	$ 0.30	$ 0.11	$ 0.93	$ 0.19
Restructuring expenses and other adjustments	0.04	0.06	0.30	0.20
Myers Tire Supply strategic review / sale costs	0.01	—	0.01	—
Pension termination	—	—	0.04	—
Acquisition and integration costs	—	0.01	—	0.13
Acquisition-related inventory step-up	—	—	—	0.12
Recovery of purchased credit deteriorated assets	—	—	(0.08)	—
Impairment charges	—	—	—	0.59
Insurance recovery of legal fees	—	—	—	(0.02)
Executive severance costs	—	—	—	0.04
Environmental reserves, net	0.01	0.01	0.01	(0.01)
Adjusted effective income tax rate impact	(0.05)	0.00	(0.10)	(0.20)
Adjusted earnings per diluted share(2)	$ 0.31	$ 0.19	$ 1.10	$ 1.04

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 25.5% and in 2024 is 26%.

(2) Adjusted earnings per diluted share is calculated using the weighted average common shares outstanding for the respective period.

Reconciliation of Non-GAAP Financial Measures

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

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Net sales	$ 207,102	$ 220,236	$ 205,067	$ 203,876	$ 206,750	$ 209,583	$ 205,435	$ 203,974
TTM net sales				$ 836,281	$ 835,929	$ 825,276	$ 825,644	$ 825,742
Working capital:								
Add: Accounts receivable, net				$ 122,026	$ 142,510	$ 119,408	$ 129,409	$ 139,478
Add: Inventories				97,001	103,785	101,969	99,633	86,064
Add: Prepaid expenses and other current assets				8,058	7,543	13,395	9,787	10,867
Less: Accounts payable				(71,049)	(84,890)	(75,335)	(81,569)	(71,172)
Less: Accrued expenses				(49,196)	(50,697)	(48,790)	(53,312)	(55,868)
Total working capital				$ 106,840	$ 118,251	$ 110,647	$ 103,948	$ 109,369
Working capital as a % of TTM net sales				12.8%	14.1%	13.4%	12.6%	13.2%

Note: Signature was acquired in February 2024

Meghan Beringer
Senior Director Investor Relations

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