



Q1 2026 Results

Products that Protect™

May 7, 2026

Today's Speakers



Aaron Schapper

President and
Chief Executive Officer



Sam Ruty

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

Q1 2026 Summary

Net Sales	\$164.6M +1.8% Y/Y +6.1% Q/Q
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Sales improved Y/Y on strong Infrastructure and Consumer growth; sequential growth driven by Consumer, Vehicle, and Infrastructure

Adjusted Operating Income	\$25.9M +40.7% Y/Y +20.9% Q/Q
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Improved profitability due to favorable mix, lower material costs and lower manufacturing costs from our Focused Transformation program

Diluted Adjusted EPS	\$0.44 +57.1% Y/Y +25.7% Q/Q
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Simplifying our portfolio and investing in high-return growth platforms to improve margin profile and deliver Products that Protect™

Adjusted EBITDA	\$35.1M +27.0% Y/Y +14.7% Q/Q
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Making meaningful progress on Focused Transformation to deliver consistent, reliable results and create sustainable shareholder value

Focused Transformation Driving Culture of Performance

Focused Transformation | 2026 Strategic Priorities

Focus Areas	1 Customer Value and Core Markets <i>Understand our markets and lead our categories</i>	2 Operational Excellence and Cost Leadership <i>Run fewer plays, run them better, and repeat every year</i>	3 Investments to Maximize Profitable Growth <i>Invest in growth platforms where returns are highest</i>
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





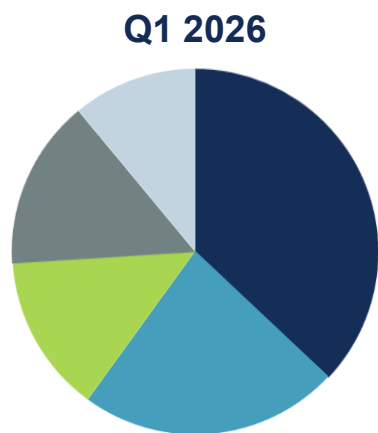
Financial Results

Sam Ruty

Executive Vice President and
Chief Financial Officer

Q1 Financial Performance

(\$M except EPS)	Q1 2026	Q1 2025	Y/Y
Net Sales	\$164.6	\$161.7	+1.8%
Adj. Gross Profit	\$57.2	\$50.3	+13.6%
<i>Adj. Gross Margin</i>	34.7%	31.1%	+360 bps
Adj. Operating Income	\$25.9	\$18.4	+40.7%
<i>Adj. Operating Income Margin</i>	15.7%	11.4%	+430 bps
Adj. EBITDA	\$35.1	\$27.6	+27.0%
<i>Adj. EBITDA Margin</i>	21.3%	17.1%	+420 bps
Diluted Adjusted EPS	\$0.44	\$0.28	+57.1%



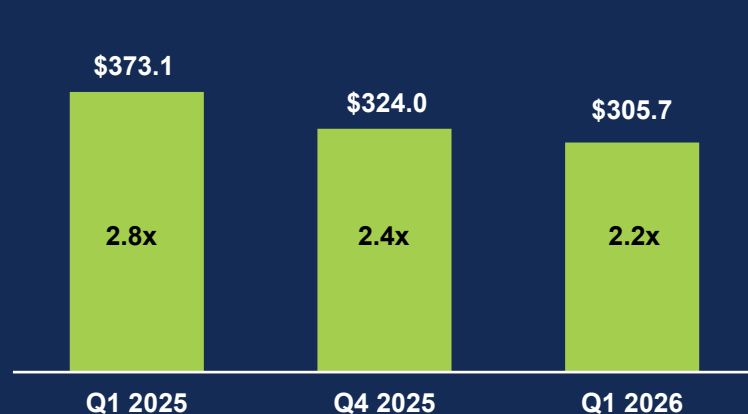
End Market Revenue (\$M)	Q1 2026	Q1 2025	Y/Y
■ Industrial	\$61.3	\$62.9	-3%
■ Infrastructure	\$37.6	\$29.8	+26%
■ Vehicle	\$23.3	\$27.0	-14%
■ Consumer	\$23.7	\$20.8	+14%
■ Food & Beverage	\$18.6	\$21.1	-12%

- Net sales increased 5% Y/Y excluding impact from exiting ~\$5M low-margin products with idling of two rotational molding facilities in Q4 2025
- Gross margin increased due to favorable mix, lower material costs and lower manufacturing costs
- Adj. operating and EBITDA margins improved as we made significant progress improving our cost structure and reaping the benefits from our Focused Transformation

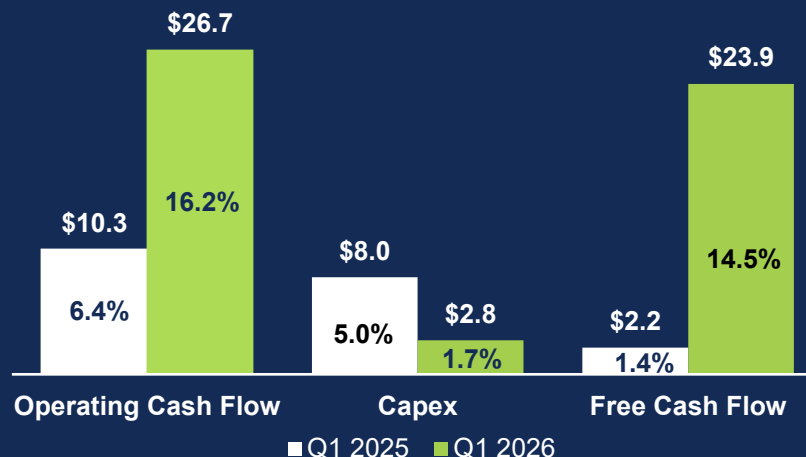
Balance Sheet and Cash Flow

- Quarter-end cash balance of \$44.6M combined with \$244.7M of availability under the revolver, provides ample liquidity of \$289.3M to support capital allocation priorities
- Net debt¹ reduced \$18.3M Q/Q and \$67.4M Y/Y; net leverage lowered to 2.2x
- Generated strong operating cash flow (+\$16.4M Y/Y) and free cash flow (+\$21.7M Y/Y) on higher net income, improved working capital management, and lower CapEx
- Working capital as a percent of sales decreased slightly due to timing of receivables
- We continue to prioritize working capital management to improve cash flow metrics

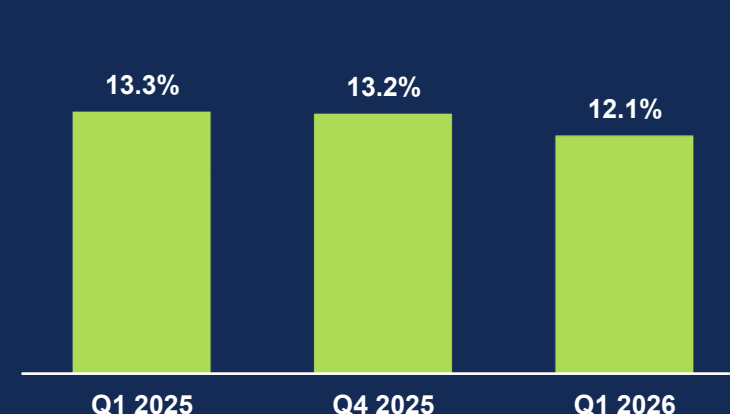
Net Debt (\$M) and Net Leverage Ratio¹



Cash Flow, Capex and FCF as % of Sales



Working Capital as a % of TTM Sales



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

Q1 capex was \$2.8M with expectation that full-year capex will be near our target of **3.5% of revenue to fund organic growth**

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 \$28.2M to shareholders since beginning of 2025 through combination of dividends and share repurchases

Maintaining a Disciplined Capital Allocation Approach

Reaffirming Our 2026 End Market Outlook

End Markets and Key Products (% of TTM Sales)	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 (21% of Sales) Signature Systems® ground protection composite matting for construction, industrial sites, and event venues	Strong growth
Vehicle (14% 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 (11% 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 both revenue and margin

Geopolitical events impacting energy markets, affecting resin cost and supply

- Our resin availability not impacted due to secure supply
- Costs increasing due to escalated global pricing; we are taking pricing and other actions to mitigate impact

Tariffs having limited near-term impact with long-term macroeconomic impact uncertain

Improving Performance Through Focused Transformation



CEO Summary Comments

Aaron Schapper
President and Chief Executive Officer

Key Takeaways

1

Focused Transformation is improving margins and increasing operating efficiency as we instill a continuous improvement culture and mindset

2

Simplifying our portfolio, streamlining our path to market, and improving our margin profile with decision to sell MTS

3

Capital allocation framework balances growth investments and returning cash to shareholders to create sustainable value

4

Focusing resources and investments on opportunities that maximize profitable growth and deliver Products that Protect™

Appendix

Discontinued Operations Reporting

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

	Quarter Ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
Net sales	\$ 164,580	\$ 155,119	\$ 158,474	\$ 163,232	\$ 161,667
Cost of sales	108,035	106,403	109,217	112,179	111,448
Gross profit	56,545	48,716	49,257	51,053	50,219
Selling, general and administrative expenses	27,995	24,740	28,711	27,353	29,285
Depreciation and amortization	3,698	3,746	3,716	3,756	3,752
(Gain) loss on disposal of fixed assets	—	505	112	105	(19)
Operating income (loss)	24,852	19,725	16,718	19,839	17,201
Interest expense, net	6,692	7,174	7,497	7,364	7,386
Income (loss) from continuing operations before income taxes	18,160	12,551	9,221	12,475	9,815
Income tax expense (benefit)	4,361	1,223	2,931	2,858	2,627
Income (loss) from continuing operations	13,799	11,328	6,290	9,617	7,188
Income (loss) from discontinued operations, net of income tax	(15,627)	2	798	88	(383)
Net income (loss)	<u>\$ (1,828)</u>	<u>\$ 11,330</u>	<u>\$ 7,088</u>	<u>\$ 9,705</u>	<u>\$ 6,805</u>
Income (loss) per common share from continuing operations:					
Basic	\$ 0.37	\$ 0.30	\$ 0.17	\$ 0.26	\$ 0.19
Diluted	\$ 0.37	\$ 0.30	\$ 0.17	\$ 0.26	\$ 0.19
Income (loss) per common share from discontinued operations:					
Basic	\$ (0.42)	\$ —	\$ 0.02	\$ —	\$ (0.01)
Diluted	\$ (0.42)	\$ —	\$ 0.02	\$ —	\$ (0.01)
Net income (loss) per common share:					
Basic	\$ (0.05)	\$ 0.30	\$ 0.19	\$ 0.26	\$ 0.18
Diluted	\$ (0.05)	\$ 0.30	\$ 0.19	\$ 0.26	\$ 0.18
Weighted average common shares outstanding:					
Basic	37,409,060	37,390,627	37,393,620	37,391,097	37,298,967
Diluted	37,707,504	37,646,478	37,582,062	37,412,937	37,414,010

Revenue by End Market

	Quarter Ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
Industrial	\$ 61,268	\$ 65,486	\$ 68,637	\$ 65,311	\$ 62,917
Infrastructure	37,600	35,065	29,648	32,018	29,763
Vehicle	23,337	18,427	22,714	25,423	27,034
Consumer	23,747	12,913	20,174	26,121	20,823
Food and beverage	18,628	23,228	17,301	14,359	21,130
Total net sales	<u>\$ 164,580</u>	<u>\$ 155,119</u>	<u>\$ 158,474</u>	<u>\$ 163,232</u>	<u>\$ 161,667</u>

Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended March 31,	
	2026	2025
Adjusted gross profit reconciliation:		
Gross profit	\$ 56,545	\$ 50,219
Restructuring expenses and other adjustments	636	108
Adjusted gross profit	<u>\$ 57,181</u>	<u>\$ 50,327</u>
Adjusted operating income (loss) reconciliation:		
Operating income (loss)	\$ 24,852	\$ 17,201
Restructuring expenses and other adjustments	653	1,217
Environmental reserves, net	400	—
Adjusted operating income (loss)	<u>\$ 25,905</u>	<u>\$ 18,418</u>
Adjusted EBITDA reconciliation:		
Income (loss) from continuing operations	\$ 13,799	\$ 7,188
Income tax expense (benefit)	4,361	2,627
Interest expense, net	6,692	7,386
Operating income (loss)	24,852	17,201
Depreciation and amortization	9,165	9,190
Restructuring expenses and other adjustments	653	1,217
Environmental reserves, net	400	—
Adjusted EBITDA	<u>\$ 35,070</u>	<u>\$ 27,608</u>
Free cash flow reconciliation:		
Net cash provided by (used for) operating activities - continuing operations	\$ 26,720	\$ 10,276
Capital expenditures	(2,774)	(8,048)
Free cash flow	<u>\$ 23,946</u>	<u>\$ 2,228</u>

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
ADJUSTED INCOME (LOSS) FROM CONTINUING OPERATIONS AND ADJUSTED INCOME (LOSS) PER DILUTED SHARE FROM CONTINUING OPERATIONS
(Dollars in thousands)

	Quarter Ended March 31,	
	2026	2025
Adjusted income (loss) from continuing operations reconciliation:		
Income (loss) from continuing operations	\$ 13,799	\$ 7,188
Income tax expense (benefit)	4,361	2,627
Income (loss) before income taxes	18,160	9,815
Restructuring expenses and other adjustments	653	1,217
Intangible amortization	3,265	3,296
Environmental reserves, net	400	—
Adjusted income (loss) before income taxes	22,478	14,328
Income tax expense, as adjusted ⁽¹⁾	(5,732)	(3,725)
Adjusted income (loss) from continuing operations	<u>\$ 16,746</u>	<u>\$ 10,603</u>
Adjusted income (loss) per diluted share from continuing operations reconciliation:		
Income (loss) per diluted share from continuing operations	\$ 0.37	\$ 0.19
Restructuring expenses and other adjustments	0.02	0.03
Intangible amortization	0.09	0.09
Environmental reserves, net	0.01	—
Adjusted effective income tax rate impact	(0.04)	(0.03)
Adjusted income (loss) per diluted share from continuing operations ⁽²⁾	<u>\$ 0.44</u>	<u>\$ 0.28</u>

Items in this table may not recalculate due to rounding

(1) Income taxes are calculated using the normalized effective tax rate for each period. The rate used in 2026 is 25.5% and in 2025 is 26.0%.

(2) Adjusted income (loss) per diluted share from continuing operations is calculated using the weighted average common shares outstanding for the respective period.

Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
Adjusted gross profit reconciliation:					
Gross profit	\$ 56,545	\$ 48,716	\$ 49,257	\$ 51,053	\$ 50,219
Restructuring expenses and other adjustments	636	749	1,102	388	108
Adjusted gross profit	<u>\$ 57,181</u>	<u>\$ 49,465</u>	<u>\$ 50,359</u>	<u>\$ 51,441</u>	<u>\$ 50,327</u>
Adjusted operating income (loss) reconciliation:					
Operating income (loss)	\$ 24,852	\$ 19,725	\$ 16,718	\$ 19,839	\$ 17,201
Restructuring expenses and other adjustments	653	1,499	3,147	2,290	1,217
Pension termination	—	—	—	1,585	—
Recovery of purchased credit deteriorated assets	—	—	—	(3,175)	—
Environmental reserves, net	400	200	—	—	—
Adjusted operating income (loss)	<u>\$ 25,905</u>	<u>\$ 21,424</u>	<u>\$ 19,865</u>	<u>\$ 20,539</u>	<u>\$ 18,418</u>
Adjusted EBITDA reconciliation:					
Income (loss) from continuing operations	\$ 13,799	\$ 11,328	\$ 6,290	\$ 9,617	\$ 7,188
Income tax expense (benefit)	4,361	1,223	2,931	2,858	2,627
Interest expense, net	6,692	7,174	7,497	7,364	7,386
Operating income (loss)	24,852	19,725	16,718	19,839	17,201
Depreciation and amortization	9,165	9,149	9,087	9,375	9,190
Restructuring expenses and other adjustments	653	1,499	3,147	2,290	1,217
Pension termination	—	—	—	1,585	—
Recovery of purchased credit deteriorated assets	—	—	—	(3,175)	—
Environmental reserves, net	400	200	—	—	—
Adjusted EBITDA	<u>\$ 35,070</u>	<u>\$ 30,573</u>	<u>\$ 28,952</u>	<u>\$ 29,914</u>	<u>\$ 27,608</u>

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
FIVE QUARTER COMPARATIVE RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
FREE CASH FLOW
(Dollars in thousands)

	Quarter Ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
Free cash flow reconciliation:					
Net cash provided by (used for) operating activities - continuing operations	\$ 26,720	\$ 21,908	\$ 26,011	\$ 27,638	\$ 10,276
Capital expenditures	(2,774)	(3,280)	(4,176)	(3,561)	(8,048)
Free cash flow	<u>\$ 23,946</u>	<u>\$ 18,628</u>	<u>\$ 21,835</u>	<u>\$ 24,077</u>	<u>\$ 2,228</u>

Reconciliation of Non-GAAP Financial Measures

MYERS INDUSTRIES, INC.
FIVE QUARTER COMPARATIVE RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
ADJUSTED INCOME (LOSS) FROM CONTINUING OPERATIONS AND ADJUSTED INCOME (LOSS) PER DILUTED SHARE FROM CONTINUING OPERATIONS (UNAUDITED)
(Dollars in thousands, except per share data)

	Quarter Ended				
	March 31, 2026	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025
Adjusted income (loss) from continuing operations reconciliation:					
Income (loss) from continuing operations	\$ 13,799	\$ 11,328	\$ 6,290	\$ 9,617	\$ 7,188
Income tax expense (benefit)	4,361	1,223	2,931	2,858	2,627
Income (loss) before income taxes	18,160	12,551	9,221	12,475	9,815
Restructuring expenses and other adjustments	653	1,499	3,147	2,290	1,217
Pension termination	—	—	—	1,585	—
Recovery of purchased credit deteriorated assets	—	—	—	(3,175)	—
Intangible amortization	3,265	3,278	3,295	3,296	3,296
Environmental reserves, net	400	200	—	—	—
Adjusted income (loss) before income taxes	22,478	17,528	15,663	16,471	14,328
Income tax expense, as adjusted ⁽¹⁾	(5,732)	(4,238)	(4,072)	(4,282)	(3,725)
Adjusted income (loss) from continuing operations	<u>\$ 16,746</u>	<u>\$ 13,290</u>	<u>\$ 11,591</u>	<u>\$ 12,189</u>	<u>\$ 10,603</u>
Adjusted income (loss) per diluted share from continuing operations reconciliation:					
Income (loss) per diluted share from continuing operations	\$ 0.37	\$ 0.30	\$ 0.17	\$ 0.26	\$ 0.19
Restructuring expenses and other adjustments	0.02	0.04	0.08	0.06	0.03
Pension termination	—	—	—	0.04	—
Recovery of purchased credit deteriorated assets	—	—	—	(0.08)	—
Intangible amortization	0.09	0.09	0.09	0.09	0.09
Environmental reserves, net	0.01	0.01	—	—	—
Adjusted effective income tax rate impact	(0.04)	(0.08)	(0.03)	(0.04)	(0.03)
Adjusted income (loss) per diluted share from continuing operations ⁽²⁾	<u>\$ 0.44</u>	<u>\$ 0.35</u>	<u>\$ 0.31</u>	<u>\$ 0.33</u>	<u>\$ 0.28</u>

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 for the quarters ended March 31, 2026 and December 31, 2025 is 25.5% and the rate used for the quarters ended September 30, 2025, June 30, 2025 and March 31, 2025 is 26.0%.

(2) Adjusted income (loss) per diluted share from continuing operations is calculated using the weighted average common shares outstanding for the respective period.



Meghan Beringer

Senior Director Investor Relations

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