2024 Investor Day

Myers is on the Move

March 19, 2024



Opening Remarks

Meghan Beringer, Senior Director of 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; 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; impacts from the novel coronavirus (“COVID-19”) pandemic; 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, 2023. 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.

In addition, certain financial information presented herein regarding the business and financial results of Signature Systems, which was acquired by Myers Industries on February 8, 2024, including historical and proforma financial information, are subject to and may change based on the audited historical financial statements of Signature Systems and unaudited pro forma financial information to be provided by the Company pursuant to Item 9.01 of Current Report on Form 8-K.

Today's Speakers



Mike McGaugh
President and Chief Executive Officer



Grant Fitz
Executive Vice President and Chief Financial Officer



Dave Basque
Business Vice President



Jim Gurnee
Business Vice President



Jeff Condino
Business Vice President



Meghan Beringer
Sr. Director, Investor Relations

Agenda

- Strategic Overview……..Mike McGaugh
- Financials……..Grant Fitz
- 15 Minute Break
- Automotive Aftermarket……Jim Gurnee
- Material Handling……Dave Basque
- Signature Systems……Jeff Condino
- Management Q&A



myers™ INDUSTRIES

Strategic Overview

Mike McGaugh, President & Chief Executive Officer

Today's Key Messages

- Consistent execution of Myers' 3 Horizon Strategy
- Delivered Horizon One: Built our foundation
- Executing Horizon Two: A new Myers
- Repositioning the Company to unlock value

A Look Back at 2023

- Some end markets hit cyclical trough or near trough conditions
- Operational and Commercial Excellence delivered value
- Myers Business System – making our ‘best practices’ permanent
- Signature Systems acquisition, a pivot point for Myers
- One of the strongest years in recent history: Revenue, EBITDA, EPS

What We Are

- ~ $500 million differentiated, branded, high-margin products business
- ~ $300 million industrial distributor with a leadership position in tire supplies
- ~ $200 million custom molder (contract manufacturer) for plastic and steel products

Note: Directional revenue trajectory over Company's Horizon Two strategy outlook.

Who We Are

- #1 or #2 position in niche, profitable businesses
- Branded, differentiated products
- Large-cap talent at a small-cap company
- World Class operational and commercial capabilities
- Cyclical end markets, some currently at ‘trough’ or ‘near trough’ demand levels
- Addressing cyclicality through ‘Self Help’, M&A, and portfolio moves

Our Areas of Focus

- Grow branded products
- Leading brands: #1 or #2 position
- Reduce private label or contract manufacturing exposure
- Consistent innovator
- Acquisitive company

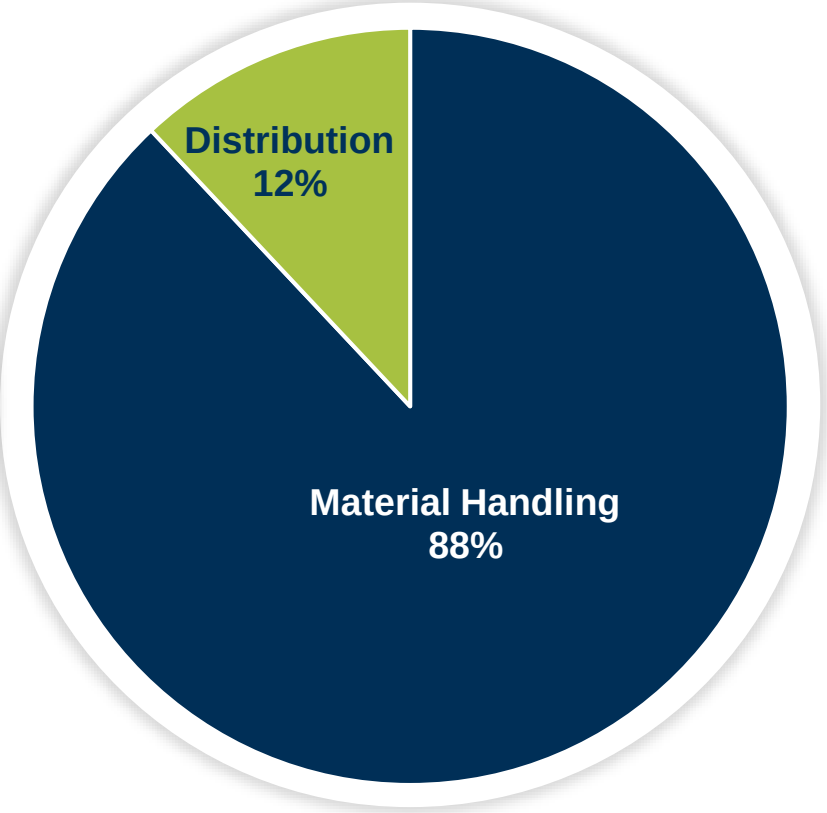
Myers Industries at a Glance

2023
Revenue
$813M

Revenue & Adj. EBITDA by Segment



Revenue



Adj. EBITDA [1]

[1] Does not include corporate costs of $32M not allocated to the segments. See appendix for non-GAAP reconciliations.

Myers Industries at a Glance

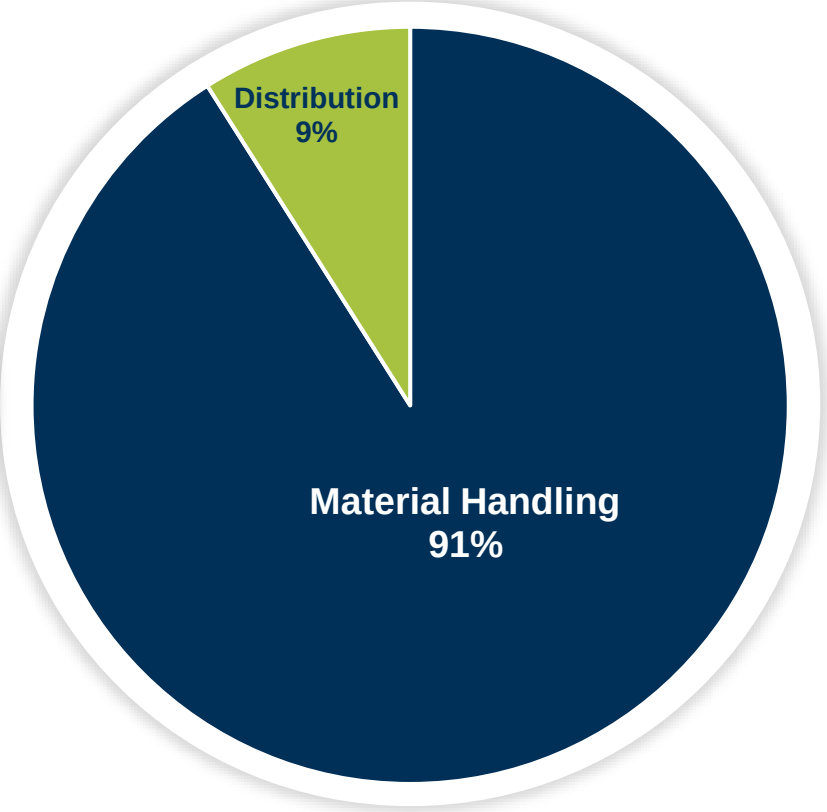
2023
Pro forma
Revenue
$923M[1]

Revenue & Adj. EBITDA by Segment

(Pro forma including Signature Systems)



Revenue



Adj. EBITDA[2]

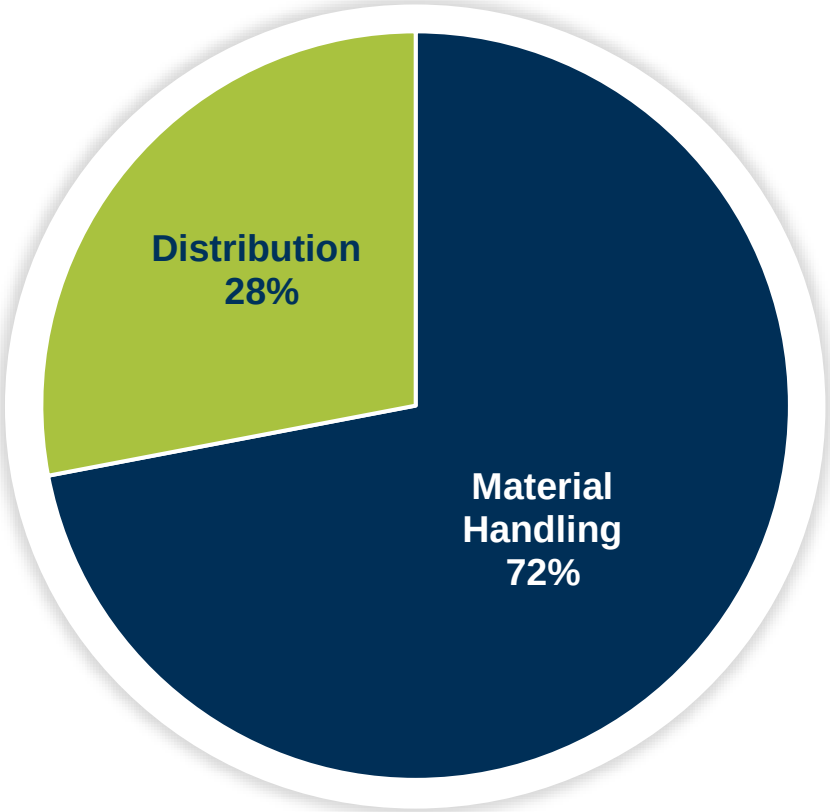
[1] Includes Signature Systems 2023 revenue of $110 million and EBITDA of $39 million as part of Material Handling Segment,
[2] Does not include corporate costs of $32M not allocated to the segments.

Myers Industries at a Glance

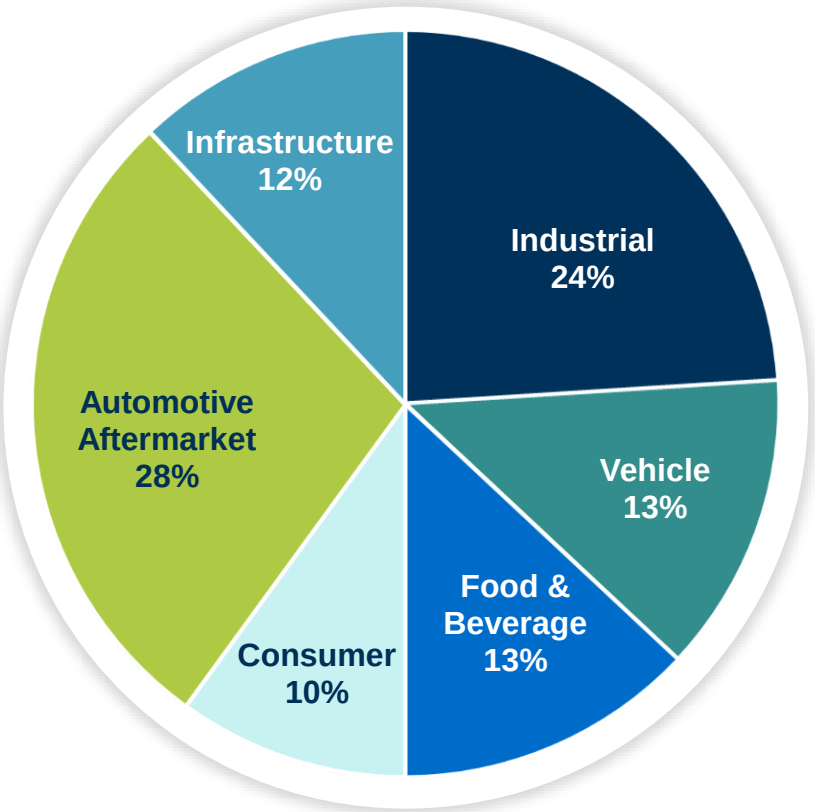
Net Revenue Mix

(Pro forma including Signature Systems)

Segment



End Market



Full Company Pro Forma 2023 Results









$923M
Pro forma Revenue

#1 and #2
Position in Diverse, Niche Markets

$137M
Pro forma Adj. EBITDA

~2,700
Employees

15%
Pro forma Adj. EBITDA Margin

10
Strong brands

Includes Signature 2023 revenue of $110 million and adjusted EBITDA of $39 million. These results are subject to and may change based on the audited historical financial statements of Signature Systems and unaudited pro forma financial information to be provided pursuant to Item 9.01 of Form 8-K .

Our Company is Driven by 4 Power Brands

SIGNATURE SYSTEMS

AKRO-MILS®

BUCKHORN®

SCEPTER®

~80% of pro forma profits are represented by these 4 brands

Transforming Myers Industries: Our Long-Term Vision

	Horizon 1 2020 - 2023	Horizon 2 2024 - 2026	Horizon 3 2026 - 2029
	Self Help, Organic Growth, Bolt-On M&A	*Continued execution of Horizon 1 + Enterprise-level M&A with North America focus*	*Continued execution of Horizons 1 & 2 + Enterprise-level M&A with Global focus*
Focus	**Execute via three elements:** • **Self Help:** Integrated purchasing and supply chain, Pricing, SG&A optimization, Asset reliability • **Organic Growth:** Sales & Commercial Excellence, Innovation, e-Commerce • **Bolt-on M&A within existing plastics technologies**	• **Use cash flow and learning/experience gained from Horizon 1 to acquire larger firms in North America** • **Potential to grow in adjacent technologies**	• **Expand globally via M&A** • **Maintain focus on plastics manufacturing, expand to other substrates**
Financial Targets	**$1B Revenue**	**> $2 Adj. EPS**	**> $3 Adj. EPS**

Strategic Pillars: Driving Consistency, Focus, Execution

Strategic Objective: Our "True North"

Transform Material Handling Segment into a high-growth, customer-centric innovator of engineered plastic solutions, while continuing to optimize and grow Distribution Segment

1. Organic Growth
2. Strategic M&A
3. Operational Excellence
4. High-Performing Culture

2023 Progress Against Strategic Pillars

1 Organic Growth

- Diversifying into Military and Industrial end-markets to overcome Consumer and RV end-market softness
- Continued growth in e-Commerce and large accounts in Automotive Aftermarket
- Innovation and sales gains in Industrial products to balance potential Seed box declines in Ag end market

2 Strategic M&A

- Building out best-in-class M&A framework, tools and capabilities to aid in the pursuit of larger Horizon 2 target opportunities
- Strong balance sheet and cash flow with disciplined approach to M&A

3 Operational Excellence

- Continued implementation of Operational Excellence in purchasing, integrated supply chain and product/asset management remains instrumental in advancing our financial performance
- “Myers Business System” serves as the foundation for Operational and Commercial Excellence, ensuring that our gains over the last years are institutionalized, permanent, and ever-improving

4 High-Performing Culture

- Continuing with the model of “Bolting Large Cap talent on to a Small Cap Company”
- Transforming our Culture. Using servant leadership as a competitive advantage in attracting and retaining talent

The Myers Business System

Standardizing Work Processes



Self Help

- Purchasing
- Pricing Excellence
- SG&A Discipline

Operational Excellence

- Supply Chain
- Manufacturing
- Asset Management

Organic Growth

- Target Account Plans
- Market Plans
- e-Commerce

Horizon 2 Strategic Imperatives





Horizon 2: Our Strategic Lens

	Material Handling		Distribution
	Storage, Handling & Protection	**Engineered Solutions**	**Automotive Aftermarket**
	Branded, high-performance products that move, store and protect	*Designed and tailored solutions that meet our customers' unique needs*	*High-quality repair and replacement parts for passenger cars, commercial vehicles and heavy equipment*
	BUCKHORN, AKRO-MILS, SCEPTER, SIGNATURE SYSTEMS	Jamco Products, Elkhart Plastics, TRILOGY PLASTICS, Ameri-Kart™ A Myers Industries Company	Myers™ Tire Supply, Patch Rubber Company™
CY23 Pro forma Revenue:	$459M	$206M	$258M
CY23 Pro forma Adj. EBITDA:	$136M	$17M	$16M

Note: See appendix for non-GAAP reconciliations. Includes Signature 2023 revenue of $110 million and adjusted EBITDA of $39 million in Storage, Handling & Protection. These results are subject to and may change based on the audited historical financial statements of Signature Systems and unaudited pro forma financial information to be provided pursuant to Item 9.01 of Form 8-K. EBITDA does not include corporate costs of $32M not allocated to the segments

Diverse End Markets Reduce Risk & Provide Growth Opportunities

	Material Handling		Distribution
	Storage, Handling & Protection	**Engineered Solutions**	**Automotive Aftermarket**
	Branded, high-performance products that move, store and protect	*Designed and tailored solutions that meet our customers' unique needs*	*High-quality repair and replacement parts for passenger cars, commercial vehicles and heavy equipment*
End Markets	Agriculture & Food Consumer Industrial Infrastructure Military	RV/Marine Outdoor & Leisure Industrial	Tire Repair Centers Commercial Fleets Heavy Equipment
Anticipated Growth	**1.5X GDP**	**1X GDP**	**1.5X GDP**

Horizon 2 Strategic Imperatives



Storage, Handling & Protection

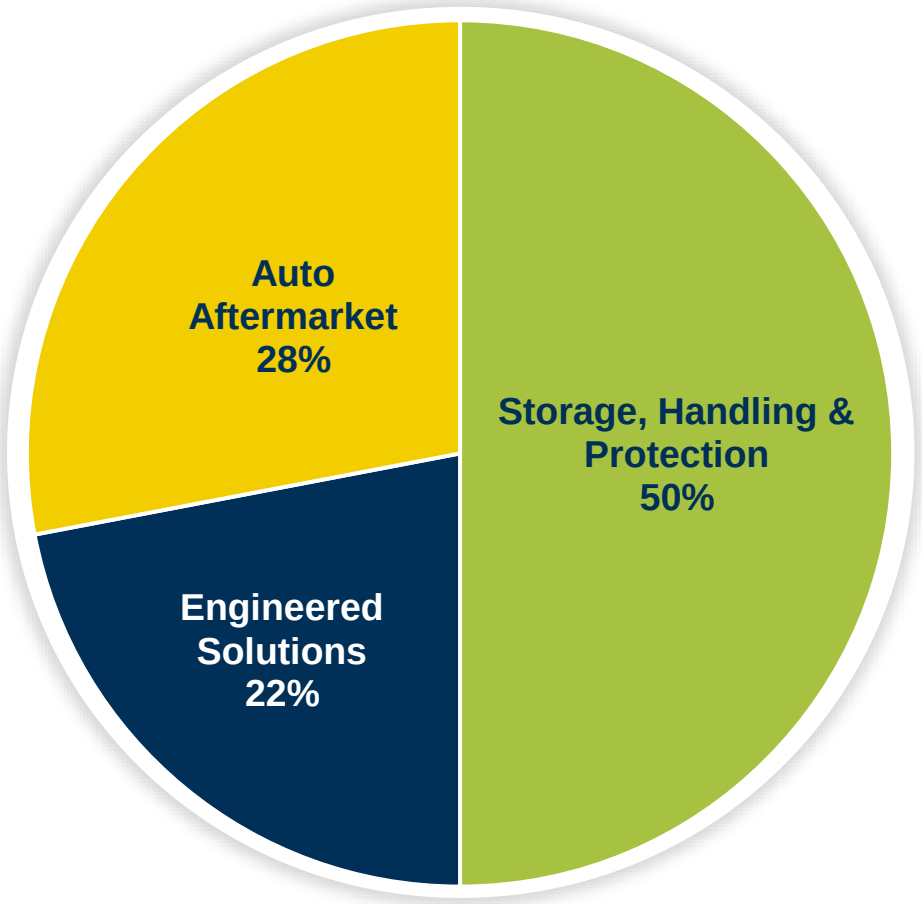


Engineered Solutions

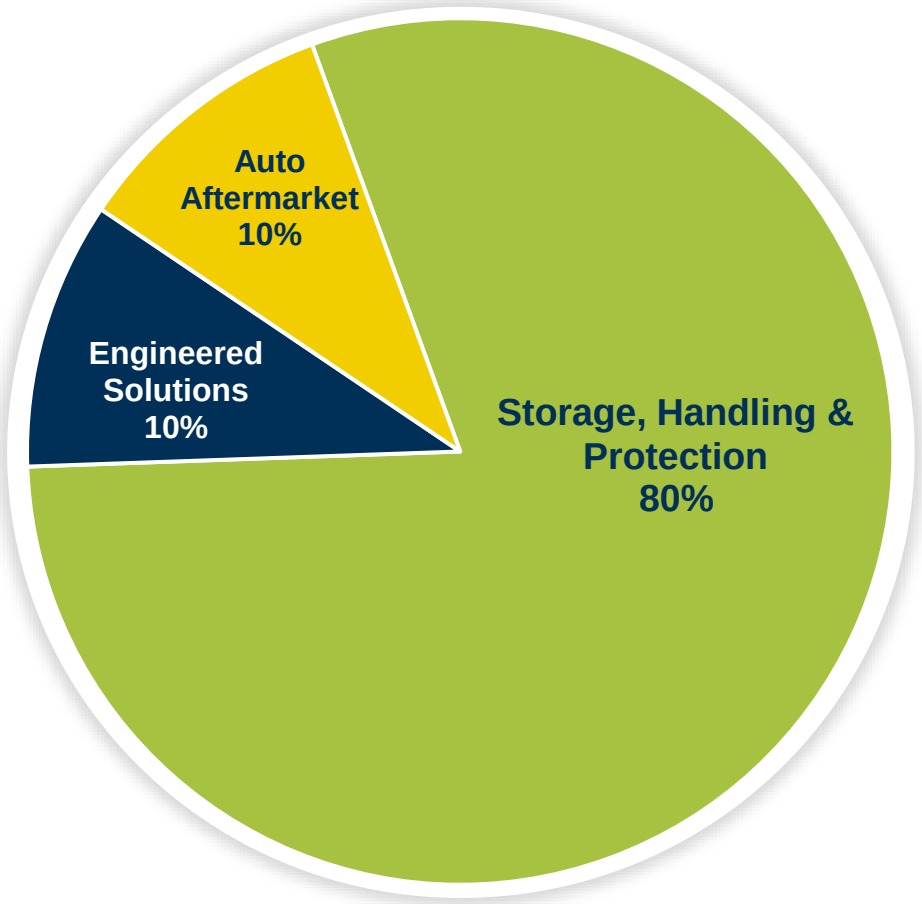
Automotive Aftermarket

Myers Strategic Lens

Portfolio Pro forma Revenue Mix



Portfolio Pro forma EBITDA Mix



Note: Includes Signature 2023 revenue of $110 million and adjusted EBITDA of $39 million in Storage, Handling & Protection. These results are subject to and may change based on the audited historical financial statements of Signature Systems and unaudited pro forma financial information to be provided pursuant to Item 9.01 of Form 8-K. Portfolio Pro forma EBITDA Mix percentages have been rounded for presentation purposes.

Significant Runway for Shareholder Value Creation

	Material Handling		Distribution
	Storage, Handling & Protection	Engineered Solutions	Automotive Aftermarket
Peers	Trex, THE AZEK COMPANY	SILGAN, Berry	GRAINGER, MONRO INC.
Market Multiple	18 – 20X	8 – 9X	10 – 12X
Target Adj. EBITDA Margin	30 – 35+ %	8 – 15%	10 – 12%
CY23 Pro forma Revenue	$459M	$206M	$258M
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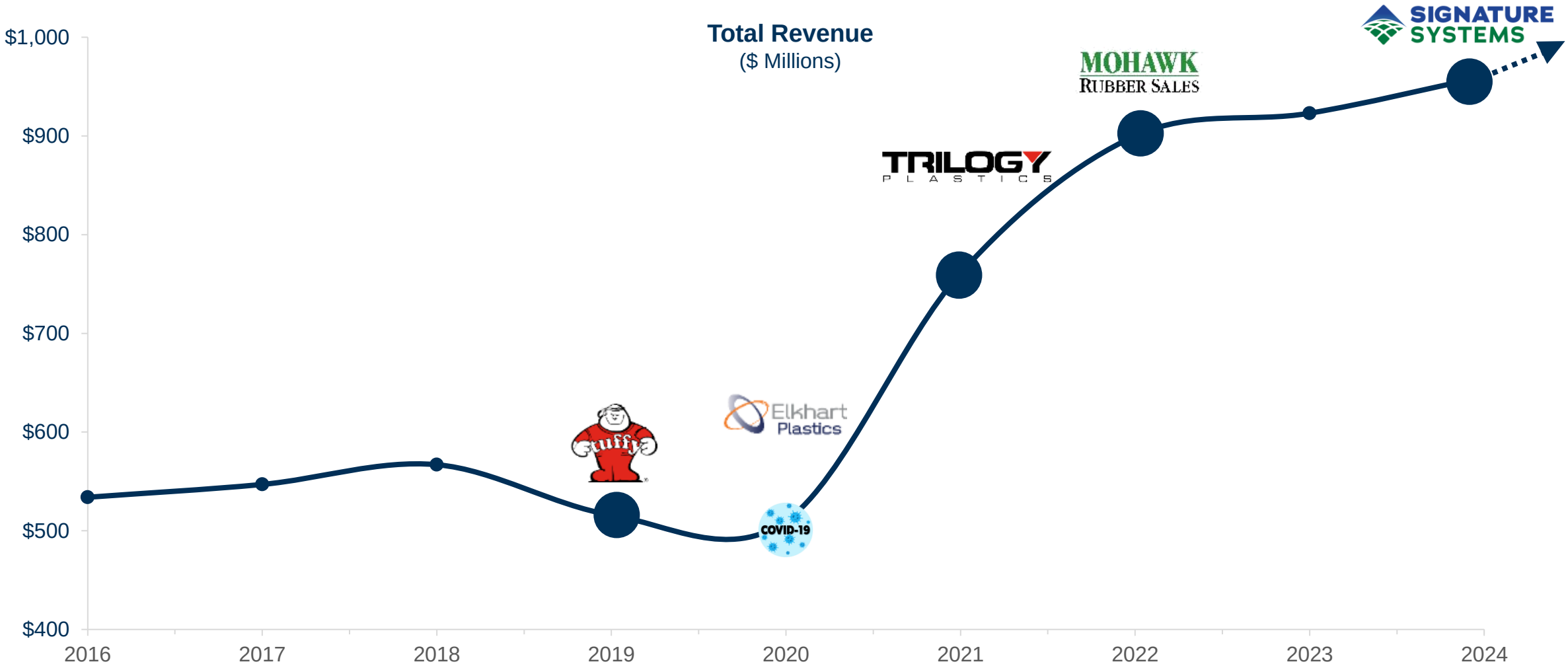
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What We Seek to Acquire

- Branded products, avoid private label
- Primarily #1 or #2 position in growing markets
- Stronger under Myers Business System
- Less cyclical or counter cyclical
- Favorable sustainability profile

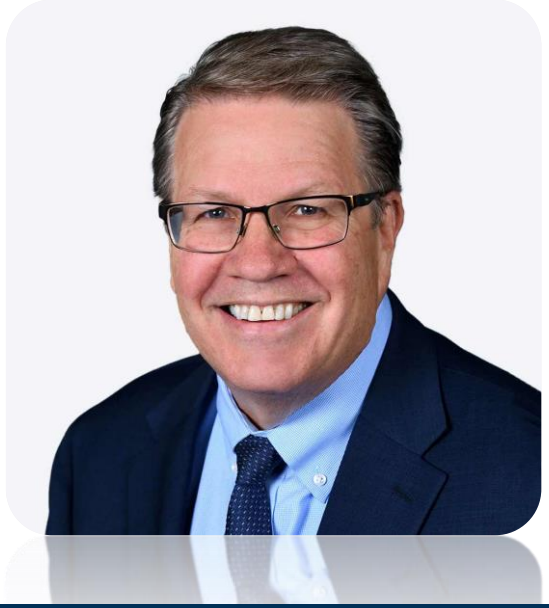
Growing our Portfolio Through M&A



Note: 2023 revenue pro forma for acquisition of Signature Systems completed in February 2024.

Summary

- Built foundation in Horizon One
- Transformation accelerating in Horizon Two
- Signature Systems is a catalyst
- Storage, Handling & Protection portfolio is a significant value driver



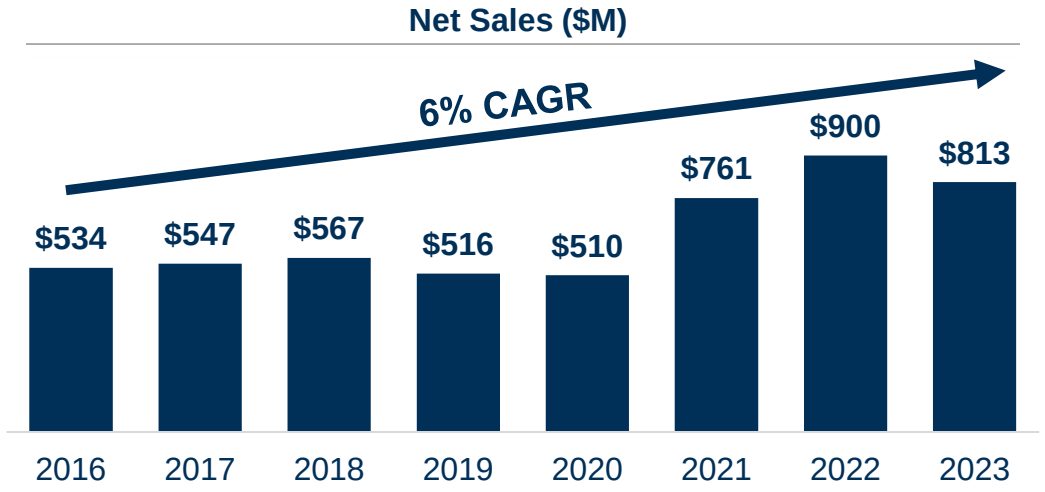
Financials

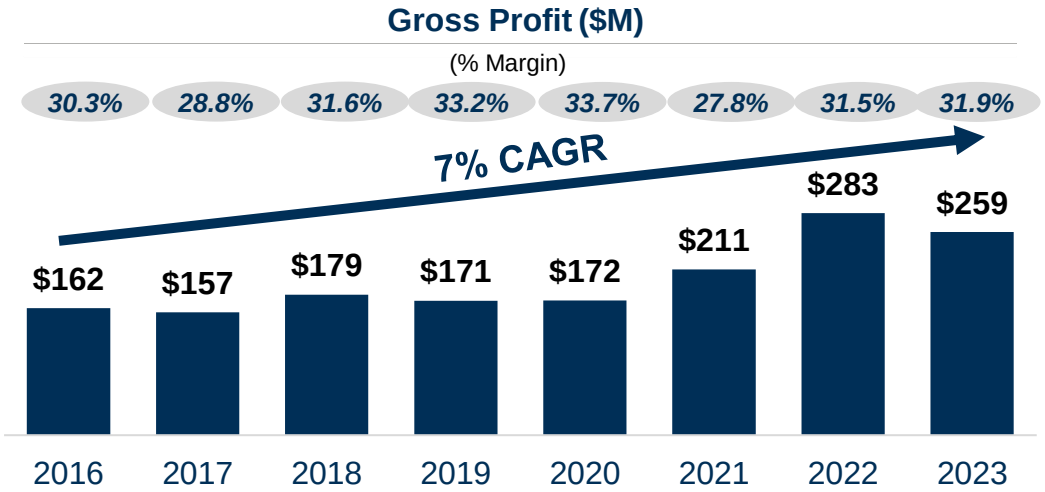
Grant Fitz, EVP & Chief Financial Officer

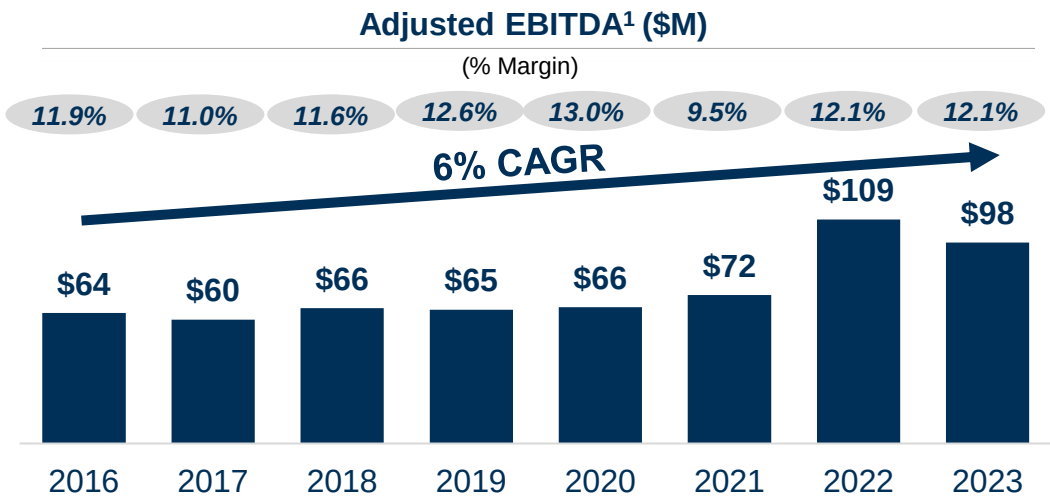
Transforming Myers Industries: Our Long-Term Vision

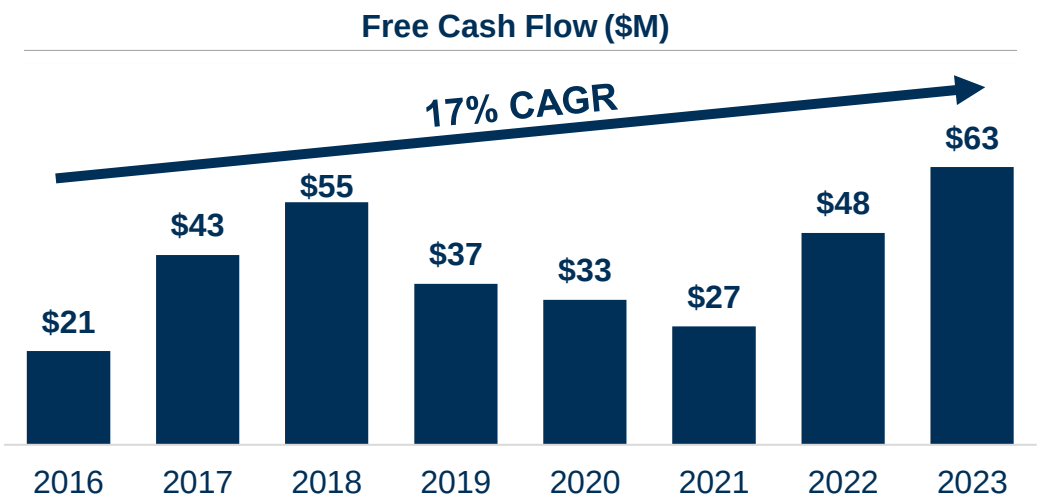
	Horizon 1 2020 - 2023	Horizon 2 2024 - 2026	Horizon 3 2026 - 2029
	Self Help, Organic Growth, Bolt-On M&A	*Continued execution of Horizon 1 + Enterprise-level M&A with North America focus*	*Continued execution of Horizons 1 & 2 + Enterprise-level M&A with Global focus*
Focus	**Execute via three elements:** • **Self Help:** Integrated purchasing and supply chain, Pricing, SG&A optimization, Asset reliability • **Organic Growth:** Sales & Commercial Excellence, Innovation, eCommerce • **Bolt-on M&A within existing plastics technologies**	• **Use cash flow and learning/experience gained from Horizon 1 to acquire larger firms in North America** • **Potential to grow in adjacent technologies**	• **Expand globally via M&A** • **Maintain focus on plastics manufacturing, expand to other substrates**
Financial Targets	**$1B Revenue**	**> $2 Adj. EPS**	**> $3 Adj. EPS**

Strong Performance and Free Cash Flow Generation









[1] See appendix for non-GAAP reconciliations.

How We Did in 2023

2023 marked a year of continued progress in spite of cyclical end market declines and yielded one of the highest adjusted earnings per share, adjusted EBITDA and revenue in recent years

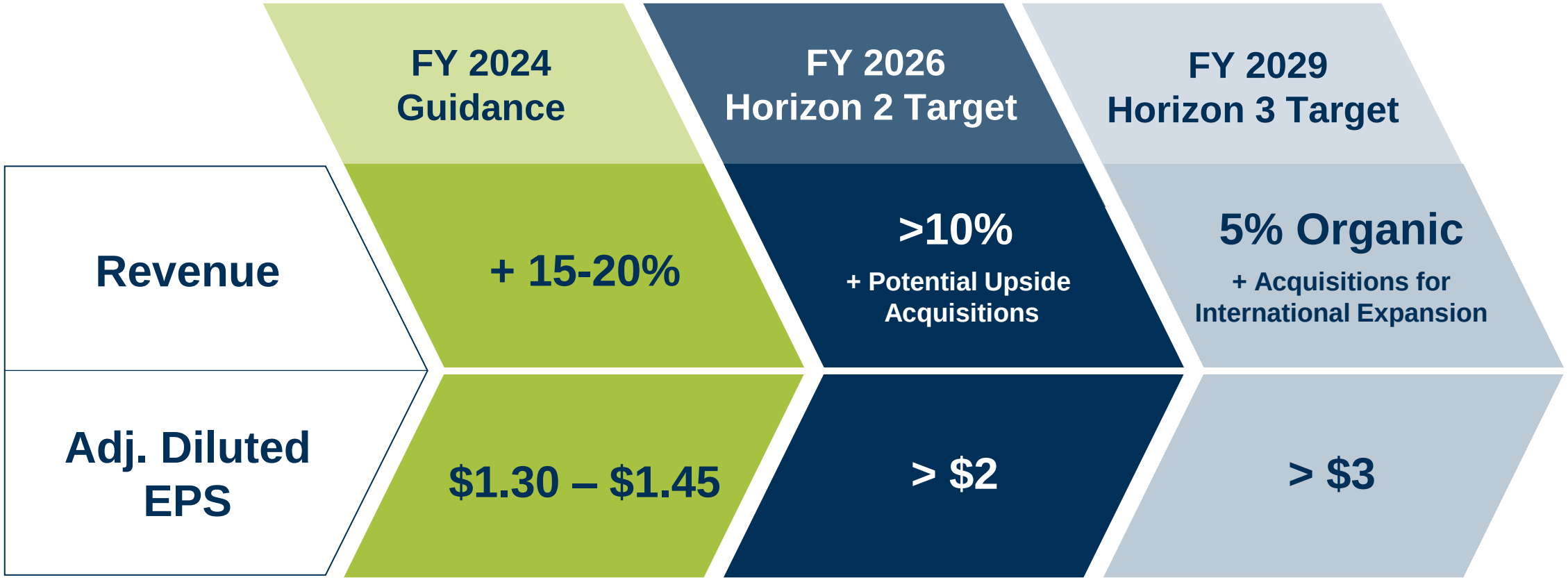
(In $ millions except EPS)	2023
Net Sales	**$813.1**
Adj Gross Profit	**259.9**
Adj Gross Margin	***32.0%***
Adj Op Income	**75.3**
Adj Op Income Margin	***9.3%***
Adj EBITDA	**98.0**
Adj EBITDA Margin	***12.1%***
Diluted Adjusted EPS	**$1.39**

Key Metrics	2023
ROIC - %	**15.5%**
Free Cash Flow Conversion	**64.6%**
Dividend per share	**$0.54**

- Strong Business Fundamentals
  - Over a 15% Return on Invested Capital
  - Free Cash Flow Conversion over 60%

[1] See appendix for non-GAAP reconciliations.

Where We're Going: Horizon Strategy Outlook

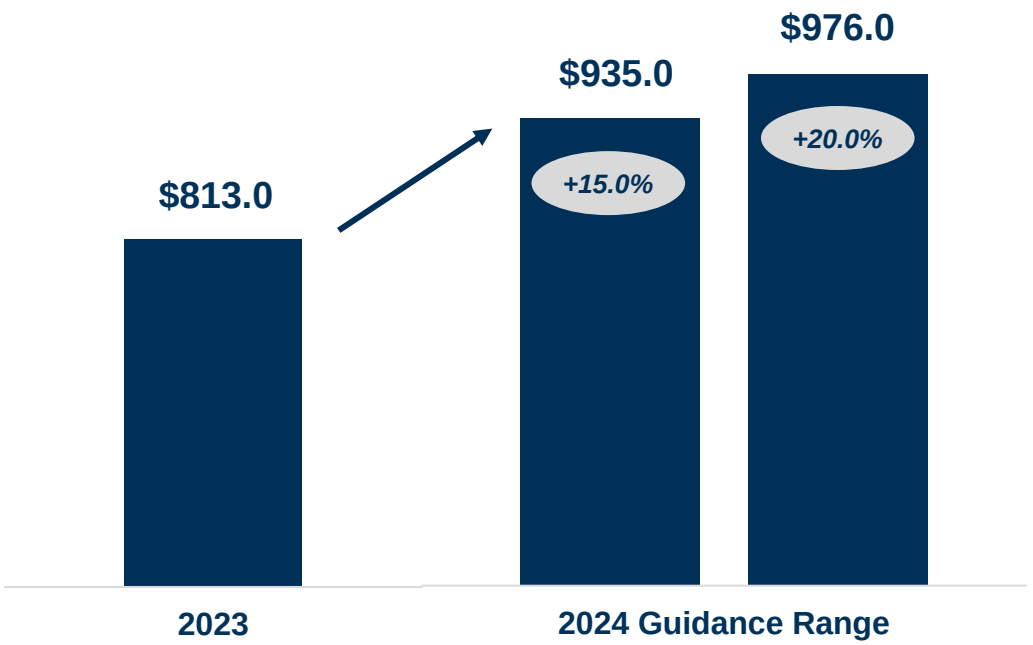


- Storage, Handling & Protection products drive Material Handling Segment growth
- Automotive Aftermarket growth and margin expansion opportunity with transformation underway

Myers with Signature – 2024 Guidance

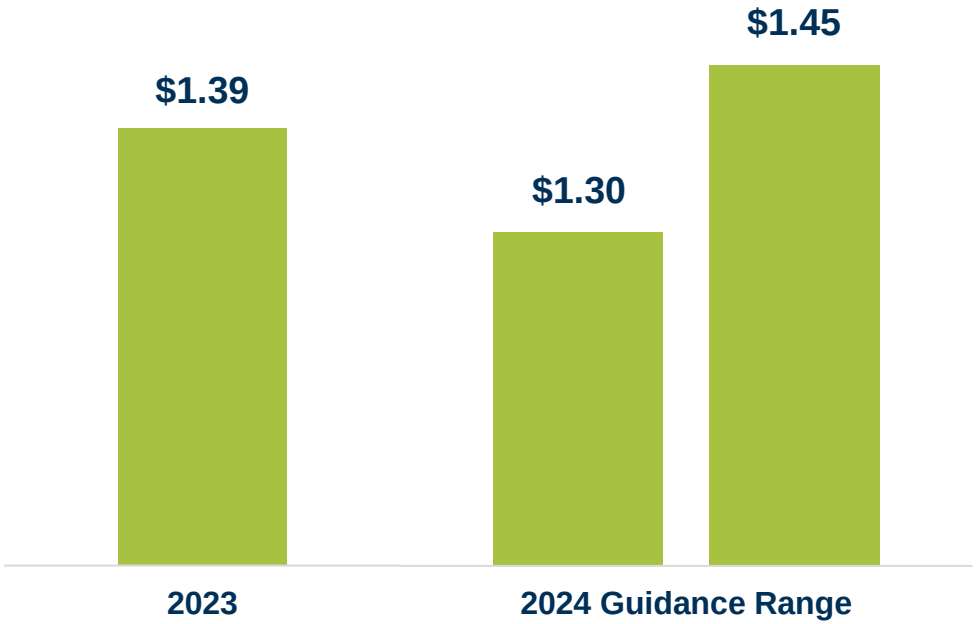
Revenue

($ in millions)



Adj. EPS*

($ per share)

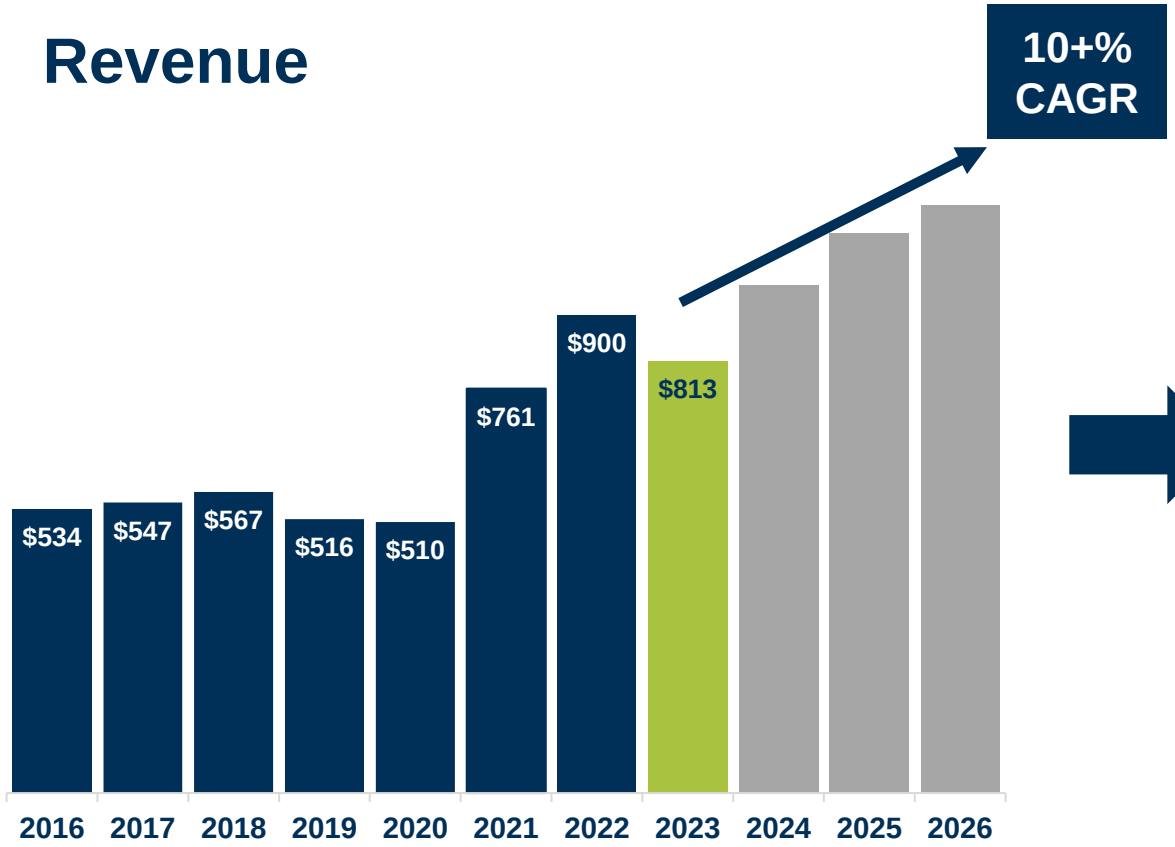


A compelling business with stronger revenue growth opportunities and a much-improved profitability profile post acquisition expenses

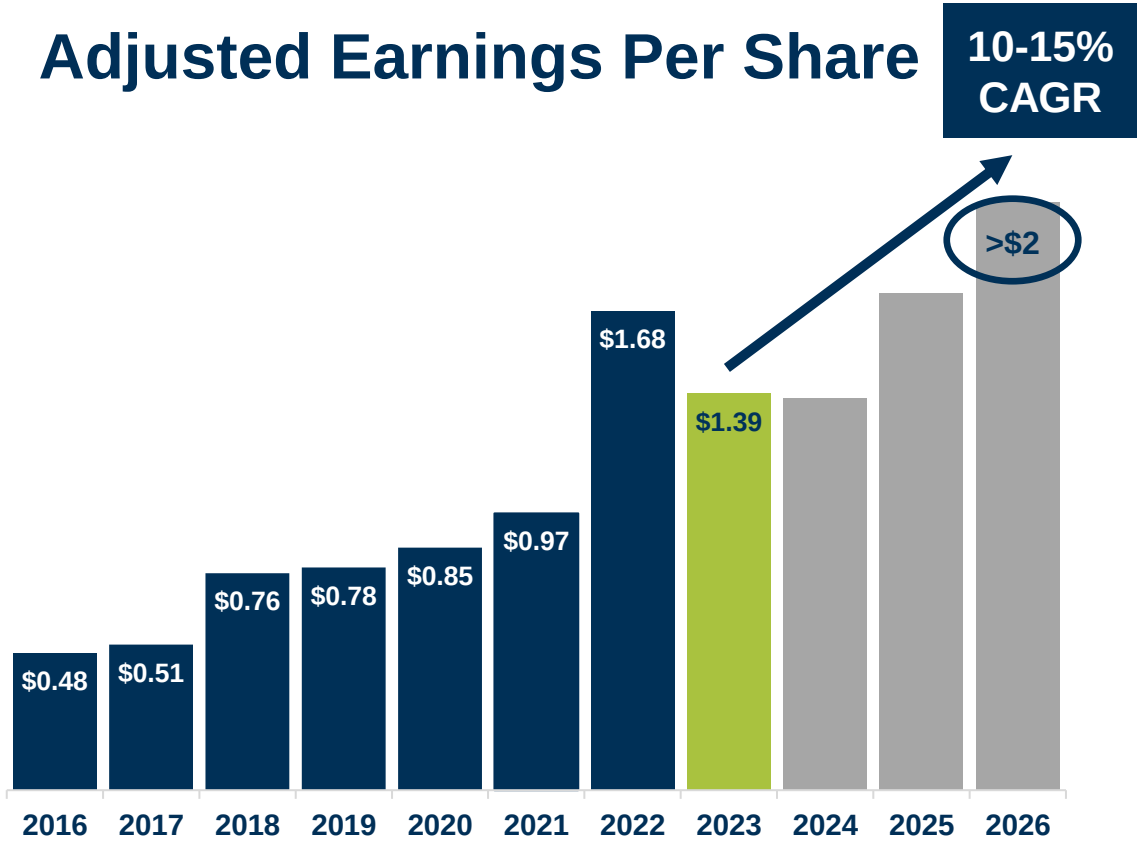
*Subject to completion of purchase accounting for the February 8, 2024 acquisition of Signature Systems, which could have positive or negative impact on EPS metrics related to depreciation and amortization.
See appendix for non-GAAP reconciliations.

Three Year Financial Targets

Revenue



Adjusted Earnings Per Share

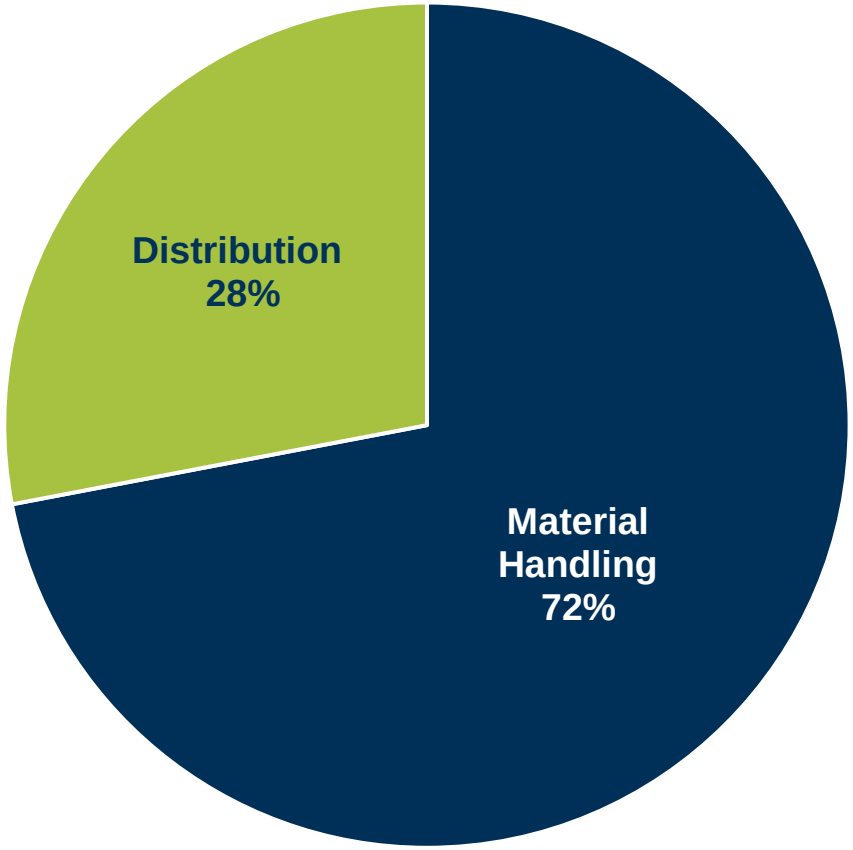


Strong growth in Revenue and Earnings Per Share, driven by both Organic and Inorganic Opportunities

[1] See appendix for non-GAAP reconciliations.

Current Market View on Myers Business

2023 Pro forma Segment Revenue of $923 Million



March 15, 2024
Stock Price
$20.84 / share

Implied Adj. EBITDA
Multiple ~8.5X

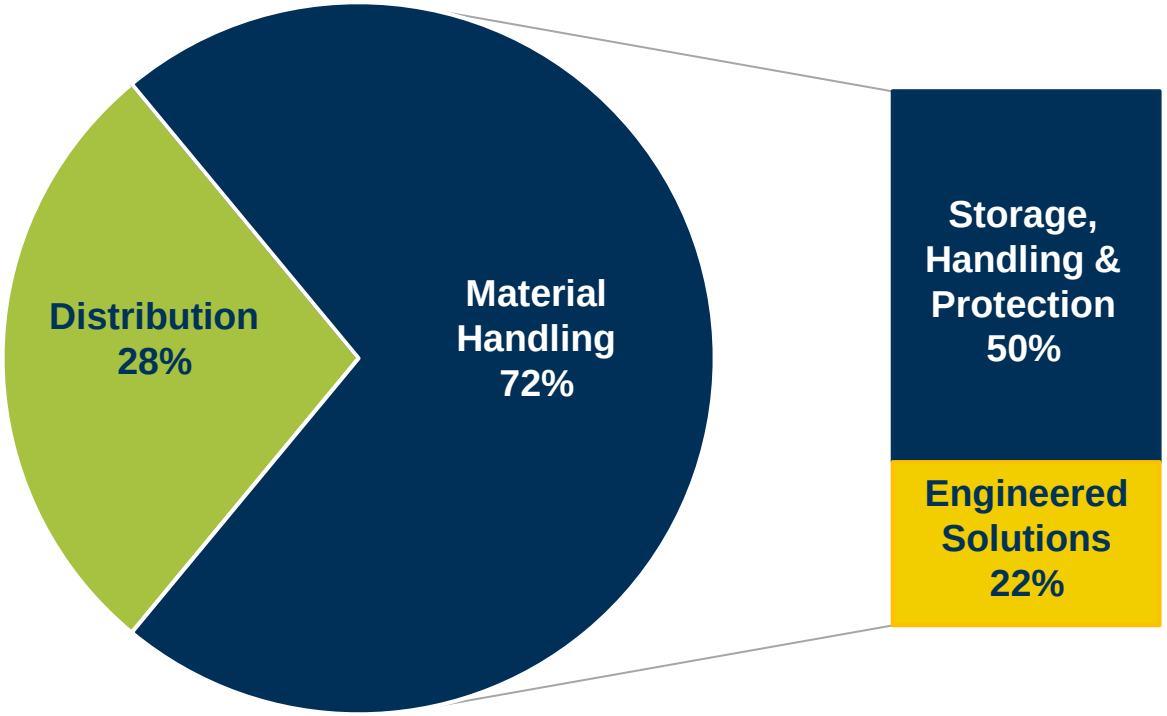
Note: Includes Signature Systems 2023 revenue of $110 million as part of Material Handling Segment

Unleashing the Value

Material Handling		Distribution	Corporate
Storage, Handling & Protection	Engineered Solutions	Automotive Aftermarket	Leverage Scale
BUCKHORN, AKRO-MILS, SCEPTER, SIGNATURE SYSTEMS	Jamco Products, Elkhart Plastics, Inc., TRILOGY PLASTICS, Ameri-Kart	Myers Tire Supply, Patch Rubber Company	
Branded, High Value	Contract Manufacturing	Industrial Distribution	Centers of Excellence
Target Adj. EBITDA Margin	30 - 35+%	8 - 15%	10 - 12%

Breaking Myers Out to Unleash the Value Potential

2023 Pro forma Revenue Mix



Over 50% of our Revenue is in Storage, Handling & Protection

High-margin, high-growth brands with a targeted 30 – 35+% Adjusted EBITDA Margin

Note: Includes Signature Systems 2023 revenue of $110 million as part of Material Handling within Storage, Handling & Protection Products

Significant Runway for Shareholder Value Creation

	Material Handling		Distribution
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Peers	Trex, The AZEK Company	Silgan, Berry	Grainger, Monro Inc.
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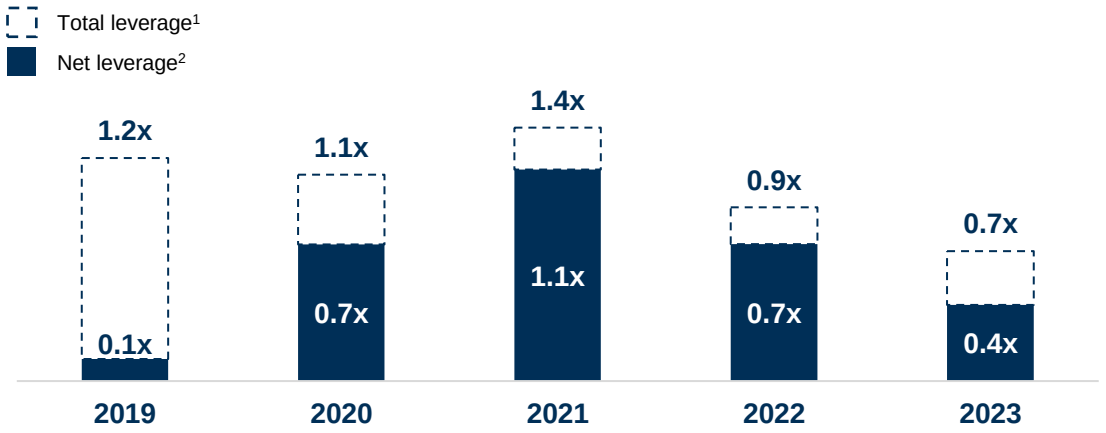
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Disciplined Capital Allocation Policy

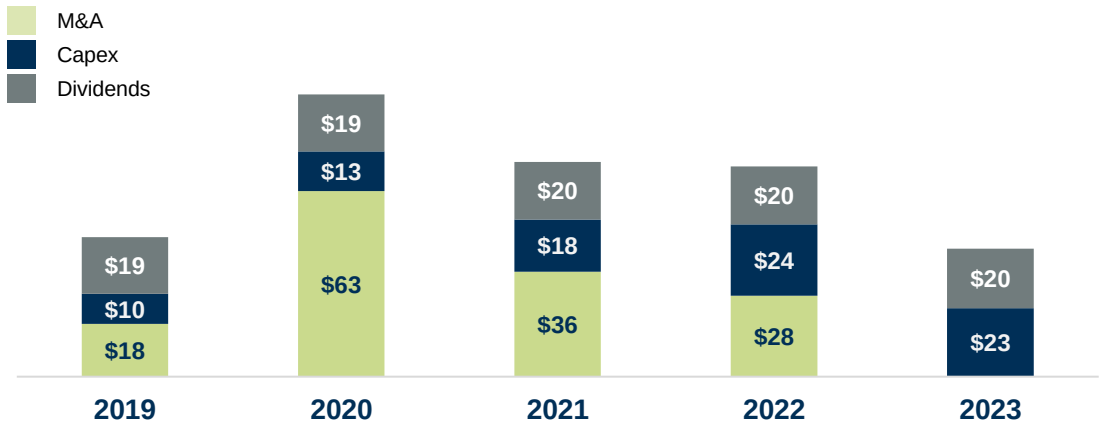
Capital Allocation Priorities

1. Focus on debt repayment to return to historical leverage levels
2. Maintain strong balance sheet with ample liquidity via cash on hand and revolving credit facility capacity
3. Capex spend expected to remain at 2.0%-3.0% of revenue
4. Continue proud history of capital returns through dividends or potential share buybacks
5. Opportunistically pursue strategic M&A[3]

Historically Conservative Leverage Profile



Balanced Capital Spending While Maintaining Conservative Leverage



[1] Myers Total Leverage Ratio as defined per the credit agreement; [2] Calculated as Total Debt, less balance sheet cash divided by Compliance Adj. EBITDA per the credit agreement; [3] Initiative will move up in priority as net leverage ratio drops below 2x.

New Capital Structure with Signature Acquisition

myers INDUSTRIES

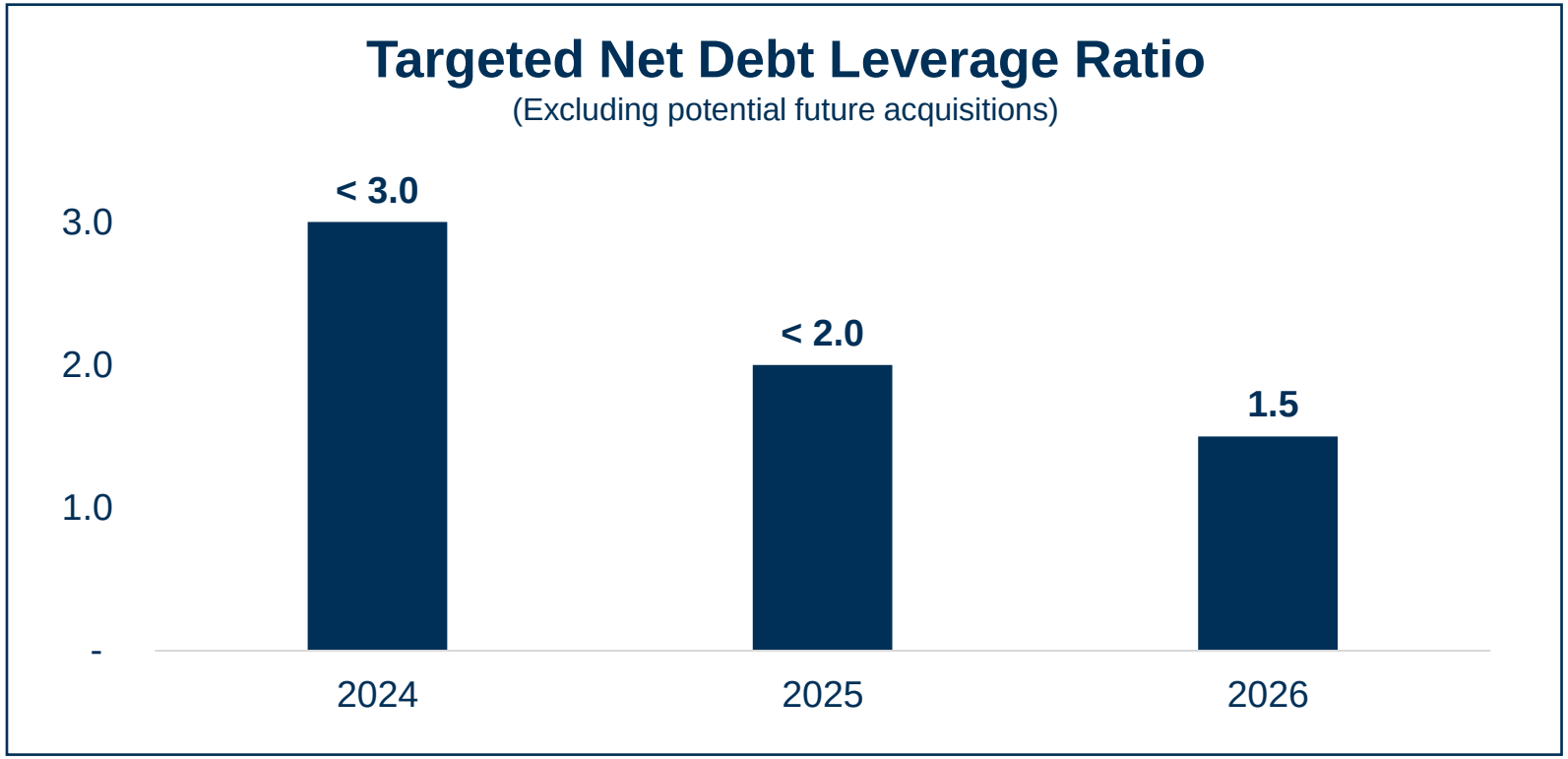
SIGNATURE SYSTEMS

New Capital Structure

- Transaction funded by a secured 5-year $400M term loan A facility
- Amended $250M Senior Revolving Credit Facility
- Projected net leverage ratio is within Myers' strategy to be ~3X at the time of acquisition, with free cashflow expected to allow for paydown to under 2X within two years of closing
- Interest Coverage projected to be 4-5X in first year
- New capital structure provides additional liquidity for compelling acquisitions

New Capital Structure with Signature Acquisition

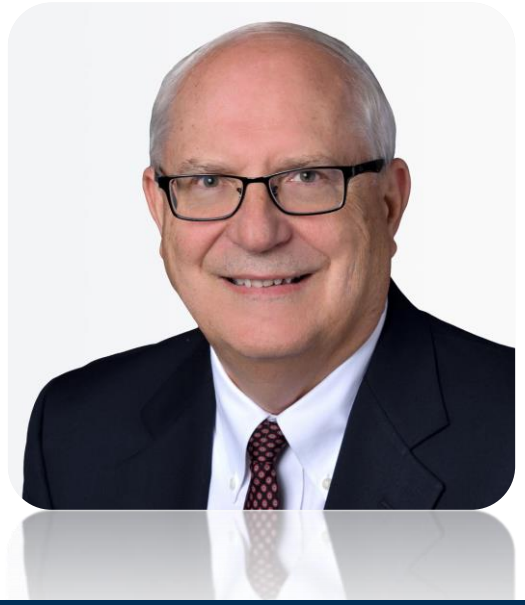
New Capital Structure



Projected >60% FCF Conversion Each Year

Summary

- Myers provides a compelling opportunity for investment
  - Strong Earnings and Free Cash Flow profile
  - High Margin, Power Brands in our Storage, Handling and Protection products provide growth upside
  - Disciplined Capital Allocation approach
- Leveraging the Myers Business System to execute on the 3 Horizon Strategy
- Well-positioned for continued growth



Automotive Aftermarket

Jim Gurnee, Business Vice President

Automotive Aftermarket

Material Handling

Storage, Handling & Protection

Branded, high-performance products that move, store and protect

BUCKHORN®

AKRO-MILS®

SCEPTER™

SIGNATURE SYSTEMS

Engineered Solutions

Designed and tailored solutions that meet our customers' unique needs

Jamco Products

Elkhart Plastics, Inc.

TRILOGY PLASTICS

Ameri-Kart™

Distribution

Automotive Aftermarket

High-quality repair and replacement parts for passenger cars, commercial vehicles and heavy equipment

Myers™ Tire Supply

Patch Rubber Company

Automotive Aftermarket

Myers is a leading supplier serving national, regional and multi-location tire outlets across four key Automotive Aftermarket segments



Passenger/Retail



Commercial



Retread



OTR

Key Customers

BJ's TIRE CENTER
MONRO MUFFLER/BRAKE & Service
BRIDGESTONE
RNR TIRE EXPRESS
MAVIS DISCOUNT TIRE

COMMERCIAL TIRE Employee Owned & Operated
GOODYEAR
Boulevard Tire Center
McCARTHY TIRE SERVICE

Pomp's TIRE SERVICE, INC.
CONLAN TIRE RETREADING AMERICA
SNIDER FLEET SOLUTIONS
GOODYEAR

THE TIRE WELDER
PURCELL TIRE AND SERVICE CENTERS
H&H INDUSTRIES
COMMUNITY TIRE

Scale = Superior Service Levels

Myers is the largest and most capable distributor providing professionals need to service tires, wheels and related components

US Operating Facilities



Myers Tire Supply

Central America/Export Operating Facilities



Myers Tire Supply International

"Best in Class" Service

- 97% Orders shipped same day
- Right Part, Right Place, Right Time, Every Time
- Most domestic distributor sites with international reach

Myers is 4-5x larger than the next largest distributor in this space

Scale = Cost Advantage

Size and scale allows greater purchasing power and cost advantage

- Broadest Category Offerings in the industry
- Good, Better, Best solutions
- Strategic Supplier relationships for targeted growth

Equipment

- Lifts
- Tire Changers
- Wheel Balancers



Retread & Repair

- Patchers
- Plugs
- Chemicals



Wheel Weights

- Clip on weights
- Internal balancing
- Beads



Shop Tools

- Jacks/Jack stands
- Air Tools
- Sockets



Shop Supplies

- Brake cleaner
- Back-office supplies



TPMS

- Pressure sensors
- Scan tools
- Service kits



Valves

- Valves
- Valve Cores
- Caps
- Stems



Ease of Doing Business

Myers Tire Supply has the size and scale to financially support key customer needs that enable Myers to stay ahead of competitors

Myers Service 'Differentiators" that deliver superior service levels

Multiple Ordering & Service Platforms



(E-Commerce, Inside Sales, MTS Xpress)

Most Experienced / Certified and Knowledgeable support Teams

(Customers Service, Field Reps)

Ability to Flex and Scale



(One location to Locations Worldwide)

VMI/CMI Services

VMI
Vendor Managed Inventory

Best in Class

Pro Sales

Myers Tire Supply has a strong brand supported by an experienced well-trained team

The business is built on relationships and service

Myers wins on both

Myers Service 'Differentiators" that deliver superior service levels

- Dedicated Corporate and Regional Account Managers – *Industry Leaders*
- Market-focused specialized reps Inside/Outside – *Industry Leaders*
- Provide business solution – *Product training, certifications, safety audits*
- Reps solve customer problems – *Help them win in the marketplace*

Market Expansion/Tailwinds

Meaningful Market Trends support Myers growth into the future

- Demand for **EVs will continue to grow,** with a greater need for tire repair for EVs vs. ICEs
- **Continued consolidation** among the top tier tire dealers – best served by a national distributor
- Vehicle **Miles traveled projected to grow** through the next decade
- Number of **Cars on the road continues to grow** as well, over 2 million per year through 2026
- Average **Age of cars/light trucks** hit a new record of 12.5 years, increasing service demand

Summary

- Myers is the **Largest Distributor** serving this end-market
- Our size and scale allows us **Greater Cost Advantage**
- Our cornerstone is **Superior Service** with advanced technology
- Largest, most knowledgeable **Sales Force** in the industry
- There are **Favorable Tailwinds** which align to Myers strengths



Material Handling

Dave Basque, Business Vice President

Material Handling

Material Handling

Storage, Handling & Protection

Branded, high-performance products that move, store and protect

BUCKHORN

AKRO-MILS

SCEPTER

SIGNATURE SYSTEMS

Engineered Solutions

Designed and tailored solutions that meet our customers' unique needs

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Distribution

Automotive Aftermarket

High-quality repair and replacement parts for passenger cars, commercial vehicles and heavy equipment

Myers Tire Supply

Patch Rubber Company

Summary

4 Four powerful and differentiated brands with **#1 and #2 market positions**


Scaling **Commercial Excellence** to grow, innovate, and price to the value we create


Experts in **material substitution**, helping Brands and consumers switch to durable plastic


Executing **Operational Excellence system** to drive down cost while maintaining service levels


Engineered Solutions capability to supply contract manufacturing and private label options


Positioned for future organic and inorganic **growth**

Four Power Brands – Storage, Handling & Protection

myers INDUSTRIES

BUCKHORN®

Top provider of the strongest reusable solutions for the world's biggest Brands

AKRO-MILS®

Leader in industrial storage systems to support inventory management

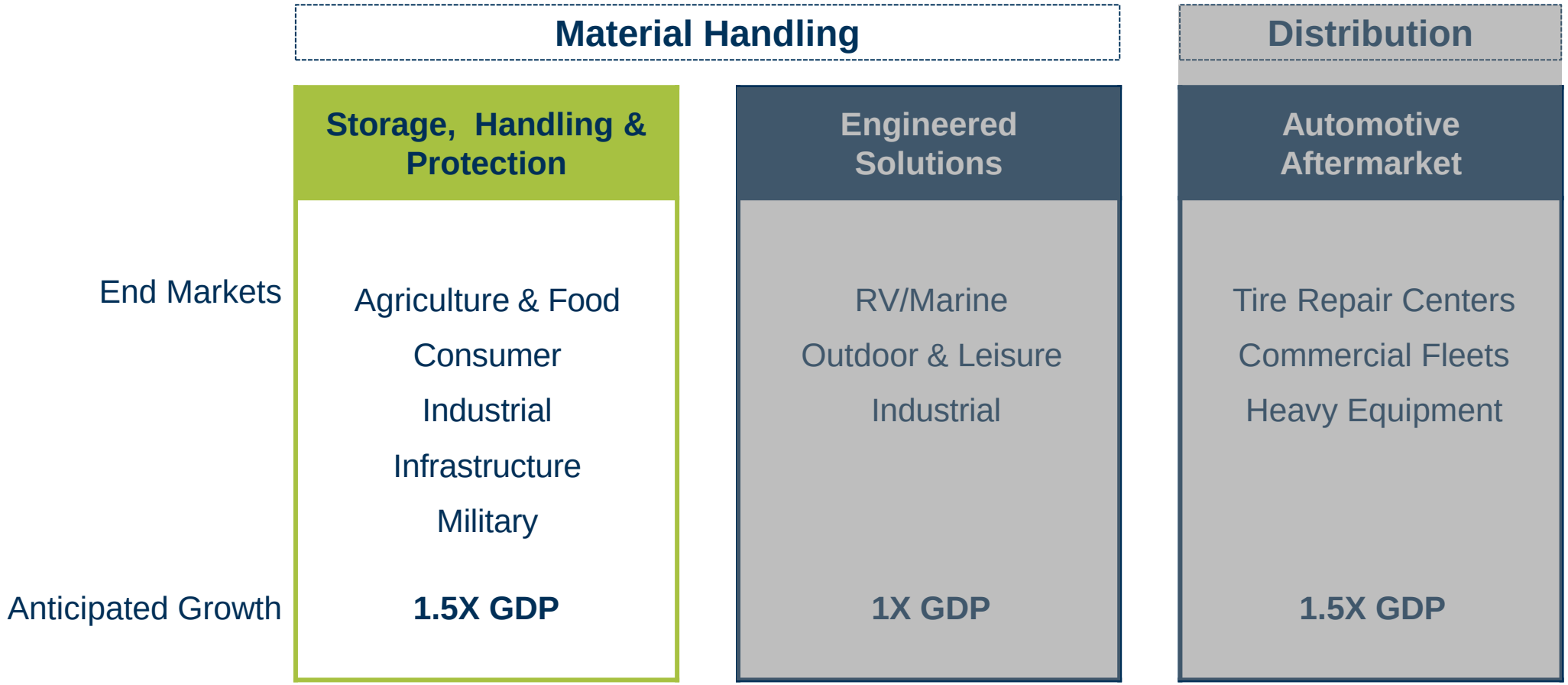
SCEPTER™

Brand of choice for fuel storage, marine accessories, and plastic ammunition storage

SIGNATURE SYSTEMS

Leading designer and manufacturer of engineered ground protection products for a diverse range of infrastructure and commercial applications

Diverse End Markets Reduce Risk & Provide Growth Opportunities



Food Conversion – Storage, Handling & Protection

Value created by driving **Material Substitution to a better solution**



Food & Beverage Ingredients
Corrugated Gaylord & Wood Pallet



Intrepid IBC

- Reusable 10 years +
- Easy Clean, FDA Compliant PP
- <18 month payback

Chemical Conversion – Storage, Handling & Protection

Value created by driving **Material Substitution to a better solution**



Chemicals & Hazardous Materials
Composite IBC / Bottle-in-Cage



Tuff Series IBC

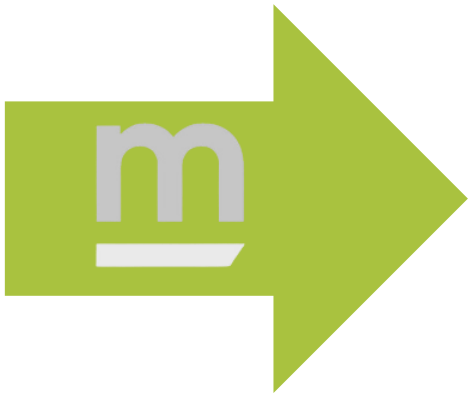
- Consistent Quality
- Cost & Waste Reduction
- All Plastic
- UN / DOT Compliant

Organization Conversion – Storage, Handling & Protection

Value created by driving **Material Substitution to a better solution**



Industrial Stockroom
Cardboard Disposable Shippers





AkroBin

- Reduce Out-of-Stocks / Increase Turns
- 60lb capacity
- Poka Yoke / Kanban Enablement

Military Conversion – Storage, Handling & Protection

Value created by driving **Material Substitution to a better solution**



Military Ammunition
Steel / Wood



Scepter Military

- Heavy Duty Plastic
- 17%-35% Lighter
- Weather / Impact Resistant
- UN / NATO Qualified

Outdoor Conversion – Storage, Handling & Protection

Value created by driving **Material Substitution to a better solution**



Traditional Wooden Dock
Wood / Steel

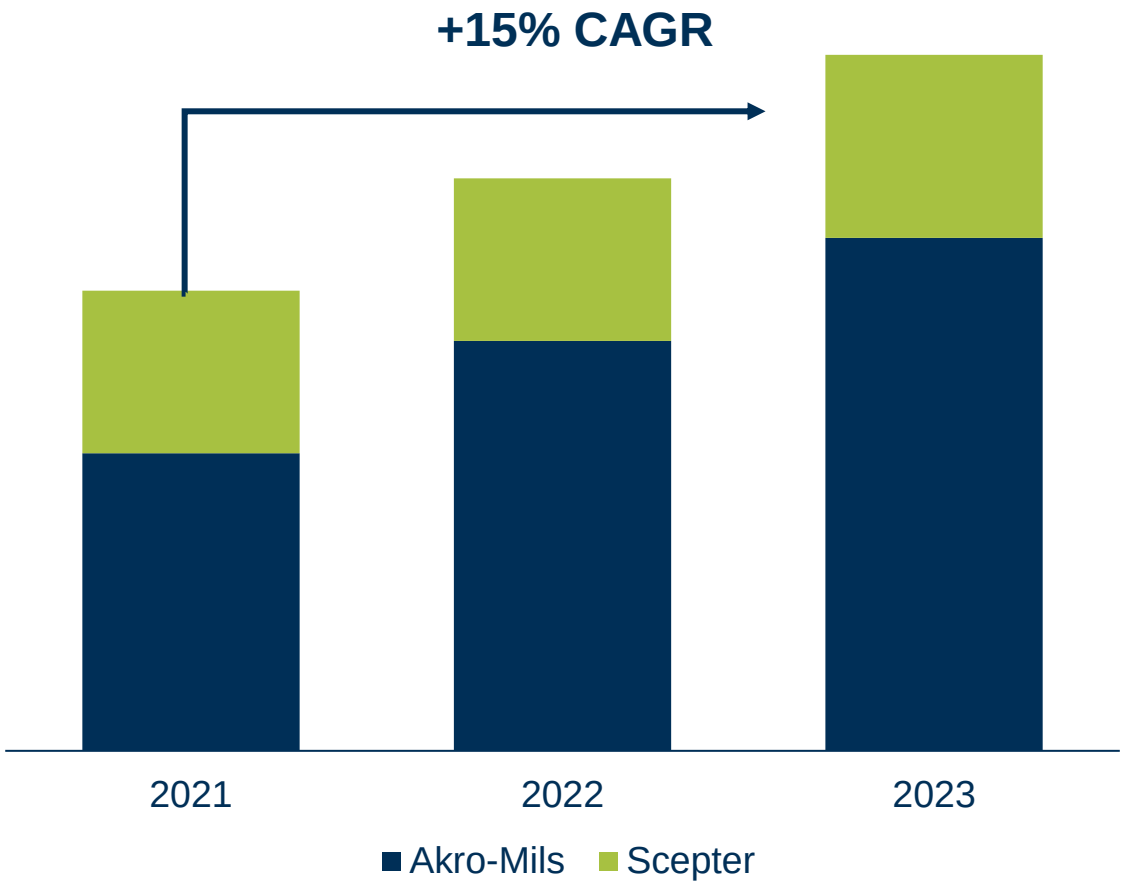


Connect-a-Dock

- High Customization
- Easy Install / Low Maintenance
- Strong & Durable

e-Commerce Revenue Growth

Channel growth in e-Commerce starting with 2 Material Handling Power Brands





Innovation – Storage, Handling & Protection

Scepter Flo ‘n Go Powered Fueling Station

- Convenience of a gas pump at home or on the job

Target Audiences

- Pro User / Small Landscape Company
- DIYer
- Power Sports Enthusiasts

Features/Benefits

- Simple, intuitive controls
- Powered on-the-go with AA / Accessory cables available
- High-capacity for work or big toys
- Rugged treads allow container to go where needed
- Long reach hose and extensive accessories



Operational Excellence

Executing to drive down costs while maintaining service levels

Lower Cost

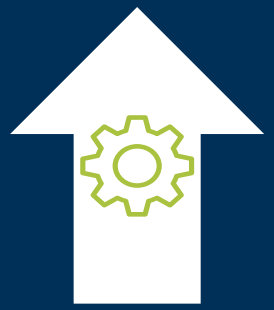
Scale & Discipline



- ❑ Purchasing Leverage
- ❑ Asset Reliability
- ❑ Reduce Cost
- ❑ S&OP Diligence

Increase Productivity

More with Less



- ❑ Unlock Hidden Factory
- ❑ Asset Utilization
- ❑ Labor Efficiency
- ❑ Innovation

Increase Revenue

Enable Growth



- ❑ Profitable Portfolio
- ❑ Quality & Service
- ❑ Smart Asset Investment
- ❑ e-Commerce Channel

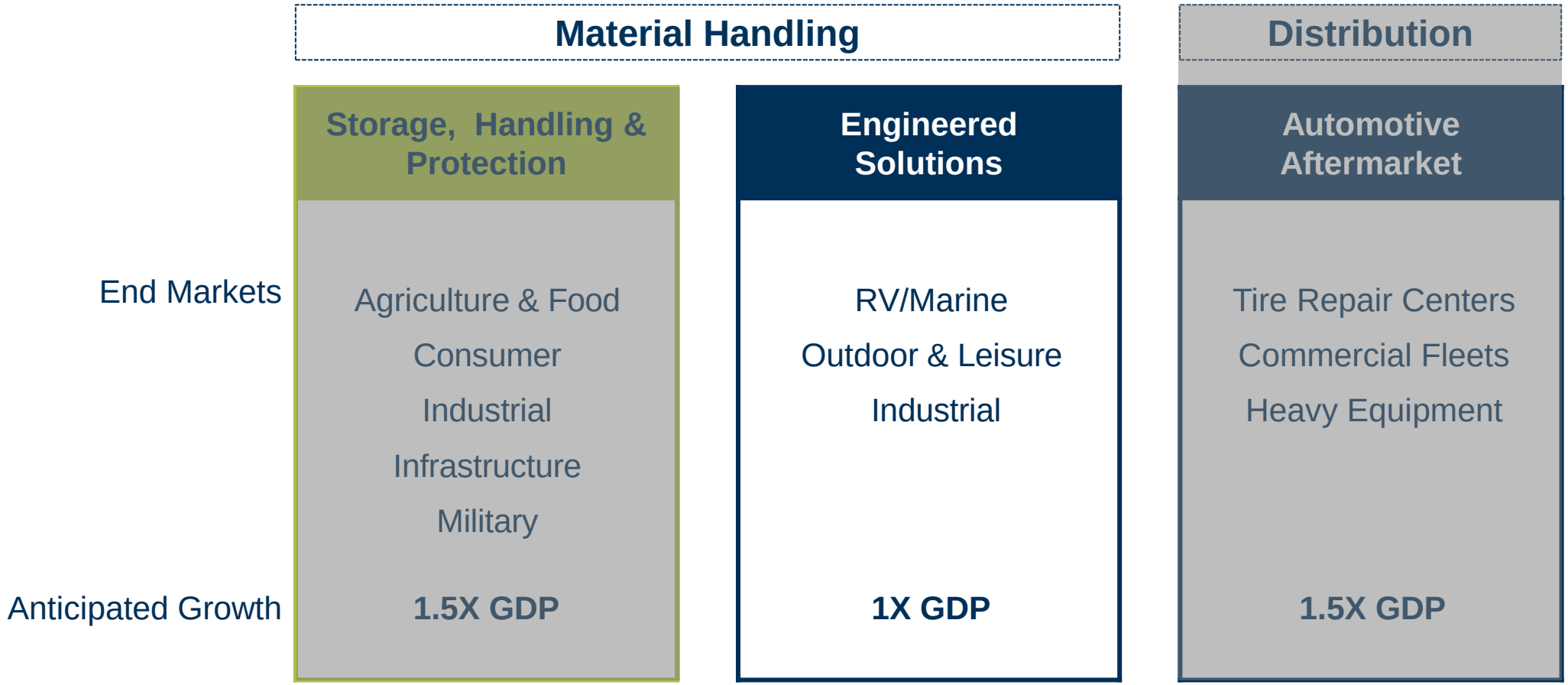
Capability Development

People Focus



- ❑ Recruit High Caliber
- ❑ Manage Safety
- ❑ Environmental Responsibility

Diverse End Markets Reduce Risk & Provide Growth Opportunities



Engineered Solutions – Operational Excellence

Solutions for **contract manufacturing** and private label production

Myers' Brands

Ameri-Kart™
A Myers Industries Company

Elkhart Plastics, Inc.

TRILOGY PLASTICS

Jamco Products
A Myers Industries Company

Myers' Engineered Strategy

Provide customers exceptional value, emphasizing ***operational excellence*** and ***efficiency***

- Leveraged Material Purchasing
- Design & Engineering
- Rotomolding, Thermoforming & Metal Fabrication
- Secondary Assembly & Finishing
- Enabler for Branded Myers' Products







Summary

4 Four powerful and differentiated brands with **#1 and #2 market positions**

Scaling **Commercial Excellence** to grow, innovate, and price to the value we create

Experts in **material substitution**, helping Brands and consumers switch to durable plastic

Executing **Operational Excellence system** to drive down cost while maintaining service levels

Engineered Solutions capability to supply contract manufacturing and private label options

Positioned for future organic and inorganic **growth**



Signature Systems

Jeff Condino, Business Vice President

Protecting the World from the Ground Up

SIGNATURE SYSTEMS

- Leading manufacturer of composite ground protection solutions
- Leading provider of turf protection solutions for stadiums and event venues
- Significant continued growth opportunity for composite mats due to overall end-market demand and displacement of traditional wood mats
- **$2.7 billion** estimated total addressable market for ground protection solutions
- **+$1 trillion** infrastructure investment over the next decade – a powerful tailwind for North America ground protection matting demand

Full Line of Branded, Differentiated Products

Ground Protection





MEGADECK® HD+
HEAVY-DUTY COMPOSITE MAT



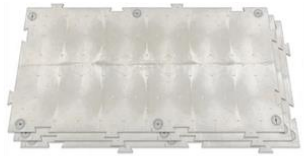
DURADECK®
LIGHTWEIGHT COMPOSITE MAT



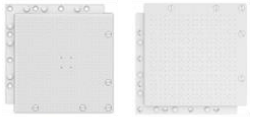
SIGNAROAD®
MEDIUM-DUTY COMPOSITE MAT

Turf Protection





OMNIDECK®
TURF PROTECTION COMPOSITE MAT



MATRAX®
PORTABLE FLOORING SYSTEM



EVENTDECK® ULTRA
INDOOR/OUTDOOR EVENT FLOORING

Industrial Ground Protection

MEGADECK® HD+



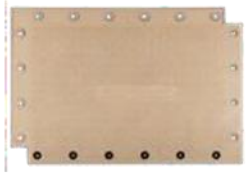
Heavy Duty Mat

1,025 pounds

7.5’ x 14’ x 4”



SIGNAROAD®



Medium Duty Mat

500 pounds

6.9’ x 10’ x 2.5”



DURADECK®



Light Duty Mat

90 pounds

4’ x 8’ x 5”



DIAMONDTRACK™



Track Out Mat

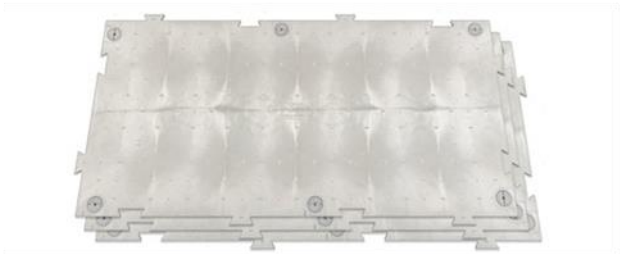
430 pounds

7’ x 12’ x 3.75”



Stadium Turf Protection

OMNIDECK®



OmniDeck HD

90 pounds

3’ x 6’ x 1.5” (closed bottom)



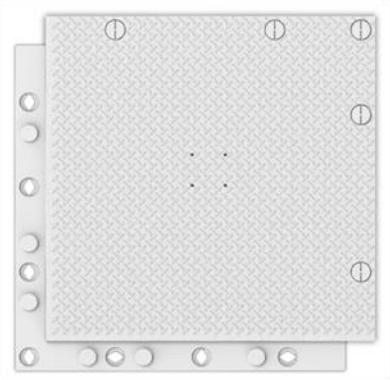
OmniDeck LD

36 pounds

3’ x 6’ x 1.5” (open bottom)



MATRAX®



Matrax HD

50 pounds

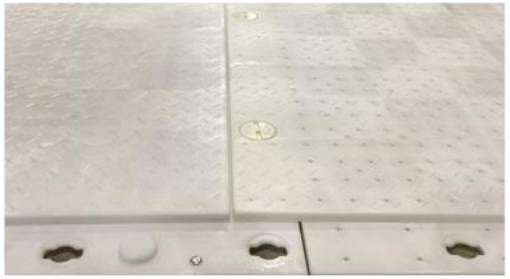
4’ x 4’ x 1.5” (closed bottom)



Matrax LD

31 pounds

4’ x 4’ x 1.5” (open bottom)



Signature Sites, Capabilities, Technologies

Locations and Operations



Manufacturing Technology

- Compression Molding
- Structural Foam Injection Molding
- Hot Plate Welding
- CNC Machining
- Polyethylene, Calcium Carbonate

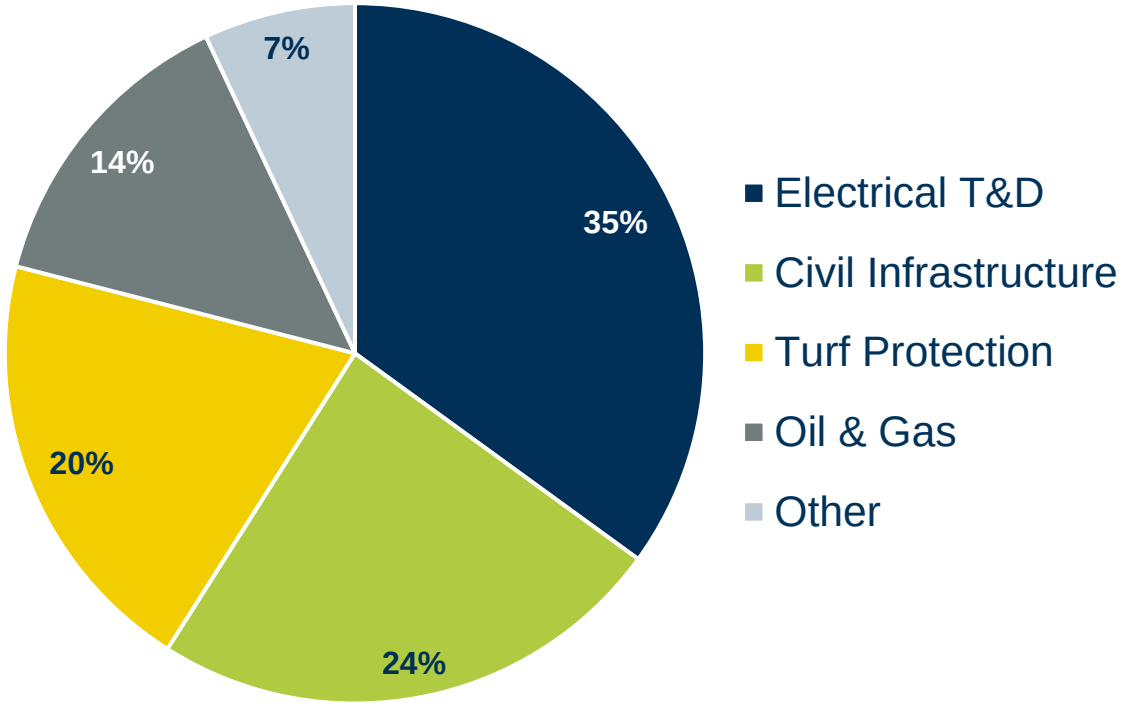
Intellectual Property

- 14 Active US Patents
- 25 Active Global Patents

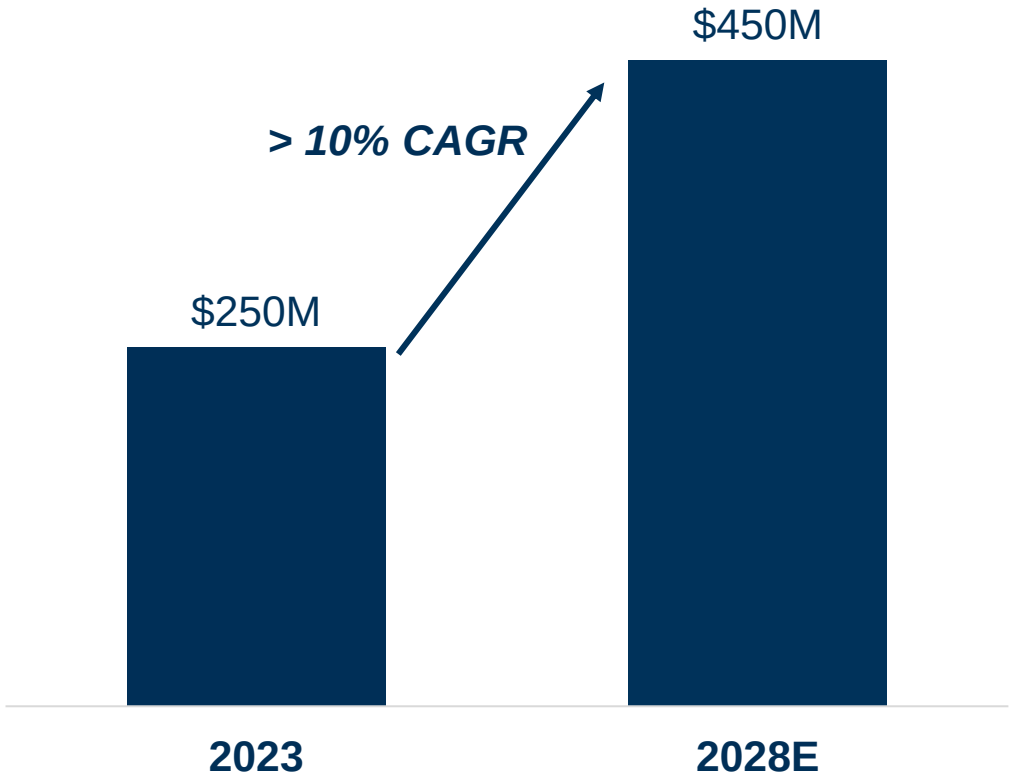
Diverse, High-Growth End Markets…

Long runway for high-end, profitable growth due to broader, large end market and conversion opportunities

End Markets



North America Composite Matting Demand

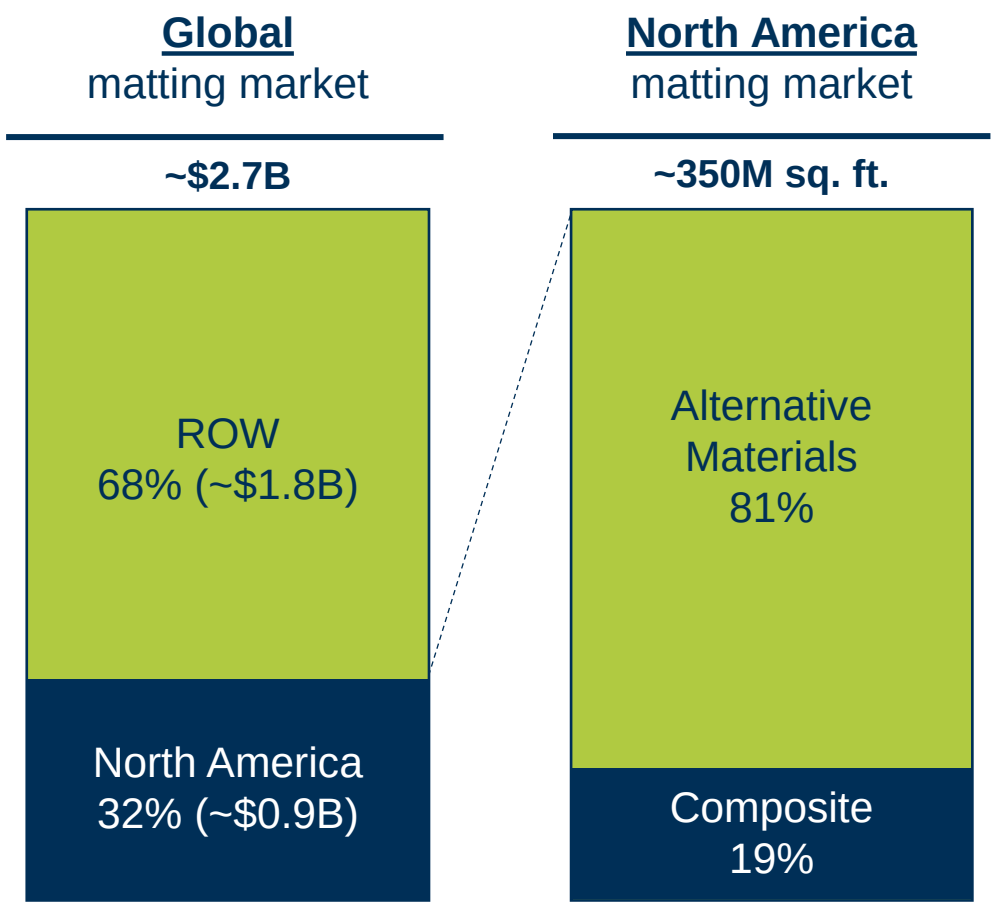


Sources: Company data, Third party research

…With Significant Growth Runway

Signature Systems

- *Established & growing presence outside of North America*
- *Can address the entire global opportunity over time*



Composite Matting

- *Preferred solution for turf protection*
- *Growing faster than alternatives for ground protection*

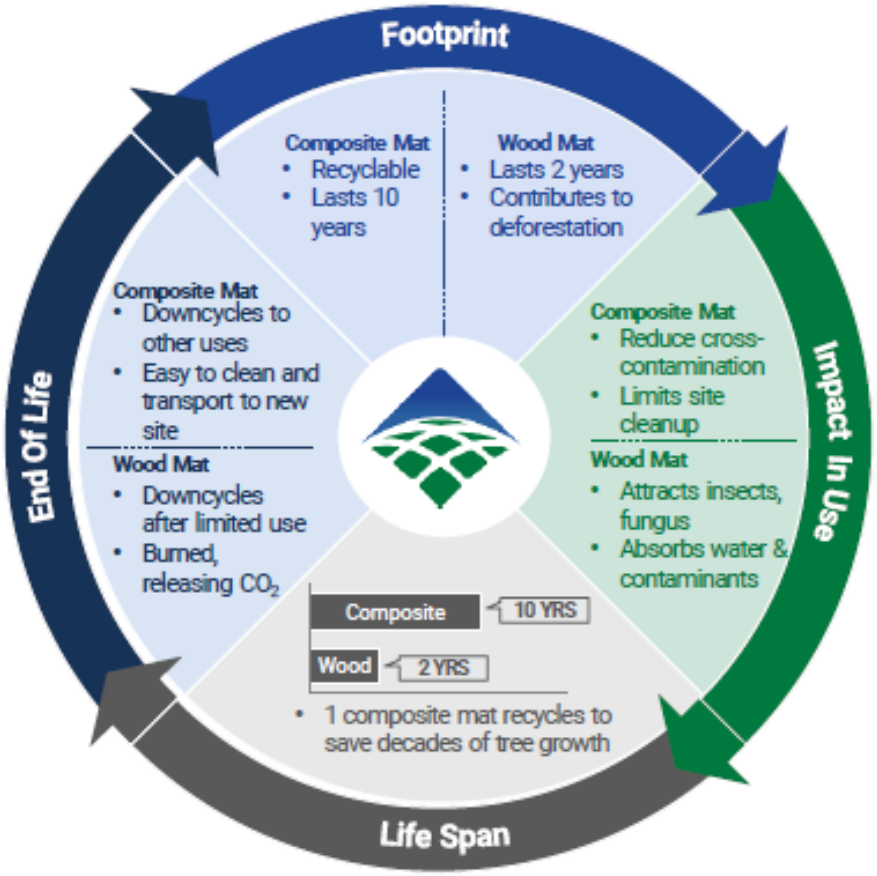
Geographic expansion, continued material conversion and increased infrastructure investment all provide meaningful growth opportunities

Sources: Third party research. Alternative Materials include wood, gravel, and other legacy materials

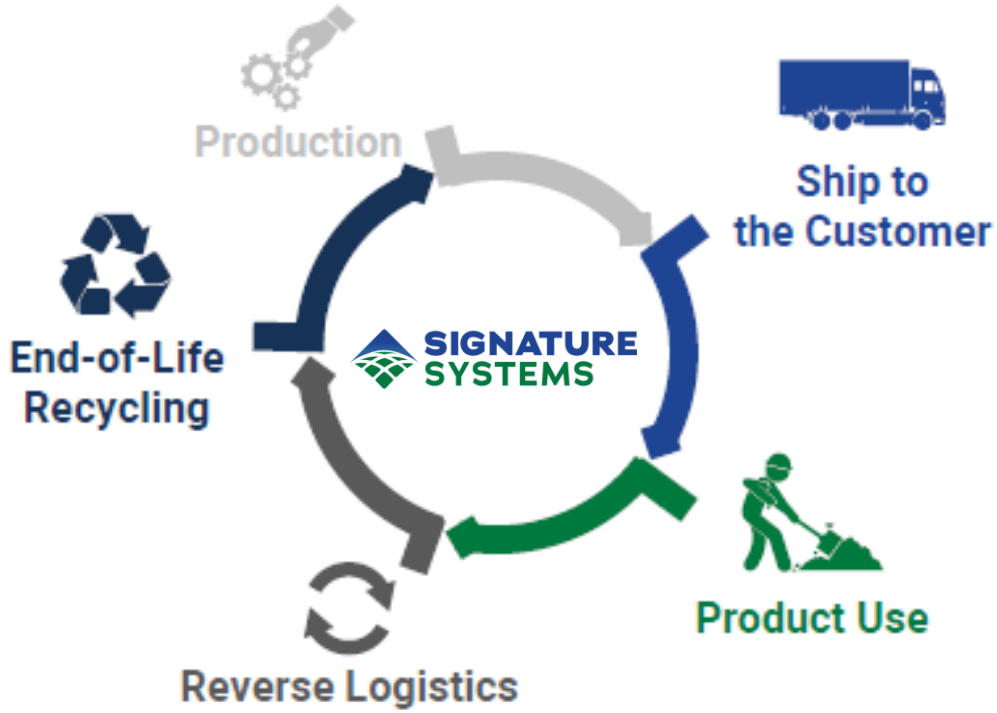
Favorable ESG Profile

Replacing wood and metal alternatives with reusable and/or widely recyclable products

Composite Mat vs. Wood Mat



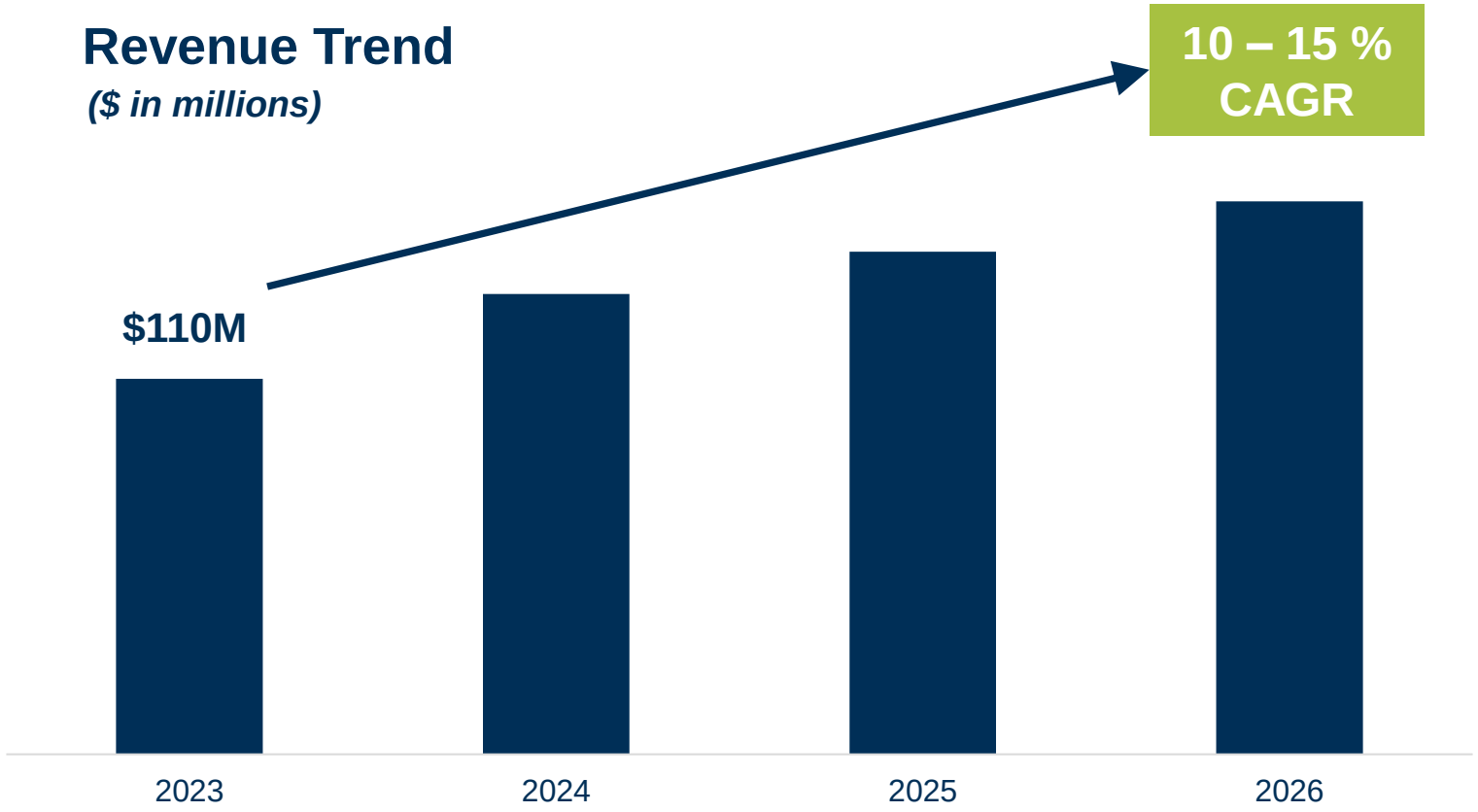
Industry's Only Closed-Loop Recycling Program



Strong Expansion Tailwinds

- Continued migration from wood to composites
- 10 years+ of runway in Infrastructure upgrades that require ground protection
  - $560B from the Infrastructure Investment & Jobs Act
  - $400B from the Federal Inflation Reduction Act
- Conversion from mandated gravel track-out to composite track out (DiamondTrack)
- Continued emphasis on stadium owners/operators to generate non-sports revenue
- Geographic expansion outside of US and Canada
- Expansion into adjacent markets *(mining, forestry, railroad)*

Signature Systems Outlook



High-growth end market, with a projected 10 – 15% annual growth rate over the three-year horizon, while continuing to maintain a strong EBITDA margin profile

Summary

- 100% branded products, no private label manufacturing
- Leading provider of composite ground protection solutions
- Strengthened as a significant addition to Myers
- Attractive end-markets with strong growth trajectory
- Favorable sustainability profile vs. alternative materials


myers™
INDUSTRIES

Appendix

Reconciliation of Non-GAAP Measures

Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow and Free Cash Flow Conversion

($M)	2016	2017	2018	2019	2020	2021	2022	2023
Net sales - continuing operations	$ 534.4	$ 547.0	$ 566.7	$ 515.7	$ 510.4	$ 761.4	$ 899.5	$ 813.1
Net income (loss) from continuing operations	$ 11.3	$ 10.8	$ (1.6)	$ 24.2	$ 36.8	$ 33.5	$ 60.3	$ 48.9
Net income margin	*2.1%*	*2.0%*	*-0.3%*	*4.7%*	*7.2%*	*4.4%*	*6.7%*	*6.0%*
Income tax expense (benefit)	7.4	4.9	3.0	9.0	12.1	11.6	17.9	17.2
Interest expense, net	8.6	7.3	4.9	4.1	4.7	4.2	5.7	6.3
Loss on extinguishment of debt	-	1.9	-	-	-	-	-	-
Operating Income (loss)	27.4	24.9	6.3	37.3	53.6	49.3	83.9	72.4
Depreciation and amortization	31.8	30.8	25.5	23.2	20.5	20.4	21.2	22.8
Restructuring, severance and other adjustments	2.7	6.7	1.1	(0.7)	2.7	1.7	0.7	3.2
Acquisition and integration costs	-	-	-	0.6	1.1	1.2	1.0	3.1
Environmental reserves, net	2.2	1.3	0.2	4.0	0.5	0.7	1.4	3.2
Loss (gain) on sale of assets	0.6	(3.9)	(0.9)	-	-	(1.0)	0.3	-
Asset impairments	1.3	0.5	0.3	0.9	-	-	0.6	-
Insurance recovery of legal fees	-	-	-	-	-	-	-	(6.7)
Charges (gains) related to the 2015 sale of Lawn & Garden business	(2.3)	-	33.3	-	(11.9)	-	-	-
Adjusted EBITDA	$ 63.6	$ 60.3	$ 66.0	$ 65.2	$ 66.4	$ 72.4	$ 109.2	$ 98.0
Adjusted EBITDA margin	*11.9%*	*11.0%*	*11.6%*	*12.6%*	*13.0%*	*9.5%*	*12.1%*	*12.1%*
Net cash provided by (used for) operating activities - continuing operations	$ 34.0	$ 49.1	$ 60.4	$ 47.0	$ 46.5	$ 44.9	$ 72.6	$ 86.2
Capital expenditures	(12.5)	(5.8)	(5.1)	(10.3)	(13.4)	(17.9)	(24.3)	(22.9)
Free cash flow	$ 21.5	$ 43.3	$ 55.3	$ 36.7	$ 33.1	$ 27.0	$ 48.3	$ 63.3
Free cash flowconversion (% of adjusted EBITDA)	*33.7%*	*71.7%*	*83.8%*	*56.3%*	*49.8%*	*33.7%*	*44.3%*	*64.6%*

Items in this table may not recalculate due to rounding

Reconciliation of Non-GAAP Measures

Adj. Gross Profit, Adj. Gross Margin, Adj. Operating Income and Adj. Operating Income Margin

($M)	2023
Net sales - continuing operations	$ 813.1
Gross profit from continuing operations	$ 259.1
Gross margin	*31.9%*
Restructuring expenses and other adjustments	0.8
Acquisition and integration costs	-
Adjusted gross profit	$ 259.9
Adjusted gross margin	*32.0%*
Operating income (loss)	$ 72.4
Operating income margin	*8.9%*
Restructuring, severance and other adjustments	3.2
Acquisition and integration costs	3.1
Environmental reserves, net	3.2
Loss (gain) on sale of assets	-
Asset impairments	-
Insurance recovery of legal fees	(6.7)
Charges (gains) related to the 2015 sale of Lawn & Garden business	-
Adjusted operating income	$ 75.3
Adjusted operating income margin	*9.3%*

Items in this table may not recalculate due to rounding

Reconciliation of Non-GAAP Measures

Segment Adjusted Operating Income and Adjusted EBITDA

($M)	Storage, handling & protection FY 2023	Engineered Solutions FY 2023	**Material Handling Segment FY 2023**	**Distribution Segment FY 2023**	**Corporate FY 2023**	**Myers Industries FY 2023**
Operating income	$ 92.5	$ 7.6	$ 100.1	$ 11.0	$ (38.7)	$ 72.4
Restructuring, severance and other adjustments	0.3	1.2	1.5	1.3	0.5	3.2
Acquisition and integration costs	-	-	-	0.4	2.7	3.1
Environmental reserves, net	-	-	-	-	3.2	3.2
Insurance recovery of legal fees	(6.7)	-	(6.7)	-	-	(6.7)
Adjusted operating income	86.1	8.8	94.8	12.7	(32.2)	75.3
Depreciation and amortization	10.2	8.7	18.9	3.2	0.7	22.8
Adjusted EBITDA	$ 96.3	$ 17.4	$ 113.8	$ 15.9	$ (31.6)	$ 98.0

Items in this table may not recalculate due to rounding

Reconciliation of Non-GAAP Measures

($M)	Myers Industries FY 2023	Unaudited Signature FY 2023	Unaudited Pro Forma Myers Industries FY 2023*
Net sales			
Storage, Handling & Protection	$ 348.9	$ 110.2	$ 459.1
Engineered Solutions	206.3	-	206.3
Material Handling	555.3	110.2	665.4
Distribution	257.9	-	257.9
Eliminations	(0.1)	-	(0.1)
Net Sales	$ 813.1	$ 110.2	$ 923.2
Adjusted EBITDA*			
Storage, Handling & Protection	$ 96.3	$ 39.3	$ 135.6
Engineered Solutions	17.4	-	17.4
Material Handling	113.8	39.3	153.0
Distribution	15.9	-	15.9
Segment total	129.6	39.3	168.9
Corporate	(31.6)	-	(31.6)
Adjusted EBITDA*	$ 98.0	$ 39.3	$ 137.3

Items in this table may not recalculate due to rounding

** Adjusted EBITDA is reconciled separately. Unaudited pro forma financial information is preliminary and may change based on the audited hisotrical financial statements of Signature Systems and unaudited pro forma financial informaiton to be provided pursuant to Item 9.01 of Form 8-K.*

Used for Pro Forma Metrics ($M)	Unaudited Signature FY 2023
Operating income	$ 30.5
Foreign exchange gain	(1.0)
Sale transaction costs	1.2
Other	(0.1)
Depreciation and amortization	8.4
Adjusted EBITDA	$ 39.3

Items in this table may not recalculate due to rounding

Reconciliation of Non-GAAP Measures

Adjusted EPS

	2016	2017	2018	2019	2020	2021	2022	2023
Net Income (loss) per common diluted share from continuing operations	$ 0.38	$ 0.35	$ (0.05)	$ 0.68	$ 1.02	$ 0.92	$ 1.64	$ 1.32
Restructuring, severance and other adjustments	0.09	0.28	0.03	(0.02)	0.07	0.05	0.02	0.08
Acquisition and integration costs	-	-	-	0.02	0.03	0.03	0.03	0.08
Environmental reserves, net	0.07	0.04	0.01	0.11	0.01	0.02	0.04	0.09
Loss (gain) on sale of assets	0.02	(0.13)	(0.03)	-	-	(0.03)	0.01	-
Asset impairments	0.04	0.02	0.01	0.03	-	-	0.02	-
Less: Insurance recovery of legal fees	-	-	-	-	-	-	-	(0.18)
Charges (gains) related to the 2015 sale of Lawn & Garden business	(0.08)	-	0.99	-	(0.33)	-	-	-
Loss on extinguishment of debt	-	0.06	-	-	-	-	-	-
Adjusted effective income tax rate impact [1]	(0.04)	(0.13)	(0.20)	(0.04)	0.04	(0.02)	(0.07)	0.00
Adjusted earnings per diluted share from continuing operations	**$ 0.48**	**$ 0.51**	**$ 0.76**	**$ 0.78**	**$ 0.85**	**$ 0.97**	**$ 1.68**	**$ 1.39**
Weighted average common shares outstanding diluted	29,967,912	30,562,646	33,825,370	35,653,147	35,916,630	36,358,969	36,790,839	37,095,568
Normalized effective tax rate	37.5%	36.0%	27.2%	27.0%	26.0%	26.0%	25.0%	25.0%

Items in this table may not recalculate due to rounding

[1] Income taxes are reflected in adjusted EPS at the normalized effective tax rate

Reconciliation of Non-GAAP Measures

Return On Invested Capital

($M)	2022	2023
Operating income (loss)		$ 72.4
Less: Income tax at normalized effective tax rate		(18.1)
Normalized effective tax rate		*25.0%*
Net operating profit after tax ("NOPAT")		$ 54.3
Total Assets	$ 542.6	$ 541.6
Less: Excess cash	(9.6)	(18.1)
Less: Total liabilities	(286.2)	(248.8)
Add: Accrued Interest	1.3	1.1
Add: Debt including finance lease liabilities	103.4	67.2
Invested capital	$ 351.4	$ 343.0
Return On Invested Capital ("ROIC") = NOPAT / Beginning Invested Capital		15.5%

Reconciliation of Non-GAAP Measures

Guidance for Full Year 2024 Adjusted EPS

	Full Year 2024 Guidance	
	Low	High
GAAP diluted net income per common share	$1.03	$1.23
Add: Net restructuring expenses and other adjustments	0.04	0.04
Add: Acquisition and integration costs	0.32	0.26
Less: Adjusted effective income tax rate impact [1]	(0.09)	(0.08)
Adjusted earnings per diluted share [2]	$1.30	$1.45

(1) Income taxes are calculated using the normalized effective tax rate for each year. The rate used in 2024 is 25%.

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