2024 Seaport Research Partners
Annual Summer Investor Conference
August 20, 2024

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; unforeseen events, including natural disasters, unusual or severe weather events and patterns, public health crises, geopolitical crises, and other catastrophic events; and other risks and uncertainties detailed from time to time in the Company's filings with the SEC, including without limitation, the risk factors disclosed in Item 1A, "Risk Factors," in the Company's Annual Report on Form 10-K for the year ended December 31, 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 audited historical and unaudited proforma financial information, as provided by the Company pursuant to Item 9.01 of Current Report on Form 8-K, as amended, on April 19, 2024.

Today's Speakers

Mike McGaugh

President and Chief Executive Officer

Grant Fitz

Executive Vice President and Chief Financial Officer

Meghan Beringer

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Our Long-Term Vision

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Current Phase

	Horizon 1 2020 - 2023	Horizon 2 2023 - 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**
Revenue Target	**$1B Revenue**	**> $2 Adj. EPS**	**> $3 Adj. EPS**

Horizon 2 Strategic Imperatives

Grow

Maximize Value

Storage, Handling & Protection

Engineered Solutions

Automotive Aftermarket

Source: Investor Day, March 19, 2024

Horizon 2: Our Strategic Lens

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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	Myers Tire Supply, Patch Rubber Company

Source: Investor Day, March 19, 2024

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	Myers Tire Supply, Patch Rubber Company
CY23 Pro forma Revenue:	$459M	$206M	$258M
CY23 Pro forma Adj. EBITDA:	$136M	$17M	$16M

Source: Investor Day, March 19, 2024

See appendix for non-GAAP reconciliations. Includes Signature 2023 revenue of $110 million and adjusted EBITDA of $39 million in Storage, Handling & Protection. Audited historical financial statements of Signature Systems and unaudited pro forma financial information provided by the Company pursuant to Item 9.01 of Current Report on Form 8-K, were amended, on April 19, 2024.

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%**	**8 – 12%**
CY23 Pro forma Revenue	**$459M**	**$206M**	**$258M**
CY23 Pro forma Adj EBITDA	**$136M**	**$17M**	**$16M**

Corporate costs of $32M are not allocated to the segments

Source: Investor Day, March 19, 2024

See appendix for non-GAAP reconciliations. Includes Signature 2023 revenue of $110 million and adjusted EBITDA of $39 million in Storage, Handling & Protection. Audited historical financial statements of Signature Systems and unaudited pro forma financial information provided by the Company pursuant to Item 9.01 of Current Report on Form 8-K, were amended, on April 19, 2024.

Our Company is Driven by 4 Power Brands

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

Source: Investor Day, March 19, 2024

Progress Since Q1 Earnings Release

Grow

Storage, Handling & Protection

- Signature Systems performance exceeding expectations
- Continued strong growth in Infrastructure end-market
- Military production ramping up, with additional contracts and strong in-bound activities
- Driving continued revenue growth in branded products

Maximize Value

Engineered Solutions

Automotive Aftermarket

- Productivity gains enable fixed cost reductions:
  - May 28, 2024: announcing consolidation of three Distribution Centers (DCs) to yield ~$2.4M in annual cost savings
  - August 1, 2024: announcing consolidation of Atlantic, Iowa into existing Rotational Molding facilities yielding ~$2.6M of additional annualized savings
- ~$5M of the $7M-9M cost reduction target addressed with these two actions; full impact in 2025

Horizon 2 Strategic Imperatives

Grow

Maximize Value

Storage, Handling & Protection

Engineered Solutions

Automotive Aftermarket

Source: Investor Day, March 19, 2024

Protecting the World from the Ground Up

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SIGNATURE SYSTEMS

Ground Protection

Turf Protection

Durable Long-Term Growth

- Realizing new business in the Infrastructure end markets with utilities and their residual businesses
- ~$560B committed under Infrastructure Investment & Jobs Act
- ~$400B committed under Inflation Reduction Act

- **Diamond Track Industrial Mats**
  - Introduced in Q4 2023
  - Ramping up sales through Q2 2024

- **Operational Improvements**
  - Additional production capacity being installed to meet expanding market demand and to allow for international sales expansion

Well positioned for long-term, double-digit growth in the Infrastructure End Market

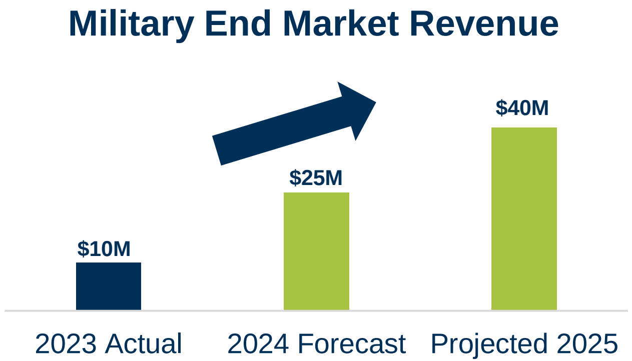
Scepter Military – Storage, Handling, & Protection

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

Durable Long-Term Growth for Military



- **Military Opportunity (Military Casings)**
  - Products are certified by NATO and US DoD
  - Capacity increased with additional re-built press install to match new contracts and demand ramp-up
  - Increased R&D investments and capabilities to support growth

Well positioned for long-term, double-digit growth in the Military End Market

Second Quarter 2024 Performance Highlights

- **Signature Systems acquisition bolstered Q2 results**
  - Adjusted EBITDA of $38.9 million, as compared with $24.7 million in prior-year period
  - Adjusted EBITDA Margin of 17.7%, as compared with 11.9% in prior-year period
  - Adjusted EPS of $0.39, as compared with $0.35 in the prior-year period
- **Soft demand continues in end markets due to inflation and interest rates**
  - Recreational Vehicles (RV), Marine and Automotive Aftermarket expected to remain soft in H2 2024
  - Seed Box sales trending down vs strong years of 2022 and 2023
- **Cost reduction actions in progress, acquisition synergies on track**
  - Announced consolidation of three distribution centers for Myers Tire Supply
  - Announced consolidation of Rotational Molding facility in Atlantic, Iowa
  - On track to achieve $8M annualized run-rate synergies from Signature acquisition by 2025
- **Management revises full-year 2024 outlook**
  - Lowering adjusted EPS outlook range to reflect year-to-date performance and revised expectations for H2 2024

See Appendix for non-GAAP reconciliations

Q2 2024 Financial Summary

(In $ millions except EPS)	Q2 '24	Q2 '23	% Change
Net Sales	**$220.2**	**$208.5**	**5.7%**
Adj. Gross Profit	**$79.6**	**$68.6**	**16.0%**
Adj. Gross Margin	*36.1%*	*32.9%*	*+320 bps*
Adj. Op Income	***$28.8***	**$19.0**	**51.5%**
Adj. Op Income Margin	*13.1%*	*9.1%*	*+400 bps*
Adj. EBITDA	**$38.9**	**$24.7**	**57.4%**
Adj. EBITDA Margin	*17.7%*	*11.9%*	*+580 bps*
Diluted Adjusted EPS	**$0.39**	**$0.35**	**11.4%**

- Net Sales increased $11.8 million or 5.7% year-over-year, driven by the Signature Systems acquisition
- The Signature Systems acquisition, along with self-help initiatives, drove improved adjusted margins, adjusted EBITDA and adjusted earnings per share as compared to the prior-year period
- SG&A was down $0.7M versus the same period last year, driven in part by lower incentive compensation accruals reflecting Myers full year outlook, and other cost savings, both offsetting additional SG&A expense from the Signature Systems acquisition

See Appendix for non-GAAP reconciliations

Q2 2024 Financial Summary

Material Handling

(In $ millions)	Q2 ’24	Q2 ’23	% Change
Net Sales	**$166.0**	**$143.3**	**15.9%**
Adj Op Income	**$32.5**	**$25.1**	**29.4%**
Adj Op Income Margin	*19.6%*	*17.5%*	*+210 bps*
Adj EBITDA	**$41.5**	**$29.9**	**39.0%**
Adj EBITDA Margin	*25.0%*	*20.8%*	*+420 bps*

Items in these tables may not recalculate due to rounding

- 22.1% inorganic sales growth partially offset by 6.3% organic sales declines due to lower price/mix and volume
  - Signature Systems contributed $31.7 million of additional revenue as compared to prior-year period
- Adjusted EBITDA grew 39% year over year and adjusted EBITDA margin was up 420 bps primarily due to the Signature acquisition, partially offset by lower sales volume and pricing in the legacy business

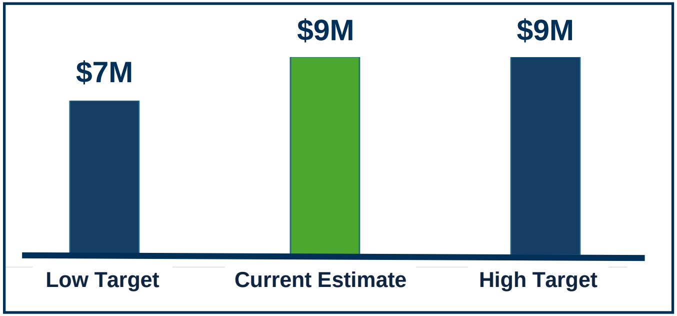
Distribution

(In $ millions)	Q2 ‘24	Q2 ’23	% Change
Net Sales	**$54.3**	**$65.2**	**(16.7)%**
Adj Op Income	**$2.9**	**$3.9**	**(25.1)%**
Adj Op Income Margin	*5.4%*	*6.0%*	*-60 bps*
Adj EBITDA	**$3.8**	**$4.7**	**(20.1)%**
Adj EBITDA Margin	*6.9%*	*7.2%*	*-30 bps*

- Distribution experienced market softness, with net sales declining 16.7% driven by Myers Tire Supply
- EBITDA was lower than prior year due to reduced volumes, with favorable SG&A expenses partially offsetting the decline
- Progress made to reduce cost structure through Distribution Center consolidations in Q2

Self-Help Actions

Status on $7-9M in Annualized Cost Improvements



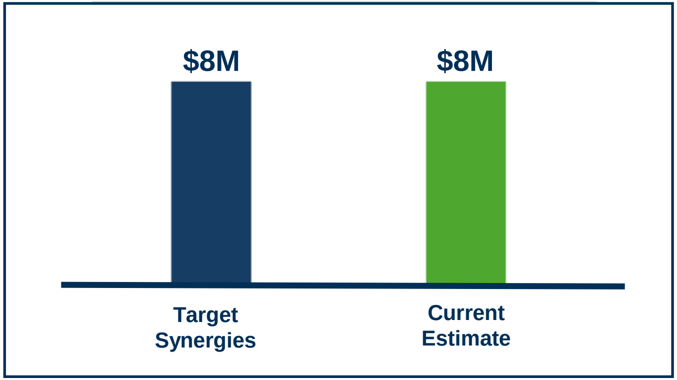
Initiatives include:

- Consolidated asset footprint (~$5M of annualized savings)
  - Three Myers Tire Supply Distribution Centers (DC) into existing DCs
  - Atlantic, Iowa rotational molding facility into other existing facilities
- Labor reductions (~$2M of annualized savings)
- Greater transportation efficiency (~$1M of annualized savings)
- Other savings (~$1M of annualized savings)

Well on the path to achieving the annualized savings initiatives by 2025

Signature Systems Acquisition

Status on $8M in Signature Synergies



Synergies include productivity and operational improvements, material savings and other savings initiatives

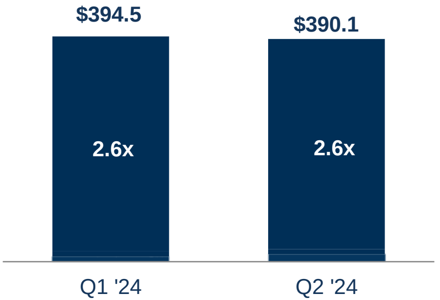
Ahead of planned synergy savings in 2024 and working to achieve the targeted synergies in 2025

Balance Sheet and Cash Flow

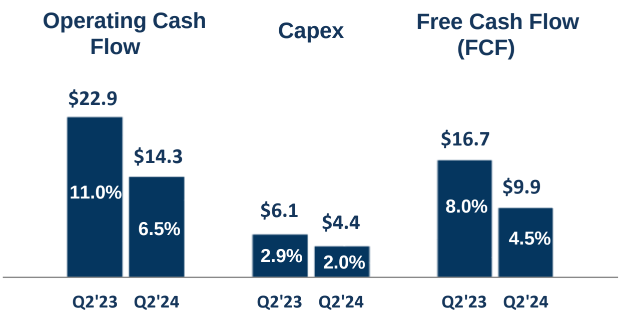
Highlights

- Delivered operating cash flow of $14.3 million and free cash flow of $9.9 million
- Cash balance of $37.3M at quarter-end. Net leverage ratio remained at 2.6x following the acquisition of Signature Systems financed by new Term Loan A
- As compared with the prior year period, working capital as a percentage of TTM sales was up due mainly to the timing of receivables and the acquisition of Signature Systems

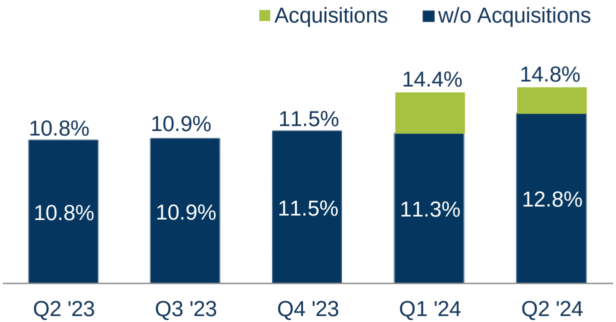
Net Debt ($M) and Net Leverage Ratio[1]



Cash Flow, Capex and FCF as % of Sales



Working Capital as a % of TTM Sales



See Appendix for non-GAAP reconciliations

[1] As defined per the credit agreement, Myers Net Leverage Ratio is calculated as Net Debt, less certain cash divided by Compliance Adj. EBITDA per the credit agreement.

Leveraging Myers Cashflow Generation

Capital Allocation Priorities

- **Paydown Debt** - projected cashflow will allow for continued paydown of debt, with the Net Leverage Ratio[1] to be under 2x within two years of closing the Signature transaction
- **Strong balance sheet** - maintain ample liquidity via $37M cash on hand at end of Q2 and ~$230M of a largely undrawn revolving credit facility
- **Capex** – expect to remain at 2-3% of revenue
- **Dividends** – continue with existing practice
- **Potential Share Buybacks -** pending timing of acquisition opportunities, and when debt has been paid down to historical levels
- **Acquisitions**[2] – focused on “Signature-like” opportunities

Maintaining a Disciplined Capital Allocation Approach

[1] As defined per the credit agreement, Myers Net Leverage Ratio is calculated as Net Debt, less certain cash divided by Compliance Adj. EBITDA per the credit agreement. [2] Initiative will move up in priority as net leverage ratio drops below 2x.

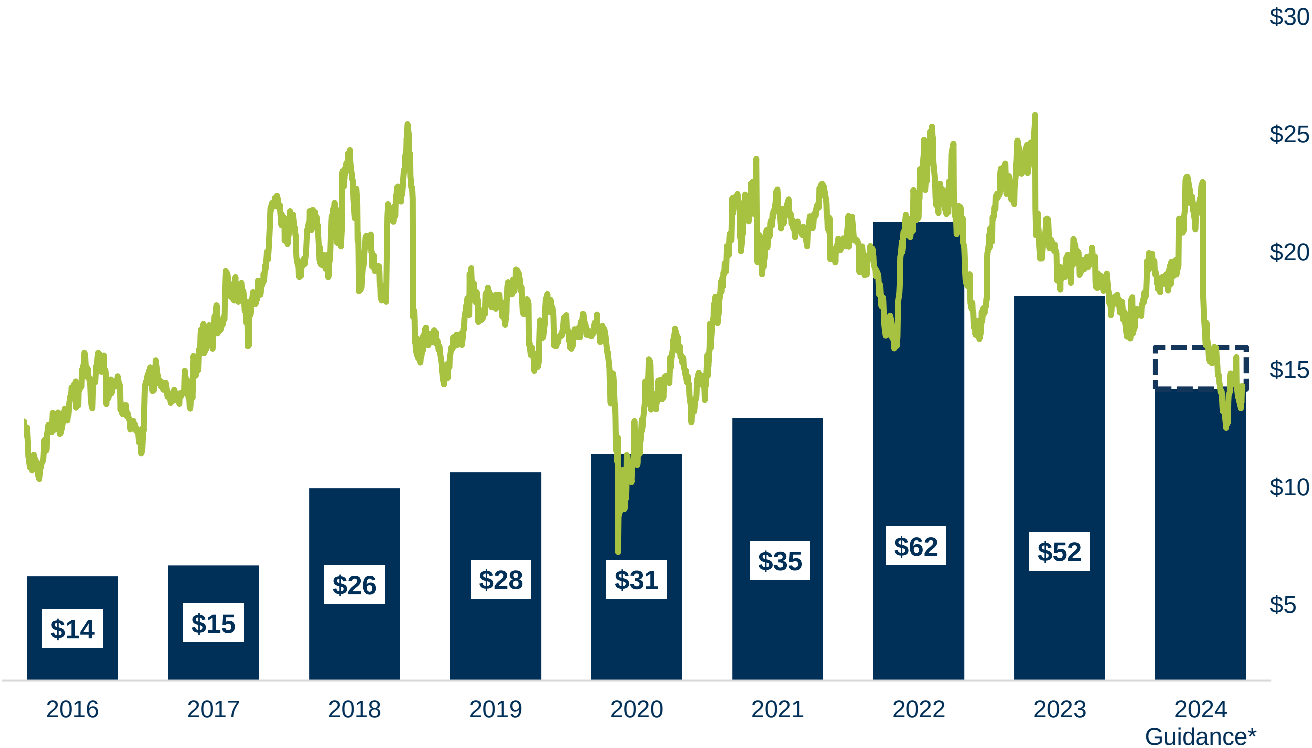
Full Year Fiscal 2024 Outlook

($ in Millions except EPS)	Prior Outlook	Current Outlook
Net Sales Growth	**15% - 20%**	**5% - 10%**
Diluted EPS	**$1.05 - $1.22**	**$0.76 - $0.91**
Adjusted Diluted EPS	**$1.30 - $1.45**	**$1.05 - $1.20**
Capital Expenditures	**$35M - $40M**	**$30M - $35M**
Effective Tax Rate	**~25%**	**~26%**

Other Items

- Depreciation and amortization expected to be ~$40M
- Net interest expense to be ~$33M
- Diluted share count to be ~37.4M

Historical Adjusted Net Income vs Share Price



See appendix for non-GAAP reconciliations.
Share price date range is 1/4/2016 – 8/16/2024
* Guidance is illustrative and based of adjusted 2024 EPS guidance range multiplied by 37.3M shares outstanding

Moving Forward in Horizon 2 of Our Strategy

- Improving cost and efficiency to Maximize Value in Engineered Solutions and Automotive Aftermarket portfolios
- Growing the branded product portfolio in Storage, Handling and Protection
- Improving Myers profitability, delivering strong adjusted EBITDA margin and dollars
- Increasing Myers participation in attractive, high growth end-markets such as Military and Infrastructure

Appendix

Reconciliation of Non-GAAP Measures

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

	Quarter Ended June 30, 2024				
	Material Handling	**Distribution**	**Segment Total**	**Corporate & Other**	**Total**
Net sales	$ 166,008	$ 54,265	$ 220,273	$ (37)	$ 220,236
Net income					10,279
Net income margin					*4.7%*
Gross profit					75,517
Add: Restructuring expenses and other adjustments					2,711
Add: Acquisition-related inventory step-up					1,342
Adjusted gross profit					79,570
Gross margin as adjusted					*36.1%*
Operating income (loss)	28,701	2,179	30,880	(7,152)	23,728
Operating income margin	*17.3%*	*4.0%*	*14.0%*	*n/a*	*10.8%*
Add: Restructuring expenses and other adjustments	2,223	755	2,978	—	2,978
Add: Acquisition and integration costs	207	—	207	471	678
Add: Acquisition-related inventory step-up	1,342	—	1,342	—	1,342
Add: Environmental reserves, net(2)	—	—	—	100	100
Adjusted operating income (loss)(1)	32,473	2,934	35,407	(6,581)	28,826
Adjusted operating income margin	*19.6%*	*5.4%*	*16.1%*	*n/a*	*13.1%*
Add: Depreciation and amortization	9,023	830	9,853	214	10,067
Adjusted EBITDA	$ 41,496	$ 3,764	$ 45,260	$ (6,367)	$ 38,893
Adjusted EBITDA margin	*25.0%*	*6.9%*	*20.5%*	*n/a*	*17.7%*

(1) Includes gross profit adjustments of $4,053 and SG&A adjustments of $1,045
(2) Includes environmental charges of $800 net of probable insurance recoveries of $700

Reconciliation of Non-GAAP Measures

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

	Quarter Ended June 30, 2023				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	$ 143,295	$ 65,173	$ 208,468	$ (15)	$ 208,453
Net income					10,605
Net income margin					*5.1%*
Gross profit					68,410
Add: Restructuring expenses and other adjustments					180
Adjusted gross profit					68,590
Gross margin as adjusted					*32.9%*
Operating income (loss)	24,828	3,398	28,226	(12,084)	16,142
Operating income margin	*17.3%*	*5.2%*	*13.5%*	*n/a*	*7.7%*
Add: Restructuring expenses and other adjustments	275	—	275	—	275
Add: Acquisition and integration costs	—	111	111	—	111
Add: Executive severance costs	—	410	410	289	699
Add: Environmental reserves, net(2)	—	—	—	1,800	1,800
Adjusted operating income (loss)(1)	25,103	3,919	29,022	(9,995)	19,027
Adjusted operating income margin	*17.5%*	*6.0%*	*13.9%*	*n/a*	*9.1%*
Add: Depreciation and amortization	4,755	790	5,545	132	5,677
Adjusted EBITDA	$ 29,858	$ 4,709	$ 34,567	$ (9,863)	$ 24,704
Adjusted EBITDA margin	*20.8%*	*7.2%*	*16.6%*	*n/a*	*11.9%*

(1) Includes gross profit adjustments of $180 and SG&A adjustments of $2,705
(2) Includes environmental charges of $1,900 net of probable insurance recoveries of $100

Reconciliation of Non-GAAP Measures

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

	Quarter Ended June 30,	
	2024	2023
Adjusted operating income (loss) reconciliation:		
Operating income (loss)	$ 23,728	$ 16,142
Restructuring expenses and other adjustments	2,978	275
Acquisition and integration costs	678	111
Acquisition-related inventory step-up	1,342	—
Insurance recovery of legal fees	—	—
Executive severance costs	—	699
Environmental reserves, net	100	1,800
Adjusted operating income (loss)	$ 28,826	$ 19,027
Adjusted EBITDA reconciliation:		
Net income (loss)	$ 10,279	$ 10,605
Income tax expense (benefit)	4,443	3,747
Interest expense, net	9,006	1,790
Operating income (loss)	23,728	16,142
Depreciation and amortization	10,067	5,677
Restructuring expenses and other adjustments	2,978	275
Acquisition and integration costs	678	111
Acquisition-related inventory step-up	1,342	—
Insurance recovery of legal fees	—	—
Executive severance costs	—	699
Environmental reserves, net	100	1,800
Adjusted EBITDA	$ 38,893	$ 24,704
Free cash flow reconciliation:		
Net cash provided by (used for) operating activities	$ 14,347	$ 22,852
Capital expenditures	(4,417)	(6,125)
Free cash flow	$ 9,930	$ 16,727

Reconciliation of Non-GAAP Measures

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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 June 30,	
	2024	2023
Adjusted net income (loss) reconciliation:		
Net income (loss)	$ 10,279	$ 10,605
Income tax expense (benefit)	4,443	3,747
Income (loss) before income taxes	14,722	14,352
Restructuring expenses and other adjustments	2,978	275
Acquisition and integration costs	678	111
Acquisition-related inventory step-up	1,342	—
Insurance recovery of legal fees	—	—
Executive severance costs	—	699
Environmental reserves, net	100	1,800
Adjusted income (loss) before income taxes	19,820	17,237
Income tax expense, as adjusted (1)	(5,259)	(4,309)
Adjusted net income (loss)	$ 14,561	$ 12,928
Adjusted earnings per diluted share reconciliation:		
Net income (loss) per common diluted share	$ 0.28	$ 0.29
Restructuring expenses and other adjustments	0.08	0.00
Acquisition and integration costs	0.02	0.00
Acquisition-related inventory step-up	0.04	—
Insurance recovery of legal fees	—	—
Executive severance costs	—	0.02
Environmental reserves, net	0.00	0.05
Adjusted effective income tax rate impact	(0.03)	(0.01)
Adjusted earnings per diluted share (2)	$ 0.39	$ 0.35

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 2024 is 26% and in 2023 is 25%.
(2) Adjusted earnings per diluted share is calculated using the weighted average common shares outstanding for the respective period.

Reconciliation of Non-GAAP Measures

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

	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net sales	$ 228,065	$ 212,840	$ 215,739	$ 208,453	$ 197,798	$ 191,077	$ 207,102	$ 220,236
TTM net sales				$ 865,097	$ 834,830	$ 813,067	$ 804,430	$ 816,213
Working capital:								
Add: Accounts receivable, net				$ 116,771	$ 117,362	$ 128,633	$ 139,249	$ 138,825
Add: Inventories				98,238	96,230	90,844	105,035	105,796
Add: Prepaid expenses and other current assets				10,919	9,051	6,854	6,683	13,577
Less: Accounts payable				(81,744)	(80,760)	(79,050)	(81,494)	(93,097)
Less: Accrued expenses				(50,349)	(50,940)	(53,523)	(53,813)	(44,137)
Total working capital				$ 93,835	$ 90,943	$ 93,758	$ 115,660	$ 120,964
Working capital as a % of TTM net sales				10.8%	10.9%	11.5%	14.4%	14.8%

Note: Signature Systems was acquired in February 2024 and sales prior to the acquisition are not included in TTM sales

Reconciliation of Non-GAAP Measures

MYERS INDUSTRIES, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
GUIDANCE FOR FULL YEAR ADJUSTED EARNINGS PER DILUTED SHARE
(UNAUDITED)

	Full Year 2024 Guidance	
	Low	**High**
GAAP diluted net income per common share	$0.76	$0.91
Add: Net restructuring expenses and other adjustments	0.14	0.14
Add: Acquisition and integration costs (3)	0.25	0.25
Less: Insurance recovery of legal fees	(0.02)	(0.02)
Less: Environmental reserves, net	(0.01)	(0.01)
Less: Adjusted effective income tax rate impact (1)	(0.07)	(0.07)
Adjusted earnings per diluted share (2)	$1.05	$1.20

(1) Income taxes are calculated using the normalized effective tax rate for each year. The rate used in 2024 is 26%.

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

(3) Includes acquisition-related inventory step-up costs

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