

May 2013

Myers Industries, Inc. Investor Presentation



Forward Looking Statements



Statements in this presentation concerning the Company's goals, strategies, and expectations for business and financial results may be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and are based on current indicators and expectations. Whenever you read a statement that is not simply a statement of historical fact (such as when we describe what we "believe," "expect," or "anticipate" will occur, and other similar statements), you must remember that our expectations may not be correct, even though we believe they are reasonable. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). You should review this presentation with the understanding that actual future results may be materially different from what we expect. Many of the factors that will determine these results are beyond our ability to control or predict. You are cautioned not to put undue reliance on any forward-looking statement. We do not intend, and undertake no obligation, to update these forward-looking statements. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the applicable statements. Such risks include:

- (1) Fluctuations in product demand and market acceptance
- (2) Uncertainties associated with the general economic conditions in domestic and international markets
- (3) Increased competition in our markets
- (4) Changes in seasonality
- (5) Difficulties in manufacturing operations, such as production outages or maintenance programs
- (6) Raw material availability
- (7) Fluctuations in raw material costs; fluctuations outside the "normal" range of industry cycles
- (8) Changes in laws and regulations and approvals and decisions of courts, regulators, and governmental bodies

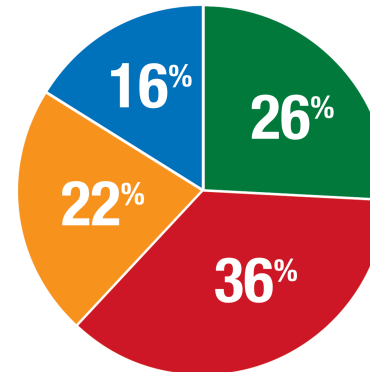
Myers Industries, Inc. encourages investors to learn more about these risk factors. A detailed explanation of these factors is available in the Company's publicly filed quarterly and annual reports, which can be found online at www.myersindustries.com and at the SEC.gov web site.

Company at a Glance

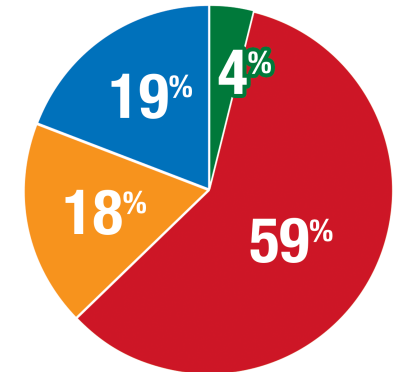


- NYSE: MYE
- Founded in 1933
- Headquartered in Akron, OH
- 3,378 employees
- Diversified International manufacturer of polymer products and wholesale distributor that operates in four segments

2012 Net Sales



2012 Adjusted EBIT



Material Handling | Lawn & Garden | Engineered Products | Distribution

Business Segments



Material Handling

The most recognized brands for reusable containers and pallets to replace cardboard and other disposable packaging – reducing supply chain waste and costs.



Products

- Plastic Reusable Containers & Pallets
- Plastic Storage Bins & Systems
- Metal Wire Shelving Systems
- Custom Material Handling Products

Markets

- Beverage Processing
- Food Processing
- Industrial / Manufacturing
- Retail Distribution



Lawn & Garden

Leading brands for plastic pots, trays, baskets and decorative resin planters for the professional grower industry and retail garden centers.

Myers Industries
Lawn & Garden Group

- Plastic Flowerpots & Tray Systems
- Hanging Baskets
- Decorative Resin Planters
- Merchandising & Branding Programs

- Greenhouse Growers
- Nursery Growers
- Grower Distributors
- Retail Garden Centers



Distribution

The largest U.S. distributor of tools, supplies and equipment for the tire, wheel and undervehicle service industry.



- Tire Valves & Accessories
- Tire Changing & Balancing Equipment
- Lifts & Alignment Equipment
- Tire Repair & Retread Supplies

- Auto & Tire Dealers
- Auto Repair Facilities
- Commercial Auto & Truck Fleets
- Retreaders



Engineered Products

Engineered plastic components, custom products and tire repair products serving diverse niche markets.



- Plastic HVAC Components
- RV Water & Fuel Tanks
- Marine Fuel Tanks
- Custom Plastic Components & Products
- Tire Repair & Retread Products

- Automotive
- Industrial
- Marine
- Recreational Vehicle
- Tire Repair



Vision for Profitable Growth



Myers Industries is and will continue to be:

- A **diversified industrial company** focused on five key growth platforms in niche manufacturing and tire supply distribution
- A **decentralized business** rooted in strong brands
- The leader in its industries, delivering **customer dedication** and strong **financial results** through...
 - ***Innovation***
 - ***Operations Excellence***
 - ***Organization Development***
- Growing in North America and rapidly developing international markets via organic growth and selective, highly value-added acquisitions
- Improving underperforming operations

Growth Platforms



- We will continuously upgrade the value of Myers through disciplined **portfolio management** and a structured organization operating around **market-based growth platforms**:*

Platform	Segment	Growth
Returnable Packaging	Material Handling	Drive conversions to reusable products through further penetration of food, liquid, bulk solids and agricultural markets.
Storage & Safety Products	Material Handling	Further grow platform with acquisitions. Strengthen competitive advantage through distribution channels.
Tire Repair & Retread Products	Engineered Products	Leverage product and customer expertise to grow niche market.
Specialty Molding	Engineered Products	Expand our capabilities to further grow our positions in Marine and RV.
Tire Supply Distribution	Distribution	Grow through market reach, innovative products and expanded global sourcing.

Growth Platform Bolt-on Acquisitions in 2012



- Novel
 - Designer and manufacturer of returnable plastic crates and totes for the transport of beverages and agricultural products
 - Two strategically located manufacturing facilities in Bahia & Paraná
 - Clear fit with Myers' returnable packaging market focus and geographic expansion strategy
 - Integrated into our Material Handling Segment
- Jamco
 - Designer and manufacturer of heavy-duty industrial steel carts and cabinets
 - Three manufacturing facilities located in South Beloit, Illinois
 - Products are sold through national catalogs and distributors similar to our Akro-Mils business
 - Integrated into our Material Handling Segment

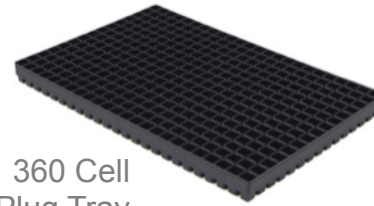
Innovative New Products



18" Deep
Pick Rack

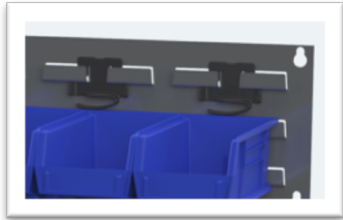
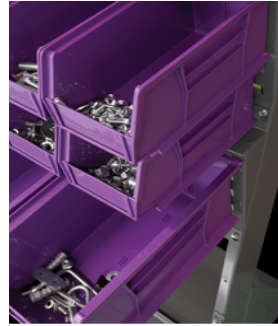


Decorative
Containers



360 Cell
Plug Tray

Lean Panel -
Industry First
Sloped
Louvered Panel



Bin Clip
(Patented)



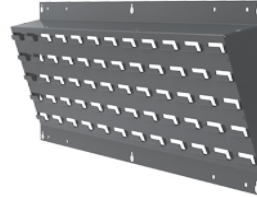
Slope-It
Bin Insert



New Sizes Co-Ex
Pots & Trays



Water Based
Tread Cement



True Size
Nursery
Containers



Tilt-View

Electronic Testing
Equipment for Truck
Fleets



60-Gallon Drum



The Grow Box



Preset Gauge
Inflator



Improving Underperforming Assets



- Internal project in Lawn & Garden Segment to drive out costs, increase productivity and improve profitability
 - Anticipated to yield annual savings of approximately \$5 million by 2014
 - Addresses sub-segments of the business individually
 - Nursery – various cost reduction efforts to improve profitability
 - Greenhouse – take actions to simplify, consolidate and balance capacity with demand
- Continue to look at further options including external opportunities
- *Cost reduction efforts separate from the internal project drove profit improvement of 125% quarter-over-quarter in Q1 2013*

Progress in Accomplishing Goals



Key Metrics

	<u>Goals</u>	<u>2012</u>	<u>2011</u>
Sales Growth	> 1.5x GDP	4.7%	2.4%
Gross Margin	> 27%	27.4%	26.3%
ROIC*	> 10%	10.0%	8.5%
Innovation / NPD**	>10% of Sales	6%	3%
Operations Excellence Savings	5% of COGS (gross)	3%	3%

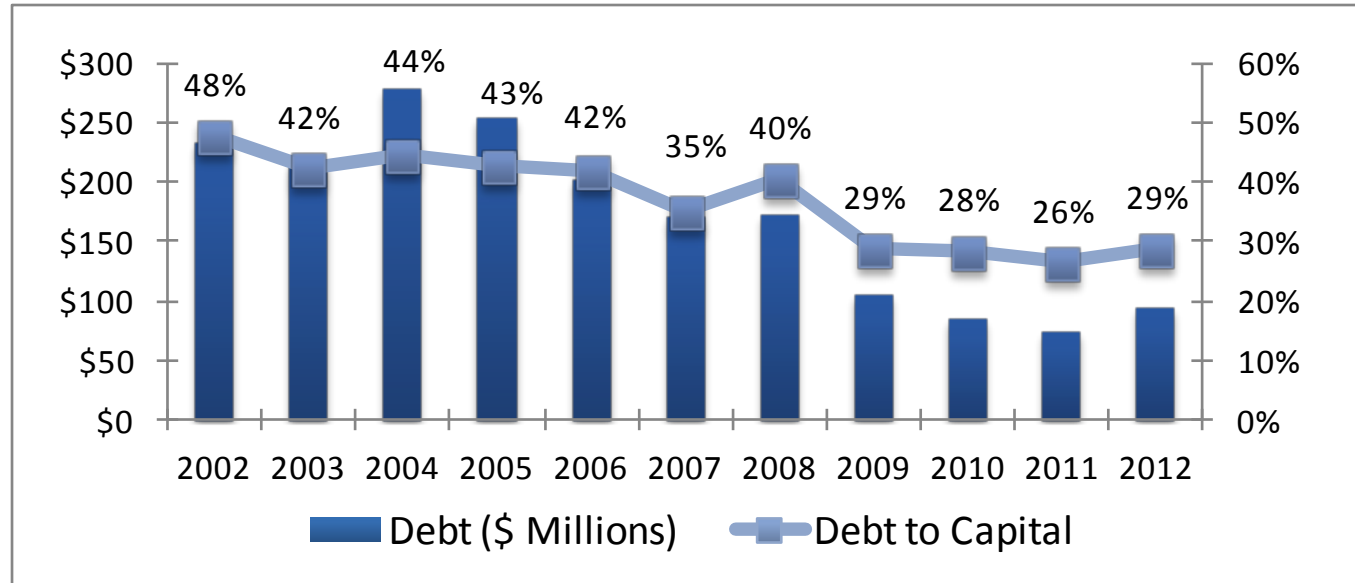
*ROIC = Net Operating Profit After Tax / (Debt + Equity).

**NPD = New Product Development. Calculation based on products/services introduced within last 3 years.

Strong & Flexible Balance Sheet



Debt & Debt-to-Capital



Note:

1) Debt-to-Capital ratio calculated as $\text{debt}/(\text{debt}+\text{equity})$.

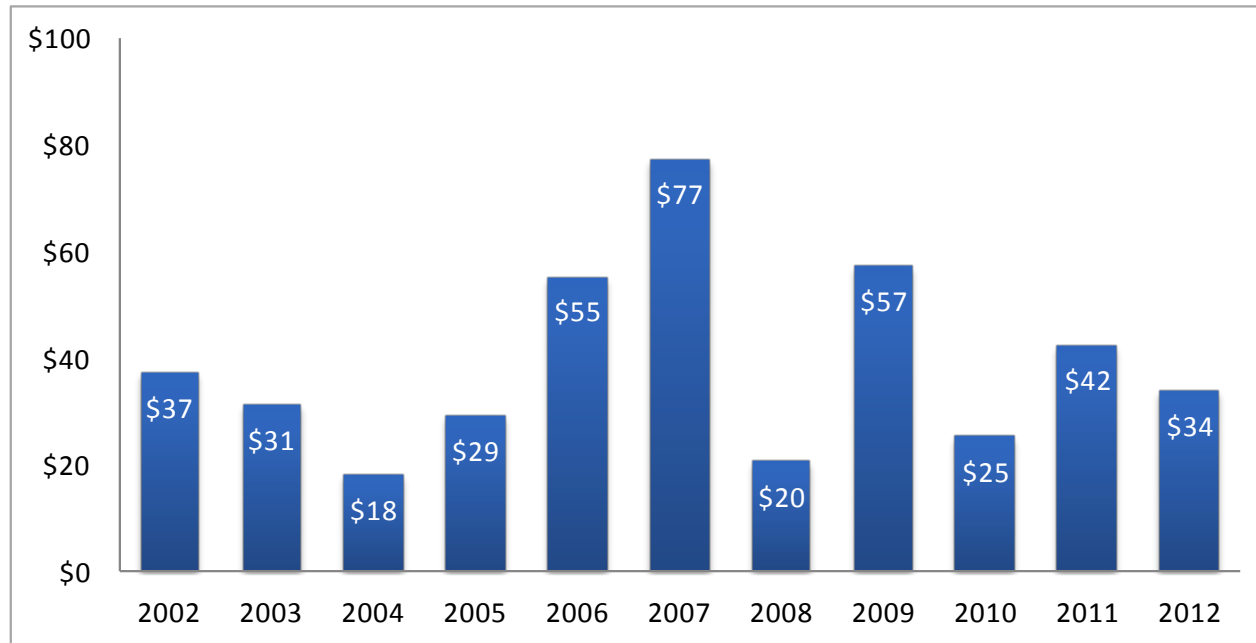
Well positioned to make selective, high return investments

Solid Cash Flow Generation



Free Cash Flow

\$(Millions)



Notes:

1) Free cash flow calculated as cash flow from continuing operations less capital expenditures.

Priorities for Free Cash Flow



1) Maintain the Business

2) Grow Stakeholder Value

- Organic Growth Cap Ex
- Process Improvements
- New Product Development
- Acquisitions

3) Return Capital to Stakeholders

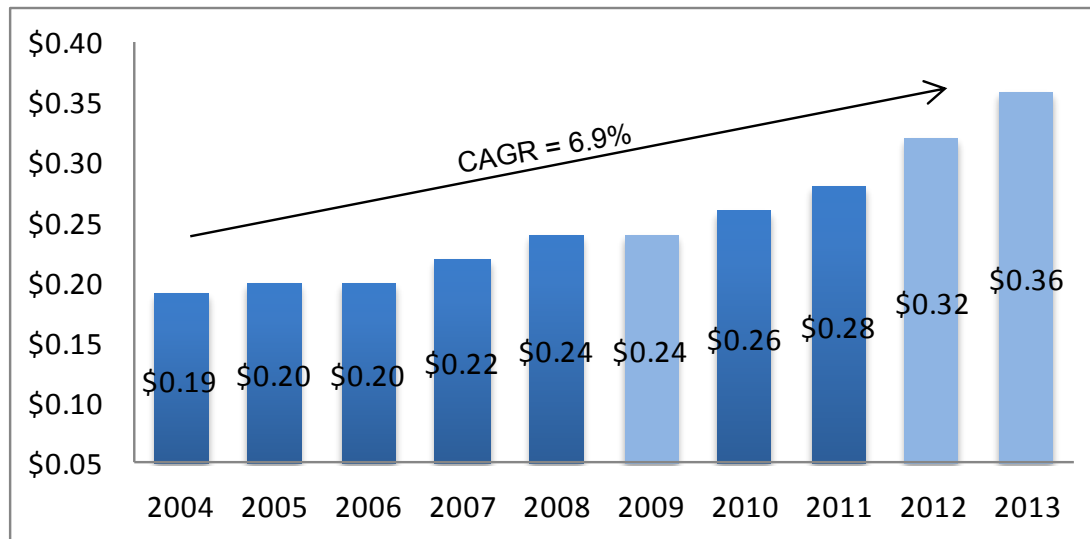
- Dividends
- Share Repurchases
- Debt Reduction

Returning Cash to Shareholders



- Dividend paid every year since Public in 1971

Dividends Paid



Notes:

- 1) Above adjusted for stock dividends and splits in 2000, 2001, 2002 and 2004.
- 2) In 2007 there was an additional special dividend (not shown above) of \$0.28 or \$9.9M accrued but not paid until 2008, resulting from a merger termination payment.
- 3) In 2012 there was an accelerated dividend paid in December that is not reflected above.

- Share repurchases
 - Spent \$4M to buy back 300k shares in 2012
 - Spent \$20M to buy back 2M shares in 2011

Q2 & Full Year 2013 Outlook



Q2 & Full-Year Outlook

- Material Handling
 - Q2 and full year results will benefit from the recent acquisitions and new product introductions
- Lawn & Garden
 - Expect results to continue to improve year-over-year driven by new products, cost reductions, material substitutions and sales increases
- Distribution
 - IT investments will continue in the second quarter
 - Anticipate capturing greater market share in a continued weak marketplace
- Engineered Products
 - Demand in transplant auto will continue to be at normal levels
 - Expect strength in the marine market to continue
- Overall expect another year of good performance improvement

Positioned for Growth & Value Creation



- **Focused strategy**
 - Customer Dedication
 - *Innovation*
 - *Operations Excellence*
 - *Organization Development*
 - Financial Strength
- **Targeted Growth Platforms**
 - Returnable Packaging
 - Storage & Safety Products
 - Tire Repair & Retread Products
 - Specialty Molding
 - Tire Supply Distribution
- **Improved performance**
 - Gross margins, earnings, cash flow, returns
- **Strong and flexible balance sheet**
- **Balanced approach to capital allocation**



Appendix

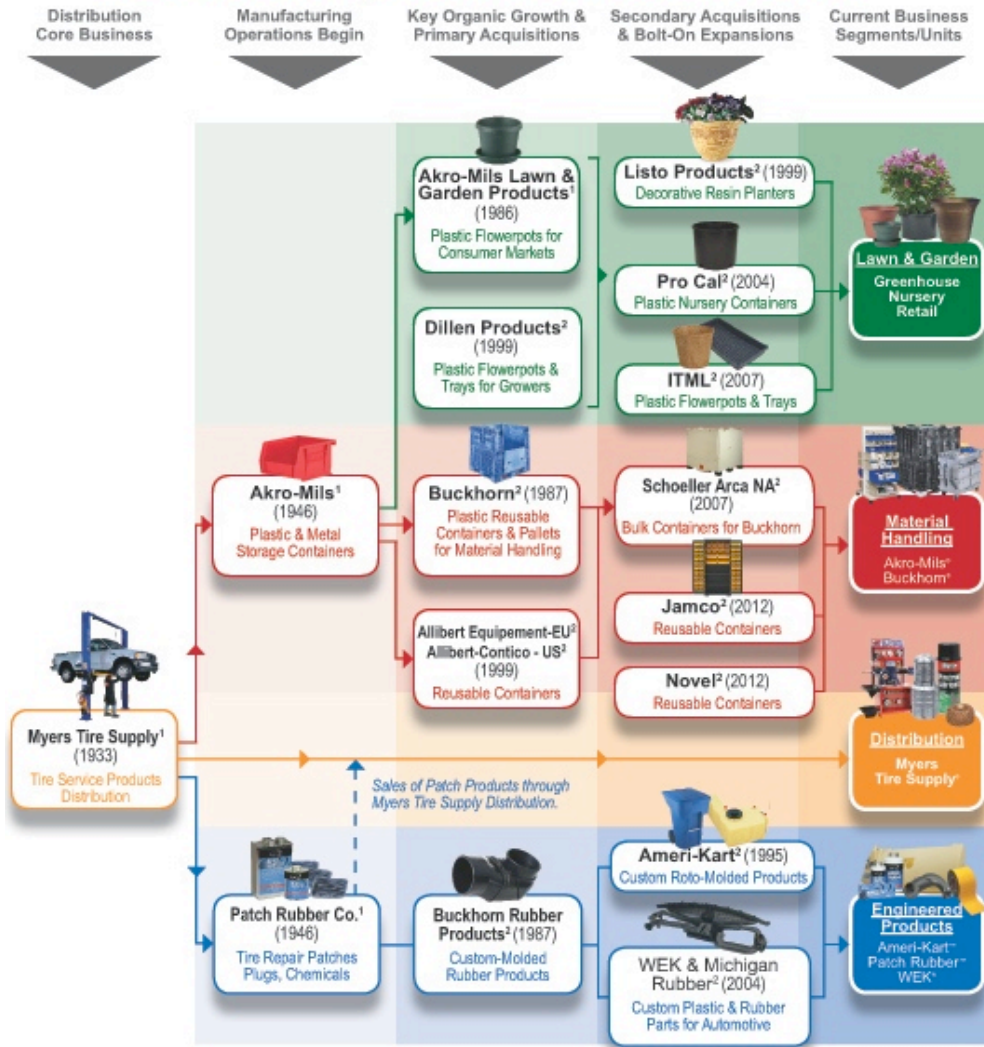
Strategic Principles



Portfolio Evolution



Evolution of the Myers Industries Business Portfolio



Legend:

- Formation of Distribution Business
- Formation of Material Handling Business
- Formation of Lawn and Garden Business
- Formation of Engineered Products Business

¹ Businesses Created

² Major Companies or Assets Acquired by Myers Industries

Secondary Acquisitions Not Shown (Absorbed into other operations): Molded Solutions (rubber products, 1997); raaco Intl (plastic containers, 1998); Kadon (plastic containers, 1998); Sherwood Plastics (custom plastics, 1998); Best Plastics (custom plastics, 2000); Amerikan (plastic nursery containers, 2009)

Divestitures

Allibert Equipment & raaco Intl
Divested (2007)
Exit Non-Synergistic European Businesses

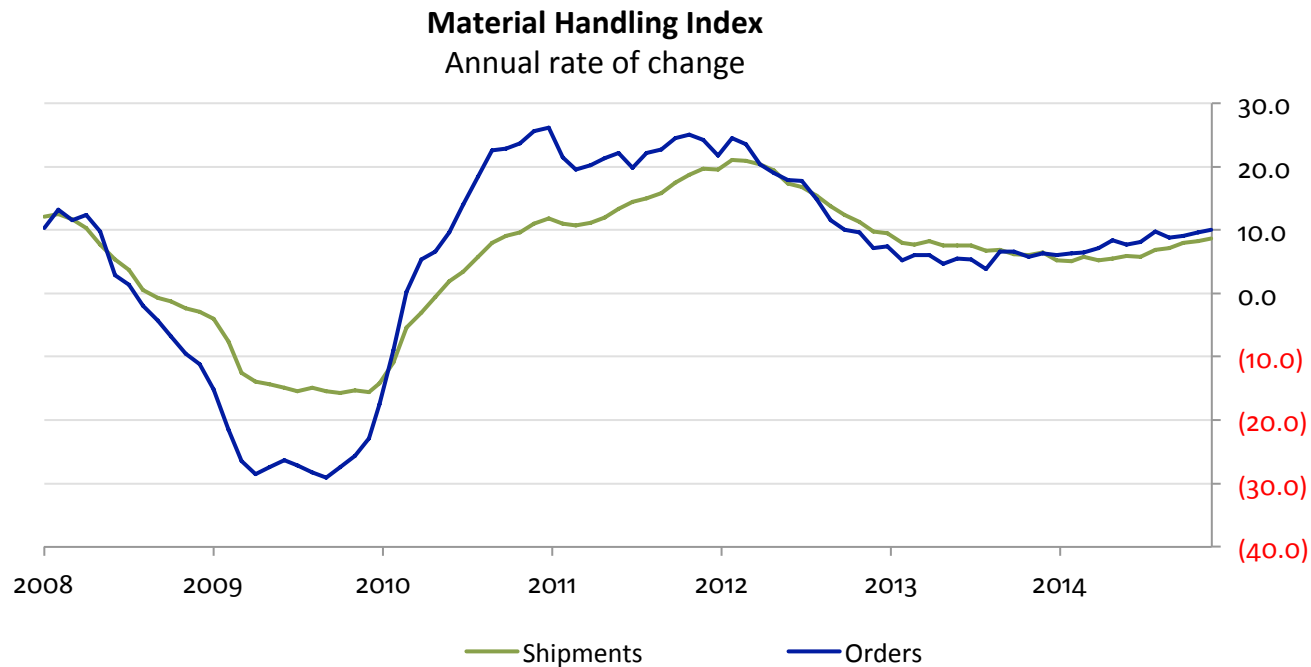
Buckhorn Rubber & Michigan Rubber
Divested (2009)
Exit Volatile Truck/Auto Businesses

Macro Indicators



Material Handling

MHEM (Material Handling Equipment) Index



Source: Material Handling Industry of America, January 2013 Forecast

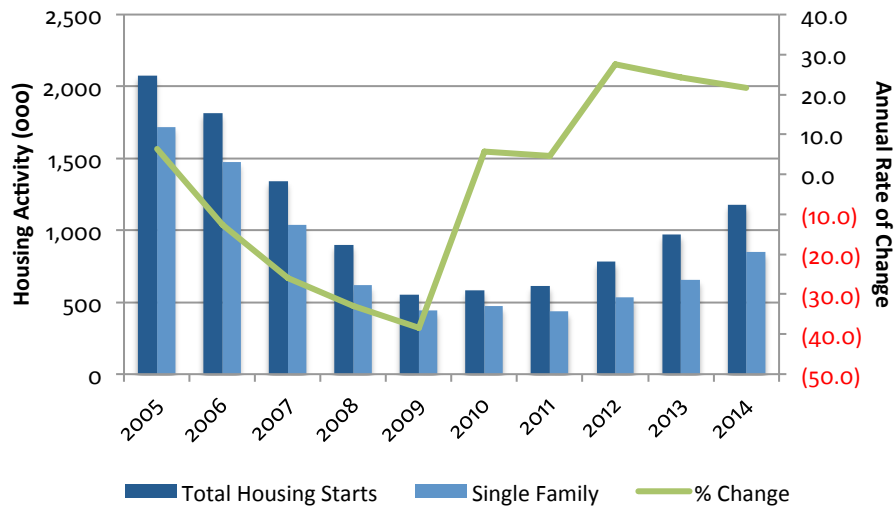
Macro Indicators



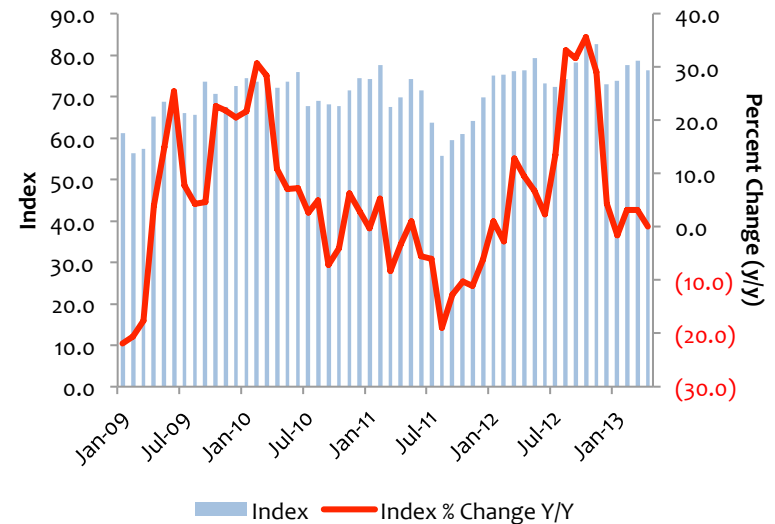
Lawn & Garden

Housing Starts; Consumer Sentiment

NAHB Housing Forecast



Consumer Sentiment



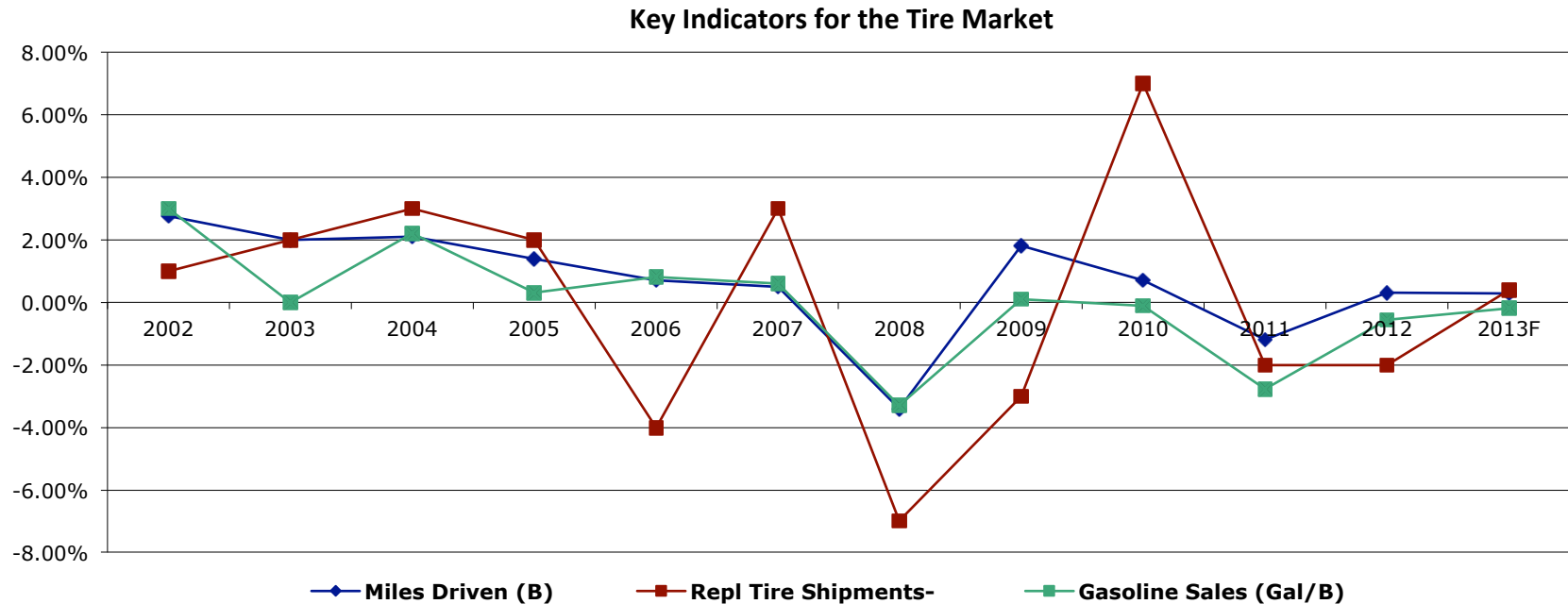
Sources: National Association of Home Builders (NAHB); Apr 2013
Thomson Reuters/University of Michigan; April 2013

Macro Indicators



Distribution

Replacement Tire Shipments; Miles Driven; Fuel Prices



Source: JP Morgan, RMA, Energy Information Administration

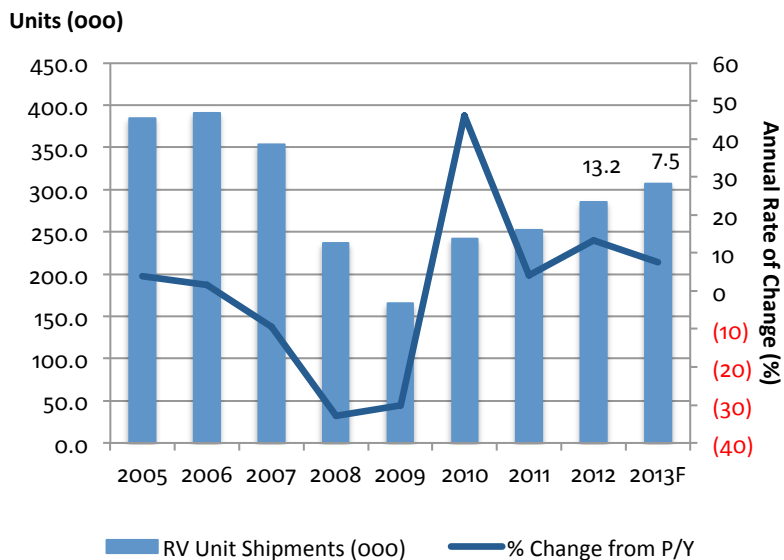


Macro Indicators

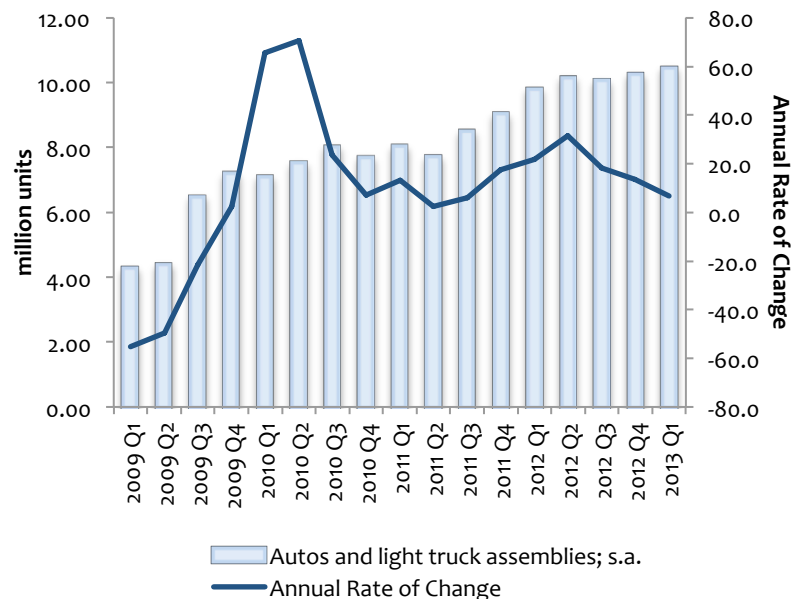
Engineered Products

RVIA; Motor Vehicle and Parts Production

RV Shipments



Autos and Light Truck Assemblies



MAPI Forecast for Motor Vehicles and Parts	2012	2013	2014
Annual Percent Change:	19	5	4

Sources: RVIA Forecasts, Apr 2013
FRB G17 Release (Apr 2013; MAPI Forecast, Dec 2102)



Leadership Brands Helping Customers Grow!