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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**  
Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported) November 8, 2016

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**MYERS INDUSTRIES, INC.**

(Exact name of registrant as specified in its charter)

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**Ohio**  
(State or other jurisdiction  
of incorporation)

**1-8524**  
(Commission  
File Number)

**34-0778636**  
(IRS Employer  
Identification Number)

**1293 South Main Street, Akron, OH**  
(Address of Principal Executive Offices)

**44301**  
(Zip Code)

**Registrant's Telephone Number, including area code (330) 253-5592**  
(Former name or former address, if changed since last report)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions.

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02.**      **Results of Operations and Financial Condition**

On November 8, 2016, Myers Industries, Inc. (the “Company”) issued a press release announcing earnings results for the quarter ended September 30, 2016. The full text of the press release issued in connection with the announcement is attached as Exhibit 99.1 to this Current Report on Form 8-K. In addition, a copy of the slide materials, which will be discussed during the Company’s earnings conference call at 10:00 a.m. Eastern Time on November 8, 2016, is attached as Exhibit 99.2 to this Current Report on Form 8-K. Information about the call can be found in the press release attached as Exhibit 99.1 to this Current Report on Form 8-K.

The information in this report (including the exhibit) is furnished pursuant to “Item 2.02. Results of Operations and Financial Condition” and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, unless incorporated by specific reference in such filing.

**Item 7.01.**      **Regulation FD Disclosure**

See “Item 2.02 Results of Operations and Financial Condition” above.

**Item 9.01.**      **Financial Statements and Exhibits**

(d) Exhibits

99.1 Press Release by the Company regarding earnings results dated November 8, 2016

99.2 Earnings Presentation Third Quarter 2016 by the Company dated November 8, 2016

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**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**Myers Industries, Inc.**

(Registrant)

**DATE** November 8, 2016

**By:** /s/ R. David Banyard

R. David Banyard

President and Chief Executive Officer



### Myers Industries Reports 2016 Third Quarter Results

GAAP EPS of \$0.01; Adjusted EPS of \$0.04  
Company Maintains Full-Year Outlook

November 8, 2016, Akron, Ohio - Myers Industries, Inc. (NYSE: MYE) today announced results for the third quarter ended September 30, 2016.

#### Third Quarter 2016 Business Highlights

- Net sales decreased 6.3% (or 6.7% organic) compared to the third quarter of 2015
- Gross profit margin 27.1%, compared to 29.4% for the third quarter of 2015
- GAAP income per diluted share from continuing operations of \$0.01, compared to \$0.02 for the third quarter of 2015
- Adjusted income per diluted share from continuing operations of \$0.04, compared to \$0.09 for the third quarter of 2015

The Company reported third quarter net sales of \$132.7 million, compared to \$141.7 million for the third quarter of 2015. The reduction in sales was primarily the result of decreased capital spending in several of the Company's key end markets and a decline in sales of retread products in the Distribution Segment. The gross profit margin decreased 230 basis points to 27.1% during the third quarter of 2016 due to operational inefficiencies resulting from lower sales volumes and an unfavorable product mix. Selling, general and administrative expenses were \$32.9 million, compared to \$39.1 million in the third quarter of 2015. Lower non-recurring compensation costs, reduced environmental expenses and other cost reductions led to the \$6.2 million improvement.

President and Chief Executive Officer Dave Banyard commented, "Third quarter results were in line with our expectations as customers in both our Material Handling and Distribution segments continue to operate in a reduced capital spending environment. Despite lower sales, we delivered a strong quarter of free cash flow due primarily to process improvements in working capital management and a more disciplined approach to capital spending."

Banyard continued, "We are maintaining our full-year 2016 outlook of sales declines in the mid-to-high single digits on a constant currency basis, and we expect to provide a preliminary outlook for 2017 in conjunction with our fourth-quarter results early next year. We believe that we have some meaningful opportunities to build upon an excellent product platform that provides safe and efficient solutions for a variety of niche applications and end-markets, and we are in the later stages of refining an enterprise strategy that will support these competitive strengths."

	Quarter Ended September 30,			Nine Months Ended September 30,		
	2016	2015	% Increase (Decrease)	2016	2015	% Increase (Decrease)
	(Dollars in thousands, except per share data)					
<b>Net sales</b>	\$ 132,676	\$ 141,661	(6.3)%	\$ 427,998	\$ 462,344	(7.4)%
<b>Gross profit</b>	\$ 35,918	\$ 41,686	(13.8)%	\$ 128,625	\$ 138,024	(6.8)%
<b>Gross profit margin</b>	27.1%	29.4%		30.1%	29.9%	
<b>Operating income</b>	\$ 2,986	\$ 2,578	15.8%	\$ 15,281	\$ 29,037	(47.4)%
<b>Income from continuing operations:</b>						
<b>Income</b>	\$ 424	\$ 631	(32.8)%	\$ 2,772	\$ 14,178	(80.4)%
<b>Income per diluted share</b>	\$ 0.01	\$ 0.02	(50.0)%	\$ 0.09	\$ 0.45	(80.0)%
<b>Operating income as adjusted (1)</b>	\$ 3,883	\$ 5,895	(34.1)%	\$ 27,278	\$ 31,743	(14.1)%
<b>Income from continuing operations as adjusted (1):</b>						
<b>Income</b>	\$ 1,195	\$ 2,679	(55.4)%	\$ 13,563	\$ 15,975	(15.1)%
<b>Income per diluted share</b>	\$ 0.04	\$ 0.09	(55.6)%	\$ 0.45	\$ 0.51	(11.8)%

(1) Details regarding the adjusted charges are provided on the *Reconciliations of Non-GAAP Financial Measures* included in this release.

## **Segment Results**

Net sales in the **Material Handling Segment** for the third quarter of 2016 were down 2.8% (or 3.4% organic) vs. the third quarter of 2015 due primarily to declines in the food and beverage markets. The segment's GAAP operating income was \$4.4 million for the third quarter of 2016 compared to \$7.4 million for the third quarter of 2015. The segment's adjusted operating income was \$4.7 million for the third quarter of 2016 compared to \$8.6 million for the third quarter of 2015.

Net sales in the **Distribution Segment** for the third quarter of 2016 were down 13% vs. the third quarter of 2015. The decline was primarily due to lower sales of equipment and tire retread products. The segment continues to implement its new sales model which is designed to broaden market coverage and improve the overall sales process. The segment's operating income was \$3.3 million for the third quarter of 2016 compared to \$5.6 million for the third quarter of 2015. The segment's adjusted operating income was \$3.3 million for the third quarter of 2016 compared to \$5.7 million for the third quarter of 2015.

## **2016 Outlook**

The Company anticipates that total revenue will be down mid-to-high single digits on a constant currency basis for both the fourth quarter and full year of 2016 primarily due to a continued weak capital spending environment.

## **Conference Call Details**

The Company will host an earnings conference call and webcast for investors and analysts on Tuesday, November 8, 2016 at 10:00 a.m. ET. The call is anticipated to last approximately one hour and may be accessed at: (US) 866-393-4306 or (Int'l) 734-385-2616. Callers are asked to sign on at least five minutes in advance. A live webcast of the conference call can be accessed from the Investor Relations section of the Company's website at [www.myersindustries.com](http://www.myersindustries.com). Click on the Investor Relations tab to access the webcast. Webcast attendees will be in a listen-only mode. An archived replay of the call will also be available on the site shortly after the event. To listen to the telephone replay, callers should dial: (US) 855-859-2056 or (Int'l) 404-537-3406. The replay passcode is Conference ID: 6338568.

## **Use of Non-GAAP Financial Measures**

The Company uses certain non-GAAP measures in this release. Adjusted EPS, adjusted income per diluted share from continuing operations and adjusted operating income are non-GAAP financial measures and are intended to serve as a complement 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.

## **About Myers Industries**

Myers Industries, Inc. is an international manufacturer of polymer products for industrial, agricultural, automotive, commercial and consumer markets. The Company is also the largest distributor of tools, equipment and supplies for the tire, wheel and undervehicle service industry in the U.S. Visit [www.myersindustries.com](http://www.myersindustries.com) to learn more.

## **Caution on Forward-Looking Statements**

Statements in this release may include "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995. Any statement that is not of historical fact may be deemed "forward-looking". Words such as "expect", "believe", "project", "plan", "anticipate", "intend", "objective", "goal", "view" and similar expressions identify forward-looking statements. These statements are based on management's current views and assumptions of future events and financial performance and involve a number of risks and uncertainties, many outside of the Company's control that could cause actual results to materially differ from those expressed or implied. Risks and uncertainties include: changes in the markets for the Company's business segments; changes in trends and demands in the markets in which the Company competes; unanticipated downturn in business relationships with customers or their purchases; competitive pressures on sales and pricing; raw material availability, increases in raw material costs, or other production costs; 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; and other risks as detailed in the Company's 10-K and other reports filed with the Securities and Exchange Commission. Such reports are available on the Securities and Exchange Commission's public reference facilities and its website at [www.sec.gov](http://www.sec.gov), and on the Company's Investor Relations section of its website at [www.myersindustries.com](http://www.myersindustries.com). Myers Industries undertakes no obligation to publicly update or revise any forward-looking statements contained herein. These statements speak only as of the date made.

## **Contact:**

Monica Vinay, Vice President, Investor Relations & Treasurer  
(330) 761-6212  
[mvinay@myersind.com](mailto:mvinay@myersind.com)

**MYERS INDUSTRIES, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**  
(Dollars in thousands, except share data)

	Quarter Ended		Nine Months Ended	
	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
<b>Net sales</b>	\$ 132,676	\$ 141,661	\$ 427,998	\$ 462,344
Cost of sales	96,758	99,975	299,373	324,320
<b>Gross profit</b>	35,918	41,686	128,625	138,024
Selling, general and administrative expenses	32,932	39,108	103,470	108,987
Impairment charges	—	—	9,874	—
<b>Operating income</b>	2,986	2,578	15,281	29,037
Interest expense, net	2,015	1,729	6,087	6,899
<b>Income from continuing operations before income taxes</b>	971	849	9,194	22,138
Income tax expense	547	218	6,422	7,960
<b>Income from continuing operations</b>	424	631	2,772	14,178
Income (loss) from discontinued operations, net of income taxes	(10)	(298)	(257)	2,813
<b>Net income</b>	\$ 414	\$ 333	\$ 2,515	\$ 16,991
<b>Income per common share from continuing operations:</b>				
Basic	\$ 0.01	\$ 0.02	\$ 0.09	\$ 0.46
Diluted	\$ 0.01	\$ 0.02	\$ 0.09	\$ 0.45
<b>Income (loss) per common share from discontinued operations:</b>				
Basic	\$ —	\$ (0.01)	\$ (0.01)	\$ 0.09
Diluted	\$ —	\$ (0.01)	\$ (0.01)	\$ 0.09
<b>Net income per common share:</b>				
Basic	\$ 0.01	\$ 0.01	\$ 0.08	\$ 0.55
Diluted	\$ 0.01	\$ 0.01	\$ 0.08	\$ 0.54
<b>Weighted average common shares outstanding:</b>				
Basic	29,849,005	30,674,604	29,682,798	30,873,594
Diluted	30,075,478	30,950,572	29,949,711	31,213,082

**MYERS INDUSTRIES, INC.**  
**SALES AND EARNINGS BY SEGMENT (UNAUDITED)**  
(Dollars in thousands)

	<u>Quarter Ended September 30,</u>			<u>Nine Months Ended September 30,</u>		
	<u>2016</u>	<u>2015</u>	<u>% Change</u>	<u>2016</u>	<u>2015</u>	<u>% Change</u>
<b>Net Sales</b>						
Material Handling	\$ 89,911	\$ 92,479	(2.8)%	\$ 299,842	\$ 320,534	(6.5)%
Distribution	42,793	49,212	(13.0)%	128,248	141,909	(9.6)%
Inter-company Sales	(28)	(30)	—	(92)	(99)	—
<b>Total</b>	<b><u>\$132,676</u></b>	<b><u>\$141,661</u></b>	<b><u>(6.3)%</u></b>	<b><u>\$427,998</u></b>	<b><u>\$462,344</u></b>	<b><u>(7.4)%</u></b>
<b>Operating Income</b>						
Material Handling	\$ 4,378	\$ 7,369	(40.6)%	\$ 26,152	\$ 41,622	(37.2)%
Distribution	3,301	5,558	(40.6)%	9,803	13,557	(27.7)%
Corporate	(4,693)	(10,349)	—	(20,674)	(26,142)	—
<b>Total</b>	<b><u>\$ 2,986</u></b>	<b><u>\$ 2,578</u></b>	<b><u>15.8%</u></b>	<b><u>\$ 15,281</u></b>	<b><u>\$ 29,037</u></b>	<b><u>(47.4)%</u></b>

**MYERS INDUSTRIES, INC.**  
**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**  
**OPERATING INCOME BY SEGMENT (UNAUDITED)**  
(Dollars in thousands, except per share data)

	Quarter Ended September 30,		Nine Months Ended	
	2016	2015	September 30,	2015
<b>Material Handling</b>				
Operating income as reported	\$ 4,378	\$ 7,369	\$ 26,152	\$ 41,622
Litigation reserve reversal	—	—	—	(3,010)
Asset impairments	—	—	9,874	—
Reduction to contingent liability	—	—	(2,335)	—
Restructuring expenses and other adjustments	292	1,210	292	1,750
Operating income as adjusted	4,670	8,579	33,983	40,362
<b>Distribution</b>				
Operating income as reported	3,301	5,558	9,803	13,557
Restructuring expenses and other adjustments	—	142	—	195
Operating income as adjusted	3,301	5,700	9,803	13,752
<b>Corporate Expense</b>				
Corporate expense as reported	(4,693)	(10,349)	(20,674)	(26,142)
CFO severance related costs	—	—	2,011	—
Environmental reserve	605	1,266	2,155	1,266
Professional, legal fees and other adjustments	—	699	—	2,505
Corporate expense as adjusted	(4,088)	(8,384)	(16,508)	(22,371)
<b>Continuing Operations</b>				
Operating income as reported	2,986	2,578	15,281	29,037
Total of all adjustments above	897	3,317	11,997	2,706
Operating income as adjusted	3,883	5,895	27,278	31,743
Interest expense, net	(2,015)	(1,729)	(6,087)	(6,899)
Income before taxes as adjusted	1,868	4,166	21,191	24,844
Income tax expense*	(673)	(1,487)	(7,628)	(8,869)
Income from continuing operations as adjusted	\$ 1,195	\$ 2,679	\$ 13,563	\$ 15,975
Adjusted earnings per diluted share from continuing operations	\$ 0.04	\$ 0.09	\$ 0.45	\$ 0.51

\* Income taxes are calculated using the normalized effective tax rate for each year. The normalized rate used above is 36%.

**Note on Reconciliation of Income and Earnings Data:** Income from continuing operations as adjusted and adjusted earnings per diluted share from continuing operations are non-GAAP financial measures that Myers Industries, Inc. calculates according to the schedule above, using GAAP amounts from the unaudited Consolidated Financial Statements. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that income (loss) excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses income (loss) excluding these items as well as other financial measures in connection with its decision-making activities. Income (loss) excluding these items should not be considered in isolation or as a substitute for net income (loss), income (loss) before taxes or other consolidated income data prepared in accordance with GAAP. The Company's method for calculating income (loss) excluding these items may not be comparable to methods used by other companies.

**MYERS INDUSTRIES, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (UNAUDITED)**  
(Dollars in thousands)

	<u>September 30, 2016</u>	<u>December 31, 2015</u>
<b>Assets</b>		
<b>Current Assets</b>		
Cash	\$ 5,538	\$ 7,344
Restricted cash	8,627	8,627
Accounts receivable, net	77,517	77,633
Inventories	48,584	54,738
Other	5,396	5,966
<b>Total Current Assets</b>	<u>145,662</u>	<u>154,308</u>
Other Assets	131,408	143,710
Property, Plant, & Equipment, Net	118,285	130,773
<b>Total Assets</b>	<u>\$ 395,355</u>	<u>\$ 428,791</u>
<b>Liabilities &amp; Shareholders' Equity</b>		
<b>Current Liabilities</b>		
Accounts payable	\$ 51,025	\$ 71,310
Accrued expenses	29,120	45,502
<b>Total Current Liabilities</b>	<u>80,145</u>	<u>116,812</u>
Long-term debt, net	197,930	191,881
Other liabilities	9,372	12,354
Deferred income taxes	9,133	10,041
<b>Total Shareholders' Equity</b>	<u>98,775</u>	<u>97,703</u>
<b>Total Liabilities &amp; Shareholders' Equity</b>	<u>\$ 395,355</u>	<u>\$ 428,791</u>

**MYERS INDUSTRIES, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)**  
(Dollars in thousands)

	<b>Nine Months Ended September 30,</b>	
	<b>2016</b>	<b>2015</b>
<b>Cash Flows From Operating Activities</b>		
Net income	\$ 2,515	\$ 16,991
Income (loss) from discontinued operations, net of income taxes	(257)	2,813
Income from continuing operations	2,772	14,178
Adjustments to reconcile income from continuing operations to net cash provided by (used for) operating activities		
Depreciation	18,465	19,216
Amortization	7,428	7,854
Non-cash stock-based compensation expense	2,804	3,989
Deferred taxes	(1,985)	2,301
Excess tax benefit from stock-based compensation	(139)	(211)
Impairment charges	9,874	—
Other	184	(463)
Payments on performance based compensation	(1,794)	(1,318)
Accrued interest income on note receivable	(948)	(750)
Other long-term liabilities	(431)	644
Cash flows provided by (used for) working capital		
Accounts receivable	1,057	(5,603)
Inventories	7,349	(271)
Prepaid expenses and other assets	484	(168)
Accounts payable and accrued expenses	(26,520)	(32,260)
Net cash provided by (used for) operating activities - continuing operations	18,600	7,138
Net cash provided by (used for) operating activities - discontinued operations	—	(11,330)
Net cash provided by (used for) operating activities	18,600	(4,192)
<b>Cash Flows From Investing Activities</b>		
Capital expenditures	(11,490)	(17,669)
Proceeds from sale of property, plant and equipment	194	145
Proceeds (payments) related to sale of business	(4,034)	69,787
Net cash provided by (used for) investing activities - continuing operations	(15,330)	52,263
Net cash provided by (used for) investing activities - discontinued operations	—	(581)
Net cash provided by (used for) investing activities	(15,330)	51,682
<b>Cash Flows From Financing Activities</b>		
Net borrowing (repayments) on credit facility	4,440	(16,157)
Cash dividends paid	(12,143)	(12,550)
Proceeds from issuance of common stock	2,582	1,553
Excess tax benefit from stock-based compensation	139	211
Repurchase of common stock	—	(18,613)
Shares withheld for employee taxes on equity awards	(925)	(975)
Net cash provided by (used for) financing activities - continuing operations	(5,907)	(46,531)
Net cash provided by (used for) financing activities - discontinued operations	—	—
Net cash provided by (used for) financing activities	(5,907)	(46,531)
Foreign exchange rate effect on cash	831	(395)
Net increase (decrease) in cash	(1,806)	564
Cash at January 1	7,344	4,676
Cash at September 30	\$ 5,538	\$ 5,240



# MYERS INDUSTRIES, INC.

NOVEMBER 8, 2016 7:00 AM EST Q3 2016 EARNINGS PRESENTATION

# SAFEHARBORS STATEMENT

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) Changes in the markets for the Company's business segments
- (2) Changes in trends and demands in the markets in which the Company competes
- (3) Unanticipated downturn in business relationships with customers or their purchases
- (4) Competitive pressures on sales and pricing
- (5) Raw material availability, increases in raw material costs, or other production costs
- (6) Harsh weather conditions
- (7) Future economic and financial conditions in the United States and around the world
- (8) Inability of the Company to meet future capital requirements
- (9) Claims, litigation and regulatory actions against the Company
- (10) Changes in laws and regulations affecting the Company

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](http://www.myersindustries.com) and at the SEC.gov web site.

## Q3 2016 SUMMARY

- » Q3 sales in line with expectations
- » Net sales \$132.7M, a decrease of 6% to prior year
  - » Continued difficult capital spending environment in several key markets
  - » Distribution sales initiative still in early innings; making progress
- » Gross margin reduction of 230 basis points to 27.1%
  - » Lower volume
  - » Unfavorable product mix and operational inefficiencies
- » SG&A reduction of \$6M due primarily to lower non-recurring comp, lower environmental costs and other cost containment actions
- » GAAP EPS from continuing operations \$0.01 vs. \$0.02 in 2015
- » Adjusted EPS from continuing operations \$0.04 vs. \$0.09 in 2015
- » YTD free cash flow of \$7.1M vs. (\$10.5M) in 2015
  - » Cash from operations up due to working capital process improvements
  - » Capital spending down

# Q3 GAAP FINANCIALS SUMMARY

IN \$ MILLION EXCEPT RATIOS AND PERCENTAGES

CONTINUING OPERATIONS	Q3 2015	Q3 2016	
NET SALES	\$ 141.7	\$ 132.7	- 6.3%; - 6.7% organic
GROSS PROFIT <i>GROSS MARGIN</i>	\$ 41.7 29.4%	\$ 35.9 27.1%	- 230 bps
SG&A	\$ 39.1	\$ 32.9	15.8% improvement
OPERATING INCOME <i>OPERATING MARGIN</i>	\$ 2.6 1.8%	\$ 3.0 2.3%	+ 50 bps
NET INTEREST EXPENSE	\$ 1.7	\$ 2.0	
INCOME FROM CONTINUING OPS BEFORE INCOME TAXES	\$ 0.8	\$ 1.0	
INCOME TAX EXPENSE	\$ 0.2	\$ 0.5	
INCOME FROM CONTINUING OPS	\$ 0.6	\$ 0.4	
EPS FROM CONTINUING OPS	\$ 0.02	\$ 0.01	

# Q3 ADJUSTED FINANCIALS SUMMARY

IN \$ MILLION EXCEPT RATIOS AND PERCENTAGES

CONTINUING OPERATIONS	Q3 2015	Q3 2016	
NET SALES	\$ 141.7	\$ 132.7	- 6.3%; - 6.7% organic
ADJ. GROSS PROFIT <i>GROSS MARGIN</i>	\$ 42.4 30.0%	\$ 35.9 27.1%	- 290 bps
ADJ. SG&A	\$ 36.6	\$ 32.0	12.4% improvement
ADJ. OPERATING INCOME <i>OPERATING MARGIN</i>	\$ 5.9 4.2%	\$ 3.9 2.9%	- 130 bps
NET INTEREST EXPENSE	\$ 1.7	\$ 2.0	
ADJ. INCOME FROM CONTINUING OPS BEFORE INCOME TAXES	\$ 4.2	\$ 1.9	
INCOME TAX EXPENSE	\$ 1.5	\$ 0.7	
ADJ. INCOME FROM CONTINUING OPS <i>INCOME MARGIN</i>	\$ 2.7 1.9%	\$ 1.2 0.9%	
ADJ. EPS FROM CONTINUING OPS	\$ 0.09	\$ 0.04	

See appendix for reconciliations from GAAP to adjusted results



**\$12.5M ADJUSTED EBITDA COMPARED TO \$14.4M IN PRIOR-YEAR QUARTER**

# BALANCESHEET & CASHFLOW

## BALANCE SHEET

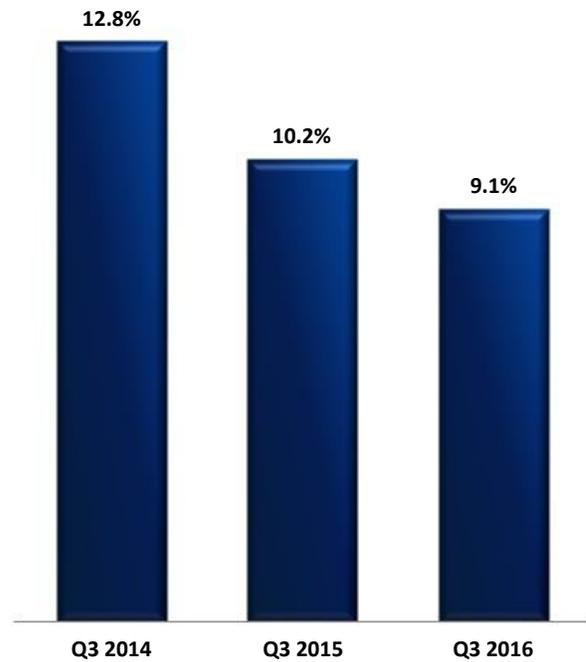
	09/30/15	09/30/16
Cash	\$ 5.2	\$ 5.5
Debt	<u>214.7</u>	<u>197.9</u>
Net Debt	\$ 209.5	\$ 192.4
Adjusted TTM EBITDA	\$ 74.1	\$ 65.8
Net Debt-to-Adj. EBITDA	2.8x	2.9x

See appendix for reconciliations from GAAP to adjusted results

## YTD CASH FLOW

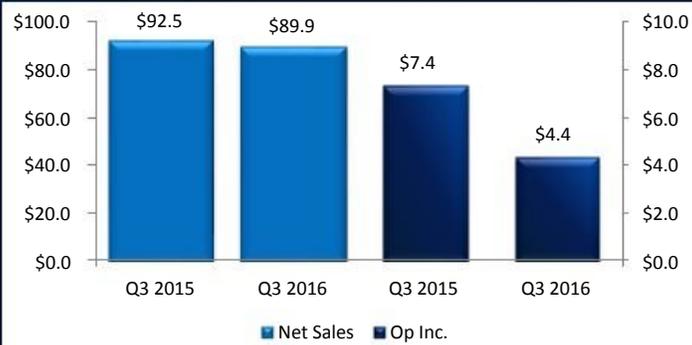


## WORKING CAPITAL AS A % OF SALES



# Q3 2016 SEGMENT RESULTS

## MATERIAL HANDLING



» **Sales down 2.8% (down 3.4% organic):**

- » Capital spending remains down in food and beverage markets
- » In vehicle market, steady share gains in automotive and strong sales in RV
- » Progress in industrial markets; slow overall pace
- » Share gains at Scepter for 2017 during seasonal buying process
- » **Unfavorable mix in Q3; results also impacted by operational inefficiencies and cost reallocations from corporate to reflect correct segment cost structure**

## DISTRIBUTION



» **Sales down 13%:**

- » Market indicators positive
- » Reduced capital spending continues to impact equipment sales; retread markets remain slow
- » Sales team initiative progressing; steady sequential pace but still down year-over-year
- » Share gains with vending installs at large auto dealer group
- » **Q3 margin decline due to lower sales volumes and cost reallocations from corporate to reflect correct segment cost structure**

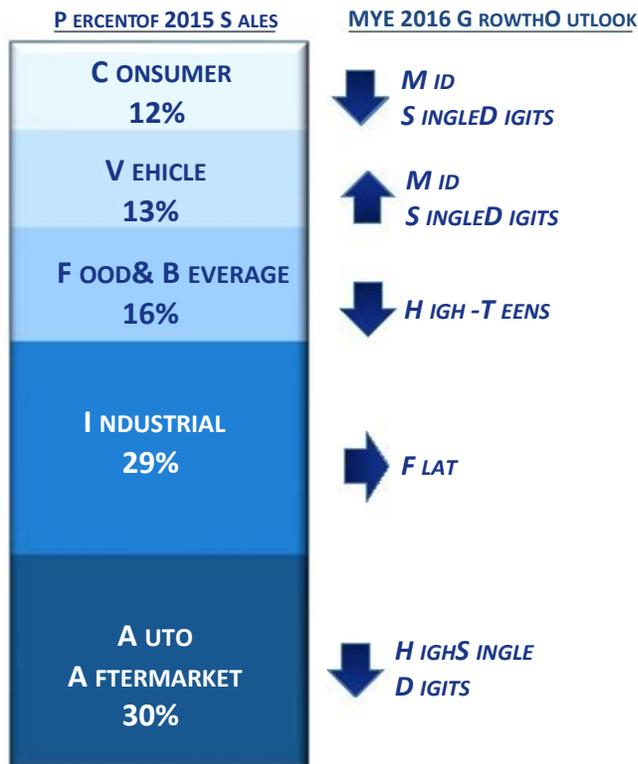
# 2016 OUTLOOK AND STRATEGY UPDATE

## Outlook

- » **Holding prior outlook; Q4 & FY revenue expected to be down mid-to-high single digits**
  - » Continued weakness in capital spending in both segments
  - » Steady sales run rate in Distribution segment

## Strategic Update

- » **Senior leadership team now in place**
- » **Finalizing enterprise strategy that supports competitive strengths**
  - » **Key themes:**
    - » Protect the core
      - » Safe and efficient solutions for niche end-markets
    - » Simplify
      - » More flexible operating model
  - » **Near-term priorities:**
    - » Further develop our capability to execute niche market commercial strategies
    - » Implement a culture of continuous process improvement
    - » Debt reduction/more flexible balance sheet



# APPENDIX



## 2016 KEY ASSUMPTIONS

- » Capital expenditures: \$12 - \$14 million
- » Net interest expense: \$8 - \$9 million
- » D&A: \$34 - \$35 million
- » Effective tax rate (normalized): 36%

# RECONCILIATION OF NON-GAAP MEASURES

**MYERS INDUSTRIES, INC.**  
**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**  
**CONSOLIDATED GROSS PROFIT (UNAUDITED)**  
(Dollars in thousands)

	Quarter Ended		For the nine months ended	
	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
Gross profit as reported	\$ 35,918	\$ 41,686	\$ 128,625	\$ 138,024
Restructuring expenses and other adjustments in cost of sales				
Material Handling segment	-	762	-	1,057
Distribution segment	-	-	-	-
Gross profit as adjusted	\$ 35,918	\$ 42,448	\$ 128,625	\$ 139,081

**Note on Reconciliation of Income and Earnings Data:** Gross profit excluding the items above in the text of this presentation and in this reconciliation chart is a non - GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that gross profit excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses gross profit excluding these items as well as other financial measures in connection with its decision-making activities. Gross profit excluding these items should not be considered in isolation or as a substitute for gross profit prepared in accordance with GAAP. The Company's method for calculating gross profit excluding these items may not be comparable to methods used by other companies.

# RECONCILIATION OF NON-GAAP MEASURES

**MYERS INDUSTRIES, INC.**  
**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**  
**CONSOLIDATED SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (UNAUDITED)**  
(Dollars in thousands)

	Quarter Ended		Nine Months Ended	
	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
Selling, general and administrative expenses as reported	\$ 32,932	\$ 39,108	\$ 103,470	\$ 108,987
Restructuring expenses and other adjustments in selling, general and administrative expenses				
Material Handling segment	(292)	(448)	2,043	2,317
Distribution segment	-	(142)	-	(195)
Corporate	(605)	(1,965)	(4,166)	(3,771)
Selling, general and administrative expenses as adjusted	<u>\$ 32,035</u>	<u>\$ 36,553</u>	<u>\$ 101,347</u>	<u>\$ 107,338</u>

**Note on Reconciliation of Income and Earnings Data:** Selling, general and administrative expenses excluding the items above in the text of this presentation and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that selling, general and administrative expenses excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses selling, general and administrative expenses excluding these items as well as other financial measures in connection with its decision-making activities. Selling, general and administrative expenses excluding these items should not be considered in isolation or as a substitute for selling, general and administrative expenses prepared in accordance with GAAP. The Company's method for calculating selling, general and administrative expenses excluding these items may not be comparable to methods used by other companies.

# RECONCILIATION OF NON-GAAP MEASURES

**MYERS INDUSTRIES, INC.**  
**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**  
**INCOME (LOSS) BEFORE TAXES BY SEGMENT (UNAUDITED)**  
(Dollars in thousands, except per share data)

	Quarter Ended September 30,		Nine Months Ended	
	2016	2015	September 30,	2015
<b>Material Handling</b>				
Operating income as reported	\$ 4,378	\$ 7,369	\$ 26,152	\$ 41,622
Litigation reserve reversal	-	-	-	(3,010)
Asset impairments	-	-	9,874	-
Reduction to contingent liability	-	-	(2,335)	-
Restructuring expenses and other adjustments	292	1,210	292	1,750
Operating income as adjusted	4,670	8,579	33,983	40,362
<b>Distribution</b>				
Operating income as reported	3,301	5,558	9,803	13,557
Restructuring expenses and other adjustments	-	142	-	195
Operating income as adjusted	3,301	5,700	9,803	13,752
<b>Corporate Expense</b>				
Corporate expense as reported	(4,693)	(10,349)	(20,674)	(26,142)
CFO severance related costs	-	-	2,011	-
Environmental reserve	605	1,266	2,155	1,266
Professional, legal fees and other adjustments	-	699	-	2,505
Corporate expense as adjusted	(4,088)	(8,384)	(16,508)	(22,371)
<b>Continuing Operations</b>				
Operating income as reported	2,986	2,578	15,281	29,037
Total of all adjustments above	897	3,517	11,997	2,706
Operating income as adjusted	3,883	5,895	27,278	31,743
Interest expense, net	(2,015)	(1,729)	(6,087)	(6,899)
Income before taxes as adjusted	1,868	4,166	21,191	24,844
Income tax expense*	(673)	(1,487)	(7,628)	(8,869)
Income from continuing operations as adjusted	\$ 1,195	\$ 2,679	\$ 13,563	\$ 15,975
Adjusted earnings per diluted share from continuing operations	\$ 0.04	\$ 0.09	\$ 0.45	\$ 0.51

\*Income taxes are calculated using the normalized effective tax rate for each year. The normalized rate used above is 36%.

**Note on Reconciliation of Income and Earnings Data:** Income (loss) excluding the items above in the text of this presentation and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above using GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that income (loss) excluding items that are not primarily related to core operating activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses income (loss) excluding these items as well as other financial measures in connection with its decision-making activities. Income (loss) excluding these items should not be considered in isolation or as a substitute for income (loss) prepared in accordance with GAAP. The Company's method for calculating income (loss) excluding these items may not be comparable to methods used by other companies.

# RECONCILIATION OF NON-GAAP MEASURES

**MYERS INDUSTRIES, INC.**  
**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**  
**COMBINED STATEMENTS OF INCOME (UNAUDITED)**  
(Dollars in thousands)

	Quarter Ended				TTM
	31-Dec-14	31-Mar-15	30-Jun-15	30-Sep-15	30-Sep-15
Net Income as Reported Continuing Operations	\$ 1,489	\$ 2,622	\$ 10,925	\$ 631	\$ 15,667
Add: tax expense	991	1,392	6,350	218	8,951
Add: net interest expense	2,647	2,702	2,467	1,729	9,545
Add: depreciation	6,424	6,489	6,801	5,926	25,640
Add: amortization	2,724	2,638	2,641	2,575	10,578
EBITDA	14,275	15,843	29,184	11,079	70,381
Add: one-time unusual charges	1,031	1,950	(2,561)	3,317	3,737
EBITDA As Adjusted	15,306	17,793	26,623	14,396	74,118

	Quarter Ended				TTM
	31-Dec-15	31-Mar-16	30-Jun-16	30-Sep-16	30-Sep-16
Net Income as Reported Continuing Operations	\$ (125)	\$ (3,336)	\$ 5,684	\$ 424	\$ 2,647
Add: tax expense	(151)	2,446	3,429	547	6,271
Add: net interest expense	2,100	2,019	2,053	2,015	8,187
Add: depreciation	5,496	6,000	6,283	6,182	23,961
Add: amortization	2,413	2,499	2,482	2,447	9,841
EBITDA	9,733	9,628	19,931	11,615	50,907
Add: one-time unusual charges	2,906	10,556	544	897	14,903
EBITDA As Adjusted	12,639	20,184	20,475	12,512	65,810

**Note on Reconciliation of Income and Earnings Data:** EBITDA as adjusted is a financial measure that Myers Industries, Inc. calculates according to the schedule above using amounts from the unaudited Reconciliation of Non-GAAP Financial Measures Income (Loss) Before Taxes By Segment and GAAP amounts from the unaudited Condensed Consolidated Statement of Operations. The Company believes that EBITDA as adjusted provides useful information regarding a company's operating profitability. Management uses EBITDA as adjusted as well as other financial measures in connection with its decision-making activities. EBITDA as adjusted should not be considered in isolation or as a substitute for net income (loss), income (loss) before taxes or other consolidated income data prepared in accordance with GAAP. The Company's method for calculating EBITDA as adjusted may not be comparable to methods used by other companies.

