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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) September 11, 2017**

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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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

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**Item 7.01. Regulation FD Disclosure.**

As previously announced by Myers Industries, Inc. (the “Company”), its President and CEO, R. David Banyard, and Executive Vice President and CFO, Matteo Anversa, will speak at the KeyBanc Basic Materials and Packaging Conference on Tuesday, September 12, 2017. A copy of the Company’s presentation is attached to this Current Report on Form 8-K as Exhibit 99.1. The presentation is also available on the Investor Relations – Financial Presentations portion of the Company’s website at [www.myersindustries.com](http://www.myersindustries.com).

In accordance with General Instruction B.2 on Form 8-K, the information set forth in this Item 7.01 and the investor presentation attached to this report as Exhibit 99.1 is “furnished” and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, nor shall such information be deemed incorporated by reference in any filing under the Securities Exchange Act of 1934, as amended, or the Securities Act of 1933, as amended.

**Item 9.01. Financial Statements and Exhibits**

99.1      [Investor Presentation by the Company dated September 2017](#)

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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: September 11, 2017**

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

R. David Banyard

President and Chief Executive Officer



**MYERS INDUSTRIES, INC.**

Investor Presentation September 2017

# 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) 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.

# KEY INVESTMENT CONSIDERATIONS

- » **New management team executing a solid plan**
- » **Clear strategy to drive shareholder value**
  - » Safety and efficiency in everything we do
  - » Niche market focus
  - » Flexible operations
  - » Strong cash flow growth
  - » Act like owners
- » **Diverse end markets present long-term opportunities**
- » **Compelling financial objectives**
- » **Strong control environment and corporate governance best practices**

# MYERS OVERVIEW

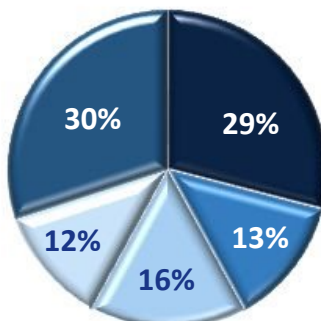
## 2016 FINANCIAL METRICS<sup>1</sup>

SALES  
**\$558M**

OPERATING MARGIN  
**2.9%**

ADJUSTED  
OPERATING MARGIN  
**5.2%**

## 2016 SALES BY END MARKET



- Industrial
- Food & Beverage
- Vehicle
- Consumer
- Auto Aftermarket

## PRODUCT PORTFOLIO

### MATERIAL HANDLING



Industry leading manufacturer of polymer material handling and storage products

### DISTRIBUTION

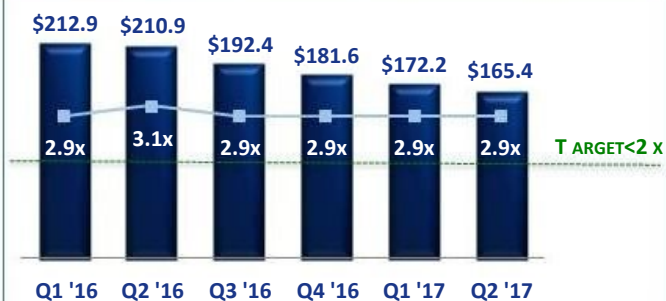


Industry leading distributor of tire repair and retread products

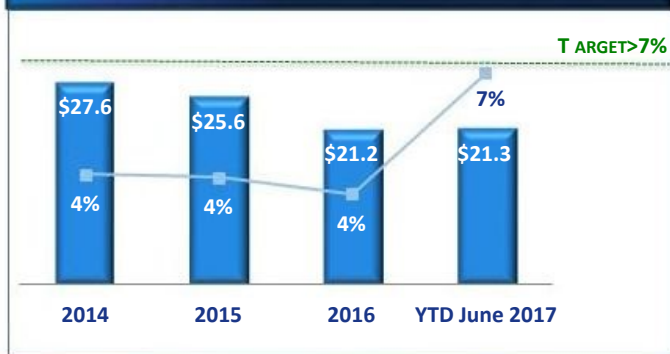
# BALANCESHEET & CASHFLOW

- » Implementing asset-light and lean operations
- » Disciplined approach to working capital and capex spending driving strong cash flow generation
- » Capital allocation prioritized toward debt pay-down
- » Long-term, continued improvement will support both organic and inorganic growth investments

## Net Debt (\$M) and Net Debt to Adj. EBITDA<sup>1</sup>



## FCF (\$M) and FCF as a % of Sales<sup>1</sup>



## Working Capital as a % of TTM Sales





# MATERIAL HANDLING OVERVIEW

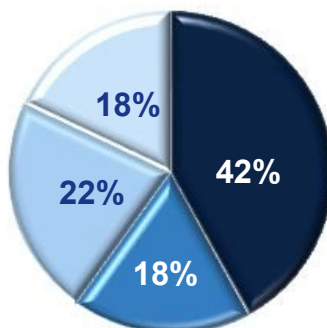
## 2016 FINANCIAL METRICS<sup>1</sup>

SALES  
**\$388M**

OPERATING MARGIN  
**7.6%**

ADJUSTED  
OPERATING MARGIN  
**9.9%**

## 2016 SALES BY END MARKET



- Industrial
- Food & Beverage
- Vehicle
- Consumer

## PRODUCT PORTFOLIO

Industry leading manufacturer of polymer material handling and storage products

**BUCKHORN**



Intermediate bulk containers

**AKRO-MILS**



Cabinets, bin racks, shelving & panels

**MYERS**  
do Brasil



Collapsible Bulk Containers

**NOVEL**



Beverage Crates

**Scepter**  
STANDARD OF QUALITY



Portable fuel Containers

**Ameri-Kart**



RV/Marine Fuel Tanks

**Jamco**  
Products



Platform Trucks

# DISTRIBUTION OVERVIEW

## 2016 FINANCIAL METRICS<sup>1</sup>

SALES

**\$171M**

OPERATING MARGIN

**7.5%**

## 2016 SALES BY END MARKET



 Auto Aftermarket

## PRODUCT PORTFOLIO

Industry leading distributor of tire repair and retread products

**Myers**  
Tire Supply  
CONTACT RESPONSE LOGIC

**Myers**  
Tire Supply  
**International, Inc.**



Inventory Management Systems



Tire Changing Equipment



Tire Changing Equipment

**Patch Rubber**  
Company  
CONTACT RESPONSE LOGIC



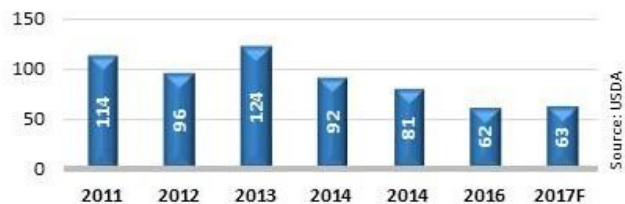
Tire Repair Patches



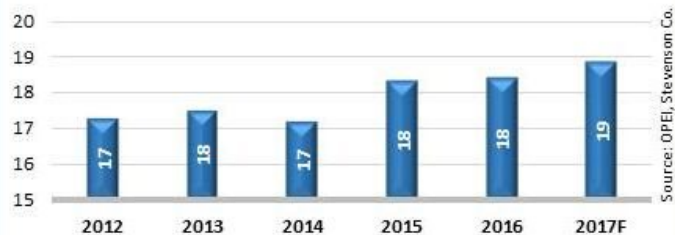
Tire Repair Plugs

# MARKET INDICATORS

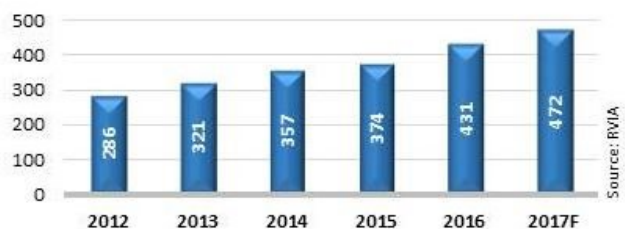
## US NET FARM INCOME(\$B)



## US OUTDOOR POWERED EQUIPMENT SHIPMENTS (MILLIONS OF UNITS)



## RV SHIPMENTS (THOUSANDS OF UNITS)



## TIRE DEMAND INDEX<sup>1</sup>



<sup>(1)</sup> An index reading above 50 implies that the broader market expanded on a YOY basis, while a reading below 50 indicates that unit demand contracted across the industry.

## Safety and Efficiency in Everything We Do

### Niche Market Focus

- #1 or #2 in each served market
- Strong brands
- Customer intimacy

### Flexible Operations

- Simplify
- 80/20 and lean
- Process focus; value-add only



Strong Cash Flow Growth

Act Like Owners

# B BUSINESS MODEL

## Niche Market Focus

- » Step 1: Market segmentation
- » Step 2: Sell more of existing products
- » Step 3: Innovate to expand share



**Build sustainable competitive advantages**

## Flexible Operations

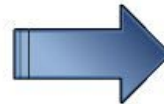
- » Step 1: Simplify and focus
- » Step 2: Restructure
- » Step 3: Lean implementation



**Improve existing cash flow**

## Strong Cash Flow Growth

- » Incentivize cash flow improvement
- » Asset light operations
- » Acquisition strategy focused on higher cash flow targets



**Deliver above market returns**

# 2017 – 2018 INITIATIVES

## Niche Market Focus

- Sales force effectiveness
  - MTS sales process and pricing process
- Innovation
  - Scepter new product launch



## Flexible Operations

- Reduce Material Handling ops footprint
- Continue 80/20 & lean implementation



## Strong Cash Flow Growth

- Focus on debt repayment
- Early stages of acquisition funnel
- High cash flow/asset light businesses



# HOW WE WIN IN NICHE MARKET GROWTH STRATEGY

## Niche Market Focus



### Define the market segment

- Invested in market research in all 5 key end markets in 2016

### Orient the organization

- Established 7 dedicated cross functional teams in 2016

### Penetrate the market segment with existing products

- Investing in systems and pricing tools in 2017

### Innovate

- Investing in R&D at Scepter; other companies to follow

### Expand

- Find next market segment to expand safety and efficiency offering

# HOW WE WIN : CHANGING THE OPERATING MODEL

## Flexible Operations

- » Investing ≈\$10M to reduce the operating footprint
- » Annual savings of approximately \$10M
- » Material Handling
  - » Consolidation of factory footprint across several businesses
  - » Strategic sourcing partners to produce certain volume
  - » Focus in-house on high value products
  - » Complete by Q4 2017
- » Myers Industries corporate
  - » Reduced headcount by 15% - completed in Q4 2016

## Strong Cash Flow Growth

- » Amended and extended loan agreement
  - » Similar terms to prior agreement with 3 year extension
- » Filling M&A pipeline
  - » Market segments less than \$1B
  - » Low exposure to customer capital spending
  - » Asset light business model



# LONG-TERM FINANCIAL TARGETS

KEY METRICS	2016 <sup>1</sup>	2018	2020
Adj. Op Inc. Margin	5%	>8%	>10%
Free Cash Flow/Sales	4%	>7%	>9%
Working Capital/Sales	8%	<9%	<9%
Adjusted EBITDA	\$64M	>\$70M	>\$80M
Net Debt to Adj. EBITDA	2.9	<2.0	<2.0

# KEY INVESTMENT CONSIDERATIONS

- » **New management team executing a solid plan**
- » **Clear strategy to drive shareholder value**
  - » Safety and efficiency in everything we do
  - » Niche market focus
  - » Flexible operations
  - » Strong cash flow growth
  - » Act like owners
- » **Diverse end markets present long-term opportunities**
- » **Compelling financial objectives**
- » **Strong control environment and corporate governance best practices**

# APPENDIX



# 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 December 31,		Year Ended December 31,	
	2016	2015	2016	2015
<b>Material Handling</b>				
Operating income as reported	\$ 3,431	\$ 8,140	\$ 29,583	\$ 49,762
Litigation reserve reversal	-	-	-	(3,010)
Asset impairments	-	-	9,874	-
Reduction to contingent liability	-	-	(2,335)	-
Restructuring expenses and other adjustments	810	1,535	1,102	3,285
Operating income as adjusted	4,241	9,675	38,224	50,037
<b>Distribution</b>				
Operating income as reported	3,031	2,557	12,834	16,114
Restructuring expenses and other adjustments	-	312	-	507
Operating income as adjusted	3,031	2,869	12,834	16,621
<b>Corporate Expense</b>				
Corporate expense as reported	(5,575)	(8,873)	(26,249)	(35,015)
CFO severance related costs	-	-	2,011	-
Environmental reserve	-	200	2,155	1,466
Professional, legal fees and other adjustments	186	859	186	3,364
Corporate expense as adjusted	(5,389)	(7,814)	(21,897)	(30,185)
<b>Continuing Operations</b>				
Operating income as reported	887	1,824	16,168	30,861
Total of all adjustments above	996	2,906	12,993	5,612
Operating income as adjusted	1,883	4,730	29,161	36,473
Interest expense, net	(2,086)	(2,100)	(8,173)	(8,999)
Income (loss) before taxes as adjusted	(203)	2,630	20,988	27,474
Income tax expense*	76	(939)	(7,871)	(9,808)
Income (loss) from continuing operations as adjusted	\$ (127)	\$ 1,691	\$ 13,117	\$ 17,666
Adjusted earnings (loss) per diluted share from continuing operations	\$ (0.00)	\$ 0.06	\$ 0.44	\$ 0.57

\*Income taxes are calculated using the normalized effective tax rate for each year. The normalized rate used in 2016 is 37.5% and the normalized rate used in 2015 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 FREE CASH FLOW TO GAAP NET CASH**  
**PROVIDED BY (USED FOR) OPERATING ACTIVITIES - CONTINUING**  
**OPERATIONS (UNAUDITED)**  
(Dollars in thousands)

	For the Year Ended December 31,			YTD June
	2014	2015	2016	2017
Net cash provided by (used for) operating activities - continuing operations	\$ 51,757	\$ 49,354	\$ 33,721	\$ 23,634
Less capital expenditures	24,170	23,727	12,523	2,345
Free cash flow	\$ 27,587	\$ 25,627	\$ 21,198	\$ 21,289

**Note on Reconciliation of Cash Flow Data:** Free cash flow 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 Cash Flows. The Company uses free cash flow as well as other financial measures in connection with its decision-making activities. The Company's method for calculating free cash flow 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								
	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16	30-Jun-16	30-Sep-16	31-Dec-16	31-Mar-17	30-Jun-17
Net Income as Reported Continuing Operations	\$ 10,925	\$ 631	\$ (125)	\$ (3,336)	\$ 5,684	\$ 424	\$ (1,247)	\$ 3,128	\$ 2,012
Add: tax expense	6,350	218	(151)	2,446	3,429	547	48	2,255	1,783
Add: net interest expense	2,467	1,730	2,100	2,019	2,053	2,015	2,086	1,975	1,785
Add: depreciation	6,801	5,926	5,496	6,000	6,283	6,182	6,142	6,700	6,984
Add: amortization	2,641	2,575	2,413	2,499	2,482	2,447	2,430	2,436	2,136
EBITDA	29,184	11,080	9,733	9,628	19,931	11,615	9,459	16,494	14,700
Add: one-time unusual charges	(2,561)	3,317	2,906	10,556	544	897	996	42	2,998
EBITDA as Adjusted	\$ 26,623	\$ 14,397	\$ 12,639	\$ 20,184	\$ 20,475	\$ 12,512	\$ 10,455	\$ 16,536	\$ 17,698
TTM EBITDA as Adjusted				\$ 73,843	\$ 67,695	\$ 65,810	\$ 63,626	\$ 59,978	\$ 57,201
Total Debt				\$ 218,471	\$ 217,440	\$ 197,930	\$ 189,522	\$ 179,571	\$ 170,114
Less Cash				5,601	6,499	5,538	7,888	7,325	4,673
Net Debt				\$ 212,870	\$ 210,941	\$ 192,392	\$ 181,634	\$ 172,246	\$ 165,441
Net Debt to TTM Adj. EBITDA				2.9	3.1	2.9	2.9	2.9	2.9

**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.

