



Sharpening Our Focus

KeyBanc Capital Markets Basic Materials & Packaging Conference
September 13, 2011



Safe Harbor 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) 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.myersind.com and at the SEC.gov web site.

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1) Who We Are

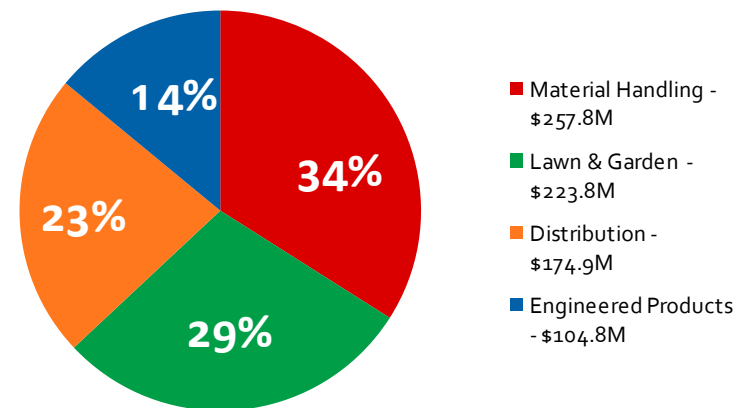


Company at a Glance



- NYSE: MYE
- Founded in 1933
- Headquartered in Akron, Ohio
- **Diversified International manufacturer** of polymer products and wholesale distributor that operates in four segments:
 - Material Handling
 - Lawn & Garden
 - Distribution
 - Engineered Products

2010 Sales by Segment



Material Handling Segment

Brands



*Innovative Solutions with **Plastic**
Reusable Containers & Pallets*



*Everything You Need to **Store, Organize**
& **Transport***

Products

- Bulk containers, totes, pallets



- Bins, shelving, storage systems



Markets

- Agriculture
- Industrial/Manufacturing
- Food Processing
- Beverage Distribution
- Liquid Handling

- Industrial
- Consumer
- Healthcare

Customers



Lawn & Garden Segment

Brands



*Containers to Grow Beautiful.
Grow Profitable.*



*Nursery Containers for
Growing Needs.*



*From Seed to Sold Containers
& Planter for Healthy Growth.*

Products

- Grower pots
- Trays
- Hanging baskets



Markets

- Greenhouse

- Nursery

- Retail

Customers



Distribution Segment

Brands



Everything for the Tire Dealer *with Service Tools, Equipment & Supplies*

Products

- Wheel Weights
- Tire Valves
- Tire Pressure Monitoring Systems (TPMS)
- Air Wrenches
- Balancing Equipment
- Vehicle Lifts
- Tire Changers



Markets

- Retail tire dealers
- Truck tire dealers
- Auto Dealers
- Commercial Fleets
- Repair and Service Center
- Tire Retreaders

Customers



Engineered Products Segment

Brands



Innovation in Customer Plastic Rotational Molding



A Leader in Tire Repair, Retread & Custom Rubber Products



Engineering Excellence for Custom Blow Molded Products

Products

- RV water & waste tanks
- Watercraft fuel tanks
- Overflow prevention system (OPS)



- Tire repair materials
- Highway marking tape



- Auto HVAC components
- Custom industrial product



Markets

- Recreational Vehicle (RV)
- Marine

- Tire repair/retreading
- Highway construction

- Automotive
- Custom industrial

Customers



2) Goals



Goals

- Generate returns above cost-of-capital
- Generate strong free cash flow
- Achieve organic growth $>1.5x$ GDP
- Target a 5% reduction in COGS each year
- Maintain strong financial position
- Balanced approach to capital allocation including returning cash to shareholders

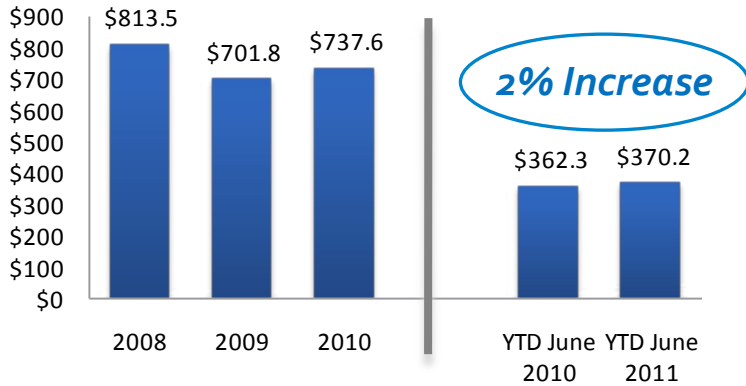
3) Strengthened Financial Position & Use of Capital



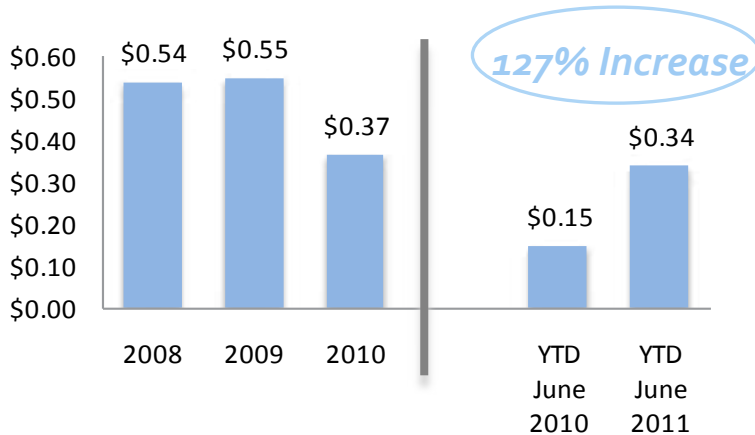
Financial Progress

Net Sales

(\$ Millions)



Earnings (Loss) per Share – Adjusted*



- 2011 benefitting from our sharpened focus

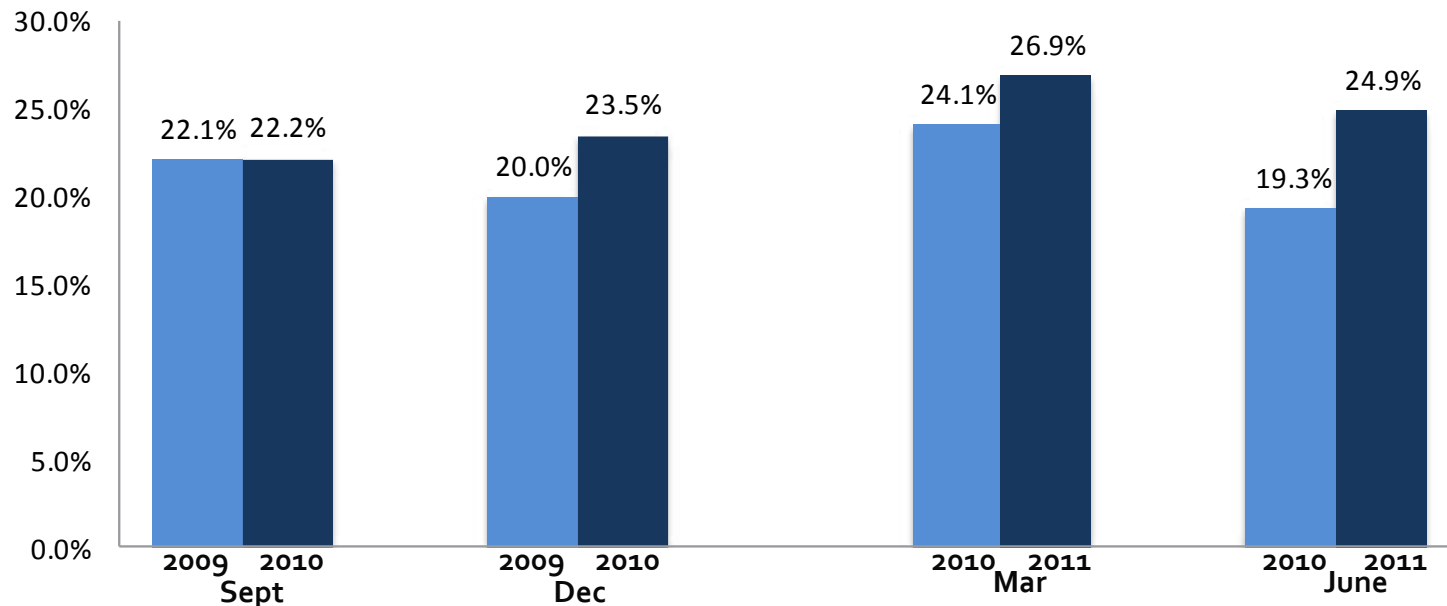
Sharpened focus began in 2010 and is comprised of the following:

- ✓ *Increased focus on Operations Excellence*
 - *Pricing strategies that more effectively offset raw material inflation*
 - *Productivity improvements*
 - *More efficient use of raw materials*
- ✓ *Innovation*
 - *New product development*
- ✓ *Organization Development*

*Adjusted results for 2008 to 2010 include adjustments related to one-time, non-recurring expenses of \$78.1M, \$21.6M, and \$70.9M respectively. YTD June Adjusted results include adjustments of \$1.8M and \$1.2M respectively.

Improving Margins

- Despite continued raw material cost increases, MYE has increased gross profit for four consecutive quarters
 - Focus on productivity improvements
 - Increased pricing to offset raw material inflation
 - Increased usage of alternative raw materials



Resin Cost ↑
year-over-year

19%

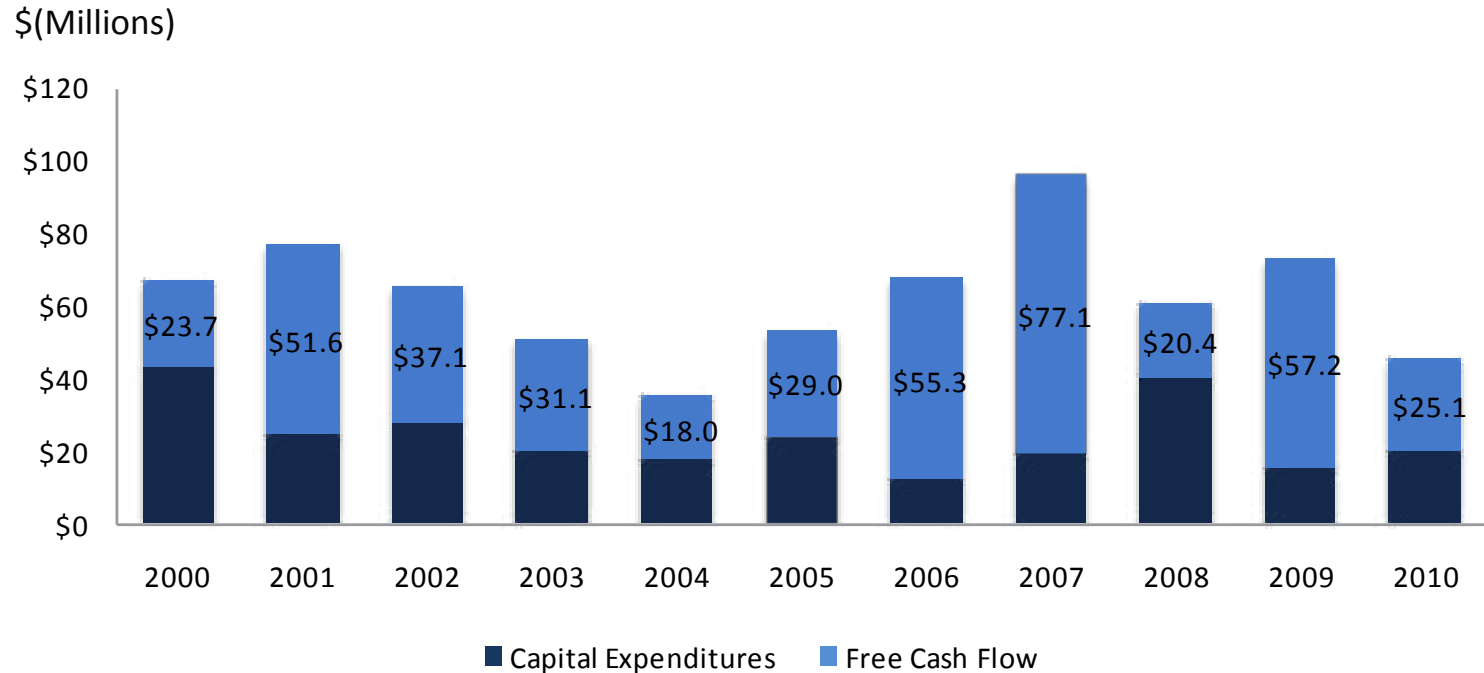
19%

13%

18%

Strong Cash Flow Generation

Free Cash Flow



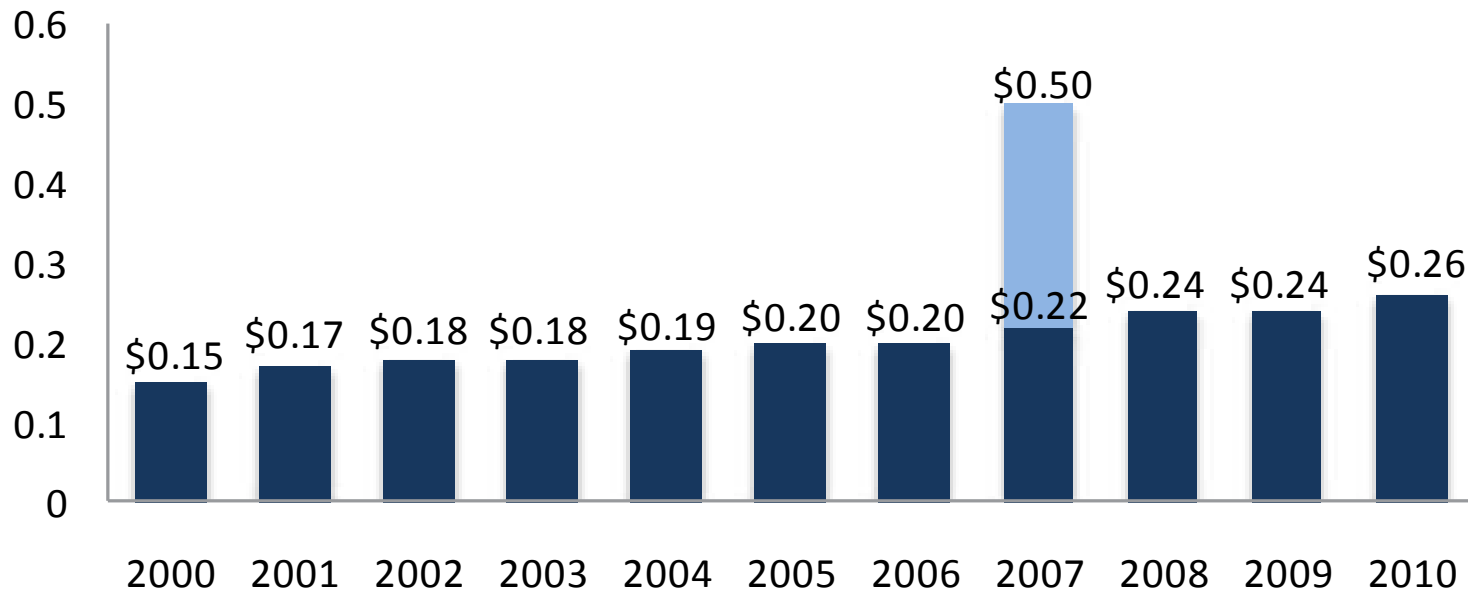
Notes:

- 1) Free cash flow calculated as cash flow from continuing operations less capital expenditures.
- 2) Dividends in 2008 do not include a special dividend of \$0.28, or \$9.9M (pre-tax), resulting from the same merger termination payment.

Balanced Approach to Use of Cash

- Dividend paid each year since public in 1971
 - Gradually increased over nearly 40 years

Dividends



Notes:

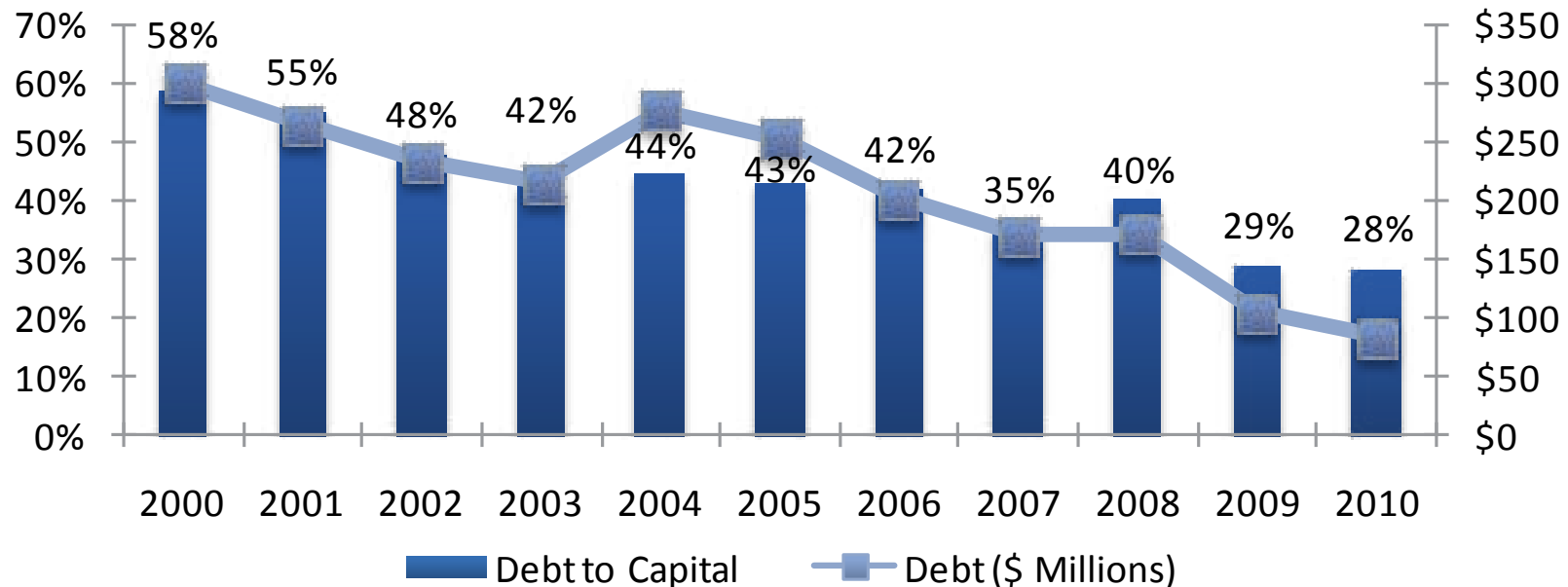
1) Above adjusted for stock dividends and splits in 2000, 2001, 2002 and 2004.

2) Dividends in 2007 include a special dividend of \$0.28 or \$9.9M accrued but not paid until 2008, resulting from a merger termination payment.

Balanced Approach to Use of Cash

- Free cash flow used to reduce debt
- Current debt-to-EBITDA ratio = 1.28
- Provides flexibility to make selective, high return investments

Debt to Capital Ratio



Note:

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

4) Strategy for Increasing Stakeholder Value



Focus on our Strategic Principles

- Deliver **customer dedication** and **strong financial results** by developing our key management capabilities in...

Innovation

- Create next-generation products in high-margin niche markets

Operations Excellence

- Improve service, increase productivity and decrease costs

Organization Development

- Attract, deploy and retain exceptional talent in our business



Strategic Principles Delivering Results

Drive Stakeholder Value Creation

- Generate strong financial results
 - EBITDA Growth
 - Cash
 - ROIC
- Focus investments
 - Organic investments to grow Material Handling and Distribution
 - Optimize Lawn & Garden
- Seek acquisitions with solid returns
 - Material Handling – grow high-value reusable packaging capabilities
 - Geographic focus in North and South America
 - Distribution – grow capability in fast-growth International markets
 - Geographic focus in Central America

Maintain Priorities for Cash

Level One: Maintain Current Business

- Working capital
- Capital expenditures
- Safety

Level Two: Grow Stakeholder Value

- New product development
- Process improvements
- Organic growth capital (ROIC target > 15%)
- Bolt-on acquisitions
- Employee retention and training

Level Three: Return Capital to Stakeholders

- Dividends
- Share repurchase
- Debt reduction

5) Summary



Positioned for Growth & Stakeholder Value Creation

- Focused strategy
 - Customer Dedication, Innovation, Operations Excellence, Organization Development, Financial Strength
 - Benefitting from our refocused efforts in 2010
- Improving earnings and cash flow
 - Increasing margins
- Strong balance sheet
 - Flexibility
- Balanced approach to use of capital
 - Maintain current business
 - High return capital growth projects
 - Grow stakeholder value through bolt-on acquisitions, new product development , process development, etc.
 - Return capital to stakeholders

6) Appendix: Macro Indicators



Business Segment Indicators

Material Handling

MHEM (Material Handling Equipment) Index

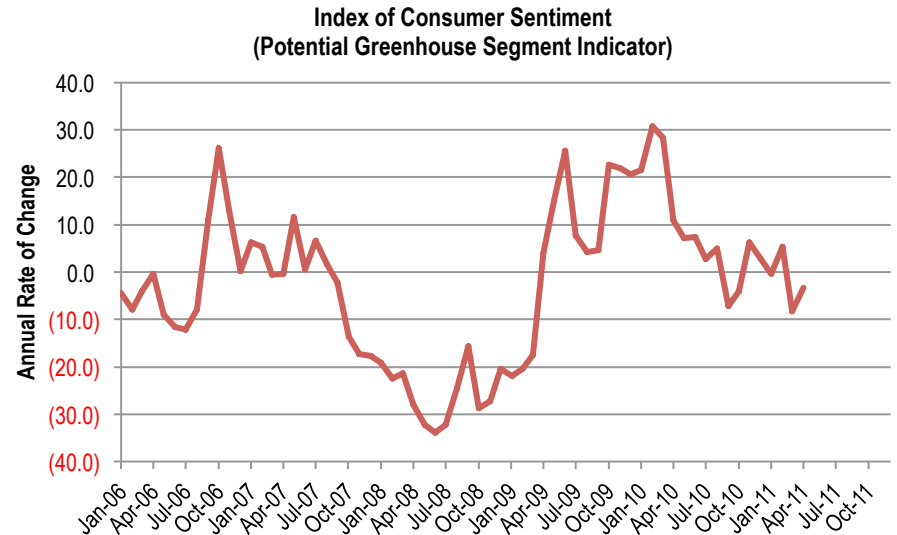
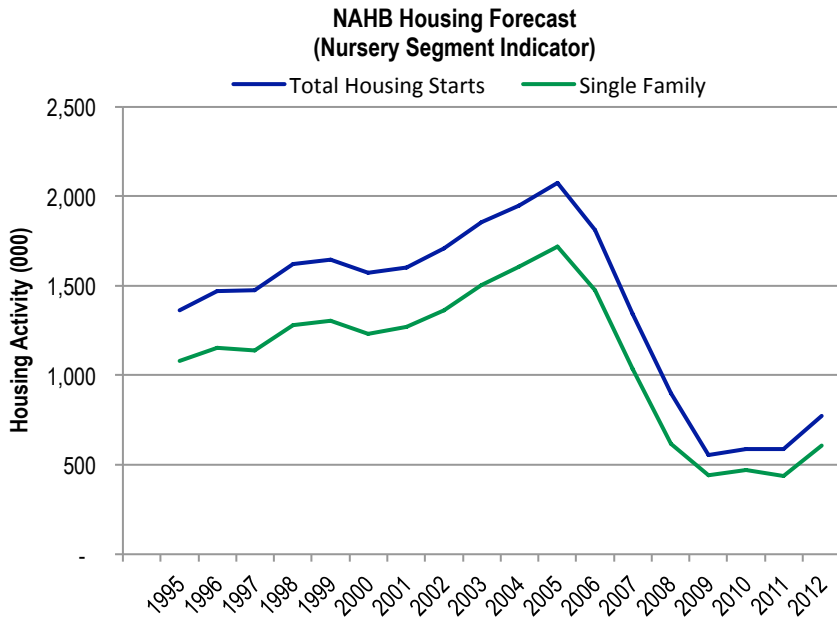


Material Handling Equipment will benefit from continued corporate investment, with growth potentially in the low double digit range % in 2012

Business Segment Indicators

Lawn & Garden

NAHB Housing Starts; Consumer Spending Indices

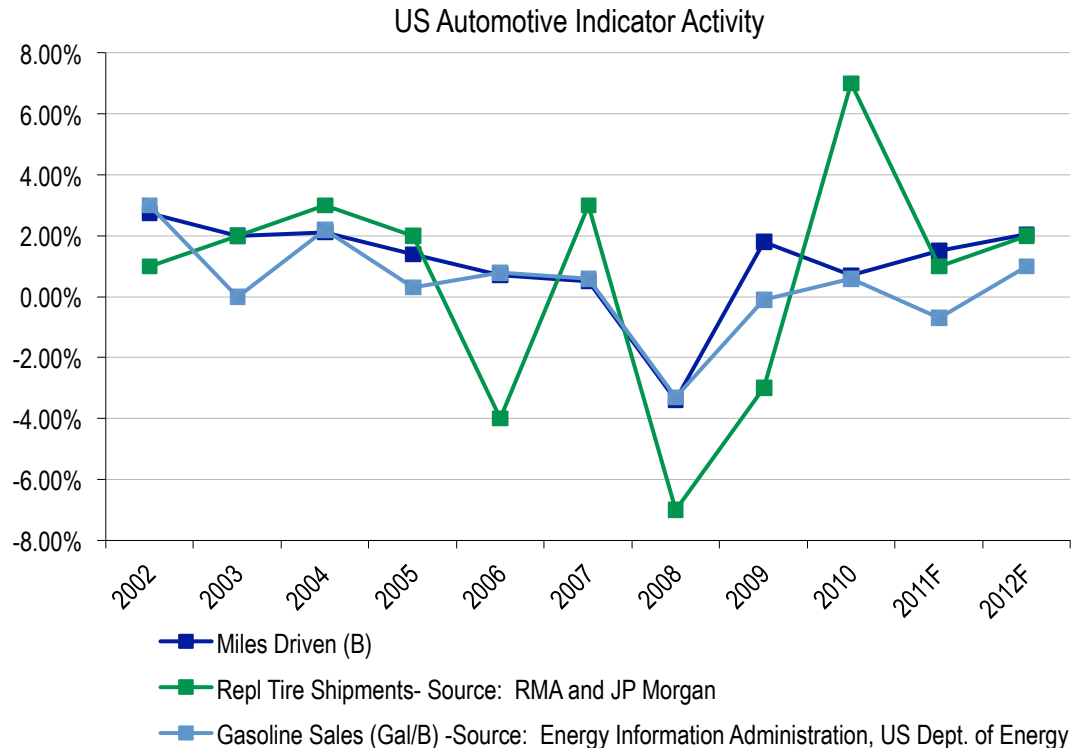


Housing Industry (Nursery) remains near recent lows;
Consumer Sentiment (Greenhouse) steady after a large slide

Business Segment Drivers

Distribution

Replacement Tire Shipments; Miles Driven; Fuel Prices

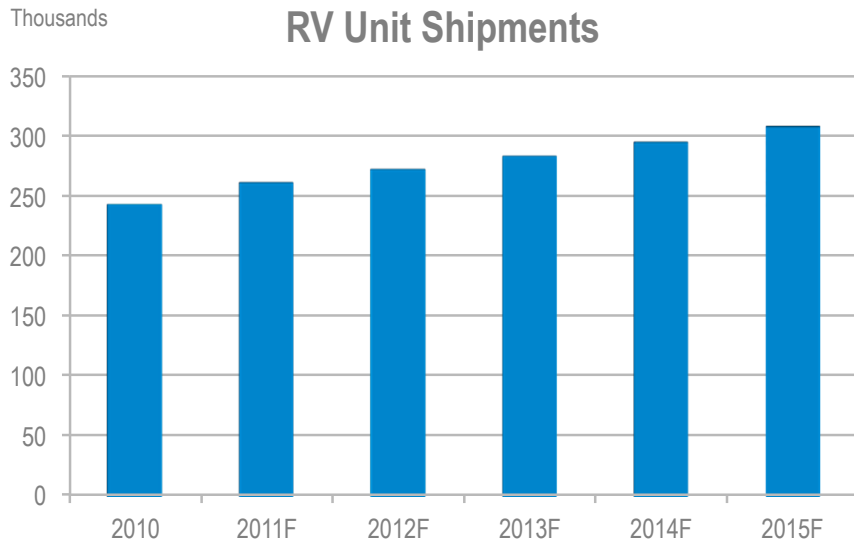


All three indices forecast low, single-digit growth in 2012

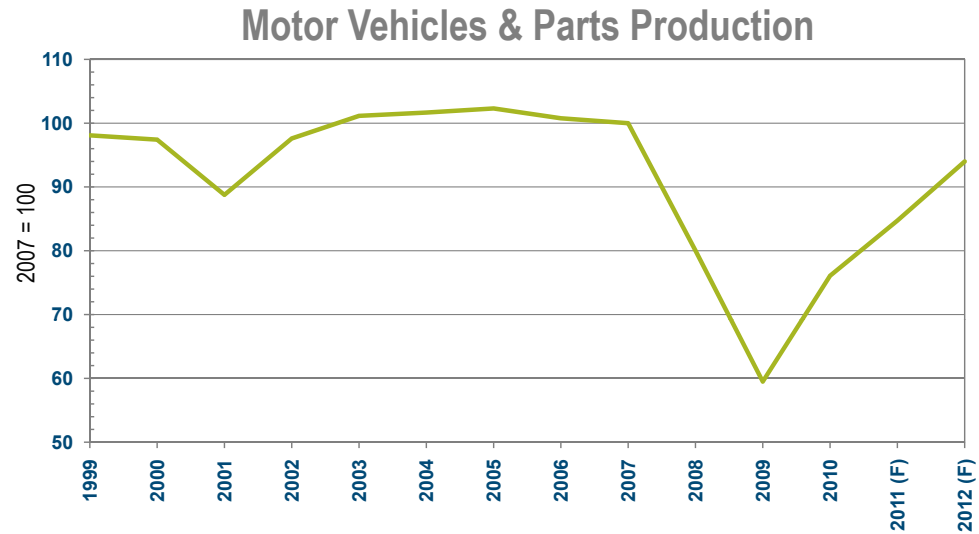
Business Segment Drivers

Engineered Products

RVIA; Motor Vehicle and Parts Production



Source(s):
RVIA Forecasts, June 2011



Source(s): Federal Reserve Board & Manufacturers Alliance/MAPI simulation of the IHS Global Insight Model

RV unit growth continues a low single-digit % growth pace; Transplant auto production recovers in 2012 from the tsunami and earthquake impact to Asia

