



# Q3 2025 Results

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Protecting the World from the Ground Up

October 30, 2025

# Today's Speakers



**Aaron Schapper**

President and  
Chief Executive Officer



**Sam Rutty**

Executive Vice President and  
Chief Financial Officer



**Meghan Beringer**

Sr. Director,  
Investor Relations

# 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 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, including the impacts of U.S. and foreign tariff policies; 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; our ability to successfully execute our announced intended divestiture of the Myers Tire Supply business; 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, 2024. 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.



# CEO Opening Comments

**Aaron Schapper**  
President and Chief Executive Officer

# Q3 Summary

Net Sales	\$205.4M +0.2%
Gross Profit	\$68.6M +5.3%
Adjusted Operating Income	\$20.9M +1.8%
Adjusted Net Income	\$9.9M +7.7%
Adjusted Diluted EPS	\$0.26 +4.0%

**Infrastructure and Industrial growth** partially offset by soft demand in Vehicle, Consumer, and Automotive Aftermarket

**Higher profitability** due to higher volume, favorable mix, favorable cost productivity and lower material cost

Remain on track to deliver **\$20M targeted cost reductions**, primarily in SG&A, by end of 2025

**Strong free cash flow generation** of \$21.5M, up \$11.4M from last year

Making steady progress on **'Focused Transformation'** with intent to sell Myers Tire Supply

'Focused Transformation' Driving Culture of Performance

# Continued Progress on ‘Focused Transformation’

<b>Establish a culture of execution and accountability to drive performance</b>	Emphasizing lean principles to drive clear, efficient processes New Core Values: Integrity; Customer Focus; <b>Deliver Results; Continuous Improvement</b> Aligned incentive plans to <b>drive business unit performance</b> and create accountability
<b>Create clear strategies to improve profitability of entire portfolio</b>	<b>Actions</b> to accelerate growth and expand margins; address and correct underperformance <b>Decision to sell MTS</b> to focus on businesses aligned with our mission <b>Specific internal KPIs</b> to elevate performance, track progress, and create accountability Developed a <b>Strategic Plan for organic growth</b> with a cross-functional group
<b>Deliver consistent and reliable results by effectively controlling what we can control</b>	Idled 2 of our 9 rotational molding facilities to <b>improve utilization and reduce costs</b> <b>With clear line of sight to \$19M, we are confident in path to \$20M annualized cost savings by year-end 2025</b> , primarily SG&A, optimizing organizational efficiency Launched a <b>Strategic Deployment Tool</b>
<b>Optimize cash flow to support disciplined capital allocation deployment</b>	Activated \$10M share repurchase authorization with <b>\$2M repurchased YTD</b> Targeting capex of 3% of sales as we focus on <b>high-growth opportunities with superior returns</b>

Building Credibility Through Accountability, Transparency, and Performance



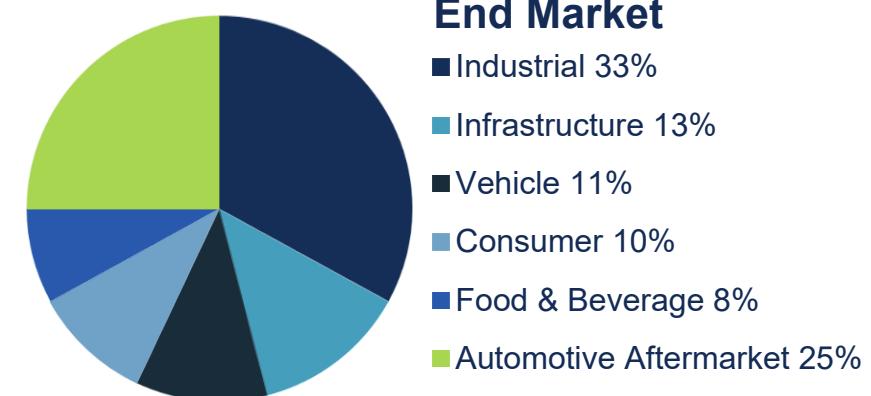
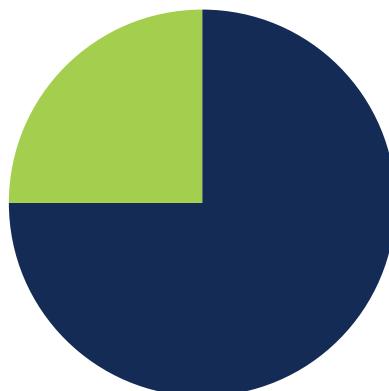
# Financial Results

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**Sam Rutty**  
Executive Vice President and  
Chief Financial Officer

# Q3 Financial Performance

(In \$ millions except EPS)	Q3 2025	Q3 2024	Change
<b>Net Sales</b>	<b>\$205.4</b>	<b>\$205.1</b>	<b>+0.2%</b>
<b>Adj. Gross Profit</b>	<b>\$69.7</b>	<b>\$66.3</b>	<b>+5.0%</b>
<i>Adj. Gross Margin</i>	33.9%	32.4%	+150 bps
<b>Adj. Op Income</b>	<b>\$20.9</b>	<b>\$20.5</b>	<b>+1.8%</b>
<i>Adj. Op Income Margin</i>	10.2%	10.0%	+20 bps
<b>Adj. EBITDA</b>	<b>\$30.6</b>	<b>\$30.7</b>	<b>-0.5%</b>
<i>Adj. EBITDA Margin</i>	14.9%	15.0%	-10 bps
<b>Diluted Adjusted EPS</b>	<b>\$0.26</b>	<b>\$0.25</b>	<b>+4.0%</b>



- Net sales slightly higher as Material Handling growth mostly offset by lingering Distribution softness
- Gross profit and operating income increased due to higher volume, favorable mix, favorable cost productivity and lower material cost

# Q3 Segment Results

## Material Handling

(In \$ millions)	Q3 2025	Q3 2024	Change
<b>Net Sales</b>	<b>\$153.5</b>	<b>\$150.7</b>	<b>+1.9%</b>
<b>Adj. Op Income</b>	<b>\$28.0</b>	<b>\$24.3</b>	<b>+15.4%</b>
<i>Adj. Op Income Margin</i>	18.3%	16.1%	+220 bps
<b>Adj. EBITDA</b>	<b>\$36.8</b>	<b>\$33.5</b>	<b>+10.0%</b>
<i>Adj. EBITDA Margin</i>	24.0%	22.2%	+180 bps

- Net Sales increased with Infrastructure and Industrial growth, partially offset by soft demand in Vehicle and Consumer
  - Military products and composite matting demand continued to be strong
  - Consumer lower with decrease in storm-driven fuel container demand
- Adj. Operating Income and Adj. EBITDA increased due to higher volume and favorable material costs, partially offset by lower pricing

## Distribution

(In \$ millions)	Q3 2025	Q3 2024	Change
<b>Net Sales</b>	<b>\$52.0</b>	<b>\$54.4</b>	<b>-4.4%</b>
<b>Adj. Op Income</b>	<b>\$0.9</b>	<b>\$2.4</b>	<b>-61.3%</b>
<i>Adj. Op Income Margin</i>	1.8%	4.3%	-250 bps
<b>Adj. EBITDA</b>	<b>\$1.6</b>	<b>\$3.2</b>	<b>-48.2%</b>
<i>Adj. EBITDA Margin</i>	3.2%	5.8%	-260 bps

- Net Sales decreased with lower volume
- Adj. EBITDA and Adj. Operating Income decreased due to lower volume partially offset by favorable SG&A

# Balance Sheet and Cash Flow

- Generated free cash flow of \$21.5M, more than doubled Y/Y in Q3; capex of \$4.2M was down Y/Y
- Total debt reduced by \$10M; net leverage lowered to 2.6x
- Cash balance of \$48.0M at quarter-end; combined with \$244.7M of availability under the revolver, provides ample liquidity of \$292.7M to support capital allocation priorities

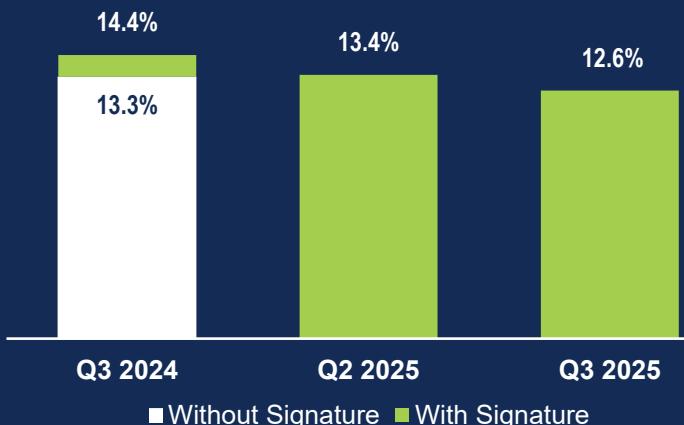
Net Debt (\$M) and Net Leverage Ratio<sup>1</sup>



Cash Flow, Capex and FCF as % of Sales



Working Capital as a % of TTM Sales



# Leveraging Cashflow Generation

## Capital Allocation Priorities

- Reduced debt by \$10M as we continue to focus on debt repayment to return to a **net leverage ratio goal of 1.5x to 2.5x**
- **Dividends to continue** with existing practice
- Maintain **strong balance sheet with ample liquidity** via cash on hand and revolving credit facility
- Capex spend to remain around **3% of revenue**
- Repurchased \$0.5M in shares (\$2.0M YTD) as we invest in MYE with the **\$10M share buyback program**

Maintaining a Disciplined Capital Allocation Approach

# Updating 2025 End Market Outlook

End Markets and Key Product (TTM Sales as of September 30, 2025)	2025 Outlook
Industrial (30% of Sales)  <b>Akro-Mils®</b> , <b>Buckhorn®</b> & <b>Jamco®</b> containers, organizational bins, totes, carts and cabinets; <b>Scepter®</b> military ammunition containers; OEM parts for general industrial equipment	Moderate growth
Infrastructure (14% of Sales)  <b>Signature Systems™</b> ground protection composite matting for construction, industrial sites, and event venues	Strong growth
Vehicle (12% of Sales)  RV, marine, and automotive components	Down
Consumer (11% of Sales)  <b>Scepter®</b> fuel containers; outdoor furniture and equipment	Down, affected by absence of U.S. landed storms
Food & Beverage (8% of Sales)  <b>Buckhorn®</b> seed boxes, intermediate bulk containers, and <b>Tuff Series</b> bulk containers for agricultural and chemical markets	Stable
Automotive Aftermarket Distribution (25% of Sales)  <b>Distribution</b> sales to tire service aftermarket	Down

Continue to see risks and opportunities for the business for both revenue and margin

- Tariffs having limited near-term impact with long-term macroeconomic impact uncertain
- Continue to monitor end market conditions for impacts from tariffs or other factors that may influence demand trends

Improving Performance Through  
'Focused Transformation'



# CEO Summary Comments

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**Aaron Schapper**  
President and Chief Executive Officer

# Appendix

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# Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended September 30, 2025				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	\$ 153,540	\$ 51,967	\$ 205,507	\$ (72)	\$ 205,435
Net income (loss)					7,088
<i>Net income margin</i>					3.5%
 Gross profit					68,570
Add: Restructuring expenses and other adjustments					1,102
Adjusted gross profit					69,672
<i>Gross margin as adjusted</i>					33.9%
 Operating income (loss)	26,573	840	27,413	(9,724)	17,689
<i>Operating income margin</i>	17.3%	1.6%	13.3%	n/a	8.6%
Add: Restructuring expenses and other adjustments	1,472	71	1,543	1,675	3,218
Adjusted operating income (loss) <sup>(1)</sup>	28,045	911	28,956	(8,049)	20,907
<i>Adjusted operating income margin</i>	18.3%	1.8%	14.1%	n/a	10.2%
Add: Depreciation and amortization	8,769	732	9,501	187	9,688
Adjusted EBITDA	\$ 36,814	\$ 1,643	\$ 38,457	\$ (7,862)	\$ 30,595
<i>Adjusted EBITDA margin</i>	24.0%	3.2%	18.7%	n/a	14.9%

(1) Includes gross profit adjustments of \$1,102 and SG&A adjustments of \$2,116

# Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended September 30, 2024				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	\$ 150,718	\$ 54,384	\$ 205,102	\$ (35)	\$ 205,067
Net income (loss)					(10,878)
<i>Net income margin</i>					-5.3%
 Gross profit					65,130
Add: Restructuring expenses and other adjustments					1,211
Adjusted gross profit					66,341
<i>Gross margin as adjusted</i>					32.4%
 Operating income (loss)	886	2,131	3,017	(7,781)	(4,764)
<i>Operating income margin</i>	0.6%	3.9%	1.5%	n/a	-2.3%
Add: Executive severance costs	—	—	—	1,405	1,405
Add: Restructuring expenses and other adjustments	1,396	220	1,616	417	2,033
Add: Acquisition and integration costs	—	—	—	349	349
Add: Impairment charges	22,016	—	22,016	—	22,016
Less: Environmental reserves, net <sup>(2)</sup>	—	—	—	(500)	(500)
Adjusted operating income (loss) <sup>(1)</sup>	24,298	2,351	26,649	(6,110)	20,539
<i>Adjusted operating income margin</i>	16.1%	4.3%	13.0%	n/a	10.0%
Add: Depreciation and amortization	9,158	823	9,981	215	10,196
Adjusted EBITDA	\$ 33,456	\$ 3,174	\$ 36,630	\$ (5,895)	\$ 30,735
<i>Adjusted EBITDA margin</i>	22.2%	5.8%	17.9%	n/a	15.0%

(1) Includes gross profit adjustments of \$1,211, impairment charges of \$22,016 and SG&A adjustments of \$2,076

(2) Includes environmental charges of \$200 net of probable insurance recoveries of \$700

# Reconciliation of Non-GAAP Financial Measures

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

	Nine Months Ended September 30, 2025				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	\$ 469,839	\$ 152,202	\$ 622,041	\$ (273)	\$ 621,768
Net income (loss)					23,598
<i>Net income margin</i>					3.8%
Gross profit					208,310
Add: Restructuring expenses and other adjustments					1,598
Adjusted gross profit					209,908
<i>Gross margin as adjusted</i>					33.8%
Operating income (loss)	83,426	(878)	82,548	(28,230)	54,318
<i>Operating income margin</i>	17.8%	-0.6%	13.3%	n/a	8.7%
Add: Restructuring expenses and other adjustments	2,631	3,051	5,682	3,981	9,663
Add: Pension termination	1,585	—	1,585	—	1,585
Less: Recovery of purchased credit deteriorated assets	(3,175)	—	(3,175)	—	(3,175)
Adjusted operating income (loss) <sup>(1)</sup>	84,467	2,173	86,640	(24,249)	62,391
<i>Adjusted operating income margin</i>	18.0%	1.4%	13.9%	n/a	10.0%
Add: Depreciation and amortization	26,644	2,368	29,012	640	29,652
Adjusted EBITDA	\$ 111,111	\$ 4,541	\$ 115,652	\$ (23,609)	\$ 92,043
<i>Adjusted EBITDA margin</i>	23.6%	3.0%	18.6%	n/a	14.8%

(1) Includes gross profit adjustments of \$1,598 and SG&A adjustments of \$6,475

# Reconciliation of Non-GAAP Financial Measures

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

	Nine Months Ended September 30, 2024				
	Material Handling	Distribution	Segment Total	Corporate & Other	Total
Net sales	\$ 468,951	\$ 163,543	\$ 632,494	\$ (89)	\$ 632,405
Net income (loss)					2,904
<i>Net income margin</i>					0.5%
 Gross profit					204,916
Add: Restructuring expenses and other adjustments					4,163
Add: Acquisition-related inventory step-up					4,457
Adjusted gross profit					213,536
<i>Gross margin as adjusted</i>					33.8%
 Operating income (loss)	51,843	4,915	56,758	(26,915)	29,843
<i>Operating income margin</i>	11.1%	3.0%	9.0%	n/a	4.7%
Add: Executive severance costs	—	—	—	1,405	1,405
Add: Restructuring expenses and other adjustments	3,860	975	4,835	417	5,252
Add: Acquisition and integration costs	305	—	305	4,132	4,437
Add: Acquisition-related inventory step-up	4,457	—	4,457	—	4,457
Add: Impairment charges	22,016	—	22,016	—	22,016
Less: Insurance recovery of legal fees	(702)	—	(702)	—	(702)
Less: Environmental reserves, net <sup>(2)</sup>	—	—	—	(700)	(700)
Adjusted operating income (loss) <sup>(1)</sup>	81,779	5,890	87,669	(21,661)	66,008
<i>Adjusted operating income margin</i>	17.4%	3.6%	13.9%	n/a	10.4%
Add: Depreciation and amortization	25,706	2,426	28,132	628	28,760
Adjusted EBITDA	\$ 107,485	\$ 8,316	\$ 115,801	\$ (21,033)	\$ 94,768
<i>Adjusted EBITDA margin</i>	22.9%	5.1%	18.3%	n/a	15.0%

(1) Includes gross profit adjustments of \$8,620, impairment charges of \$22,016 and SG&A adjustments of \$5,529

(2) Includes environmental charges of \$1,000 net of probable insurance recoveries of \$1,700

# Reconciliation of Non-GAAP Financial Measures

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

	Quarter Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
<b>Adjusted operating income (loss) reconciliation:</b>				
Operating income (loss)	\$ 17,689	\$ (4,764)	\$ 54,318	\$ 29,843
Restructuring expenses and other adjustments	3,218	2,033	9,663	5,252
Pension termination	—	—	1,585	—
Acquisition and integration costs	—	349	—	4,437
Acquisition-related inventory step-up	—	—	—	4,457
Recovery of purchased credit deteriorated assets	—	—	(3,175)	—
Impairment charges	—	22,016	—	22,016
Insurance recovery of legal fees	—	—	—	(702)
Executive severance costs	—	1,405	—	1,405
Environmental reserves, net	—	(500)	—	(700)
Adjusted operating income (loss)	<b>\$ 20,907</b>	<b>\$ 20,539</b>	<b>\$ 62,391</b>	<b>\$ 66,008</b>
<b>Adjusted EBITDA reconciliation:</b>				
Net income (loss)	\$ 7,088	\$ (10,878)	\$ 23,598	\$ 2,904
Income tax expense (benefit)	3,104	(1,977)	8,473	3,763
Interest expense, net	7,497	8,091	22,247	23,176
Operating income (loss)	17,689	(4,764)	54,318	29,843
Depreciation and amortization	9,688	10,196	29,652	28,760
Restructuring expenses and other adjustments	3,218	2,033	9,663	5,252
Pension termination	—	—	1,585	—
Acquisition and integration costs	—	349	—	4,437
Acquisition-related inventory step-up	—	—	—	4,457
Recovery of purchased credit deteriorated assets	—	—	(3,175)	—
Impairment charges	—	22,016	—	22,016
Insurance recovery of legal fees	—	—	—	(702)
Executive severance costs	—	1,405	—	1,405
Environmental reserves, net	—	(500)	—	(700)
Adjusted EBITDA	<b>\$ 30,595</b>	<b>\$ 30,735</b>	<b>\$ 92,043</b>	<b>\$ 94,768</b>
<b>Free cash flow reconciliation:</b>				
Net cash provided by (used for) operating activities	\$ 25,758	\$ 17,327	\$ 64,200	\$ 51,944
Capital expenditures	(4,245)	(7,178)	(15,935)	(17,302)
Free cash flow	<b>\$ 21,513</b>	<b>\$ 10,149</b>	<b>\$ 48,265</b>	<b>\$ 34,642</b>

# Reconciliation of Non-GAAP Financial Measures

**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 September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
<b>Adjusted net income (loss) reconciliation:</b>				
Net income (loss)	\$ 7,088	\$ (10,878)	\$ 23,598	\$ 2,904
Income tax expense (benefit)	3,104	(1,977)	8,473	3,763
Income (loss) before income taxes	10,192	(12,855)	32,071	6,667
Restructuring expenses and other adjustments	3,218	2,033	9,663	5,252
Pension termination	—	—	1,585	—
Acquisition and integration costs	—	349	—	4,437
Acquisition-related inventory step-up	—	—	—	4,457
Recovery of purchased credit deteriorated assets	—	—	(3,175)	—
Impairment charges	—	22,016	—	22,016
Insurance recovery of legal fees	—	—	—	(702)
Executive severance costs	—	1,405	—	1,405
Environmental reserves, net	—	(500)	—	(700)
Adjusted income (loss) before income taxes	13,410	12,448	40,144	42,832
Income tax expense, as adjusted <sup>(1)</sup>	(3,486)	(3,236)	(10,437)	(11,136)
Adjusted net income (loss)	<b>\$ 9,924</b>	<b>\$ 9,212</b>	<b>\$ 29,707</b>	<b>\$ 31,696</b>
<b>Adjusted earnings per diluted share reconciliation:</b>				
Net income (loss) per common diluted share	\$ 0.19	\$ (0.29)	\$ 0.63	\$ 0.08
Restructuring expenses and other adjustments	0.09	0.05	0.26	0.14
Pension termination	—	—	0.04	—
Acquisition and integration costs	—	0.01	—	0.12
Acquisition-related inventory step-up	—	—	—	0.12
Recovery of purchased credit deteriorated assets	—	—	(0.08)	—
Impairment charges	—	0.59	—	0.59
Insurance recovery of legal fees	—	—	—	(0.02)
Executive severance costs	—	0.04	—	0.04
Environmental reserves, net	—	(0.01)	—	(0.02)
Adjusted effective income tax rate impact	(0.01)	(0.14)	(0.05)	(0.20)
Adjusted earnings per diluted share <sup>(2)</sup>	<b>\$ 0.26</b>	<b>\$ 0.25</b>	<b>\$ 0.79</b>	<b>\$ 0.85</b>

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 2025 is 26% and in 2024 is 26%.

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

# Reconciliation of Non-GAAP Financial Measures

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

	<b>Q4 2023</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Q4 2024</b>	<b>Q1 2025</b>	<b>Q2 2025</b>	<b>Q3 2025</b>
Net sales	\$ 191,077	\$ 207,102	\$ 220,236	\$ 205,067	\$ 203,876	\$ 206,750	\$ 209,583	\$ 205,435
TTM net sales				\$ 823,482	\$ 836,281	\$ 835,929	\$ 825,276	\$ 825,644
Working capital:								
Add: Accounts receivable, net				\$ 131,218	\$ 122,026	\$ 142,510	\$ 119,408	\$ 129,409
Add: Inventories				105,103	97,001	103,785	101,969	99,633
Add: Prepaid expenses and other current assets				9,215	8,058	7,543	13,395	9,787
Less: Accounts payable				(79,279)	(71,049)	(84,890)	(75,335)	(81,569)
Less: Accrued expenses				(47,392)	(49,196)	(50,697)	(48,790)	(53,312)
Total working capital				\$ 118,865	\$ 106,840	\$ 118,251	\$ 110,647	\$ 103,948
Working capital as a % of TTM net sales				14.4%	12.8%	14.1%	13.4%	12.6%

*Note: Signature was acquired in February 2024*



## **Meghan Beringer**

### Senior Director Investor Relations

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