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January 30, 2017

A. Schulman Adds Experienced Sales Operations Executive To Further Bolster Global Sales Function

Stacey L. Marsh to Drive Productivity, Efficiency and Effectiveness of Sales Organization

AKRON, Ohio, Jan. 30, 2017 /PRNewswire/ -- A. Schulman, Inc. (Nasdaq: SHLM) announced today Stacey L. Marsh has joined the Company as its operational sales director. Marsh (46) will manage the support resources that are critical to enhancing the customer experience, while driving sales force productivity and growth around the world. This includes the sales process optimization, sales program implementation, and customer segmentation, among other things. This newly created role reports to the chief commercial officer.



Marsh brings to A. Schulman more than 20 years of sales operations and financial management experience. From 1996 to 2012, she held various positions of increasing responsibility at CenturyLink and its predecessor company, Qwest Communications.

In 2013, Marsh served as the sales operations program manager for Verint Systems, Inc., where she provided strategic and operational support to a sales team of more than 200 individuals throughout the Americas. She returned to CenturyLink later that year as its senior sales operations manager. In that capacity at CenturyLink, she focused on planning and forecasting sales and revenue; creating and tracking key performance indicators; and training new sales professionals. She also played a critical role in creating and monitoring CenturyLink's revenue assurance methodology, as well as the integration of acquisitions into the sales and revenue process.

"In order to restore our operational and financial performance worldwide, we must drive organic growth through a highly effective and efficient sales function that maintains its alignment with evolving, highly technical customer needs," said Joseph M. Gingo, chairman, president and chief executive officer. "We are excited to welcome Stacey to A. Schulman and look forward to her helping us maximize our rejuvenated sales function."

Marsh received a Bachelor of Science in Business (Marketing) from Fairmont State University in 1992.

About A. Schulman, Inc.

A. Schulman, Inc. is a leading international supplier of high-performance plastic compounds and resins headquartered in Akron, Ohio. Since 1928, the Company has been providing innovative solutions to meet its customers' demanding requirements. The Company's customers span a wide range of markets such as packaging, mobility, building & construction, electronics & electrical, agriculture, personal care & hygiene, sports, leisure & home, custom services and others. The Company employs approximately 4,800 people and has 54 manufacturing facilities globally. A. Schulman reported net sales of approximately \$2.5 billion for the fiscal year ended August 31, 2016. Additional information about A. Schulman can be found at www.aschulman.com.

Cautionary Statements

A number of the matters discussed in this document that are not historical or current facts deal with potential future circumstances and developments and may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by the fact that they do not relate strictly to historic or current facts and relate to future events and expectations. Forward-looking statements contain such words as "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. Forward-looking statements are based on management's current expectations and include known and unknown risks, uncertainties and other factors, many of which management is unable to predict or control, that may cause actual results, performance or achievements to differ materially from those expressed or implied in the forward-looking statements. Important factors that could cause actual results to differ materially from those suggested by these forward-looking statements, and that could adversely affect the Company's future financial performance, include, but are not limited to, the following:

- | worldwide and regional economic, business and political conditions, including continuing economic uncertainties in some or all of the Company's major product markets or countries where the Company has operations;
- | the effectiveness of the Company's efforts to improve operating margins through sales growth, price increases, productivity gains, and improved purchasing techniques;
- | competitive factors, including intense price competition;
- | fluctuations in the value of currencies in areas where the Company operates;
- | volatility of prices and availability of the supply of energy and raw materials that are critical to the manufacture of the Company's products, particularly plastic resins derived from oil and natural gas;
- | changes in customer demand and requirements;
- | effectiveness of the Company to achieve the level of cost savings, productivity improvements, growth and other benefits anticipated from acquisitions and the integration thereof, joint ventures and restructuring initiatives;
- | escalation in the cost of providing employee health care;
- | uncertainties regarding the resolution of pending and future litigation and other claims;
- | the performance of the global automotive market as well as other markets served;
- | further adverse changes in economic or industry conditions, including global supply and demand conditions and prices for products;
- | operating problems with our information systems as a result of system security failures such as viruses, cyber-attacks or other causes;
- | our current debt position could adversely affect our financial health and prevent us from fulfilling our financial obligations;
- | integration of acquisitions, including most recently Citadel, with our existing business, including the risk that the integration will be more costly or more time consuming and complex or simply less effective than anticipated;
- | our ability to achieve the anticipated synergies, cost savings and other benefits from the Citadel acquisition;
- | substantial time devoted by management to the integration of the Citadel acquisition; and
- | failure of counterparties to perform under the terms and conditions of contractual arrangements, including suppliers, customers, buyers and sellers of a business and other third parties with which the Company contracts.

The risks and uncertainties identified above are not the only risks the Company faces. Additional risk factors that could affect the Company's performance are set forth in ITEM 1A, RISK FACTORS, of this Annual Report on Form 10-K. In addition, risks and uncertainties not presently known to the Company or that it believes to be immaterial also may adversely affect the Company. Should any known or unknown risks or uncertainties develop into actual events, or underlying assumptions prove inaccurate, these developments could have material adverse effects on the Company's business, financial condition and results of operations.

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