A. Schulman Fiscal 2012 Annual Meeting

DECEMBER 2012

A. Schulman
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Cautionary Note on Forward-Looking 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 major 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, 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; and
- further adverse changes in economic or industry conditions, including global supply and demand conditions and prices for products.

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 the Company’s Annual Report on Form 10-K for the fiscal year ended August 31, 2012. 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.

Use of Non-GAAP Financial Measures

- This presentation includes certain financial information determined by methods other than in accordance with accounting principles generally accepted in the United States ("GAAP"). These non-GAAP financial measures include: net income excluding certain items, net income per diluted share excluding certain items, regional operating income target, as well as certain non-GAAP supplemental segment comparison financial information reflecting the operations of A. Schulman, Inc. (the "Company") as if it owned ICO, Inc. ("ICO") at the beginning first quarter of 2010. However, non-GAAP measures are not in accordance with, nor are they a substitute for, GAAP measures, and tables included in this release reconcile each non-GAAP financial measure with the most directly comparable GAAP financial measure. The most directly comparable GAAP financial measures for these purposes are income from continuing operation before taxes, net income and net income per diluted share. The Company's non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures, and should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP.

- The Company uses these non-GAAP financial measures to monitor and evaluate Company performance and believes that they are useful to investors for financial analysis, particularly with respect to understanding the significance of the ICO acquisition in the third quarter of fiscal 2010. However, the non-GAAP supplemental financial information is not necessarily indicative of what the combined financial results would have actually been had the ICO acquisition taken place as of September 1, 2009, since such financial information does not reflect any cost savings, operating synergies, tax synergies or revenue enhancements, and includes certain estimated additional depreciation amounts and estimates for amortization of the intangibles recorded as part of the purchase price allocation.

- While the Company believes that these non-GAAP financial measures provide useful supplemental information to investors, there are very significant limitations associated with their use. These non-GAAP financial measures are not prepared in accordance with GAAP, may not be reported by all of the Company's competitors and may not be directly comparable to similarly titled measures of the Company's competitors due to potential differences in the exact method of calculation. The Company compensates for these limitations by using these non-GAAP financial measures as supplements to GAAP financial measures and by reviewing the reconciliations of the non-GAAP financial measures to their most comparable GAAP financial measures.

Fiscal 2012 Milestones

- Successfully completed two acquisitions:
  - **Elian** (Feb. 2012) - global producer of highly specialized color masterbatch products based in France
  - **ECM** (Sept. 2012) - U.S.- based producer of custom color, specialty additive masterbatch and niche engineered plastics products

- Entered into a 50/50 joint venture in Middle East
  - In June, SHLM entered into JV with Saudi- Arabia-based National Petrochemical Industrial Company (NATPET) to build polypropylene manufacturing facility by the end of calendar-year 2014.
  - SHLM is currently distributing polypropylene resins for NATPET in Europe to specified customer segments outside of JV agreement

Fiscal 2012 Milestones

- Strengthened management team – Patty Mishic named CMO to drive marketing initiatives through Growth Playbook

- Continued realignment of assets to better meet market needs
  - ➢ Closure of Nashville, TN facility to reduce commodity products
  - ➢ Restructuring in the EMEA's operations & back office functions to further leverage Shared Service Center

- New lines added to address demand
  - ➢ Engineered Plastics lines in China, Mexico
  - ➢ Masterbatch Solutions line in Brazil; upgraded equipment in Malaysia
  - ➢ Custom Performance Color line in Indonesia
  - ➢ Specialty Powder equipment in Mexico, France, Holland and Italy

Fiscal 2012 Milestones

- Opened two global innovation center to focus on market-driven growth through the collaboration with customers, suppliers and other technical resources
  - A. Schulman Academy in Germany
  - Polynnova in Mexico

- Share Buy Backs – Company repurchased approximately 1.5M shares in FY12 at an average price of $18.26 per share for a total of $26.8M

- Dividend Payments – Two increases during FY12 represented a total increase of 23% percent compared with fiscal FY11
  - In October 2012, the Board declared another increase - current dividend provides an attractive annual yield of 3.1%

Fiscal 2013 Milestones

- On Monday, Dec. 10, 2012, the Board declared early payment of the regular cash dividend to be payable December 31, 2012, with hopes that accelerating payment before the end of 2012 will result in a favorable tax benefit for shareholders

- Company will move into new headquarters
  in calendar 2013
  - Sold current building
  - Newly constructed, leased building in Fairlawn, Ohio will serve as corporate office & U.S. headquarters
  - Consolidate all Akron associates to one building
  - Move will result in expense savings of approx. $250,000

- India plant expected to being operations in calendar year 2013

Fiscal 2013 Milestones

- Global initiative to improve ROIC
  - ➢ Associates will participate in web-based training to better understand drivers of ROIC
  - ➢ Associates will participate in board game simulations so that each associate can affect ROIC in his/her daily activities
- Finalized Sale of Bellevue, Ohio facility to Mitsubishi Chemical Performance Polymers in November
  - ➢ Marks completion of transformation away from legacy plants that primarily served the volume automotive market
- Masterbatch split into two product families - Custom Performance Colors (“CPC”) and Masterbatch Solutions (“MBS”)
  - ➢ Decided after an extensive evaluation of 3 regional segments with focus on masterbatch product family
  - ➢ Ensures effective management of this business and will optimizing structure, talent and resources appropriately

Five Primary Product Families

Custom Performance Colors ("CPC")

- Custom matched color concentrates for wide range of applications in personal care & hygiene, consumer packaged goods, and outdoor recreational equipment manufactured in thermoplastics and molding processes
- High, technical service oriented business with small, custom lots and quick turnaround
- Network of dedicated color facilities to service global brand owners

Masterbatch Solutions ("MBS")

- Additives and white masterbatches for agricultural films and flexible & rigid packaging for food, consumer and industrial applications
- Leveraging expertise and processing know-how in high-value applications
- Industry-leading portfolio of additives, whites and blacks

Specialty Powders ("SP")

- Compounded resins for rotationally-molded products such as gas & water tanks, kayaks, playground slides and other large product applications
- Leverage grinding into both the Masterbatch Solutions and Engineered Plastics businesses
- Broad product portfolio of base resins, custom colors and proprietary cross-linked polyethylene formulations

Engineered Plastics ("EP")

- Compounded products for durable goods, appliances, toys, electronics
- Niche automotive applications
- Build on existing relationships through enhanced technical capabilities and excellent customer service

Distribution Services ("DS")

- Break down and distribute large producers' bulk commodity resins
- Provide a full range of products to existing customer base
- Distribute specialty resins (e.g. fluoropolymers)

A. Schulman's Strategy

Custom Perf. Colors & Masterbatch Solutions

Be the #1 Global Manufacturer

Leader in Mexico & Europe

- Favored consolidator in highly fragmented market
- Judicious acquisitions to speed entry into adjacent markets and geographic extension
- Focus on new, higher margin products/applications (specifically colors & additives)

Specialty Powders

Be the #1 Global Manufacturer

Global Leader

- In North America, maintain a balanced position between low-cost and technology leadership with focused R&D
- In Europe and Asia, further our technology leadership in high-value compounds
- Judicious acquisitions to speed geographic extension

Engineered Plastics

Be the #1 Niche Player Globally

Leader in Europe

- Lever our successful German model
- Focus and grow presence in higher-niche markets
- Expand in Latin America and Asia-Pacific

Distribution

Effectively Leverage A Core Competency

- Synergies with other business units to achieve widest and most effective market coverage while providing added value services
- Capture new sources of polymers from specialty and strong producers
- Expand beyond Europe

Financial Strength & Flexibility

- Track Record of Continued Cash Generation From Operations
  - Cash was $124 million at 8/31/12; net debt position of $85.8 million; approximately $225 million of untapped credit lines
  - Leverage of approximately 1x

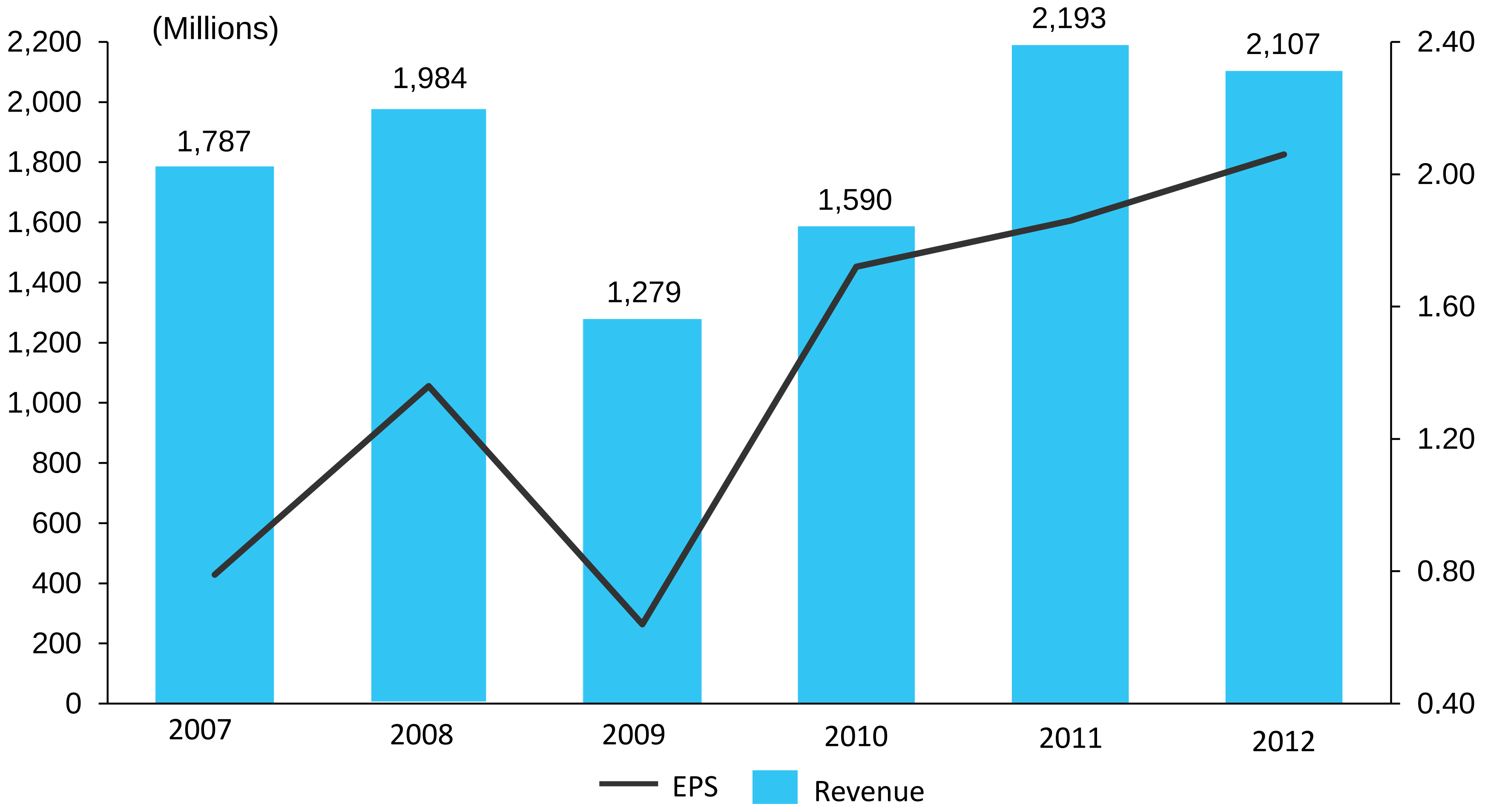
- Company Looks To Optimize Capital Allocation
  - Reinvest in business - Tech centers, new products, marketing initiatives, exploration of adjacent markets
  - Share Buy Backs – Company continues to utilize effective 10b-5 grid plan to purchase shares opportunistically
  - Dividend Payments –regular quarterly cash dividend of $0.195 per common share

- Company Continues To Improve Working Capital & ROIC
  - Days of working capital were 57 as of 08/31/12 vs. 60 days at the at the end of last year
  - Global initiative to improve ROIC underway

A. Schulman Will Continue To Use Dry Powder For Strategic Acquisitions That Are Aligned With Company's Core Capabilities

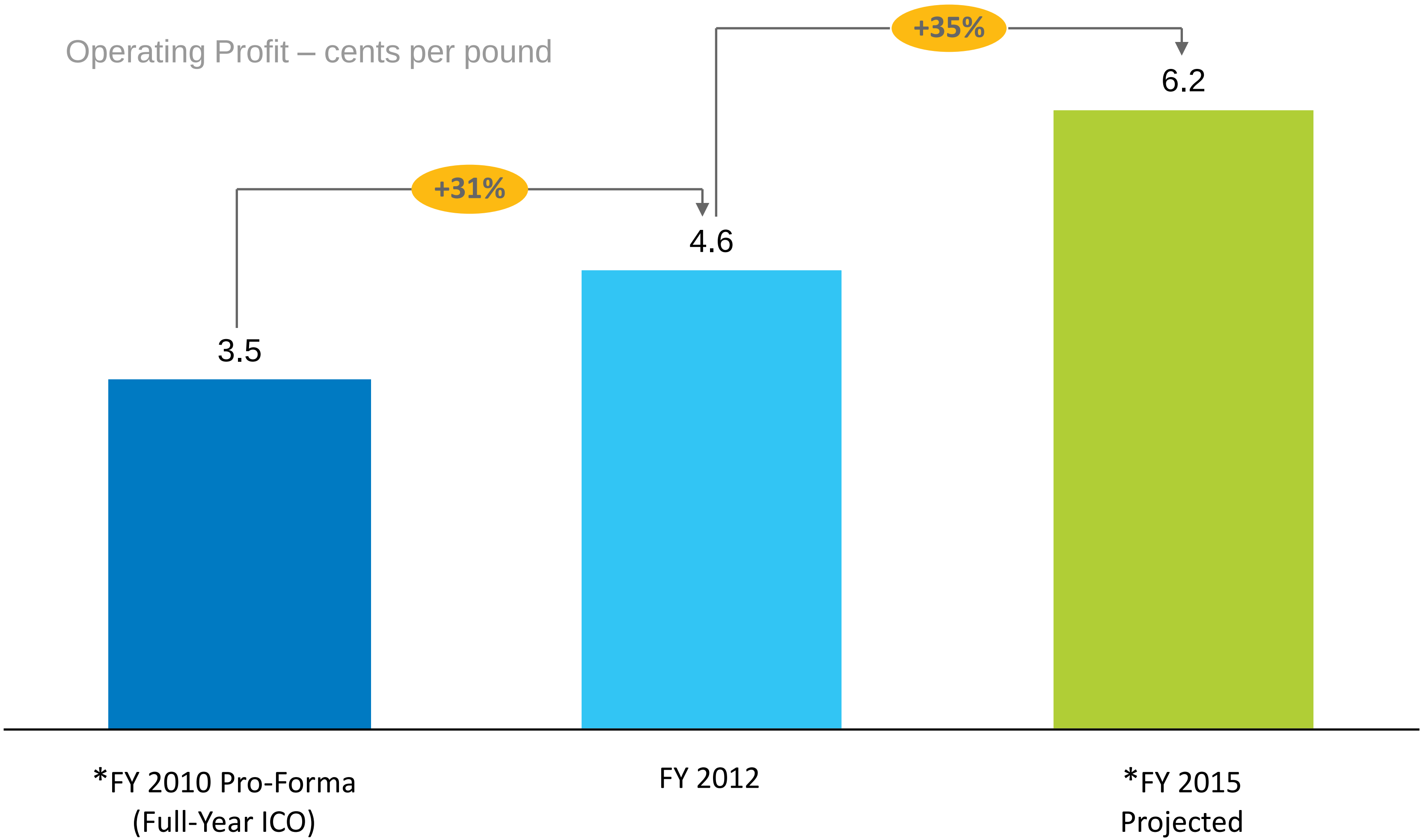
Annual Revenue & Adjusted EPS

FY09 – FY12
ADJUSTED EPS CAGR = 48%



FY12 Marks Third Year of Adjusted EPS Growth
FY13 Outlook Adjusted EPS Expected To Be In Range of $2.14 - $2.19

2010 – 2015 Profit Progression



** 2010 Pro-forma and 2015 estimates were created in September of 2010*

Key Profit Drivers

- SHLM Growth Playbook
  - Cross Selling
  - New Products
  - Innovation Models
    - A. Schulman Academy & Polynnova
  - Adjacent Markets
  - Enhancing Mix

Bernard Rzepka, GM & COO - EMEA discussed innovation at the opening of A. Schulman Academy in Kerpen, Germany.

- Optimize Pricing
- Sourcing & Sales Linkage
- Continuous Improvement
- Acquisitions and Joint Ventures

This biodegradable plastic toothbrush is the result of successful collaboration between Frisetta, A. Schulman, and API SpA based in Italy.

Appendix

Non-GAAP to GAAP Reconciliation

	Three months ended August 31,		Year ended August 31,	
	2012	2011	2012	2011
	(In thousands, except per share data)			
Net income attributable to A. Schulman, Inc.:				
GAAP, as reported	$ 11,236	$ 5,858	$ 50,887	$ 40,996
Certain items, net of tax:				
Asset write-downs (1)	613	6,225	2,530	8,150
Costs related to acquisitions (2)	359	552	1,311	1,391
Restructuring related (3)	1,767	2,288	6,671	7,243
Inventory step-up (4)	—	112	451	296
Tax benefits (charges) (5)	100	—	(867)	(65)
Non-GAAP	$ 14,075	$ 15,035	$ 60,983	$ 58,011
Non-GAAP diluted EPS	$ 0.48	$ 0.49	$ 2.06	$ 1.86
Weighted-average number of shares outstanding -diluted	29,438	30,721	29,549	31,141

1 - Asset write-downs primarily relate to asset impairments and accelerated depreciation.

2 - Costs related to acquisitions include those costs incurred to pursue intended targets.

3 - Restructuring related costs include items such as employee severance charges, lease termination charges, curtailment gains and other employee termination costs.

4 - Inventory step-up costs include the adjustment for fair value of inventory acquired as a result of acquisition purchase accounting.

5 - Tax benefits (charges) include the effect of the adjustment to the Italian valuation allowance in fiscal 2012 and the realization of certain deferred tax assets in fiscal 2011 as a result of the 2010 ICO, Inc. acquisition.