



Aptar Fact Book

Updated June 2026



Forward Looking Statements & Non-GAAP Financial Measures

This presentation includes forward-looking statements. Forward-looking statements are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and are based on management's beliefs and assumptions in light of information currently available to management. Accordingly, the Company's actual results may differ materially from those expressed or implied in such forward-looking statements due to known or unknown risks and uncertainties that exist in the Company's operations and business environment, including, among other factors, those described in documents filed by the Company with the Securities and Exchange Commission, specifically its Form 10-Ks and 10-Qs. The Company does not assume any obligation to update, amend or clarify such statements to reflect new events, information or circumstances after the date of this presentation.

During the course of this presentation, certain non-GAAP financial information will be presented. Refer to the Appendix at the end of this presentation for additional information and a reconciliation to the most directly comparable GAAP measures. However, we are not able to reconcile forward-looking non-GAAP financial measures because certain reconciling items are dependent on future events that either cannot be controlled, such as exchange rates and changes in the fair value of equity investments or reliably predicted without unreasonable effort because they are not part of the company's routine activities, such as restructuring and acquisition costs. The variability of these items could have a significant impact on our future GAAP financial results.

Adjusted EBITDA and EPS exclude the impact of restructuring initiatives, acquisition related costs, certain purchase accounting adjustments related to acquisitions and investments and net unrealized investment gains and losses related to observable market price changes on equity securities. EBITDA Margin is EBITDA divided by reported net sales. Adjusted EBITDA margin is adjusted EBITDA divided by reported net sales. Adjusted EPS also neutralizes the impact of foreign currency translation effects when comparing current results to the prior year and further adjusts for the net effect of a tax payment related to a legal entity reorganization. Prior year Adjusted EPS includes foreign currency effects that are approximations of the adjustment necessary to state the prior year earnings per share using current period foreign currency exchange rates. Core sales exclude acquisitions and changes in foreign currency sales. Core sales growth is calculated as current sales, less acquisitions, less constant currency prior year sales, divided by constant currency prior year sales. Free cash flow is calculated as cash provided by operating activities less capital expenditures plus proceeds from government grants related to capital expenditures. Return on Investment Capital (ROIC) is calculated as Adjusted Earnings before Net Interest and Taxes, less Tax Effect / Average Capital, whereas Average Capital is the average of beginning of year capital and Capital is Equity plus Debt less Cash. Dividend Payout Ratio is calculated as Cash Dividends Paid / Adjusted Earnings Per Share.

Aptar is a **global leader in drug delivery and consumer product dosing, dispensing and protection technologies.**

Our technologies deliver medications that treat chronic diseases, bring convenience and security to consumers and we continually work to make our solutions more recyclable, reusable and sustainable. We are the visionaries behind transformative solutions that improve the lives of countless people around the world every day.



80 Years of Innovation

A market leading, proprietary dosing and precision dispensing company



Proprietary Dosing & Dispensing



Precision Consumer Dispensing



Dispensing Closures



Our Mission

We serve the world's leading healthcare and consumer brands to help deliver drugs safely and effectively, and create unique consumer experiences



We partner with our customers to help them win with differentiated solutions and services



We harness the expertise of the world to innovate



We care for our planet, source renewable energy and believe that all packaging should be reused and recycled



We have talented, passionate, diverse people who thrive in our inclusive and equitable culture



We lead and inspire others by living our Core Values

Our Purpose

We innovate and transform ideas into solutions that improve everyday life

Core Values

- We respect and trust people
- We aspire to the goal of zero injuries
- We believe in the value of each individual
- We challenge ourselves to take initiative and develop our full potential
- We promote teamwork and cooperation at all levels
- We strive for relationships that are based on openness, honesty and feedback
- We act ethically and responsibly, holding ourselves accountable to all stakeholders

Millions of People Around the World Use our Products Every Day



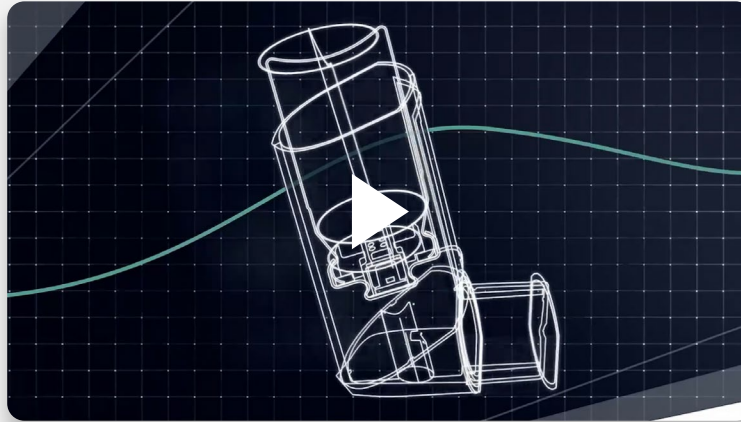
Aptar Video Highlights

[Watch more videos on Aptar's YouTube Channel](#)



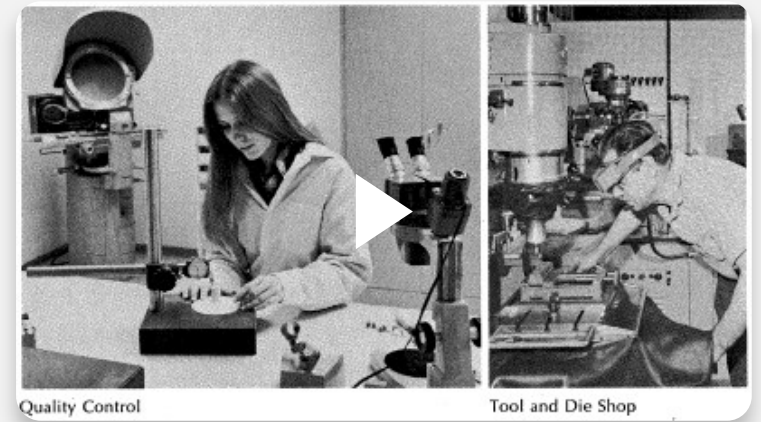
Be You be Aptar

Aptar's core values of trust and respect guide and drive everything we do. Our team members are trusted to take initiative, ask questions and act boldly.



Aptar Has an Idea

Aptar is built on a lifetime of ideas – designing and adapting solutions to enhance the daily lives of millions of people around the globe.



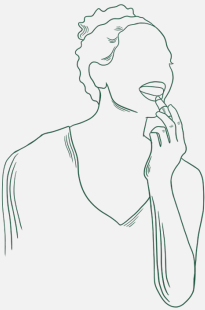
Adapting to Make Your Life Better

Aptar's History: A lifetime of adapting solutions and changing the future. Three entrepreneurs from the U.S., Germany and France has evolved into a company that spans the globe.

Aptar's History – 80 Years of Innovation

1940 -1960

Our entrepreneurial founding companies started in the **U.S, France and Germany**



1980 - 2000

Debut of the name Aptar and **continued global expansion**. Aptar becomes a public company in **1993**.



1960 -1980

Pittway Corporation acquires the **legacy businesses** and grows the company



Today

\$3.8 billion in revenue with 14,000 employees in 20 different countries



- Entrepreneurial spirit and culture of innovation
- Adaptive strategies in attractive markets
- Evolving, growing geographic presence
- Improving consumer and patient experiences
- Steady, long-term value creator
- Conversion to dispensing and new drug delivery format on top of GDP growth

Delivering Proprietary, High-Value, Precision Dispensing Solutions

Proprietary Drug Delivery Systems



- Allergic Rhinitis
- Pulmonary (Asthma & COPD, ILD...)
- Pain, CNS and Emergency Meds
- Vaccines and Anti-viral
- Cough & Cold
- Dermal
- Eye Care
- Analgesics
- Digestives



Injectable Solutions & Components



- Biologics
- Vaccines
- Small Molecules
- Antithrombotics
- Animal Health



Active Material Science Solutions



- Diabetes Care
- Oral Solid Dose
- Dermal Drug Delivery
- Drug Delivery
- Diagnostics
- Probiotics / Nutraceuticals
- Medical Device & Implants



Digital Therapeutics & Services



Nanopharm
SmartTrack™
YOUR SOLUTION FOR
RESPIRATORY DRUG DELIVERY



Delivering Innovative, Precision Consumer & Dispensing Solutions

Beauty



- Prestige / Masstige Fragrance
- Facial Skincare
- Color Cosmetics



Personal Care



- Personal Cleansing
- Body Care
- Hair Care



Home Care



- Dish Care
- Surface Cleaning
- Laundry



Food



- Condiments
- Infant Formula
- Oils



Beverage



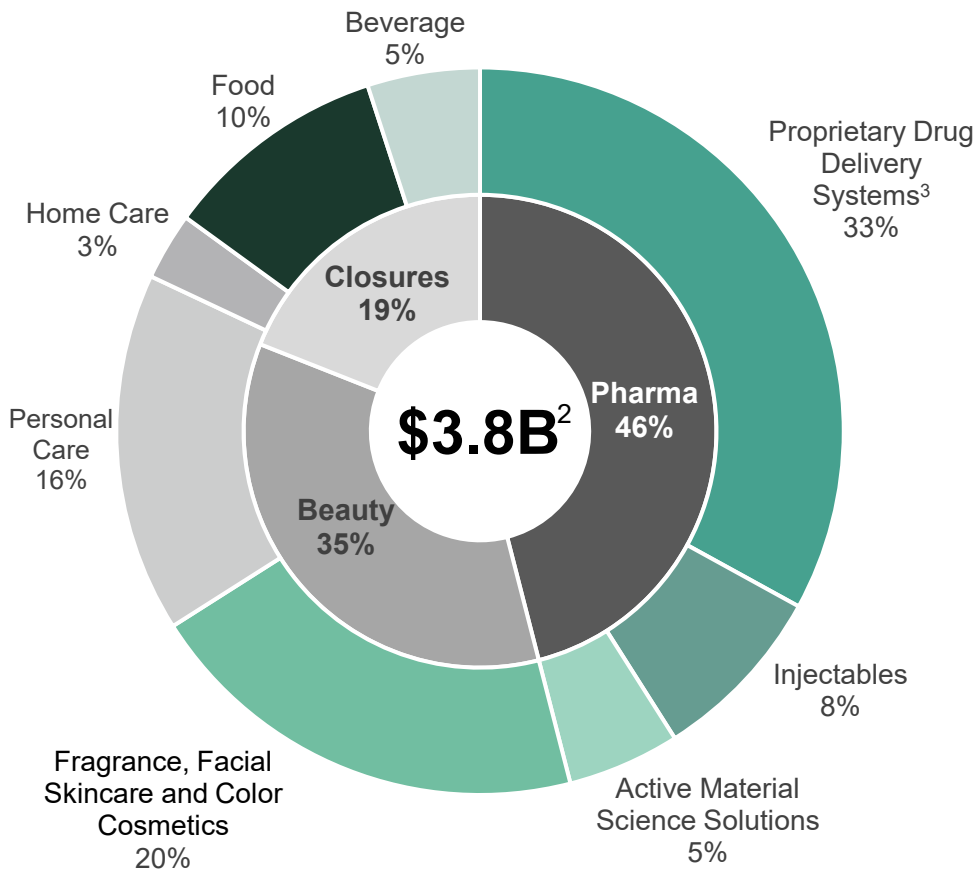
- Functional / Sports Drinks
- Bottled Water
- Juices



Services

Aptar is a Global Leader in Drug and Consumer Product Dosing, Dispensing and Protection Technologies

2025 % of Total Reported Sales



69%

Pharma % of Total FY 2025 Adj EBITDA¹

18%

Beauty % of Total FY 2025 Adj EBITDA¹

13%

Closures % of Total FY 2025 Adj EBITDA¹

We combine product design, engineering and science to create core differentiating technologies.

Proprietary drug delivery systems provide a competitive edge, driven by a strong innovation pipeline and over 7,000 active and pending patents in our portfolio.

Each segment has attractive growth potential.

Consistently recognized as a sustainability leader.

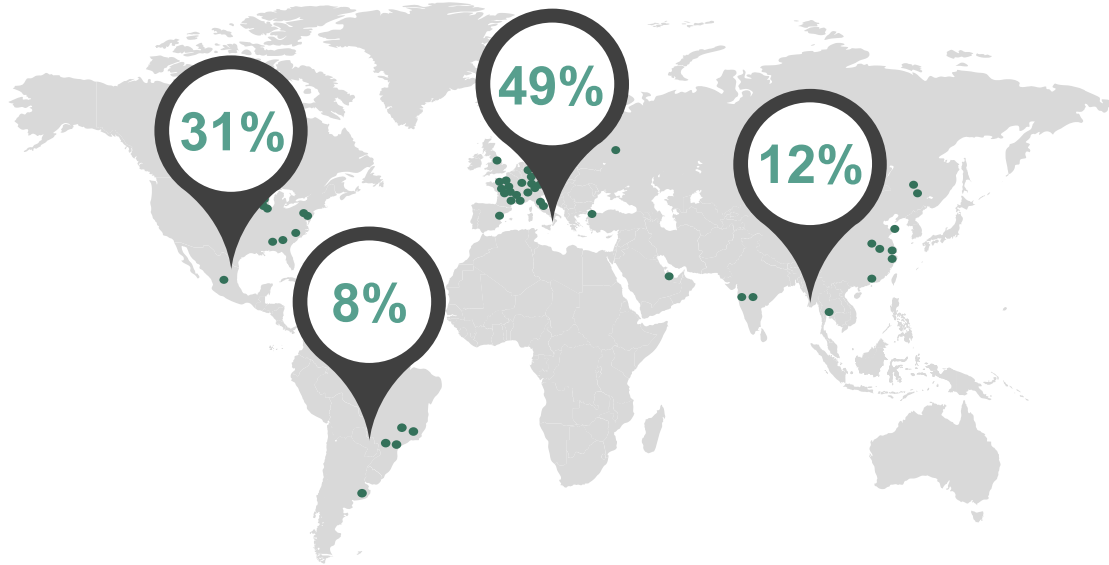
Robust balance sheet providing ample opportunity to deploy firepower – 1-3x leverage corridor long-term target.

Over the last five years, we have returned about \$1.2B to shareholders through dividends and share repurchases.



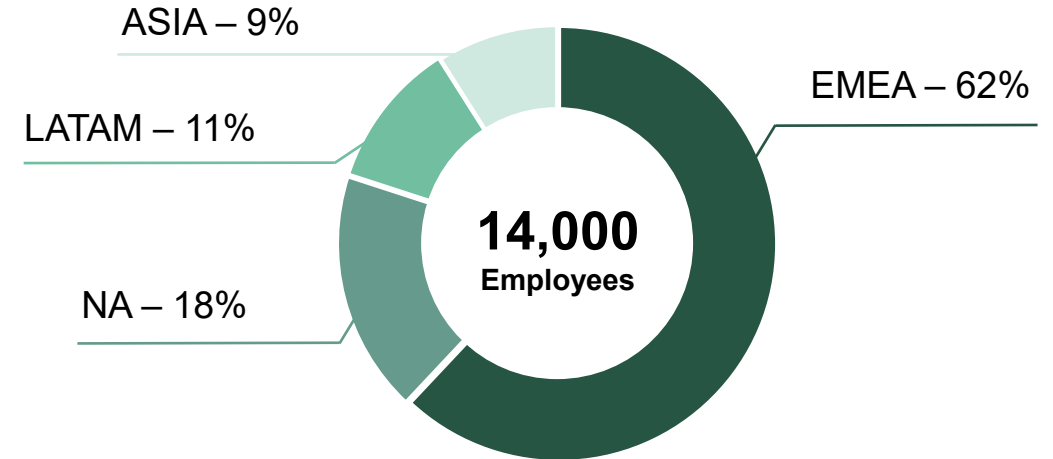
Global Presence – Leverage Global Network to Produce Locally

FY 2025 Net Sales by Ship To Destination



14,000 Dedicated Employees in 20+ Countries

Employee Headcount Q4 2025



Significant history and global presence enables us to build **solid and lasting credibility** with regional and global powerhouse customers

- Over 5,000 customers worldwide
- Many of the world's leading brands



Driving conversion to higher value solutions, enhancing the user experience and helping drive our customers' market share gains globally



Prior Solution



Higher-Value Aptar Solution



Prior Solution



Higher-Value Aptar Solution



Prior Solution



Higher-Value Aptar Solution



Prior Solution



Higher-Value Aptar Solution



Prior Solution



Higher-Value Aptar Solution



Prior Solution



Higher-Value Aptar Solution

Conversion From Non-Dispensing to Dispensing



Non-dispensing glass bottle



Upright bottle with Aptar's dispensing closure



Aptar's Flip Top Dispensing Closure with SimpliSqueeze® Valve

Innovative Emergency Medicine Solutions



Needle syringe



Pre-filled syringe



Aptar's Unidose
nasal spray system

Product Evolution



Two Separate Bottles to Mix



Single Bottle with Two Chambers
and Two Identical Pumps



Dual-Delivery Dispensing System with
Adjustable Dial for Customizable Dosage

Technologies and Industrial Capabilities Deployed Across End Markets

	Pharma	Beauty	Personal Care	Home Care	Beverage	Food
Proprietary Technology Platforms ¹	Dispensing Fine Mist Pumps	In Place	In Place	In Place	In Place	In Place
	Dispensing Closures	Developing	In Place	In Place	In Place	In Place
	Dispensing Lotion Pumps	In Place	In Place	In Place		
	Active Materials	In Place	Developing			In Place
	Elastomeric Components	In Place	Developing	Developing	In Place	In Place
	Airless Systems	In Place	In Place	In Place		
	Aerosol Valves & Bag-On-Valves	In Place	In Place	New! In Place	In Place	In Place
	Services	In Place	In Place	New! Developing		
	Digital + Connected Devices	In Place	Developing			Developing
Industrial Capabilities	Precision Injection Molding	In Place	In Place	In Place	In Place	In Place
	High Speed Assembly, AI QC ²	In Place	In Place	New! In Place	In Place	In Place
	Metal Stamping & Anodizing	New! In Place	In Place	New! Developing		
	Decoration	New! Developing	In Place	In Place		

Sustainable Solutions

Consistent Long-Term Targets

Aptar 2025 Investor Day	Long-Term Targets
Core Sales Growth ¹	4-7%
Adjusted EBITDA Margin ¹	21-23%
ROIC ¹	12-14%
Dividend Payout Ratio ¹	30-40%
Leverage Corridor	1-3X
Aptar Pharma	
Core Sales Growth ¹	7-11%
Adjusted EBITDA Margin ¹	32-36%
Aptar Beauty	
Core Sales Growth ¹	3-6%
Adjusted EBITDA Margin ¹	15-17%
Aptar Closures	
Core Sales Growth ¹	4-7%
Adjusted EBITDA Margin ¹	16-18%

Guided by Aptar's Strategic Priorities



Organic Growth

Added focus on high growth regions



Talent and Leadership

Added focus on upgrading talent



Innovation, Operations and Commercial Excellence



Focus on Efficiency and Costs Across the Organization



Acquisitions and Partnerships

Executive Committee



Stephan Tanda
President and Chief
Executive Officer



Vanessa Kanu
Executive Vice President and
Chief Financial Officer



Shiela Vinczeller
Chief Human Resources
Officer



Irene Hudson
EVP, Chief Legal Officer and
Corporate Secretary



Gael Touya
President, Aptar Pharma



Marc Prieur
President, Aptar Beauty



Hedi Tlili
President, Aptar Closures



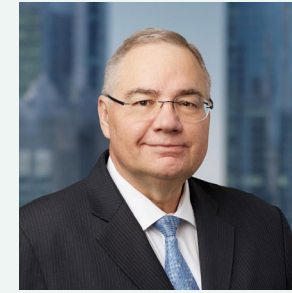
Xiangwei Gong
Executive Vice President
Strategic Group
Development & President,
Aptar Asia

Board of Directors

- Deep experience and knowledge across each of our focused end markets, main regions and key functional areas of expertise, including:
 - Pharma, CPG, Packaging
 - Global P&L and Group Leadership, C-level Finance, Marketing, Operations, Strategy
 - Portfolio management and restructuring
 - Public, Private, and PE ownership
- Four current or former public company CEOs
- Independent Chair, since 1995



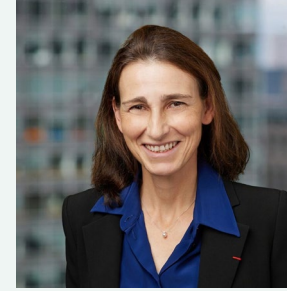
**Candace
Matthews**



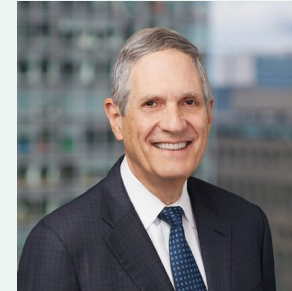
**Stephan
Tanda**



**George
Fotiades**



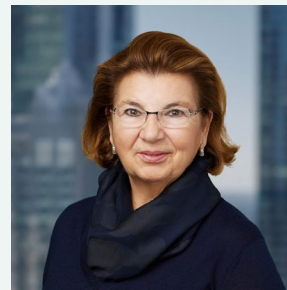
**Isabel
Marey-Semper**



**Craig
Owens**



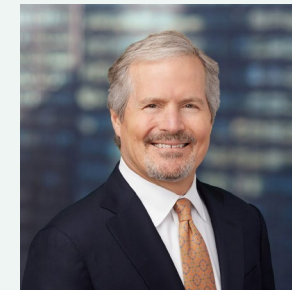
**Sarah
Glickman**



**Giovanna Kampouri
Monnas**



**Ralf
Wunderlich**



**Matt
Trerotola**



**Julie
Xing**

Aptar Financials

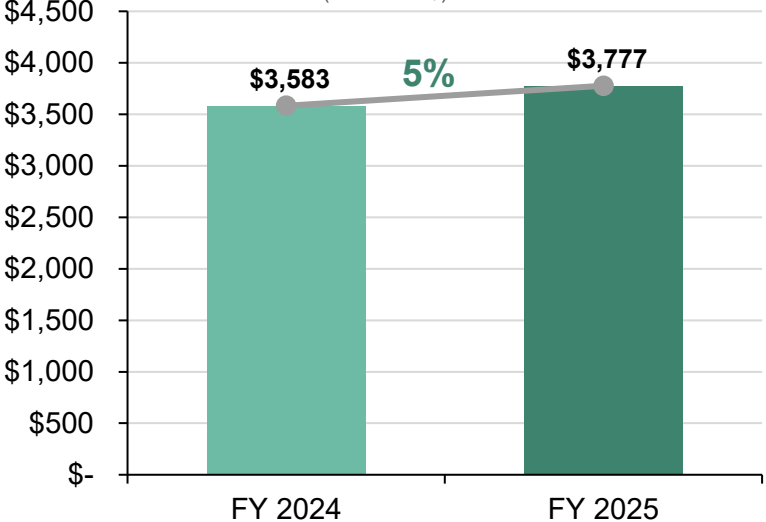


Full Year 2025 Reported Results



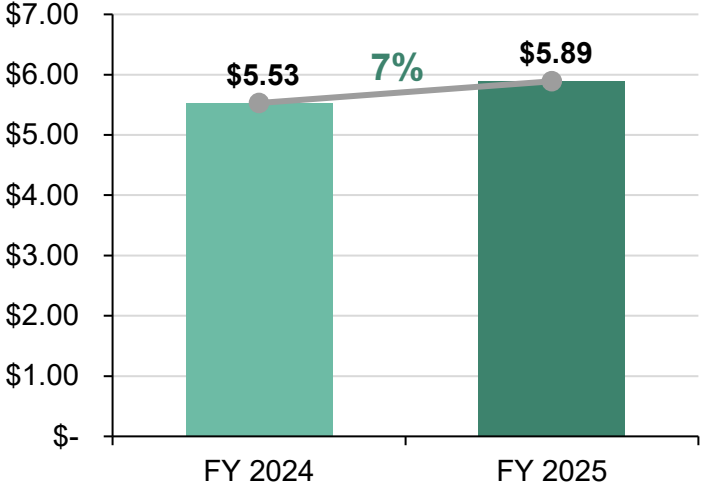
FY Reported Sales

(in millions \$)



- +2%** Core Sales Growth*
- +2%** Currency Effects
- +1%** Acquisitions

FY Reported EPS



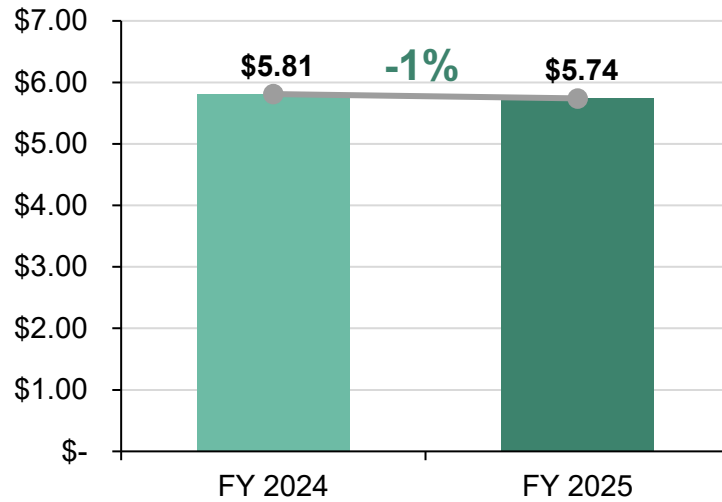
- 20.3%** FY 2024 Reported Effective Tax Rate
- 20.1%** FY 2025 Reported Effective Tax Rate

See "Forward-Looking Statements and Non-GAAP Financial Measures" slide for definitions and Investor Relations website GAAP reconciliation

Full Year 2025 Adj. EPS, Adj. EBITDA and Free Cash Flow



FY Adjusted EPS*



20.5%

FY 2024

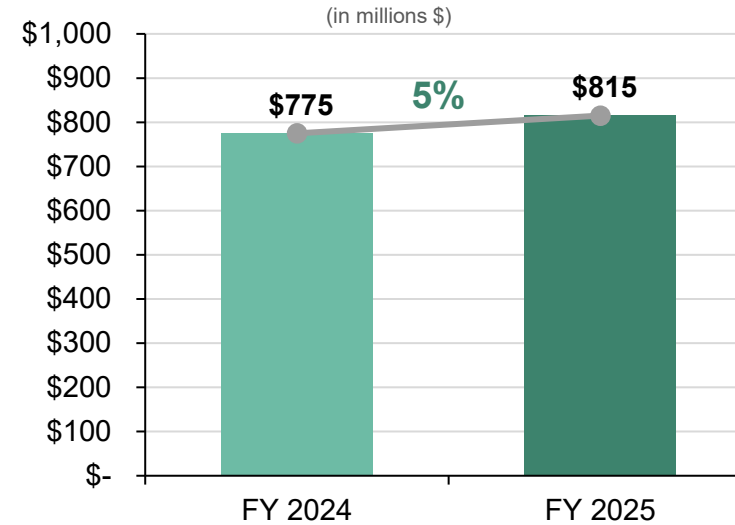
Effective Tax
Rate Adjusted
Earnings*

21.4%

FY 2025

Effective Tax
Rate Adjusted
Earnings*

FY Adjusted EBITDA



Free Cash Flow*

- Free cash flow was \$303 million comprising cash from operations of \$570 million, less capital expenditures, net of government grants, of \$267 million
- The year-over-year decline in free cash flow was largely due to the timing of tax payments, higher pension contributions and higher working capital in 2025
- These were partially offset by lower capital expenditures



Sustainability



Recent Recognitions

Our award-winning commitment to sustainability is a competitive advantage that drives impact for our customers



TIME
One of the
World's Most Sustainable Companies
2024-2025



CDP
Climate A List
2024-2025



CDP
Recognized as a
Supplier Engagement Leader
2020-2025



EcoVadis
Sustainability Rating
Gold
Top 5%
2021 - 2026



Forbes
One of the
World's Top Companies For Women
from 2021-2025



Newsweek
In the Top 100
America's Most Responsible Companies
2020-2026



ISS ESG
Achieved
Prime Status
from 2020-2025



USA Today
One of
America's Climate Leaders
2023-2026

<https://www.aptar.com/esg/reporting-center/>

Aptar's Comprehensive ESG Strategy (2025-2030)

CARE

Operating from a place of care for our employees, communities and environment by continuously improving our impact and reducing our footprint.

1. Providing a safe and healthy workplace
2. Nurturing equity, inclusion and belonging
3. Pursuing Net Zero operations through validated, Science-based targets and carbon transition planning
4. Sourcing renewable electricity while minimizing our energy footprint within our operations
5. Reducing impacts on nature and biodiversity
6. Reducing operations wastes to landfill through our Landfill free Certification program

COLLABORATION

Innovating alongside customers, suppliers, industry coalitions and non-profits, enabling progress toward their goals — better outcomes for people and planet.

1. Working with diverse and responsible suppliers
2. Increasing positive social impact of products
3. Fostering the expertise to innovate responsibly
4. Optimizing economic value through sustainability
5. Participating in high-impact coalitions that align to our purpose

CIRCULARITY

Helping the industry advance system-scale change that will benefit people today and for generations to come by addressing climate change and the waste crisis.

1. Designing products with sustainability in mind including lightweighting and alternative materials
2. Increasing recycled material content in products
3. Increasing reusability of products
4. Seeking partnerships that enable circularity
5. Promoting new circular technologies
6. Promoting policies that address climate change

COMMITMENTS & DISCLOSURES



MEMBERSHIPS & PARTNERSHIPS



Read details on our commitments at www.aptar.com/sustainability/



Innovative Solutions

Designed to promote a more circular economy



Post Consumer Recycled Resin (PCR) Closures



Designed for Recycling ⁽¹⁾



Mono Material



Full Plastic



Refillable

(1) The valve is compatible with the main rigid plastic packaging recycling streams like PP, HDPE, PET. Recyclability should be assessed taking into account the full packaging.

Corporate Social Responsibility



Community Activism

- **The AptarGroup Charitable Foundation** provides Corporate Grants to qualifying organizations and has an Employee Matching Gift Program that has helped support almost **180 nonprofits**.



Global Policies

- Continue to comply with ESG policies that uphold our commitment to **Human Rights; Inclusion, Equity & Belonging; Community Engagement and Global Giving; and Sustainable Purchasing**.



CARE International

- Through our on-going global partnership with CARE, Aptar will support CARE's mission, including **education programming, economic empowerment efforts** and CARE's crisis response funds.



Vatsalya Foundation

- Aptar Corporate University with strong support from Aptar Mumbai (India) has partnered with the Vatsalya Foundation since 2010.
- The foundation works with street children in India to provide outreach, services and shelter and Aptar employees **engage with and support** the Foundation's learning programs.

Aptar Corporate University offers training programs developed by Aptar for Aptar following the business needs cross region and cross segment within the following main topics:

- Leadership
- Leadership & Management Competencies
- Market Oriented
- Business Oriented like Strategic Thinking, Change Management, Project Management and Finance for Non-Finance

The training programs are offered in a hybrid format which combines a mixture of different learning methods such as Experiential, Online, Face-to-Face, Self-Learning and 1:1 Tutoring.

Aptar Corporate University has an extensive database of content and modular learning resources on various topics, which we leverage to develop our training programs in a flexible manner.



Employee Safety and Engagement

- Environment, Health and Safety Program includes an Ergonomics and Behavior-Based Safety Program
- Learning and development programs are offered in a hybrid format which combines a mixture of different learning methods
- Ongoing engagement and knowledge-sharing initiatives that bring leaders and teams together across regions and functions, creating communities that encourage collaboration, peer learning, networking, and the sharing of best practices and innovation.



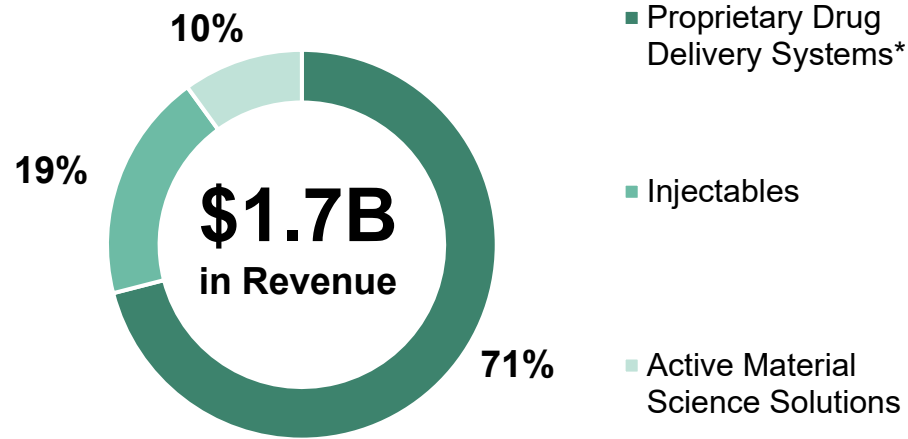


Aptar Pharma



Aptar Pharma - At a Glance

FY 2025 Percentage of Sales by Market



*Proprietary Drug Delivery Devices includes Prescription = 50%, Consumer Health Care = 20%, and Digital Health = 1%

Metric	FY 2025
Core Sales Growth ¹	3%
Adj. EBITDA ² / Sales %	35%

We are a proprietary leader in precision drug dosing and dispensing active in highly regulated markets

- **IP Breadth:** We produce our own IP—which helps ensure control differentiation
- **Diversified Portfolio:** Our growth is resilient and diversified—no single drug drives our path
- **Conversion:** Comprehensive lifecycle management strategy, with our delivery system as part of the Drug Master File
 - Originator → Generic Transition → OTC Switch
- **Regulatory expertise** makes us a trusted partner
- **Our services** help enable early engagement and deeper pharma collaboration
- **Our digital health offerings set us apart from other suppliers** --we're aligned with pharma leadership in the fast-growing digital therapeutics space
- A strong balance sheet supports pharma investment and long-term strength



Aptar Pharma - Drug Delivery Systems Portfolio



Spray Pumps



Unidose (UDS) & Bidose (BDS) Systems



Eye Care Droppers



Vial Containment Solutions



Elastomer Solutions for Pre-Filled Syringes



Metering Valves for Metered Dose Inhalers (MDIs)



Dry Powder Inhalers (DPI)



Breath Actuated Inhalers (BAI)



Airless Technology



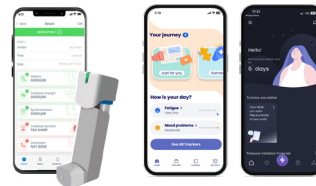
Nasal Vaccines



Bag-On-Valve (BOV) and PureHale



Active Material Science



Digital Healthcare



Training Devices



Preclinical Devices

Proprietary Drug Delivery Systems

- Allergy
- Pulmonary
- Systemic Nasal Drug Delivery
- Pain, CNS and Emergency Meds
- Vaccines and Anti-viral
- Cough & Cold
- Dermal
- Eye Care
- Analgesics
- Digestives
- Smoking Cessation
- Nutraceuticals



Injectable Solutions & Components

- Biologics
- Vaccines
- Small Molecules
- Antithrombotics
- Animal Health

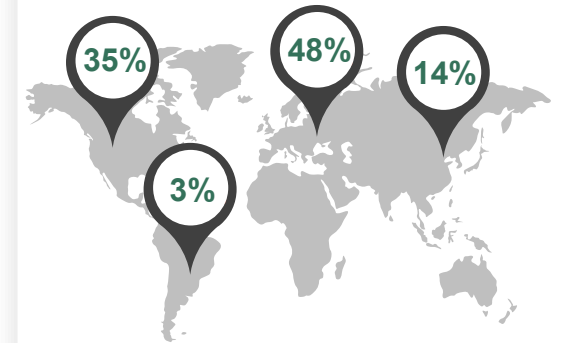


Active Material Science Solutions

- Diabetes Care
- Oral Solid Dose
- Dermal Drug Delivery
- Drug Delivery
- Diagnostics
- Probiotics/Nutraceuticals
- Medical Device & Implants



SALES BY REGION (FY 25 by Ship To Destination)



CUSTOMERS



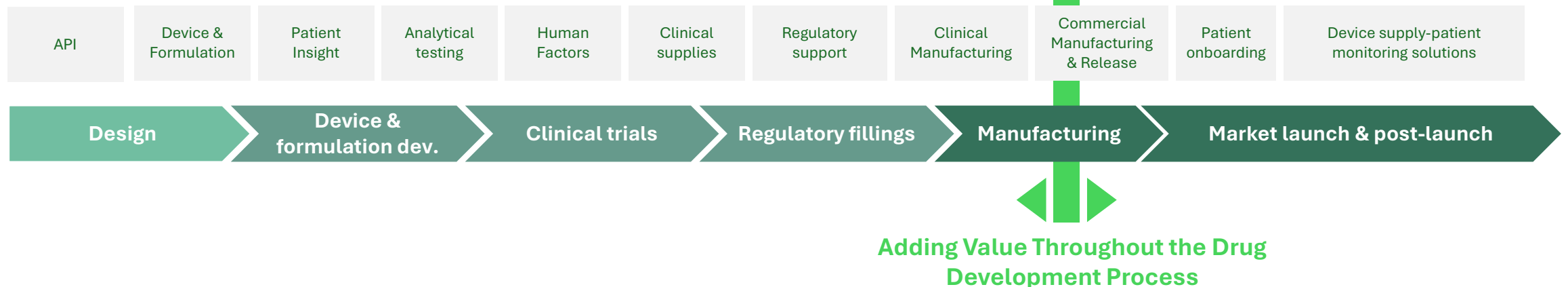
← Digital Therapeutics & Services, including Patient Onboarding →

Aptar Pharma Services Accelerate & Derisk Development Journey



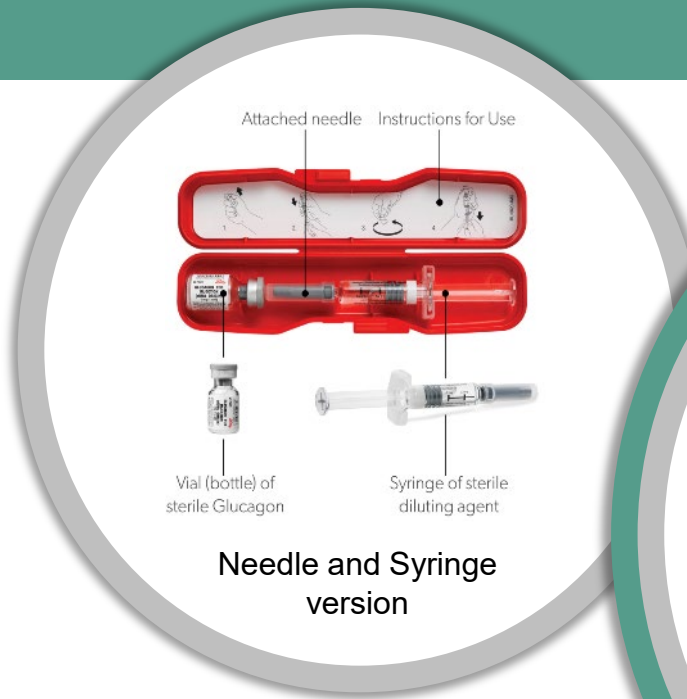
Services support, accelerate and derisk our customers' product development and enhance patients' experiences

From NDAs to ANDAs and 505b2 filings, our regulatory expertise and credibility help derisk pharma company's submissions by leveraging 30+ years of experience supporting our customers and responding to regulators



Emergency Medicines

Nasal Unidose Powder System and Activ-Polymer™ Container

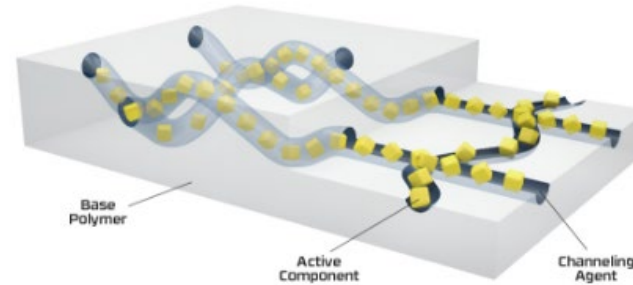


First Needle-Free Rescue Treatment for Severe Hypoglycemia

First Aptar Pharma + Aptar CSP Technologies combination offering

Active Material Science Technology

CSP Activ-Polymer™ Technology

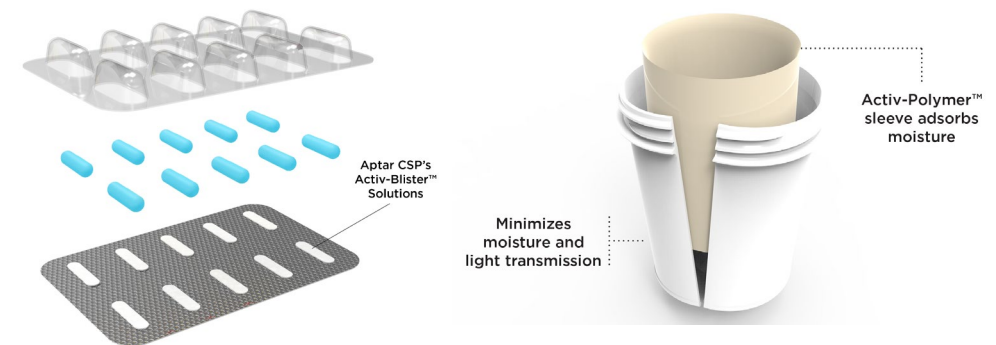
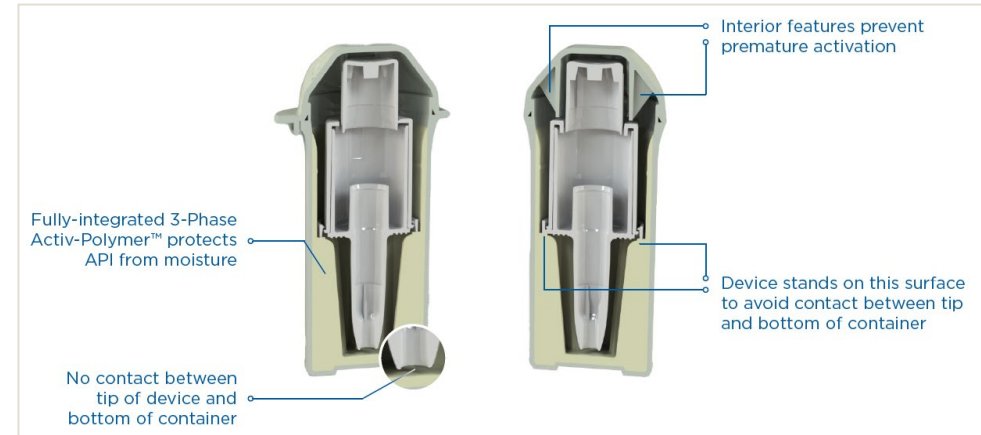


Adding Chemistry to Polymers

Active particles:

- **Adsorb** or **Absorb** (moisture)
- **Scavenge** (gases, odors, reactive impurities, formaldehyde, N-nitrosamines, other VOCs)
- **Release/Emit** (aromas, biocides, antimicrobials, nutrients, CO₂)

- Enhance stability
- Preserve efficacy
- Protect against impurities
- Maintain potency
- Extend shelf-life
- Mitigate degradation risk
- Mitigate N-Nitrosamine challenges



Active Material Science Solutions

Platform Technology Serving Broad Therapeutic Areas

Oral Solid Dose

Immunodeficiency & Anti-Fungal Treatment



Drug Delivery Systems

Inhalation/ Nasal Drug Delivery



Dermal Drug Delivery

Hormone Patch/ MAP Device



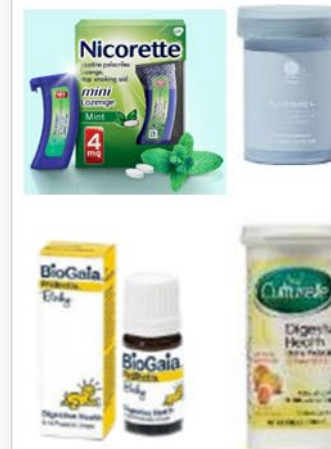
Diagnostics

Diabetes & Infectious Disease



OTC

Dietary Supplement & Smoking Cessation



Medical Device & Implants

Neurostimulator & Surgical Mesh

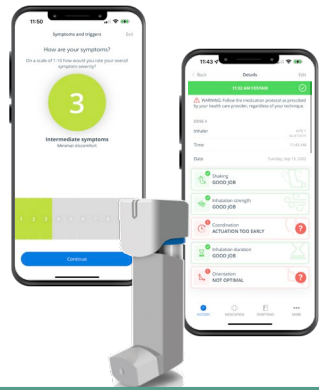


An Industry-Leading Digital Health Software Platform

Examples of patient-facing solutions based on Aptar's platform.

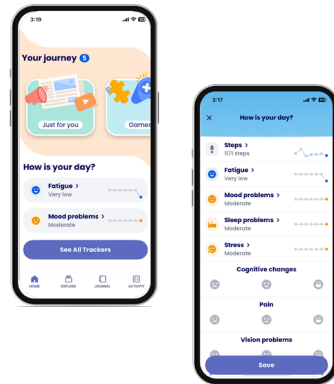
BreatheSmart

Solution for monitoring, and management of for chronic respiratory conditions



Esme

Companion app that guides MS patients throughout their disease journey



Migraine Buddy

A comprehensive and personalized migraine management solutions



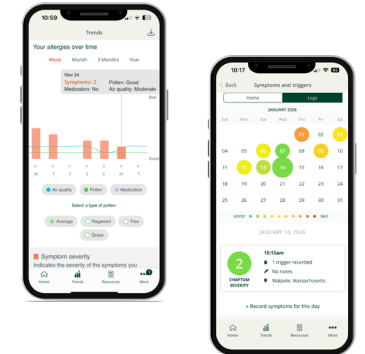
iPUMP

The first connected allergy assistant to support adherence to immunotherapy




Allergy Buddy

Companion mobile app to track and manage allergy



A Leading Digital Health Platform

Life Sciences Partnerships

 Industry-leading portfolio of pharma collaborations



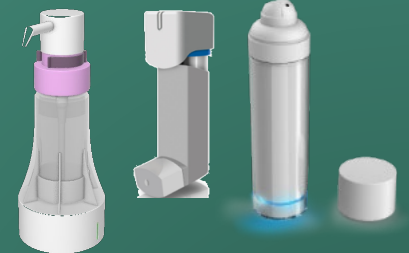
Industry Leading Software Platform

- Highly configurable
- ISO 13485 and MDSAP Certified QMS
- 16+ regulatory clearances
- Clinical evidence





Industry Leading Connected Devices

- Dermal
- Inhalation
- Injectables
- Nasal



5+ million Users Across TAs and Countries

	Neurology	Respiratory		North America
	Oncology	Immunology		Europe
	Diabetes	Cardiovascular		APAC
	Rare Diseases			LATAM

Long-Term Targets – Aptar Pharma

Building Blocks for Growth:

Strong and Growing Pipeline

Robust and Diverse Product Portfolio

Converting Drugs to New Delivery Routes, Lifecycle Extension and Comprehensive Lifecycle Management Strategy

High-Value Products and Solutions in Injectables Address Fastest Growing Market Needs

Our Services Accelerate and Derisk our Pipeline

Digital and Patient Engagement is Opening New Avenues for Growth and Aligns with Pharma C-Suite Strategic Priorities

7-11%
Core Sales Growth¹

32-36%
Adjusted EBITDA Margin¹

Competitive Advantages:



Serving Attractive Global End Markets



Technological and Innovation Leader



High Return Strategic Investments



Improve Operating Leverage



Regulatory and End User Expertise



A Leader in ESG

Focused on Growing Proprietary, High-Value Precision Dispensing Systems

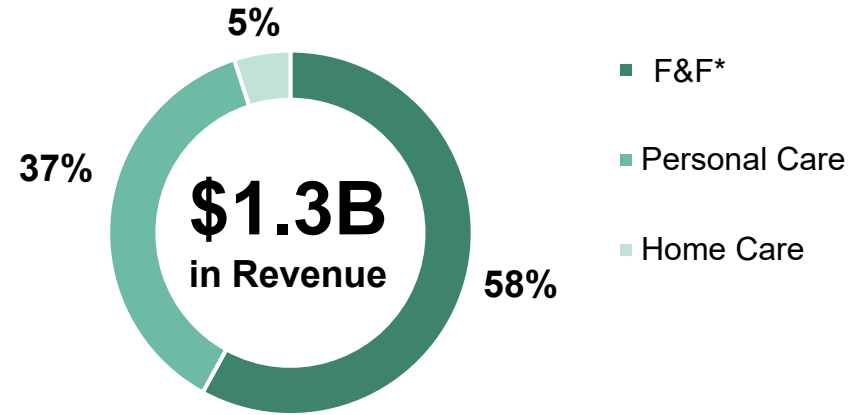


Aptar Beauty



Aptar Beauty: At a Glance

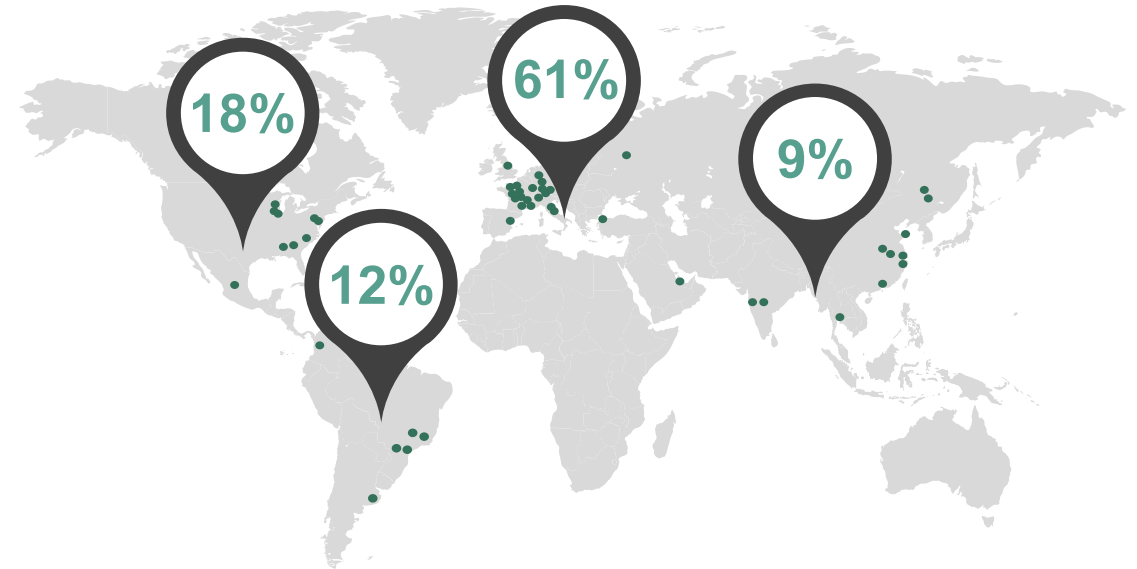
FY 2025 Percentage of Sales by Market



*F&F includes Fragrance, Facial SkinCare and Color Cosmetics

Metric	FY 2025
Core Sales Growth ¹	2%
Adj. EBITDA ² / Sales %	12%

Sales By Region (FY 2025 by Ship To Destination)



A significant amount of Europe sales end up in Asia and U.S.



Aptar Beauty: Technology Portfolio



Fragrance Pumps



Spray Pumps



Dispensing Pumps



Cosmetic Pumps



Airless Systems



Aerosol Valves, BOV
and Accessories



Droppers



Custom



Lipsticks



Refill Devices



Sampling and Trial Sizes



Turnkey Solutions

Aptar Beauty: Services & Capabilities Creating Value for Our Customers



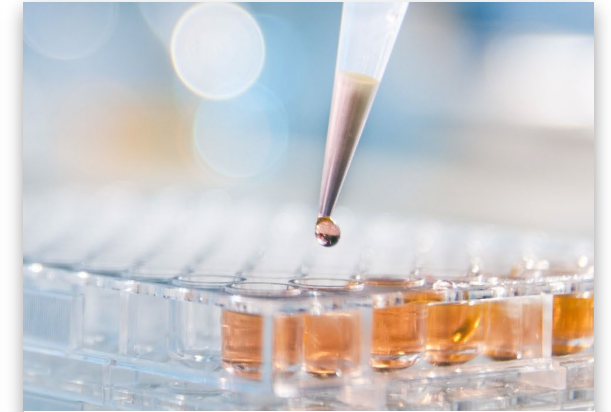
Consumer Insights
and Customer Ideation



User Experience
Expertise and Design



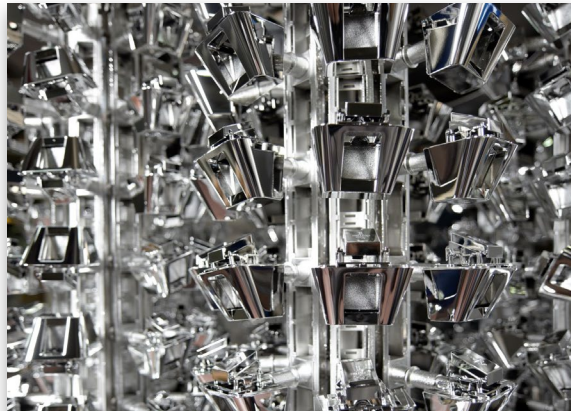
Simulation and Prototyping
/ Fast Iterations



Formulation Expertise
and Compatibility Support



E-Commerce Durability
Testing and Solution Design



Metal Sourcing and
Transformation

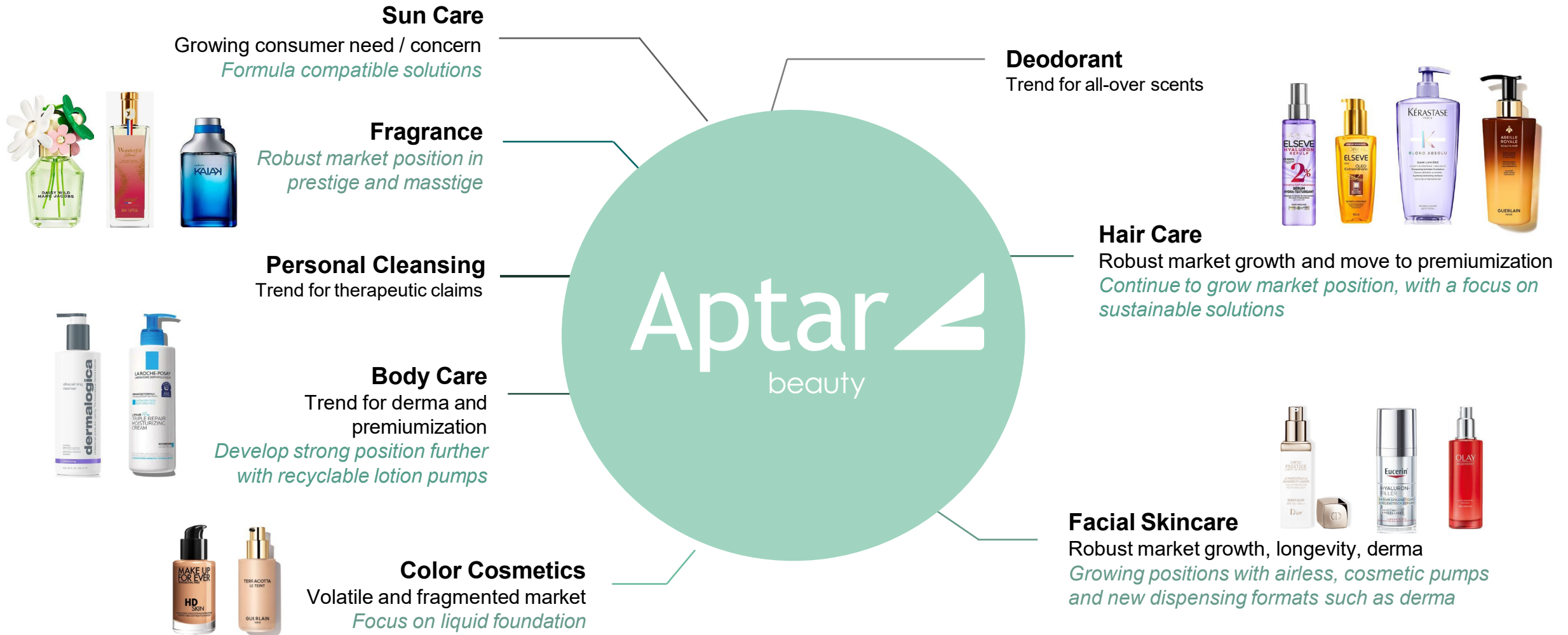


Decoration and Premiumization



Sustainability and Material
Science

Strategically Positioned to Serve Growing and Emerging Markets with Innovative, Custom and Sustainable Solutions



Beauty Future Growth Drivers

Brands will need to create real value from product differentiation

Sustainability

- Designed for recyclability
- Circular solutions



Dermocosmetics

- Self-care, health, wellness
- Advanced formula protection



Personalization

- Data-driven customization
- High precision dosing



Inclusive

- For all attitudes and abilities
- From entry-level to exclusive



Aptar's Ability to Win

Sustainable solutions without compromise on quality

- Mono-material solutions
- Raw material compliance
- New refill / reload experiences

Bringing together beauty and pharma capabilities

- Formula compatibility expertise
- Regulatory support
- Digital health

Precision dispensing platforms and agile customization ecosystem

- Iconic and nomadic experiences
- Emotional benefits, sensorial cues
- Energy-based dispensing (devices)

The best of packaging dispensing solutions for all

- Inclusive / ergonomic designs
- Broad range of dispensing solutions
- Local-for-local manufacturing

Long-Term Targets – Aptar Beauty

Building Blocks for Growth:

Accelerate Top-Line Growth

Expand our customer base to fuel sustainable revenue growth. Anticipate a rebound in our prestige fragrance dispensing

Focus on Targeted Innovation

Prioritize innovation that aligns with customer needs and market opportunities

Leverage China Ecosystem

Speed up time-to-market and deliver more competitive, customized offerings across Asia

Drive Cost Reduction and Operational Efficiency

Enhancing adjusted EBITDA margin through disciplined cost management and streamlined operations

3-6%

Core Sales Growth¹

15-17%

Adjusted EBITDA Margin¹

Competitive Advantages:



Serving Attractive Global End Markets



Technological and Innovation Leader



High Return Strategic Investments



Improve Operating Leverage



Regulatory and End User Expertise



A Leader in ESG

Improving Operating Leverage

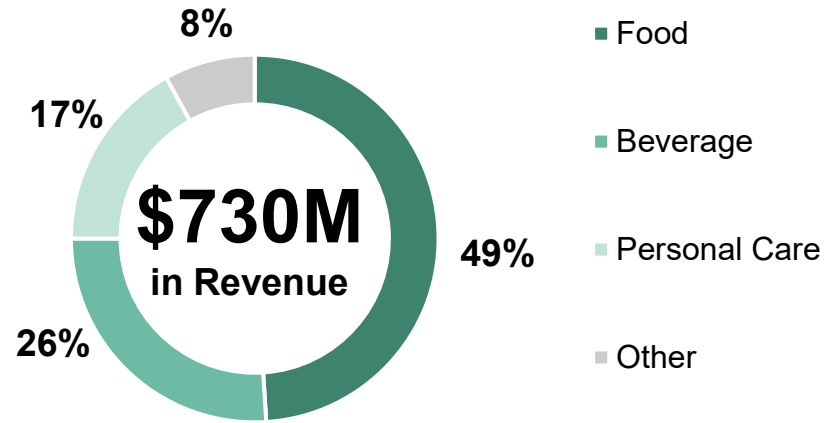


Aptar Closures



Aptar Closures – At a Glance

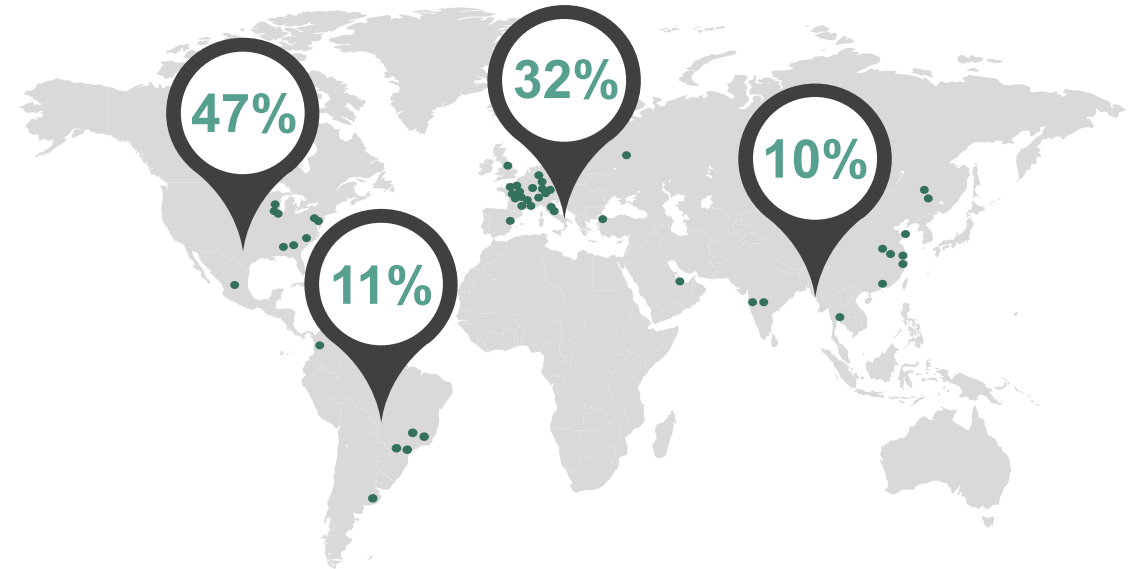
FY 2025 Percentage of Sales by Market



*Other includes Beauty and Home Care markets

Metric	FY 2025
Core Sales Growth ¹	1%
Adj. EBITDA ² / Sales %	16%

Sales By Region (FY 2025 by Ship To Destination)



Aptar Closures Technology Portfolio



Tube Tops



Disc Tops



Inverted Tops



Directional Dispensing



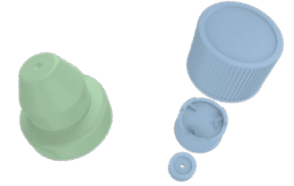
Active Material Science



Flow Control



Safety / Dosing Cap



Child-Resistant / Healthcare



Sport Caps



Flexible Fitments Closures



Sustainability / E-Commerce Durability

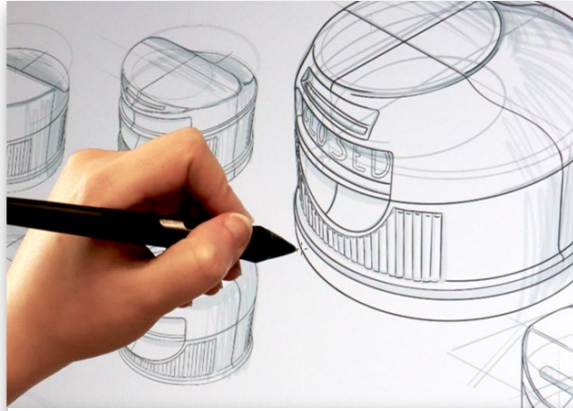


Wide Mouth Snap Tops

Aptar Closures: Services & Capabilities Creating Value for our Customers



Consumer Insights –
Customer Needs



Research and Development



Sustainability and Material
Science



Regulatory Support



Life-Cycle Assessments /
Durability Support



Customization and Differentiation



World-Class Manufacturing
Capabilities



Technical Support

Long-Term Targets – Aptar Closures

Building Blocks for Growth:

Focused Innovation / Category Conversion

Leverage our robust pipeline to drive top-line growth and continue to outperform the market

Regional Growth

Selectively enter new regions with growing middle class and need for more convenient packaging solutions

Utilize IP to Expand to New End Markets

Operational Efficiency

Continue to focus on improving plant utilization and performance

4-7%

Core Sales Growth¹

16-18%

Adjusted EBITDA Margin¹

Competitive Advantages:



Serving Attractive Global End Markets



Technological and Innovation Leader



High Return Strategic Investments



Improve Operating Leverage



Regulatory and End User Expertise



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