Aptar

Third Quarter 2019 Review

Stephan Tanda, CEO | Bob Kuhn, CFO | November 1, 2019 @ 8 a.m. Central Time

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.

A reconciliation of those numbers to GAAP financial measures is available on the company's website at www.aptar.com on the Investor's page (click on Events & Presentations / Presentations).

Agenda

- Strategic Acquisition and Pharma Services Overview
- Segment Leadership Appointments
- Segment Summaries
- Third Quarter 2019 Results
- Fourth Quarter 2019 Outlook
- Key Takeaways

Strategic Acquisition: Noble International

- Acquired Noble International, a leader in drug delivery training devices and patient onboarding
  - ✓ Strong position in an attractive, rapidly-growing market segment (device trainers and compliance monitoring)
  - ✓ Customers include the world’s leading biopharmaceutical companies and original equipment manufacturers
  - ✓ Solid margin and growth fundamentals
  - ✓ Complementary core competencies (valued-added services, de-risked and simplified product development, speed-to-market)
  - ✓ Broadening of our current service offering to include device trainers and patient onboarding
  - ✓ Additional growth opportunities from geographic expansion, clinical trials, payer-driven business models and future regulation
  - ✓ Strong IP-focus and customer-centricity
  - ✓ Meets our disciplined acquisition criteria

Noble Drug Delivery Training Devices

Aptar Pharma Services

Expanding our offering from drug delivery devices and components to being a full service provider for our customers, from product development through the post-launch stage

Today: Focus on devices

- ✓ Range of innovative drug delivery solutions

Tomorrow: Expand from devices to integrated solutions

- ✓ Extended range of innovative drug delivery solutions
- ✓ Comprehensive set of service offerings – for all drug dosage forms - along the drug development, filings, manufacturing, market launch and post-launch journey

Device & formulation development → **Clinical trials** → **Regulatory filings** → **Market Launch & post-launch**

- **Device & formulation development**
  Aptar pharma
  Nanopharm An Aptar Pharma company
- **Analytical testing**
  Next Breath An Aptar Pharma company
  Gateway Analytical An Aptar Pharma company
- **Human Factors**
  noble
- **Clinical trials support**
  Aptar pharma
  With Connected Devices Kali Care
- **Support regulatory filings**
  Aptar pharma
- **Patient onboarding**
  noble
- **Device supply – Patient monitoring solutions**
  Aptar pharma
  noble
  With Connected Devices Kali Care

Segment Leadership Appointments

Eldon Schaffer
Executive Vice President
Strategic Projects and Commercial Excellence

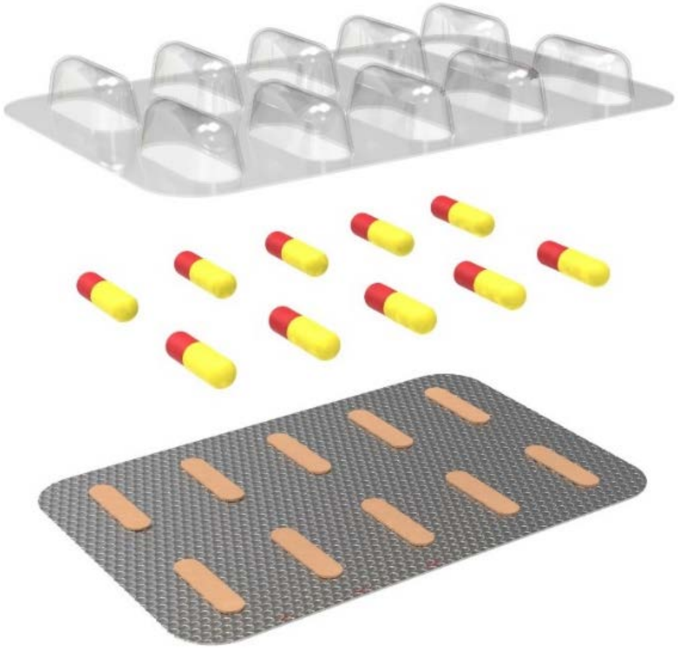
Marc Prieur
President, Aptar Beauty + Home

Hedi Tlili
President, Aptar Food + Beverage

Aptar Pharma

Q3 Highlights

- Outstanding quarter with broad-based demand for our industry leading drug delivery devices
- Activ-Blister™ packaging solution for oral solid dose drug delivery was approved by the U.S. Food and Drug Administration (FDA) for an HIV prevention medicine
- Confirming our agreement with Bryn Pharma to supply our Bidose (BDS) nasal device for the delivery of epinephrine to treat anaphylaxis - in early stage development, not yet approved by the FDA



Activ-Blister™ Packaging Solution for an HIV Prevention Medicine

Bidose Nasal Device

Aptar Beauty + Home

Q3 Highlights

- Faced a weak personal care market, while core sales to the beauty and home care markets increased
- Agreement to acquire a 49% equity interest in three related BTY companies, who are leading Chinese manufacturers of high quality, decorative metal components, and color cosmetics packaging solutions for the beauty industry
- First launch of our facial skin care dual dispenser featuring a separate airless booster cartridge, which is featured on a dual serum product for the premium brand Chando by Jala in China
- 100% PCR colored closures featured on the shampoo and conditioner for Love, Beauty and Planet's Clean Oceans line

BTY

BTY Plastic Technology

Dual Dispenser with Separate Airless Booster Cartridge for Jala

100% Post Consumer Recycled Resin Colored Closures for Love, Beauty and Planet

Aptar Food + Beverage

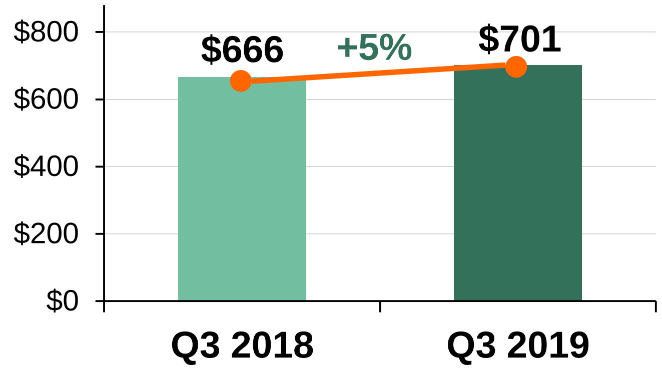
Q3 Highlights

- Grew core sales as increased demand in the food market overcame weaker product demand from the beverage market and the negative top line effects of passing on lower raw material costs to our customers
- Squeeze guacamole by Yucatan features our custom pouch fitment with pull ring, and our flip lid closure with SimpliSqueeze® valve for a cleaner, more precise application in an inverted pouch format
- Same closure and valve combination is also featured on the new inverted pouch for Chico Honey
- Growing interest in dispensing solutions for flexible packages

Flip-Lid Closure with SimpliSqueeze® Valve for Yucatan Guacamole Squeeze and Chico Honey

Third Quarter 2019 Reported Results

Reported Q3 Sales
(in millions $)

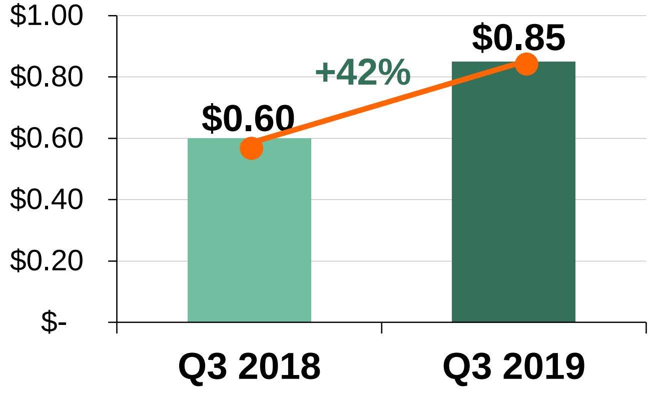


+4%
Core Sales Growth*

-3%
Currency Effects

+4%
Acquisitions

Reported Q3 EPS



23%
Q3 2018
Reported Effective Tax Rate

31%
Q3 2019
Reported Effective Tax Rate

Q3 Highlights

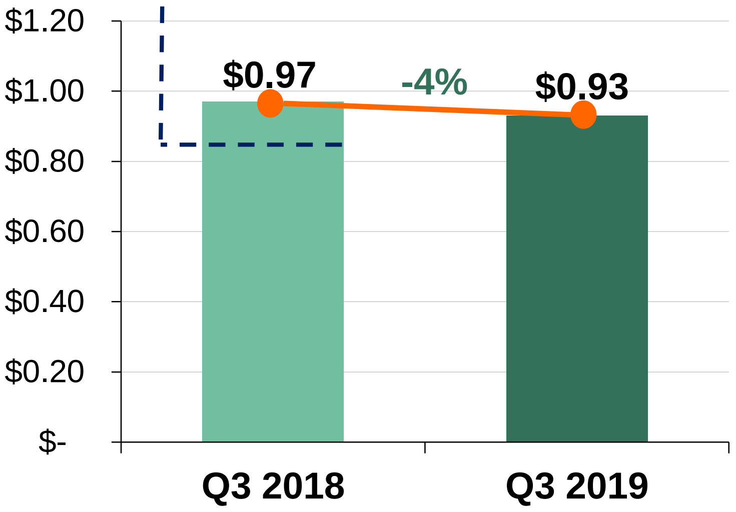
- Strong Pharma performance driving majority of Q3's results
- Reported EPS year-on-year growth primarily coming from lower restructuring expenses and Pharma segment results
- Negative impact from higher tax rate compared to the prior year

* *See accompanying slide titled: Forward Looking Statements & Non-GAAP Financial Measures.*

Third Quarter 2019 Adjusted EPS and Adjusted EBITDA

Prior year's adjusted EPS would have been approximately $0.09 lower had our current tax rate been applied (vs the 24% effective tax rate on adjusted EPS)

Adjusted Q3 EPS*

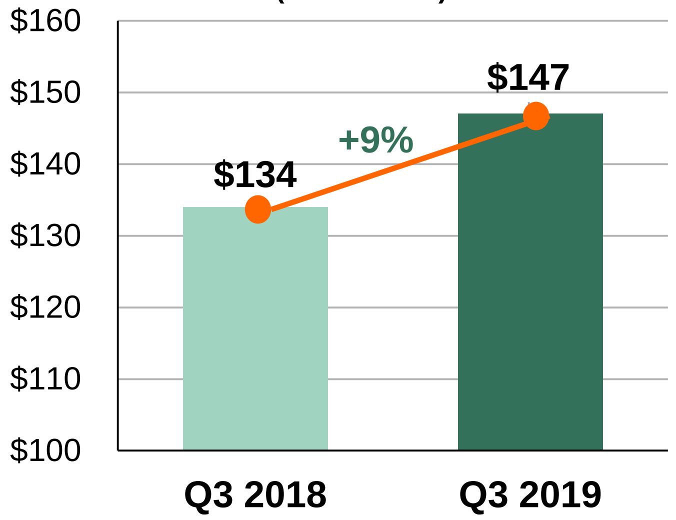


24%
Q3 2018
Effective Tax Rate Adjusted Earnings*

31%
Q3 2019
Effective Tax Rate Adjusted Earnings*

Adjusted Q3 EBITDA*

(in millions $)



Adjustments:

- 2018: Restructuring initiatives of $23.9 mil; Transaction costs related to acquisitions $7.1 mil; Purchase accounting adjustments $3.3 mil
- 2019: Restructuring initiatives of $6.0 mil; Transaction costs related to acquisitions $0.7 mil; Purchase accounting adjustments $0.6 mil

Q3 Adjusted EPS and Adjusted EBITDA Highlights

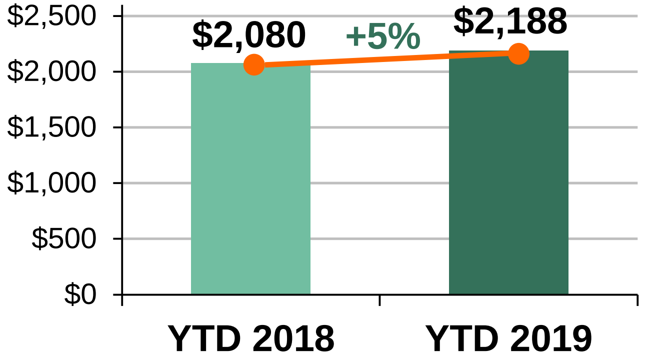
- Higher tax rate negatively impacting adjusted EPS growth by approximately $0.09
- Adjusted EBITDA grew 9% despite currency headwinds
- Growth in Adjusted EBITDA for Pharma and Food + Beverage segments partially offset by modest decline in Beauty + Home segment

** See accompanying slide titled: Forward Looking Statements & Non-GAAP Financial Measures.*

Nine Months Year-to-Date 2019 Reported Results

Reported YTD Sales

(in millions $)

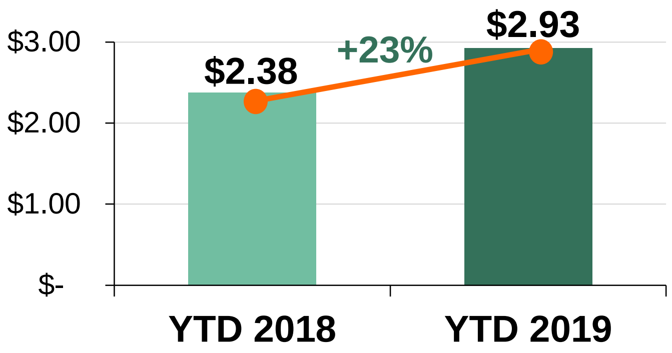


+5%
Core Sales Growth*

-5%
Currency Effects

+5%
Acquisitions

Reported YTD EPS



26%
YTD 2018
Reported Effective Tax Rate

29%
YTD 2019
Reported Effective Tax Rate

Nine Months YTD Highlights

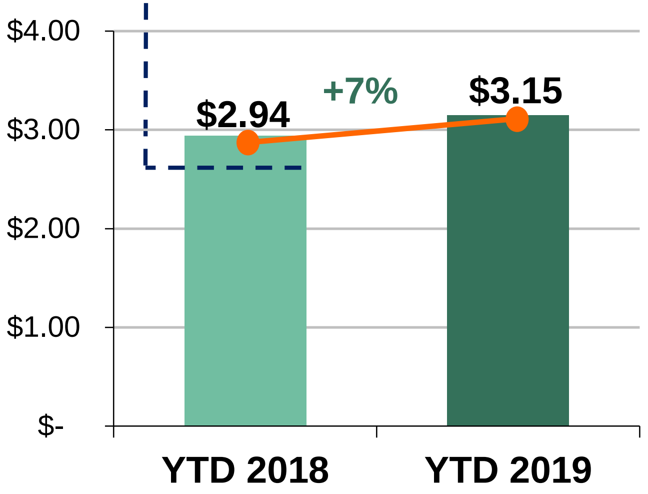
- Achieved solid top line and earnings growth for the first nine months of the year
- Pharma segment has performed exceptionally well
- Food + Beverage segment recorded good year-on-year core sales growth with improved margins
- In our Beauty + Home segment, growth in the beauty and home care markets was offset by weak demand from the personal care market and resulted in core sales that were even with the prior year with slightly improved margins

* *See accompanying slide titled: Forward Looking Statements & Non-GAAP Financial Measures.*

Nine Months Year-to-Date 2019 Adjusted EPS and Adjusted EBITDA

Prior year's adjusted EPS would have been approximately $0.14 lower had our current tax rate been applied (vs the 26% effective tax rate on adjusted EPS)

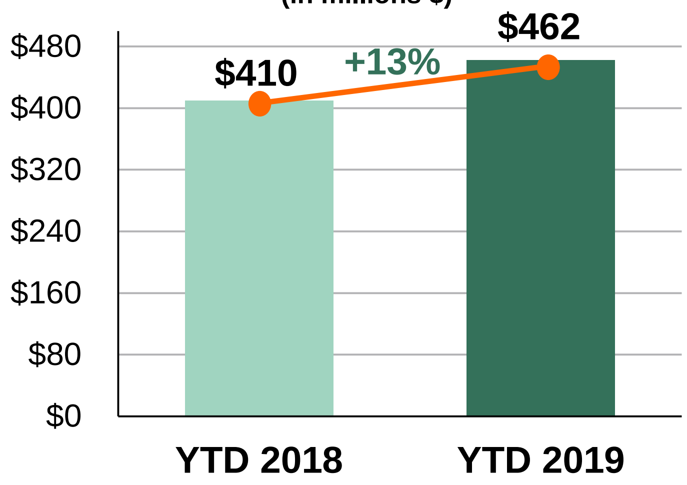
Adjusted YTD EPS*



26%
YTD 2018
Effective Tax Rate Adjusted Earnings*

29%
YTD 2019
Effective Tax Rate Adjusted Earnings*

Adjusted YTD EBITDA*
(in millions $)



Adjustments:

- 2018: Restructuring initiatives of $48.0 mil; Transaction costs related to acquisitions $9.5 mil; Purchase accounting adjustments $3.4 mil
- 2019: Restructuring initiatives of $17.3 mil; Transaction costs related to acquisitions $1.8 mil; Purchase accounting adjustments $0.9 mil

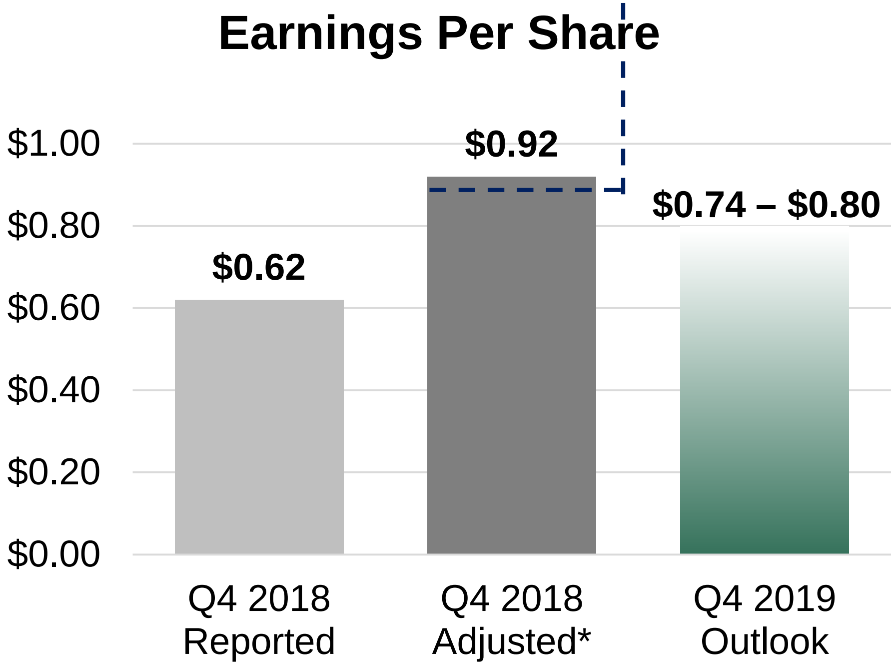
YTD Adjusted EPS and Adjusted EBITDA Highlights

- Higher tax rate negatively impacting adjusted EPS growth by approximately $0.14
- Adjusted EBITDA grew 13% despite currency headwinds
- Each segment grew Adjusted EBITDA over the prior year

* *See accompanying slide titled: Forward Looking Statements & Non-GAAP Financial Measures.*

Outlook

Prior year's adjusted EPS would have been approximately $0.02 lower had our current guidance tax rate range been applied (vs the 29% effective tax rate on adjusted EPS)



30-32%

Q4 expected tax rate range (prior year Q4 Adj. EPS effective tax rate = 29%)

Guidance Fx Euro Rate = 1.11

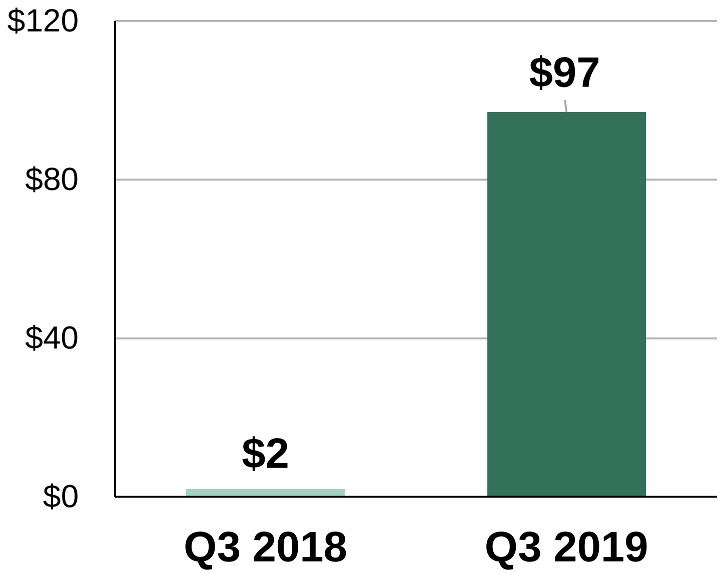
Outlook Highlights

- Encouraged by our growth opportunities and taking steps to ensure long-term value creation for all stakeholders
- Facing a challenging fourth quarter compared to a very strong performance a year ago, which also included a pre-tax gain of $4 million, primarily related to the sale of an equity ownership interest
- Customers served by our Beauty + Home segment are indicating they are reducing inventory levels in reaction to uncertain political and economic signals
- Pharma business, which has been benefiting from above normal expansion in the allergy sector, is expected to revert to a more normalized growth rate
- Capital expenditures estimated range for 2019 is $240 - $260 million
- Depreciation & amortization estimate for 2019 is $195 - $200 million

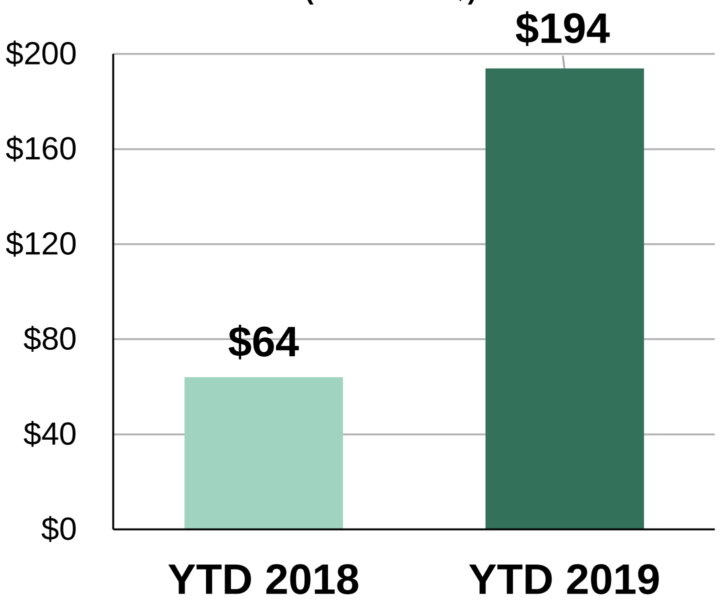
* *See accompanying slide titled: Forward Looking Statements & Non-GAAP Financial Measures.*

Free Cash Flow

Q3 Free Cash Flow
(in millions $)



YTD Free Cash Flow
(in millions $)



Free Cash Flow Highlights

Significant improvement in Free Cash Flow primarily due to:

- Lower restructuring costs
- Improved results
- Working capital improvements

Improvement was despite higher levels of capital expenditures

Presentation Key Takeaways

- Diversity of our portfolio continues to allow us to grow, even if there is weakness in some markets
- 5% core sales growth through the first nine months with double-digit adjusted EBITDA growth
- Acquisition of Noble to continue rapid build out of our Pharma Services offering
- Enhancing our capabilities and scale in Asia with the BTY partnership for Beauty + Home
- Increased segment leadership focus
- Launched new dispensing, drug delivery and active packaging solutions
- Positioning the company for long-term growth while we are facing some short-term challenges
- Q4 Outlook: Anticipate that the above normal growth in parts of Pharma business will revert to a more normalized growth rate; Beauty + Home customers are indicating they are reducing inventory levels in reaction to uncertain political and economic signals