



Fourth Quarter and Annual 2019 Review



Stephan Tanda, CEO | Bob Kuhn, CFO | February 21, 2020 @ 8 a.m. Central Time

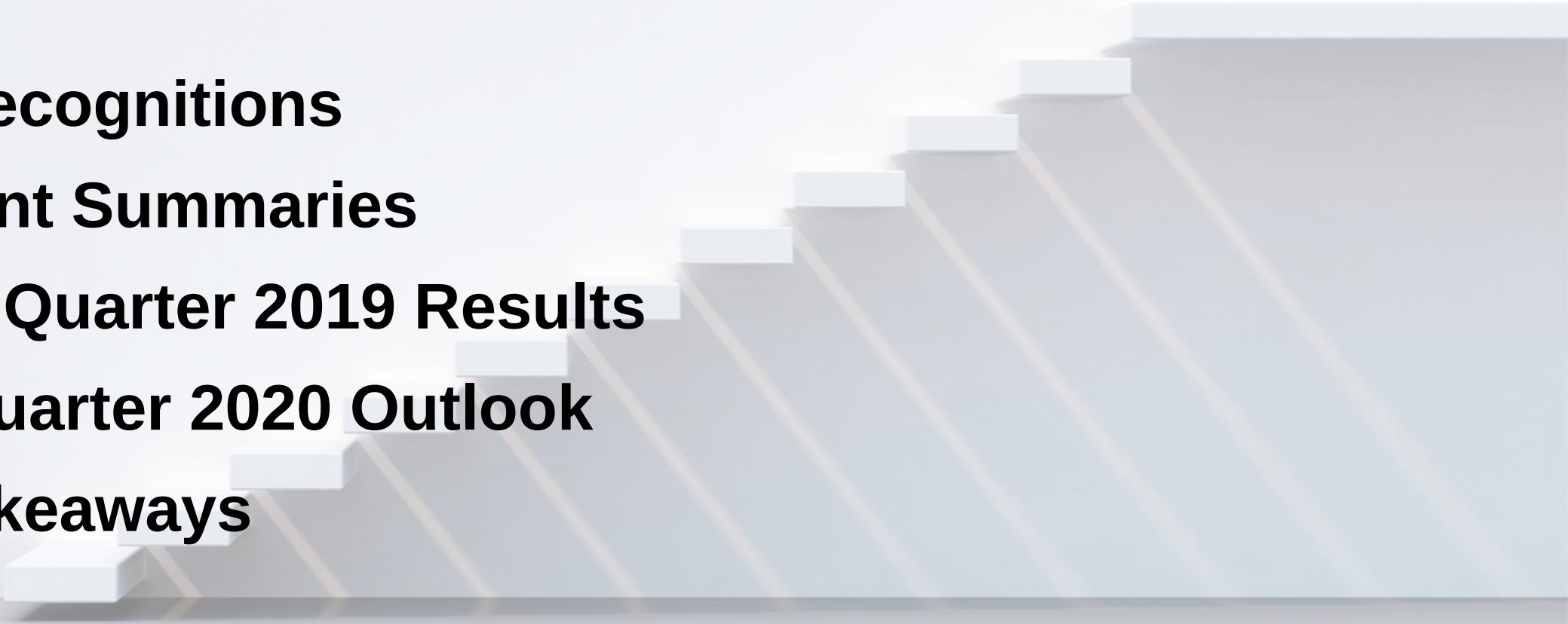
Forward Looking Statements & Non-GAAP Financial Measures

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).

Agenda

- **ESG Recognitions**
 - **Segment Summaries**
 - **Fourth Quarter 2019 Results**
 - **First Quarter 2020 Outlook**
 - **Key Takeaways**
- 

ESG Recognitions

- America's Most Responsible Companies 2020 by *Newsweek*
- Number 48 of the Top 100 Most Sustainable Companies in America by *Barron's* for 2020; second year on the list



Aptar Pharma

Q4 Highlights

- Good fourth quarter and benefitted from strong growth in our consumer health care, injectables and active packaging markets
- Unidose Liquid System is the device delivering the first and only nasal rescue treatment approved by the U.S. FDA to treat acute repetitive seizures in people living with epilepsy
 - Noble International, part of our expanded services platform, developed a trainer device for a patient onboarding program for this new drug product
- Launched a first-of-its kind combination oxygen scavenging and moisture adsorption active packaging solution
- Partnered with Lupin Limited to launch India's first connected device for metered-dose inhalers (MDI) called ADHERO



Unidose Liquid System and Noble training device for acute and repetitive seizures in epilepsy



Oxygen scavenging and moisture adsorption active packaging solution



**ADHERO
India's first connected device for metered-dose inhalers (MDI)**

Aptar Pharma Services Platform and Multiple New Drug Delivery Launches (2019 Recap)



Nanopharm 

NextBreath 

GatewayAnalytical 

noble 



Aptar Pharma services

Device & formulation
development

Clinical trials

Regulatory filings

Market launch &
post-launch



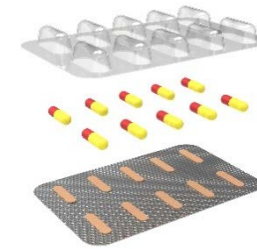
Bidose Nasal Spray Device
(Anti-depressant therapy)



Protective Active Packaging Container and
Unidose Powder System Device
(Severe hypoglycemia treatment)



Nasal Unidose Device
(Epilepsy seizure treatment)



Activ-Blister™ Packaging Solution for Oral
Solid Dose
(HIV prevention medicine)

Aptar Beauty + Home

Q4 Highlights

- Faced considerable challenges from weak demand from the personal care and beauty markets, including customer destocking
- New sales office in Dubai and Japan, which serve as meeting locations for our customers in these regions
- New facility in Guangzhou, China to serve the growing technology and manufacturing region
- North American stock black closure portfolio, the broadest range on the market, will be made of Post-Consumer Recycled Resin
- New facial serum, Plant Gold, features our dual-delivery dispensing system
- Fragrance prestige launches for K by Dolce & Gabbana featuring our spray pump and custom metal collar and the Miss Dior Rose N' Roses perfume by LVMH featuring our spray pump
- Petite serum pump is found on an anti-wrinkle serum, Elixir Vitae, by the indie brand Tata Harper

Aptar Dubai



Aptar Guangzhou



Stock Closures made from Post-Consumer Recycled Resin



Dual-Delivery Dispensing System for Plant Gold by Clarins



Spray Pump and Custom Metal Collar for K by Dolce & Gabbana



Pump for Miss Dior Rose N' Roses



Serum Pump for Elixir Vitae Wrinkle Serum

Strategic Steps to Strengthen Our Beauty Business



BTY

- Closed on our agreement to acquire a 49% equity interest in BTY
- Leading Chinese manufacturer of high quality, decorative metal components, metal-plastic sub-assemblies, and complete color cosmetics packaging solutions for the beauty industry



FusionPKG

- Binding agreement to acquire FusionPKG, leader in high quality, prestige airless and color cosmetics packaging, with conception-to-launch and turnkey solutions for the North American beauty market
- Proven creativity, engineering, formulation and fast go-to-market capabilities – ‘fast-beauty’
- Existing relationships with both global cosmetic and skin care customers and with many indie brands
- Potential to scale this beyond North America to other regions



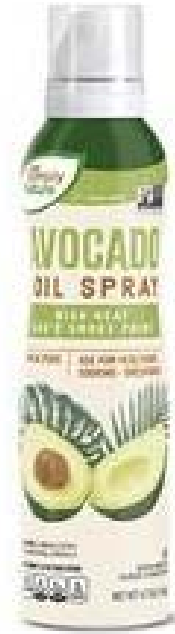
North America Footprint Consolidation

- Closing our Stratford and Torrington, Connecticut sites and will absorb and rationalize production capacities into other North American facilities
- Transfer of production is planned to be completed by the end of the year
- Better positions us to serve our North American Beauty + Home customers and focus on long-term, profitable growth
- Continuation of other steps we have made to streamline our Beauty + Home footprint

Aptar Food + Beverage

Q4 Highlights

- Core sales in our Food + Beverage segment declined due to decreased beverage closure sales and the negative effect of passing on lower resin costs to our customers
- Launched a newly redesigned coconut and avocado oil cooking sprays for Aldi in North America which feature our spray actuator
- Non-detachable, tamper-evident, tear-band and closure is also featured on the Youcui brand of infant formula in China
- Sports closures are featured on a line of Dasani bottled water in Ecuador and also on several new Disney-themed bottled waters by Danone in Brazil



Spray Actuator for Aldi Cooking Sprays



Non-Detachable, Tamper-Evident Closure for Infant Formula

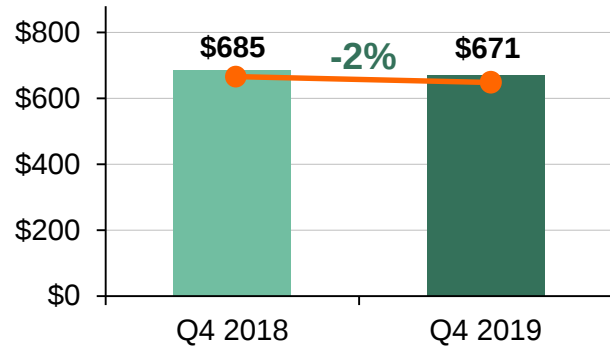


Sports Closures for Bottled Water

Fourth Quarter 2019 Reported Results

Reported Q4 Sales

(in millions \$)

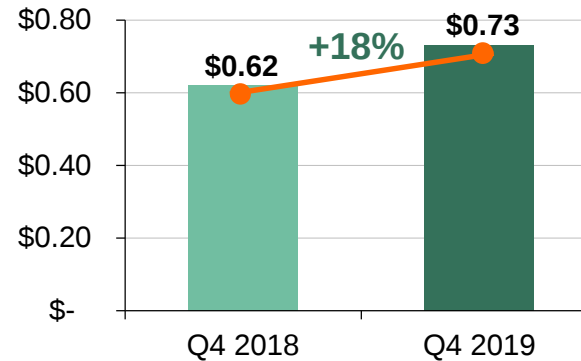


-1%
Core Sales
Growth*

-2%
Currency
Effects

+1%
Acquisitions

Reported Q4 EPS



31%
Q4 2018
Reported
Effective Tax
Rate

28%
Q4 2019
Reported
Effective Tax
Rate

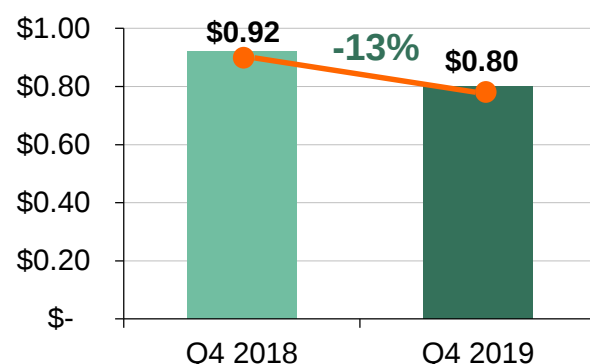
Q4 Highlights

- Diversified across many different end markets and we grew core sales in several of those markets in the quarter, including the consumer health care, injectables, active packaging and food markets
- Persistent inventory reductions by several key customers in the personal care and beauty markets, and the passing through of lower resin costs, offset the gains
- Also a difficult comparison to the strong prior year fourth quarter
- Taking steps to better position the company for long-term growth

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

Fourth Quarter 2019 Adjusted EPS and Adjusted EBITDA

Adjusted Q4 EPS*



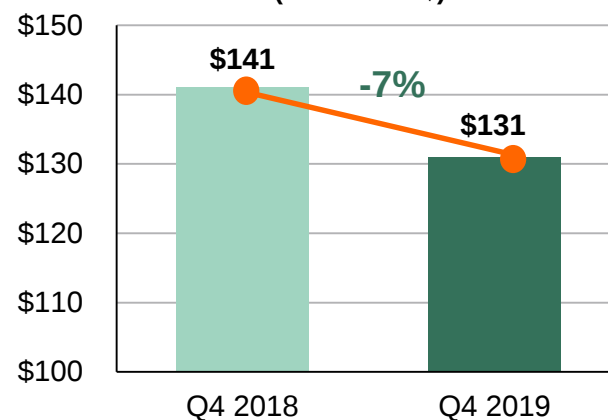
29%

Q4 2018
Effective Tax
Rate Adjusted
Earnings*

28%

Q4 2019
Effective Tax
Rate Adjusted
Earnings*

Adjusted Q4 EBITDA* (in millions \$)



Adjustments:

- 2018: Restructuring initiatives of \$15.8 mil; Transaction costs related to acquisitions of \$0.1 mil; Purchase accounting adjustments of \$10.8 mil
- 2019: Restructuring initiatives of \$3.2 mil; Transaction costs related to acquisitions of \$2.2 mil

Q4 Adjusted EPS and Adjusted EBITDA Highlights

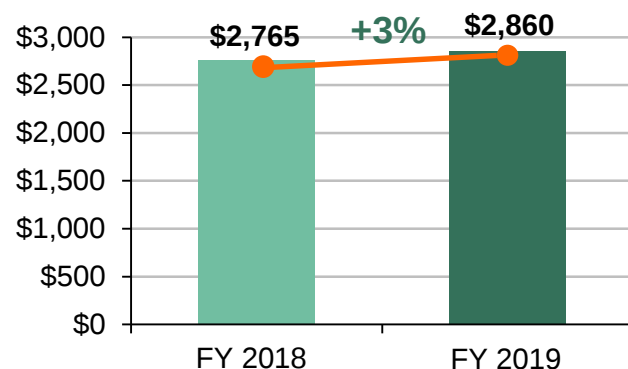
- Adjusted EBITDA decreased 7%
- Prior year adjusted EBITDA included approximately \$6 million dollars related to a gain on the sale of an equity investment (Pharma)
- Foreign currencies had a negative effect

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Full Year 2019 Reported Results

Reported FY Sales

(in millions \$)



+3%
Core Sales
Growth*

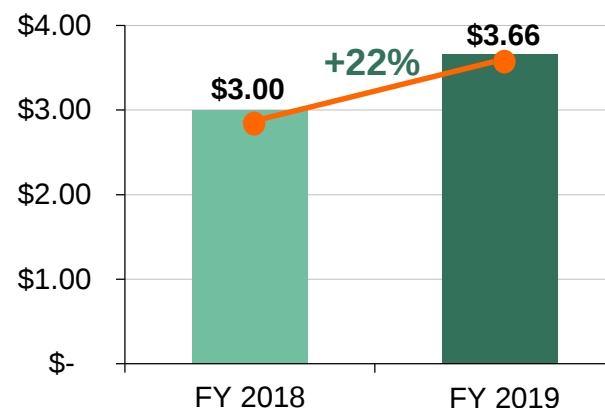
-4%

Currency
Effects

+4%

Acquisitions

Reported FY EPS



27%

FY 2018
Reported
Effective Tax
Rate

29%

FY 2019
Reported
Effective Tax
Rate

Full Year Highlights

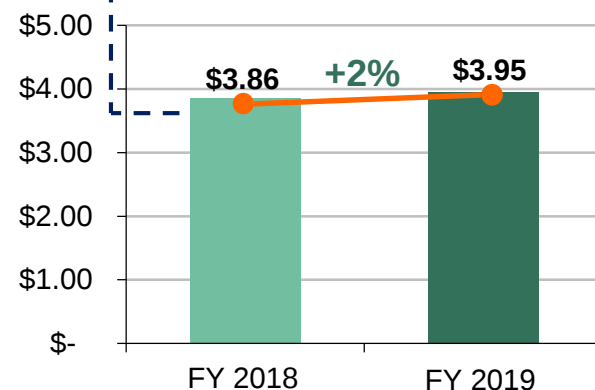
- Grew core sales 3%
- Another year of outstanding performance by our Pharma segment which grew 10%, driven in part by a very active year of new drug delivery launches
- Made several key acquisitions and investments that strengthened our pharma services portfolio and aligned us with key sustainable partners
- 2019 was our 26th consecutive year of paying an increased cash dividend
- \$177 million returned to shareholders in dividends and share repurchases
- Capital expenditures for 2019 were \$242 million
- Depreciation & amortization for 2019 was \$195 million

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

Full Year 2019 Adjusted EPS and Adjusted EBITDA

Prior year's adjusted EPS would have been approximately \$0.13 lower had our current tax rate been applied (vs the 26% effective tax rate on adjusted EPS)

Adjusted FY EPS*



26%

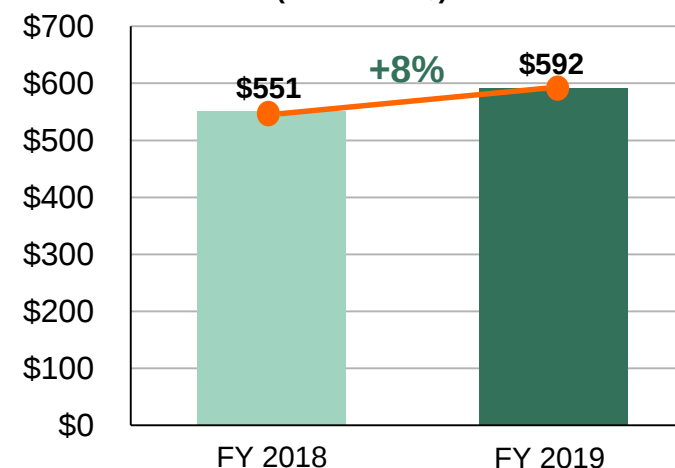
FY 2018
Effective Tax
Rate Adjusted
Earnings*

29%

FY 2019
Effective Tax
Rate Adjusted
Earnings*

Adjusted FY EBITDA*

(in millions \$)



Adjustments:

- 2018: Restructuring initiatives of \$63.8 mil; Transaction costs related to acquisitions \$9.6 mil; Purchase accounting adjustments of \$14.2 mil
- 2019: Restructuring initiatives of \$20.5 mil; Transaction costs related to acquisitions \$3.9 mil

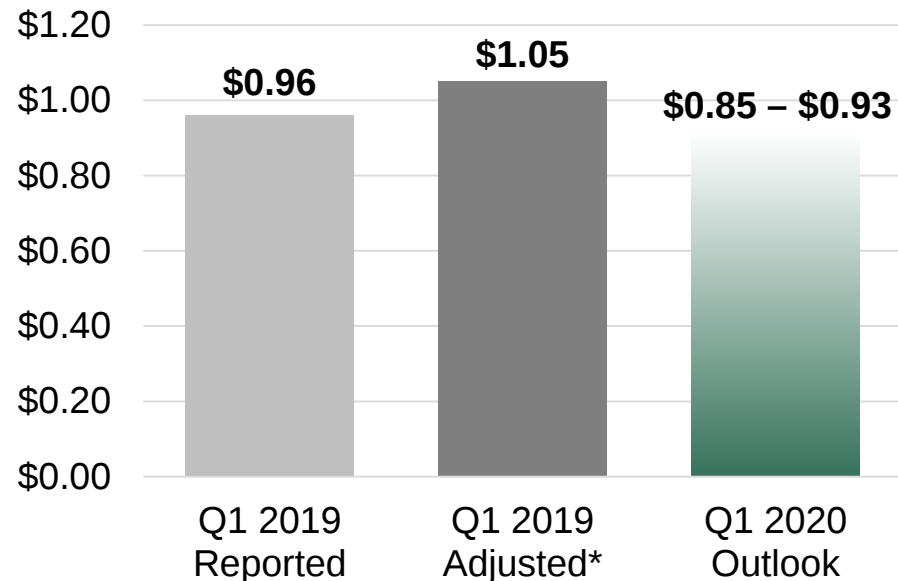
Full Year Adjusted EPS and Adjusted EBITDA Highlights

- Higher tax rate negatively impacting adjusted EPS growth by approximately \$0.13
- Adjusted EBITDA grew 8%
- Foreign currencies had a negative effect

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

Outlook

Earnings Per Share



28-30%
Q1 expected
tax rate range
(prior year Q1
Adj. EPS
effective tax rate
= 30%)

Guidance Fx Euro Rate = 1.10

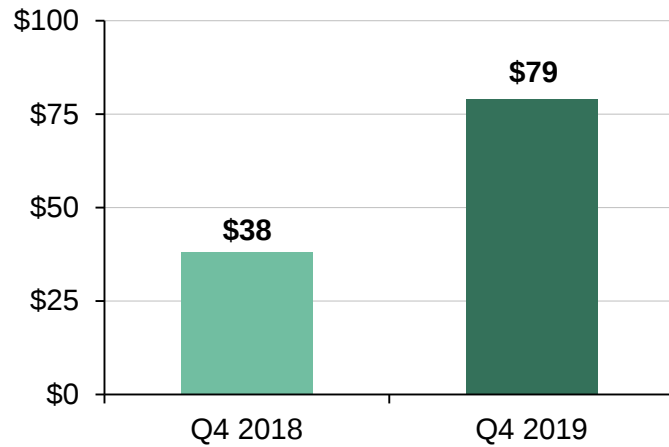
Outlook Highlights

- Optimistic about the long-term opportunities for growth and we are excited about our recent strategic acquisitions and investments
- Certain Beauty + Home customers facing inventory reductions considering current macroeconomic uncertainties including the negative impact of the coronavirus outbreak
- Travel retail industry, which is a significant part of the beauty market, is particularly exposed
- Pharma segment is facing difficult comparisons compared to the prior year's exceptional growth
- Our Food + Beverage segment's Asian business may also be negatively affected by the coronavirus impact
- Capital expenditures estimated range for 2020 is \$220 - \$250 million
- Depreciation & amortization estimate for 2020 is \$220 - \$230 million

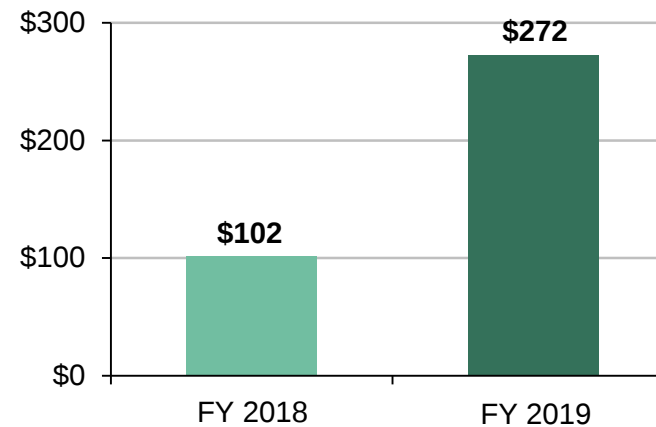
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Free Cash Flow

Q4 Free Cash Flow
(in millions \$)



FY Free Cash Flow
(in millions \$)



Free Cash Flow Highlights

- Higher earnings due to less restructuring and acquisition costs, and working capital improvements led to the improvements in free cash flow

Presentation Key Takeaways

- Good year with core sales increasing 3%
- Achieved an adjusted EBITDA margin of 21% for the year and grew adjusted EBITDA by 8%
- Another year of outstanding performance by our Pharma segment, which grew 10%, driven in part by a very active year of new drug delivery launches
- Built out our Pharma services platform with the acquisitions of Noble International, Nanopharm and Gateway Analytical
- Partnered with two important sustainability innovators, Terracycle's Loop and PureCycle, and we were pleased to be independently recognized by multiple parties for our significant progress on ESG topics
- Balance sheet is in great shape and, 2019 was our 26th consecutive year of paying an increased dividend
- Looking to the first quarter, we face unusual demand uncertainties due to the economic impacts from the coronavirus outbreak
- Pharma business is facing difficult comparisons compared to the prior year's exceptional growth, but remains a key driver of our profitable growth
- Very optimistic about our long-term opportunities for growth and will continue to invest in high-growth areas across each of our businesses