

Stephan Tanda, CEO and Bob Kuhn, CFO
April 30, 2021 @8AM CT

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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).

Q1 2021 Highlights

+8%

Reported Sales Growth
including 2% from
acquisitions

+1%

Core Sales Growth*

Double-Digit

Core Sales Growth in
Food + Beverage*

+10%

Adjusted Earnings Per
Share growth*

- **Resilient business** serving patients and consumers across a variety of end markets
- **Wide range** of dispensing systems, active material science solutions and drug delivery technologies and services leveraged across three reporting segments
- **Ongoing commitment to R&D** and new innovations
- **Top 10 Company** in Reducing Environmental Impact by JUST Capital



Recent Solutions on the Market



Aptar Pharma

- Active material science technology selected to protect two new at-home COVID-19 tests that recently received Emergency Use Authorization from the U.S. FDA
- Unidose Powder Device used in pivotal trial of intranasal powder-based Naloxone
- New treatment for allergic rhinitis approved in Europe with our nasal spray device
- Continue to support various COVID-19 vaccine distributions in all regions, with the most recent projects being in India and Latin America

Aptar Beauty + Home

- E-commerce capable, high flow pump for P&G's indie brand shampoo, Native
- 100% post-consumer recycled resin closures for Planet KIND face wash and Unilever's Dove Purifying Charcoal & Clove Hydrating Body Wash
- Pumps for in-store, refillable personal care products for The Body Shop®
- Fragrance pumps for the Flora and Guilty Gucci® perfumes by Coty
- Airless jar for L'Oréal's® Revitalift® facial skin care product in China

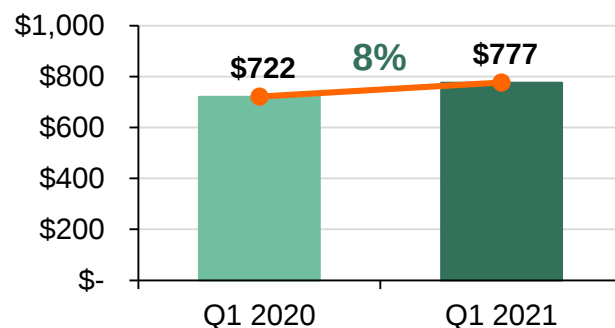
Aptar Food + Beverage

- Infant nutrition closures for Crème de la Cream instant enriched milk powder in Europe and HiPP Combiotic in Asia
- Closures with valves for inverted condiments are featured on several barbeque, mayonnaise, ketchup and jelly products in Brazil
- Dispensing closures for Mike's Hot Honey Original Sauce® and Burman's Hot Sauce Original in the US
- Sports closure featured on two new flavors of a functional drink beverage in China

First Quarter 2021 Reported Results

Reported Q1 Sales

(in millions \$)



+1%

Core Sales
Growth*

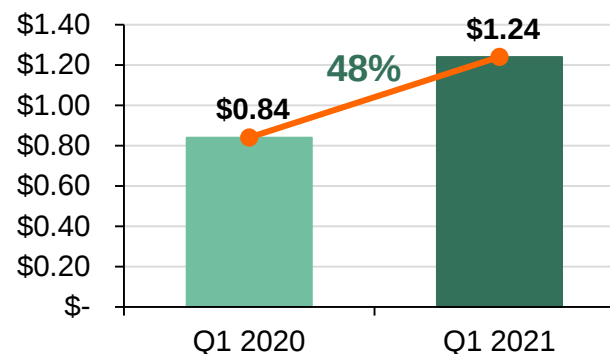
+5%

Currency
Effects

+2%

Acquisitions

Reported Q1 EPS



29%

Q1 2020

Reported
Effective Tax
Rate

17%

Q1 2021

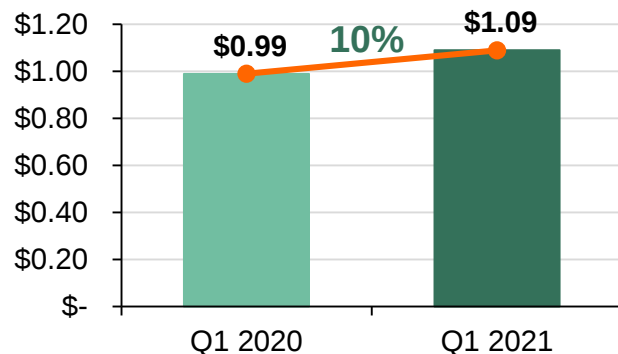
Reported
Effective Tax
Rate

Q1 Highlights

- Food + Beverage turned in a strong performance with increased demand for food dispensing closures as consumers continued to cook at home during the pandemic
- Pharma saw increased demand for injectable components and active material science solutions offset declines in the prescription drug and consumer health care markets, due to fewer non-critical doctor visits and lower incidence of cold and flu illnesses resulting in customers drawing down inventory of allergy and other respiratory treatments
- In Beauty + Home, though sales to the personal care and home care markets increased, sales to the beauty market declined due to the pandemic-related, continued low level of retail beauty activity

First Quarter 2021 Adj. EPS, Adj. EBITDA, Free Cash Flow

Adjusted Q1 EPS*



29%

Q1 2020

Effective Tax
Rate Adjusted
Earnings*

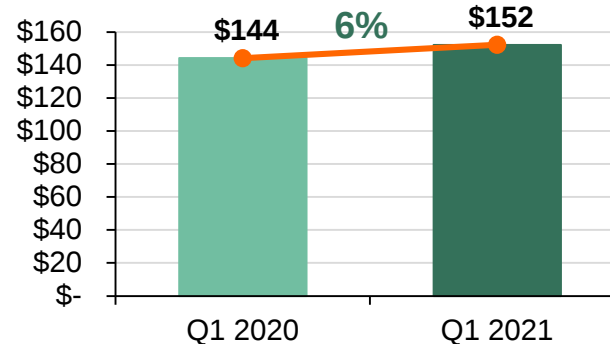
16%

Q1 2021

Effective Tax
Rate Adjusted
Earnings*

Adjusted Q1 EBITDA*

(in millions \$)

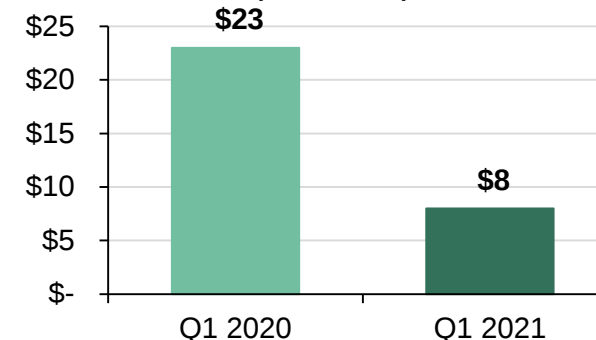


Adjustments:

- 2020: Restructuring initiatives of \$4.8 mil; transaction costs related to acquisitions of \$1.4 mil; purchase accounting adjustments of \$0.9 mil
- 2021: Restructuring initiatives of \$3.7 mil; net investment gain of -\$16.8 mil

Q1 Free Cash Flow

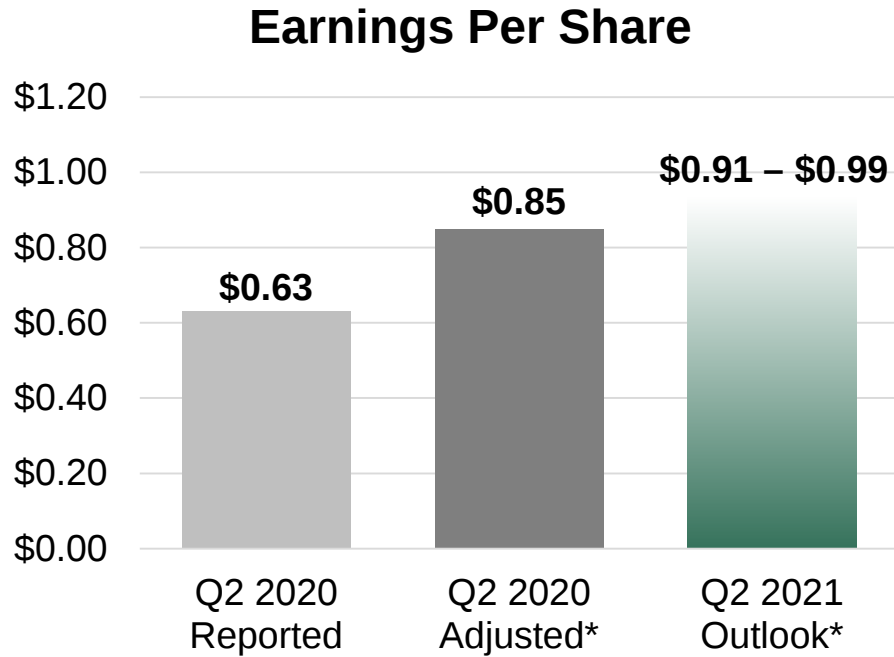
(in millions \$)



- Free cash flow was impacted by slightly higher inventory levels, in part, due to supply chain disruptions in the quarter.

*Adjusted EBITDA and EPS exclude the impact of restructuring initiatives, acquisition related costs, and net investment gains and losses related to observable market price changes on equity securities. 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. See accompanying slide titled: *Forward Looking Statements & Non-GAAP Financial Measures*.

Outlook



26-28%
Q2 expected
tax rate range
(prior year Q2
Adj. EPS
effective tax rate
= 29%)

Guidance Fx Euro Rate = 1.21

Outlook Highlights

- Current underlying demand conditions in our markets are not expected to change dramatically from what we experienced in the first quarter
- Demand for our prescription drug and consumer health care devices expected to remain under pressure compared to the prior year as customers continue to work off existing inventories
- For some markets, an easier comparison to the prior year second quarter which was the most difficult period when considering the impact of pandemic lockdowns
- We also expect our results to be negatively impacted by the timing of passing through higher resin and other raw material costs
- Positive mid and long-term view is unchanged, based on our strong innovation and customer project pipelines
- 2021 capital expenditures will be in the range of \$300 - \$330 million dollars
- Depreciation & amortization estimate for 2021 is \$230M - \$240 million

* Adjusted EPS and Outlook EPS exclude the impact of restructuring initiatives, acquisition related costs, and net investment gains and losses related to observable market price changes on equity securities. See accompanying slide titled: *Forward Looking Statements & Non-GAAP Financial Measures*.

Key Takeaways

- The broad range of end markets we serve makes Aptar a resilient company through economic cycles and the most recent period was no exception
- Wide variety of technologies and solutions combined with our commitment to R&D and new innovations, will further build upon our solid customer pipeline
- Profound respect for the environment that drives lower energy consumption, landfill-free facilities, and sustainable product designs
- Positive mid and long-term view is unchanged
- Looking past this global, pandemic-induced crisis, the future is quite promising