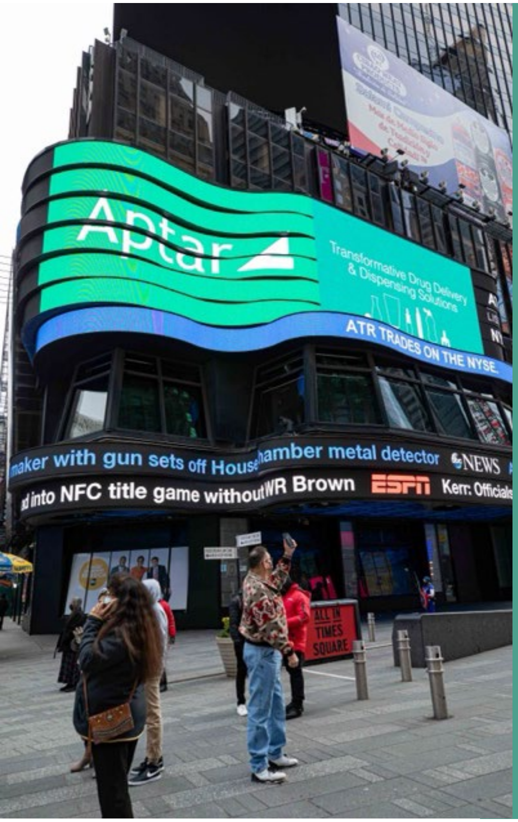
Aptar

Q1 2022 Review

April 29, 2022
8:00 AM CT

Speakers: Stephan Tanda, President and CEO; Bob Kuhn, Executive Vice President and CFO

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. Additional information is available on the Company's website at www.aptar.com on the Investor's page (click on Events & Presentations for a Reconciliation of non-GAAP Financial Measures).

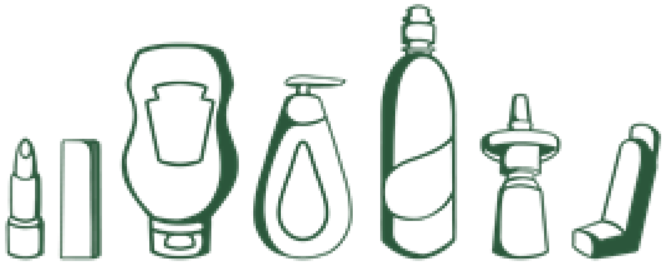
Adjusted EBITDA and EPS exclude the impact of restructuring initiatives, acquisition related costs, and net unrealized investment gains and losses related to observable market price changes on equity securities. Prior year Adjusted EPS includes foreign currency effects that are approximations of the adjustment necessary to state the prior year earnings per share using current period foreign currency exchange rates.

Q1 2022 Financial Highlights

+9%
Reported Sales Growth

+13%
Core Sales Growth*

Double-Digit Core Growth
In Each Segment



Highlights:

- Strong top line growth across each segment
- Beginning to turn the corner on the effects of the global pandemic in the Western markets while we continue to monitor the situation in China and the war in Ukraine
- Volume improvements and price initiatives to recover rising costs each contributed to the top line growth
- Results reflect a significant increase in sales of our Activ-Film™ moisture-mitigating technology that enhances the integrity of at-home COVID-19 tests

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

Recent Technologies and Solutions on the Market

Aptar Pharma

- Aptar's airless system for dermal is the dispensing solution for a facial acne cream by Galderma called TWYNEO in the U.S.
- Cipla has launched Brimocom, used to treat Glaucoma, in India, with our ophthalmic squeeze dispenser
- U.S. FDA has approved Breyna™ by Viatris Inc. and Kindeva Drug Delivery, a generic version of budesonide and formoterol, an inhaled medication used for the maintenance treatment of asthma and chronic obstructive pulmonary disease, using an Aptar metered dose valve
- Nasal spray pumps are the dispensing solution for both the Ventus and Monax brand allergic rhinitis medications in Brazil
- Aptar's elastomeric components are featured on several animal care antibiotics in Mexico and an animal care sedative in the US

Recent Technologies and Solutions on the Market

Aptar Beauty + Home

- Aptar's spray pumps are the dispensing solution for the launch of several new fragrances by brands such as Chloe, Guerlain, La Perla, Valentino and more. In China, our pump is featured on a perfume called Scent Library.
- A well-known beauty retailer is featuring our airless pump made from post-consumer recycled resin on its line of facial skincare masks
- Our unique skincare and makeup dropper is providing a soft and accurate drop-dispensing for two new skincare products in Europe
- Aptar's FusionPKG beauty business is providing a customized package for MAC Cosmetic's skin renewal emulsion product

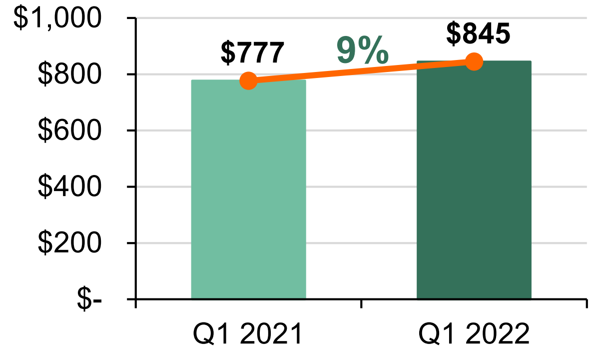
Aptar Food + Beverage

- Aptar's inverted closures featuring our SimpliSqueeze® flow control technology, recently launched in a new range of flavored honey spreads by Kraft Heinz in the US
- With our flow control technology, we have entered into new business in China with a leading oyster sauce and ketchup brand
- Aptar partnered with Chacauhaa Brazil to convert the former glass with metal cap for its Mel de Cacau honey to an inverted closure solution with SimpliSqueeze® flow control
- Aptar's sports cap is the dispensing system for H2Only's purified drinking water in Europe

First Quarter 2022 Reported Results

Reported Q1 Sales

(in millions $)



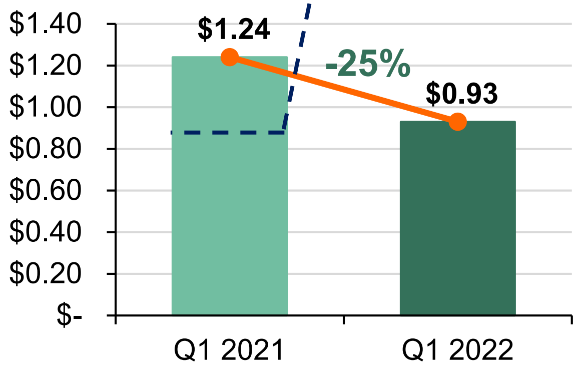
+13%
Core Sales Growth*

-4%
Currency Effects

0%
Acquisitions

Prior year earnings included a $17 million unrealized gain related to changes in the fair value of an equity investment (approximately $0.19 cents per share impact) and a 17% effective tax rate (approximately $0.14 cents per share impact compared to current period effective tax rate of 28%)

Reported Q1 EPS



17%
Q1 2021
Reported Effective Tax Rate

28%
Q1 2022
Reported Effective Tax Rate

Q1 Highlights

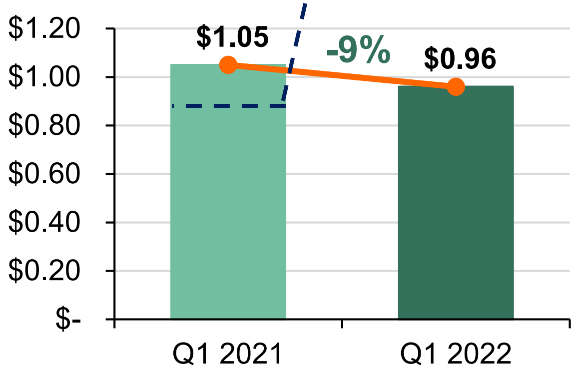
- Aptar performed well in the quarter with strong top line growth across each segment
- Aptar Pharma segment achieved double-digit core sales growth with increased demand across each market
- Aptar Beauty + Home growth in the quarter was driven by volume increases in the beauty and personal care markets and price initiatives related to input cost recovery
- Aptar’s Food + Beverage segment growth was driven by increased demand and price initiatives to recover rising raw material
- Overcame several headwinds in the quarter including currency headwinds, a net negative price cost recovery position, customary start-up costs related to our capacity expansion for elastomeric components for injected medicines and a reserve against a note receivable

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

First Quarter 2022 Adj. EPS, Adj. EBITDA, Free Cash Flow

Prior year earnings included a 17% effective tax rate (approximately $0.14 cents per share impact compared to current period effective tax rate of 28%)

Adjusted Q1 EPS*

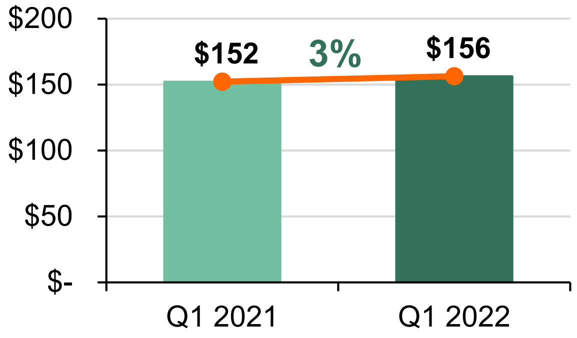


16%
Q1 2021
Effective Tax Rate Adjusted Earnings*

28%
Q1 2022
Effective Tax Rate Adjusted Earnings*

Adjusted Q1 EBITDA

(in millions $)

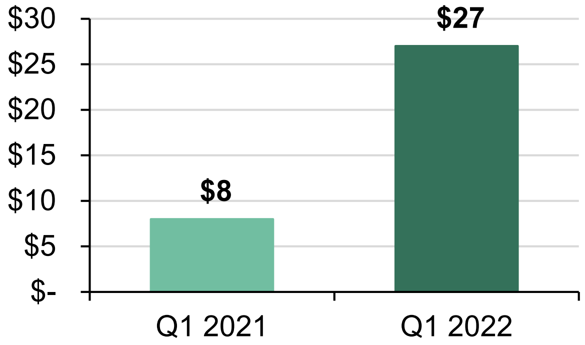


Adjustments:

- 2021: Restructuring initiatives of $3.7 mil; Net unrealized investment gain of ($16.8) mil
- 2022: Restructuring initiatives of $0.3 mil; net unrealized investment loss of $2.1 mil

Q1 Free Cash Flow

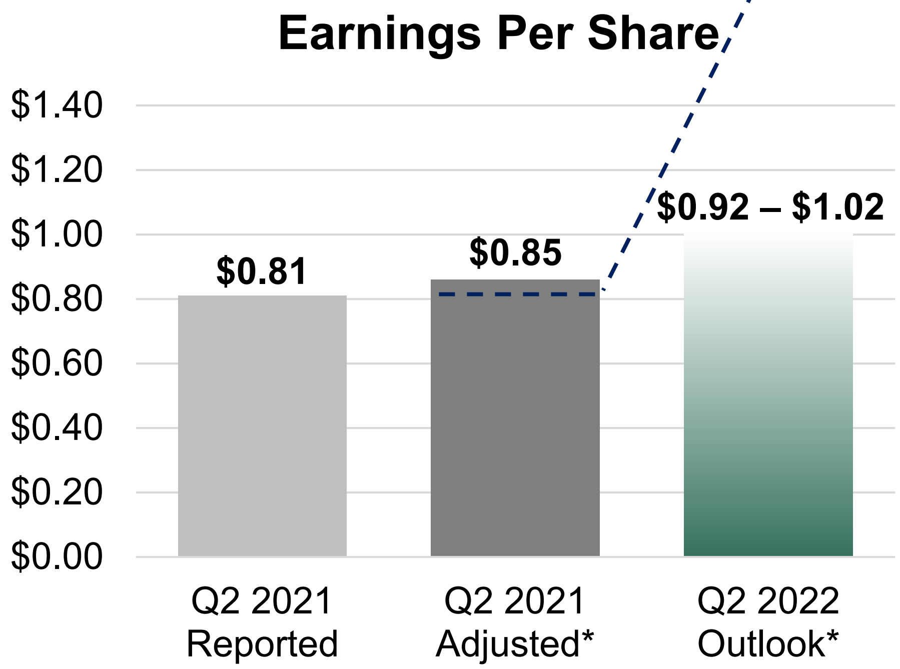
(in millions $)



- Free cash flow was higher primarily due to working capital improvements

Outlook

Prior year's adjusted EPS would have been approximately $0.03 lower had the midpoint of our current guidance tax rate range been applied (vs the 25% effective tax rate on adjusted EPS)



27-29%

Q2 expected tax rate range (prior year Q2 Adj. EPS effective tax rate = 25%)

Guidance Fx Euro Rate = 1.07

Outlook Highlights

- Expect the broad based momentum from the first quarter to continue with growth in each segment, including strong growth of our prescription drug device business which will help to compensate for lower demand for at-home COVID-19 tests
- War in Ukraine and the COVID-19 outbreak in China are expected to have some impact on our business in the respective regions though visibility remains highly uncertain
- Continue to manage our operations efficiently while we mitigate rising costs through pricing initiatives and cost containment
- Depreciation & amortization estimate range for 2022 is $240 - $250 million
- Capital expenditures estimated range for 2022 is $300 - $330 million

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

Key Takeaways

- Strong top line growth across each segment
- Beginning to turn the corner on the effects of the global pandemic in the Western markets; continuing to monitor situation in China and the war in Ukraine
- Volume improvements and price initiatives to recover rising costs each contributed to the top line growth

---

- Moving forward into the post-pandemic era and we feel very good about the way our businesses are positioned for long-term growth
- Expect the broad based momentum from the first quarter to continue with growth in each segment, including strong growth of our prescription drug device business which will help to compensate for lower demand for at-home COVID-19 tests
- The war in Ukraine and the COVID-19 outbreak in China are expected to have some impact on our business in the respective regions though visibility remains highly uncertain and fluid for next several quarters
- Near term overall business outlook is solid with strong demand and a high focus on mitigating inflation, supply chain challenges and prudent cost and margin management going forward

Aptar

Aptar

265 Exchange Drive
Suite 100
Crystal Lake, IL 60014

+1-815-477-0424
Aptar.com

Follow us on: