



July 28, 2023

Q2 2023 Results



Stephan Tanda, President & CEO and 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. 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.

Q2 2023 Financial Highlights

+6%

Reported Sales Growth

+4%

Core Sales Growth*

+26%

Adjusted Earnings Per Share Growth*

20%

Adjusted EBITDA Margin,
within long-term target
range



Highlights:

- Achieved core sales growth and delivered double-digit adjusted EPS growth due to the continued strong demand for our pharma proprietary dosing and dispensing systems, as well as our fragrance dispensing technologies
- Pharma segment had a strong first half of the year
 - In Q2, robust demand for our proprietary drug delivery systems once again grew across the majority of end-use categories
- In Beauty, we saw solid volume growth of our precision consumer dispensing solutions for prestige and mass fragrance as well as color cosmetics
- In July, we announced an increase to the quarterly dividend by almost 8% to \$0.41 per share

A Sustainable, Socially Responsible Company



2022 Corporate Sustainability Report



Most Recent Recognitions



Recent Sustainable Product Innovations



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Recent Innovations and Solutions on the Market

Aptar 



Aptar Pharma

- Proprietary spray pump with electronic counter and lockout device is the drug delivery solution for a new pain management solution in Europe
- Proprietary pump is the delivery solution for Bayer's anti-inflammatory & pain-relieving throat spray
- Proprietary metering valve technology is found on the Synbufo inhaler used to treat asthma & COPD in China
- Activ-Vial™, used to protect blood glucose test strips from moisture, is an ideal solution for probiotics and can now be found on ProBio4, in France

Aptar Beauty

- Fully recyclable, mono-material pump is the dispensing solution for J&J's Neutrogena Hydration body lotion in Europe
- Guerlain uses our high flow pump on the Abeille Royale haircare line and selected our prestige pump for its Terracotta skincare foundation
- Fine mist actuator is the dispensing solution for Danone's Evian facial mist
- DVX in China is featuring our premium airless dropper with refill technology for precise and controlled dispensing

Aptar Closures

- Snap top closure with flow control valve is used in Hellman's inverted, squeeze mayo packaging, which recently launched a new, Garlic Aioli dip & spread
- Bath & Body Works is featuring our disc top dispensing closure on a new line of signature fragrance hair care products
- Kraft Heinz is featuring our snap top closure with valve for its mayo buffalo sauce and its new line of spicy ketchups
- In China, our pull-ring closure with an easy-open mechanism and pour feature is the dispensing solution for Kraft Heinz's soy sauce

Shareholder Value

Highlights

- In the first half of 2023, we returned approximately \$79 million to shareholders through dividends and share repurchases
- On July 13 we announced an almost 8% increase in our quarterly dividend, underscoring our Board of Directors' confidence in our strong performance and financial position
- We are on track for our 30th consecutive year of paying an increasing total annual dividend and will continue to focus on creating value for our shareholders

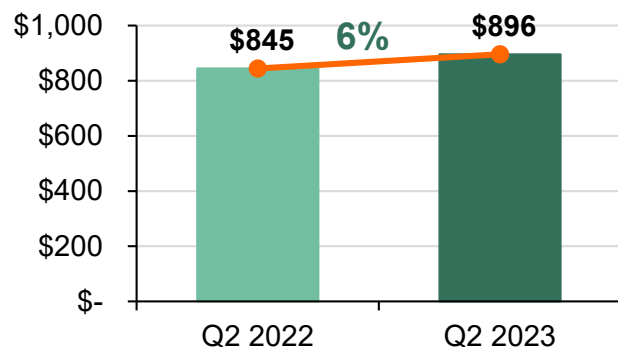


Second Quarter 2023 Reported Results



Reported Q2 Sales

(in millions \$)



+4%

Core Sales
Growth*

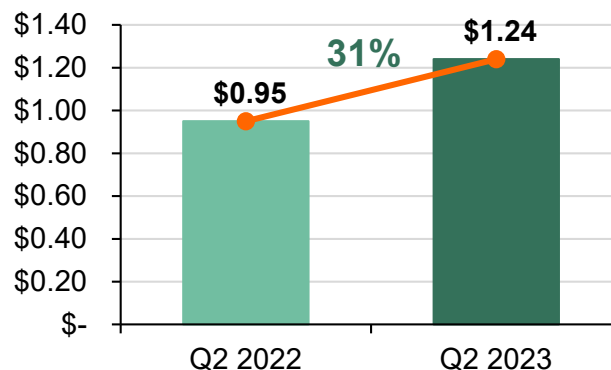
+1%

Currency
Effects

+1%

Acquisitions

Reported Q2 EPS



29%

Q2 2022

Reported
Effective Tax
Rate

25%

Q2 2023

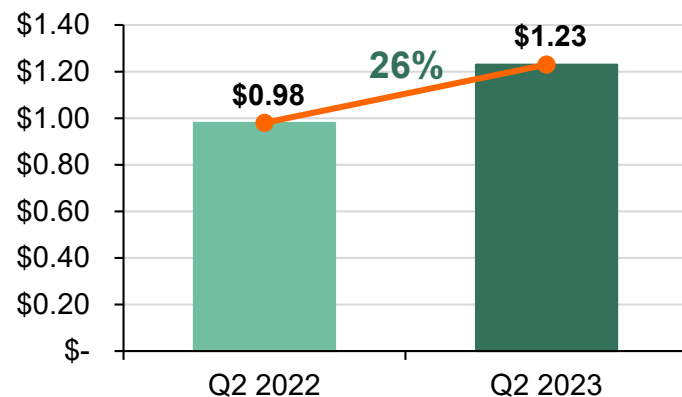
Reported
Effective Tax
Rate

Q2 Highlights

- Aptar Pharma's performance in the quarter was driven by strong core sales for proprietary drug delivery systems used for nasal decongestants, saline rinses, eye care, and cough and cold, as well as allergic rhinitis, emergency medicines and asthma COPD therapies
- Aptar Beauty's core sales growth was driven by continued strength in beauty dispensing solutions, including prestige and mass fragrance, as well as color cosmetics
- Core sales for Aptar Closures declined compared with the prior year's quarter primarily due to pass-throughs of lower resin prices and continued market challenges in North America

Second Quarter 2023 Adj. EPS and Adj. EBITDA

Adjusted Q2 EPS*



29%

Q2 2022

Effective Tax
Rate Adjusted
Earnings*

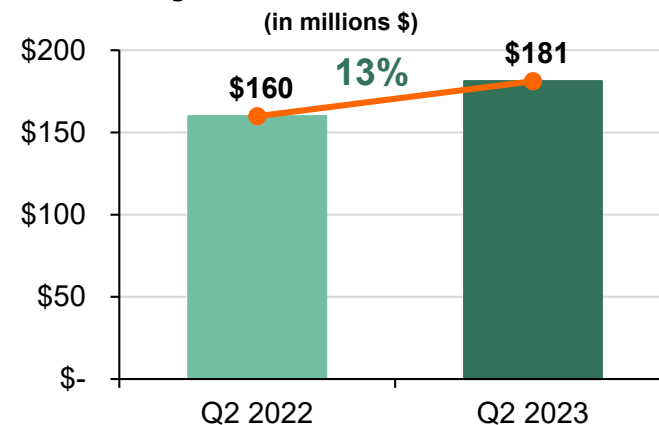
25%

Q2 2023

Effective Tax
Rate Adjusted
Earnings*

The prior year's adjusted earnings included an effective tax rate of 29%, approximately a \$0.05 cents per share impact compared to the current year effective tax rate of 25%.

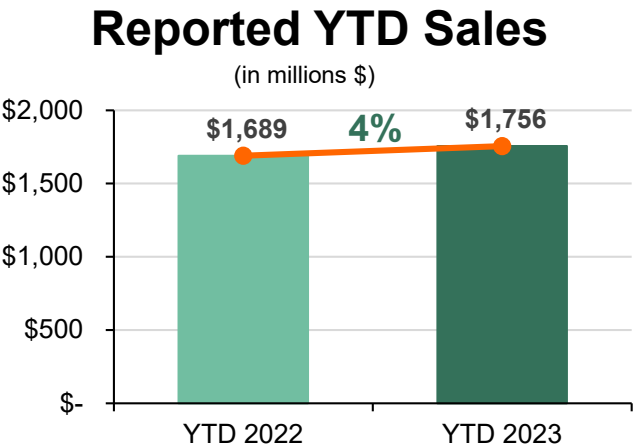
Adjusted Q2 EBITDA



Adjustments:

- 2022: Restructuring initiatives of \$0.4 mil; Net unrealized investment loss of \$0.5 mil
- 2023: Restructuring initiatives of \$1.9 mil; Net unrealized investment gain of (\$2.9) mil

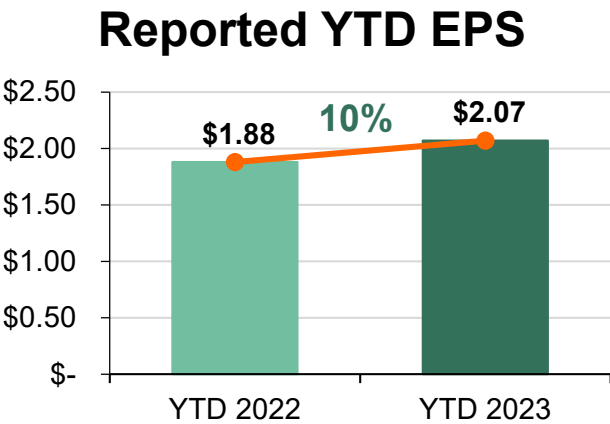
Six Months Year-to-Date 2023 Reported Results



+4%
Core Sales
Growth*

-1%
Currency
Effects

+1%
Acquisitions



29%
YTD 2022
Reported
Effective Tax
Rate

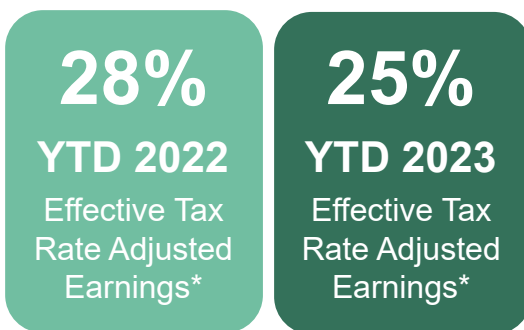
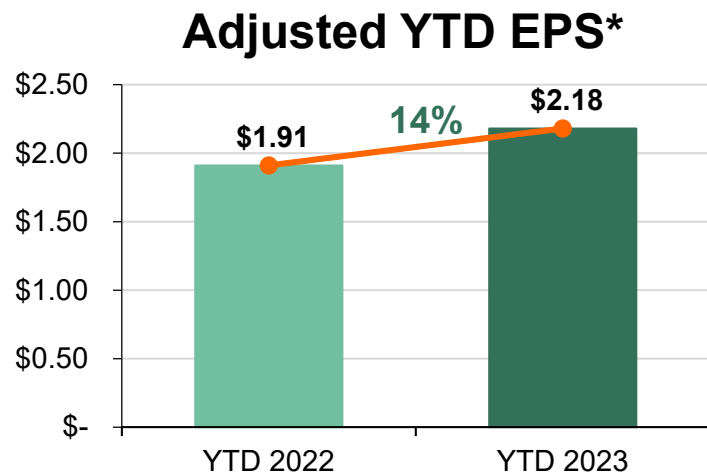
25%
YTD 2023
Reported
Effective Tax
Rate

YTD Highlights

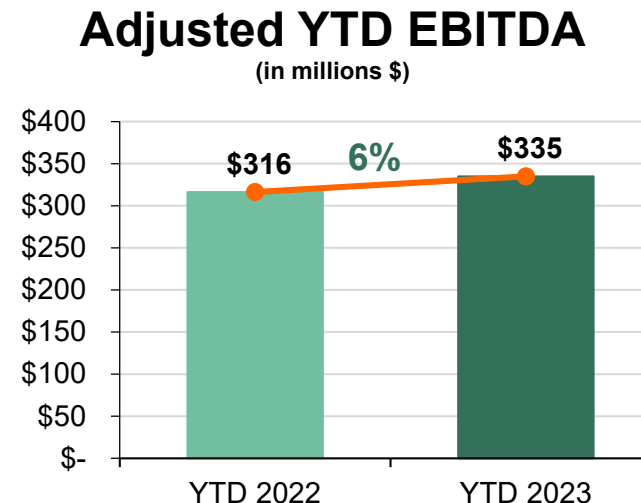
- Aptar had an exceptionally strong first half of the year due to the tremendous growth of our pharma proprietary drug delivery systems and our fragrance dispensing technologies

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

Six Months Year-to-Date 2023 Adj. EPS and Adj. EBITDA



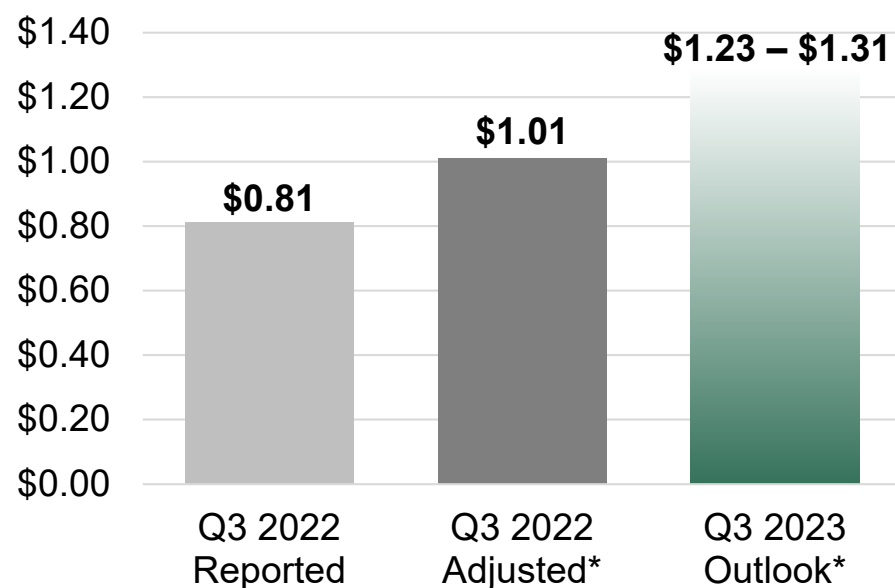
The prior year's adjusted earnings included an effective tax rate of 28%, approximately a \$0.08 cents per share impact compared to the current year effective tax rate of 25%.



Adjustments:

- 2022: Restructuring initiatives of \$0.7 mil; Net unrealized investment loss of \$2.6 mil
- 2023: Restructuring initiatives of \$13.5 mil; Net unrealized investment gain of (\$3.1) mil; Transaction costs related to acquisitions of \$0.3 mil

Earnings Per Share



25-27%
Q3 expected
tax rate range
(prior year Q3
Adj. EPS
effective tax rate
= 28%)

Guidance Fx Euro Rate = 1.09

Outlook Highlights

- Demand for our pharma proprietary drug delivery systems and fragrance dispensing technologies is expected to continue into the third quarter
- Team has done an excellent job focusing on reducing costs while growing the top line - an effort that is continuing
- Energized for the future and well positioned to create long-term value for all of our stakeholders
- Depreciation & amortization estimate range for 2023 is \$230 - \$240 million
- Capital expenditures estimated to be around \$300 million



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