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Q3 2023 Results



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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. 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.

Q3 2023 Financial Highlights

+7%

Reported Sales Growth

+2%

Core Sales Growth*

+39%

Adjusted Earnings Per
Share Growth*

22%

Adjusted EBITDA Margin,
within Long-Term Target
Range



Highlights:

- Delivered another quarter of strong, double-digit adjusted EPS growth, driven by increased core sales in our proprietary pharma dosing and dispensing systems and the success of our beauty dispensing solutions in fragrance
 - Pharma proprietary drug delivery systems had double-digit growth across multiple therapeutic applications
 - Beauty's prestige and mass fragrance dispensing technologies had double-digit sales growth
- Margins continued to improve thanks to our on-going focus on cost management and operational leverage
- Net income of \$84 million for the quarter, a 55% increase over the prior year

Recent Innovations and Solutions on the Market



Aptar Pharma

- Aptar's patented, intuitive and more consumer-friendly Lateral Control System technology - a "first of its kind" - features a shorter nozzle, which means more comfort when using the product, while the one push button provides more accurate dosing
- Aptar's metered dose inhaler valve is featured on the recently launched Breyna™ Inhalation Aerosol, the first US FDA-approved generic version of Symbicort®
- Aptar Pharma services group has been awarded a contract with the US FDA to study opportunities for low Global Warming Potential propellant solutions for metered dose inhalers

Aptar Beauty

- Aptar's fragrance and lotion pumps are featured on Jean Paul Gaultier Divine brand products by Puig in Europe
- Aptar's airless technology is the refillable dispensing solution for a new Zhiben facial skincare product in Asia
- Aptar has expanded its sampling portfolio to include mono-material paper fragrance sampling which LVMH is now featuring for a top fragrance brand
- Aptar's Post-Consumer Recycled Resin pump is the dispensing technology for Estee Lauder's MAC brand foundation in North America

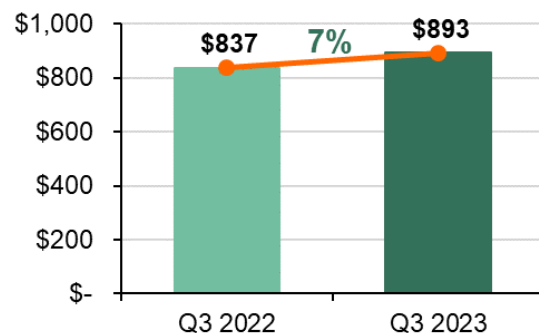
Aptar Closures

- McCormick is now featuring a bi-injected closure from Aptar on their new spice package
- Aptar's snap top dispensing closure for inverted packaging is providing controlled dispensing for SC Johnson's Off! insect repellent lotion in Latin America
- Aptar is supplying the flip top closure for the flavor pods used in Shark Ninja's on-counter appliance that allows consumers to customize drinks
- In the Asia market, Aptar is supplying a custom flip top closure with pull ring for Qianhe Soy Sauce

Third Quarter 2023 Reported Results

Reported Q3 Sales

(in millions \$)

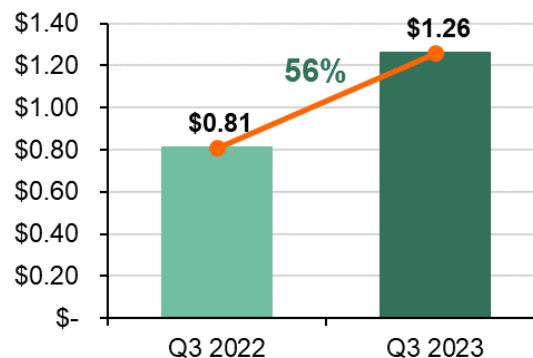


+2%
Core Sales
Growth*

+4%
Currency
Effects

+1%
Acquisitions

Reported Q3 EPS



36%
Q3 2022
Reported
Effective Tax
Rate

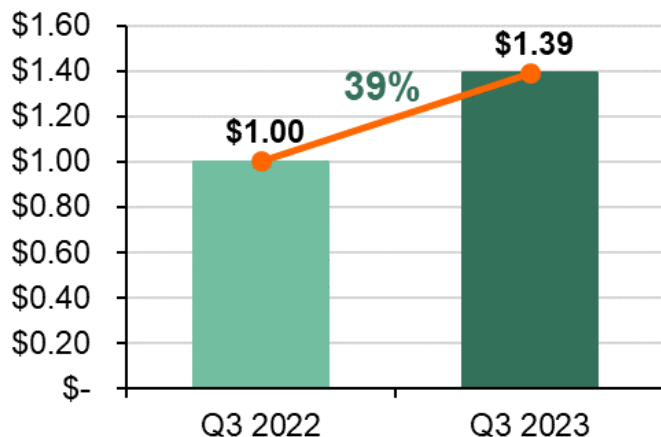
23%
Q3 2023
Reported
Effective Tax
Rate

Q3 Highlights

- Aptar Pharma's performance was driven by strong double-digit core sales growth for proprietary drug delivery systems
- Aptar Beauty's core sales growth was driven by ongoing strength in beauty dispensing solutions for prestige and mass fragrance
- Aptar Closures core sales declined compared with the prior year's quarter driven by pass-throughs of lower resin costs, as well as lower tooling and product sales

Third Quarter 2023 Adj. EPS and Adj. EBITDA

Adjusted Q3 EPS*



28%

Q3 2022

Effective Tax
Rate Adjusted
Earnings*

24%

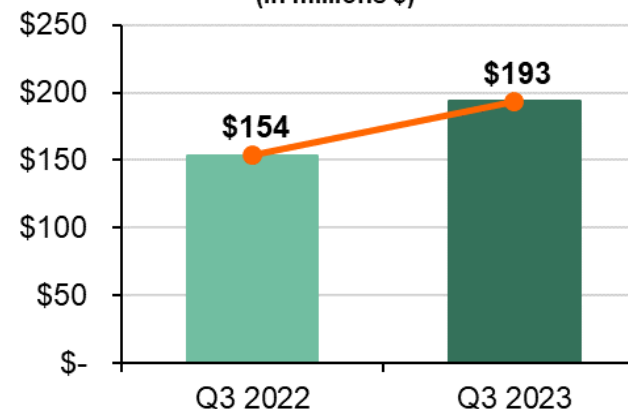
Q3 2023

Effective Tax
Rate Adjusted
Earnings*

The prior year's adjusted earnings included an effective tax rate of 28%, approximately a \$0.07 cents per share impact compared to the current year effective tax rate of 24%.

Adjusted Q3 EBITDA

(in millions \$)



Adjustments:

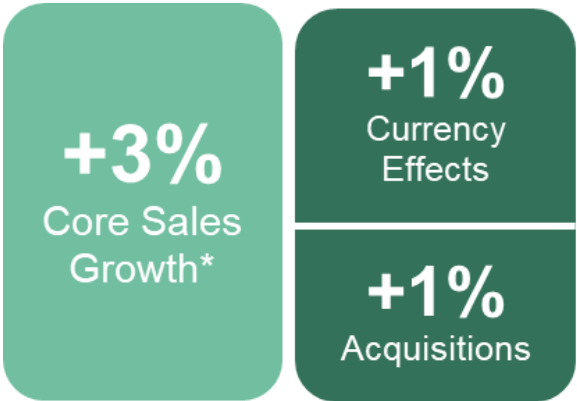
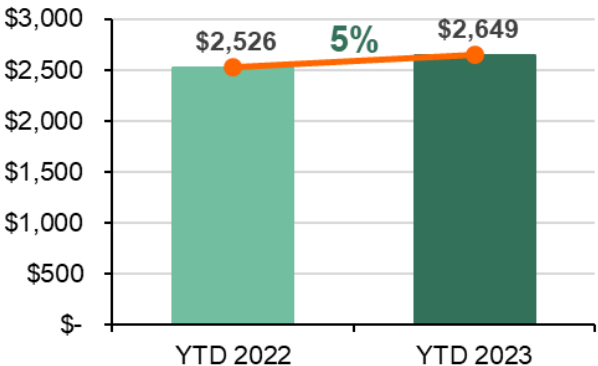
- 2022: Restructuring Initiatives of \$2.3 mil; Net investment gain of (\$0.6) mil; Realized gain included in net investment gain of \$0.4 mil; Transaction costs related to acquisitions of \$0.2 mil
- 2023: Restructuring Initiatives of \$6.2 mil; Net investment loss of \$1.2 mil; Realized gain of \$4.2 mil included in the net investment loss

Nine Months Year-to-Date 2023 Reported Results

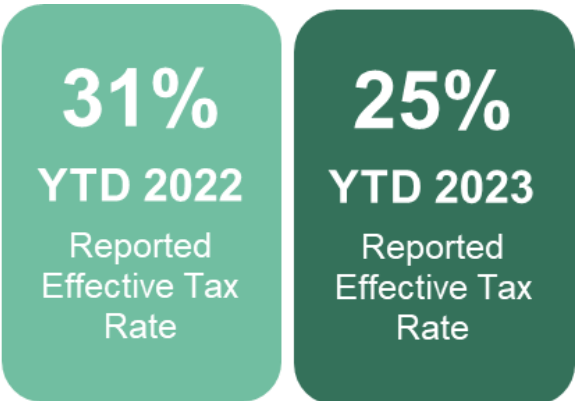
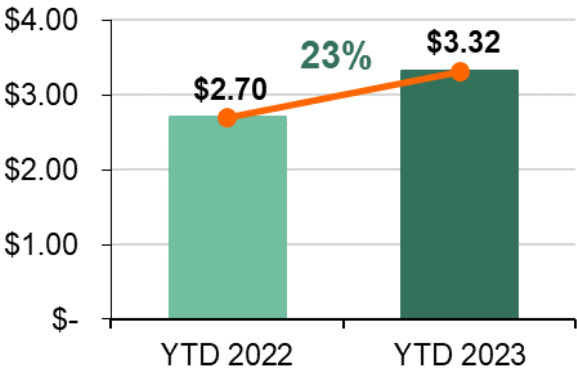


Reported YTD Sales

(in millions \$)



Reported YTD EPS



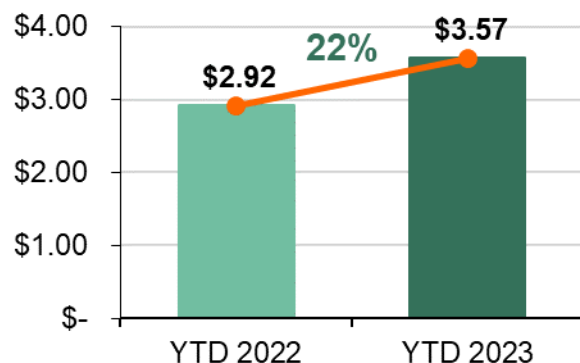
YTD Highlights

- Aptar had a strong first nine months of the year due to the growth of our proprietary pharma drug delivery systems and our fragrance dispensing technologies

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

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

Adjusted YTD EPS*



28%

YTD 2022

Effective Tax
Rate Adjusted
Earnings*

25%

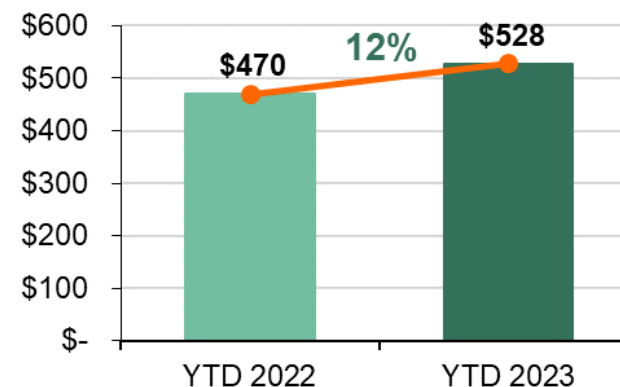
YTD 2023

Effective Tax
Rate Adjusted
Earnings*

The prior year's adjusted earnings included an effective tax rate of 28%, approximately a \$0.15 cents per share impact compared to the current year effective tax rate of 25%.

Adjusted YTD EBITDA

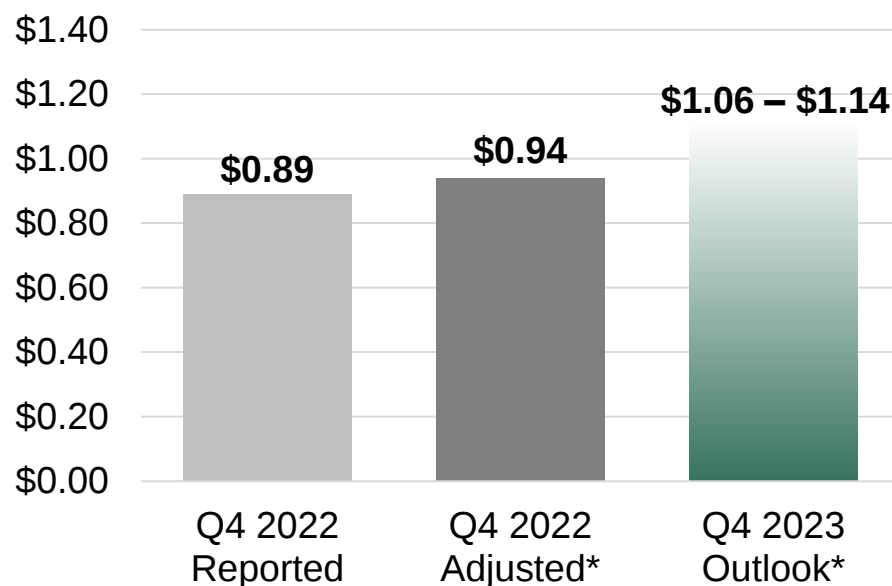
(in millions \$)



Adjustments:

- 2022: Restructuring Initiatives of \$3 mil; Net investment loss of \$1.1 mil; Realized gain included in net investment loss of \$1.2 mil; Transaction costs related to acquisitions of \$0.2 mil
- 2023: Restructuring Initiatives of \$19.6 mil; Net investment gain of (\$1.8) mil; Realized gain of \$4.2 mil included in the net investment loss; Transaction costs related to acquisitions of \$0.3 mil

Earnings Per Share



24-26%
Q4 Expected
Tax Rate Range
(prior year Q4
Adj. EPS effective
tax rate = 22%)

Guidance Fx Euro Rate = 1.06

Outlook Highlights

- Expect our proprietary pharma drug delivery dispensing systems to continue to grow
- Anticipate sales for fragrance dispensing solutions to finish strong in 2023
- Beauty and Closures will be aided by the improving environment in North America as we move past the destocking caused by elevated inventory levels
- Focused on growing the top line, reducing costs and driving profitable growth across each of our segments by leveraging our fixed cost base and reducing our SG&A as a percentage of sales
- Anticipate a strong end to 2023 and are energized for 2024
- Depreciation & amortization estimate range for 2023 is \$240 - \$245 million
- FY 2023 capital expenditures estimated to be around \$300 million

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