

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 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.

Q3 2021 Financial Highlights

+9%

Reported Sales Growth

+8%

Core Sales Growth*

Double-Digit

Core Sales Growth in
Beauty + Home and Food +
Beverage*

A combination of price
increases and volume growth

Pharma sales
declined slightly
compared to the
prior year

- Strong top line growth of 9% and earnings that were in line with our previous guidance
- Results were made possible by our diverse product lineup and ability to serve multiple markets with our deep portfolio of shared technologies across our segments
- Growth during the quarter continued to be driven by Beauty + Home and Food + Beverage as our beauty business continued to recover and our food business benefited from continued cooking at home trends
- Pharma benefited from growth in demand for components for injected medicines and consumer health care solutions, but this was offset by lower demand for prescription allergy and asthma devices, and lower active material custom tooling sales compared to prior year



Aptar Pharma

- BD announced the launch of the BD SCF™ PremiumCoat® Plunger Stopper which is incorporated into a 1mL pre-fillable syringe for use with biologics which incorporates Aptar's PremiumCoat plunger with proven ETFE film technology intended to ensure drug integrity
- Oyster Point Pharma announced FDA approval for their TYRVAYA™ Nasal Spray, delivered using Aptar's patented Cartridge Pump System for preserved and non-preserved drug formulations. TYRVAYA is the first and only nasal spray approved for the treatment of the signs and symptoms of dry eye disease
- Hikma has announced the launch of their FDA-approved naloxone treatment Kloxxado™ which is administered with our Unidose Nasal Device in situations where there is a suspected opioid overdose
- Finally, our active material sciences technology which protects sensitive drug products, probiotics, medical devices, foods and more from moisture and other environmental conditions, was recently approved with Gilead's Biktarvy Anywhere™ medication packs US FDA approval for patients with HIV
- NutraOne new launch of probioticX features our Activ-Vial™ offering



Recent Technologies and Solutions on the Market

Aptar 



Aptar Beauty + Home

- L'Oreal's® Bright Reveal skincare solution in China features our patented airless packaging with booster cartridge for the formulation of personalized skincare solutions
- Our e-commerce capable solution with a twist to lock technology is the dispensing solution for Baby Dove baby oil by Unilever
- FusionPKG provided several facial skincare packaging solutions for Shiseido's brand, Drunk Elephant™
- Dispensing pump is featured on Nivea Men's Sensitive Pro skincare product

Aptar Food + Beverage

- Our closure technology for flexible pouches is featured on the new Kroger® brand cream cheese spread in a squeezable pouch
- Defy® is featuring our sports closure for bottled water on its water infused with electrolytes & minerals
- Actiph Water is the first adopter of Aptar's new non-detachable tamper evidence and tethered sport cap for bottled water
- Our tamper-evident closure with in-molded scoop for a precise and specific dosage is the dispensing solution for Nutribén® Infant Nutrition by Alter Farmacia in Europe



Closed on our agreement to acquire 80% of **Weihai Hengyu Medical Products**



Completed the acquisition of a majority stake in **Voluntis**



Awarded contract from the U.S. Government for expansion of domestic production capacity for Activ-Film COVID-19 test strips

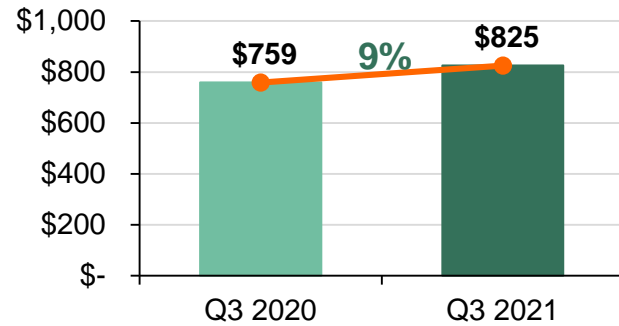


10 of our European manufacturing sites are certified with **International Sustainability and Carbon Certification**

Third Quarter 2021 Reported Results

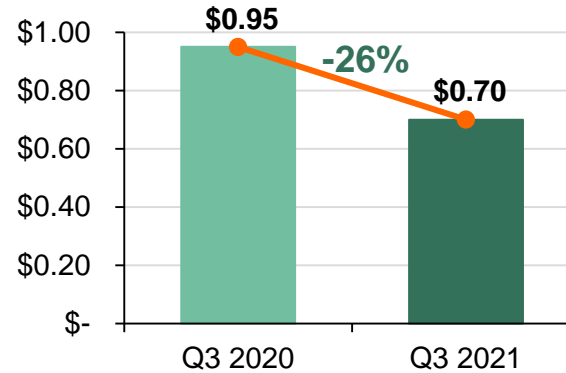
Reported Q3 Sales

(in millions \$)



+8% Core Sales Growth*	+1% Currency Effects
	0% Acquisitions

Reported Q3 EPS



29% Q3 2020 Reported Effective Tax Rate	29% Q3 2021 Reported Effective Tax Rate
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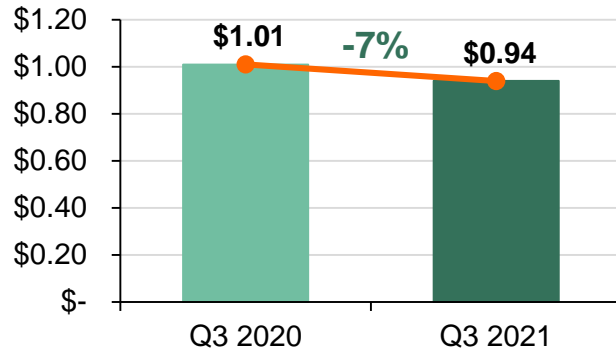
Q3 Highlights

- In Pharma, the increase in the number of COVID-19 cases during the year prolonged the drawing down of inventories by customers in sectors such as allergic rhinitis, cough and cold and certain pulmonary categories
- Resulted in a decline in sales to the prescription drug market which reduced Pharma's profit margin compared to the prior year
- Beauty + Home generated strong sales growth on a rebound in demand in the beauty market and price adjustments
- Demand for personal care dispensing solutions was mixed, with increases in demand for hair care and body care and lower demand for personal cleansing and sanitizer dispensing systems
- Food + Beverage reported double-digit core sales growth primarily driven by price adjustments and increased demand for food dispensing closures for sauces and condiments, as consumers continued to cook at home, and we saw a partial recovery of sales of closures for bottled water and on-the-go functional drinks

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

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

Adjusted Q3 EPS*



28%

Q3 2020

Effective Tax
Rate Adjusted
Earnings*

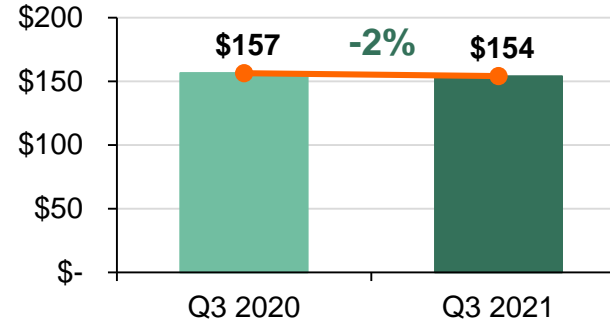
28%

Q3 2021

Effective Tax
Rate Adjusted
Earnings*

Adjusted Q3 EBITDA

(in millions \$)

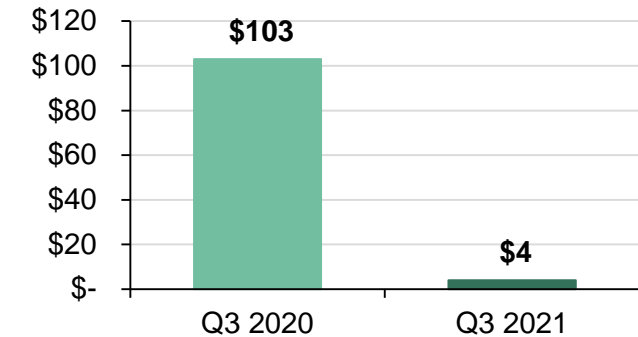


Adjustments:

- 2020: Restructuring initiatives of \$3.4 mil; transaction costs related to acquisitions of \$0.2 mil
- 2021: Restructuring initiatives of \$10.2 mil; net realized investment loss of \$9 mil; transaction costs related to acquisitions of \$1.8 mil

Q3 Free Cash Flow

(in millions \$)

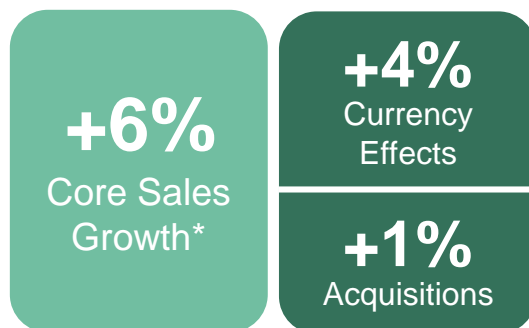
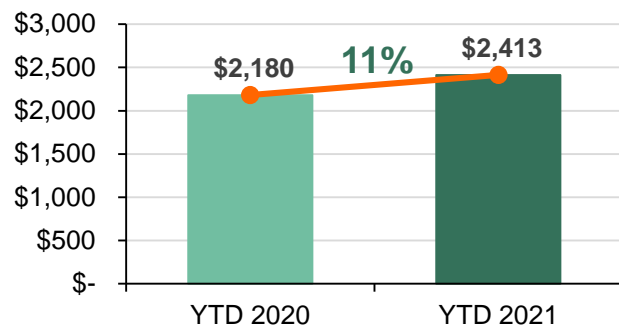


- Free cash flow was impacted by the increases in working capital and increased growth in investments

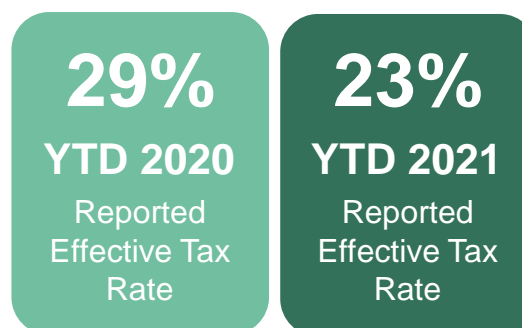
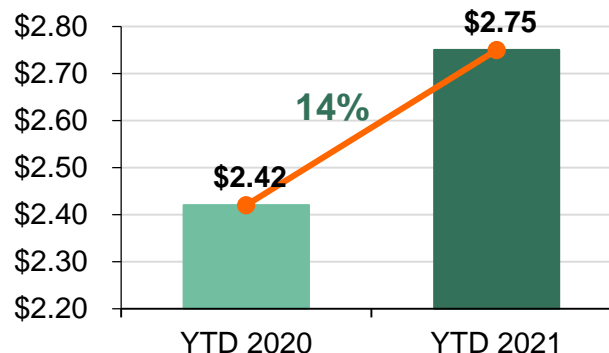
Year-to-Date 2021 Reported Results

Reported YTD Sales

(in millions \$)



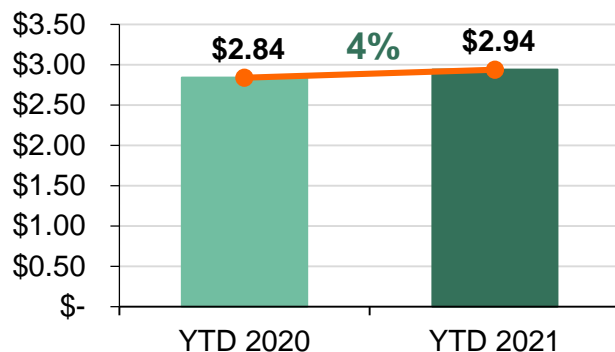
Reported YTD EPS



Year-to-Date Highlights

- Broad-based demand for our innovative solutions drove core sales growth in each of our end markets, with the exception of the prescription drug market, which has been impacted by lower demand for devices for allergy and asthma treatments given the late summer resurgence of COVID with the Delta variant
- Price adjustments to offset increased input costs and positive currency effects also contributed to strong top line growth
- Core sales growth driven by growth in our Beauty + Home and Food + Beverage segments
- Resilient in delivering on our promises to our customers across the many markets we serve, despite the variability and uncertainty of demand and more recently, rising inflation and supply chain challenges

Adjusted YTD EPS*



29%

YTD 2020

Effective Tax
Rate Adjusted
Earnings*

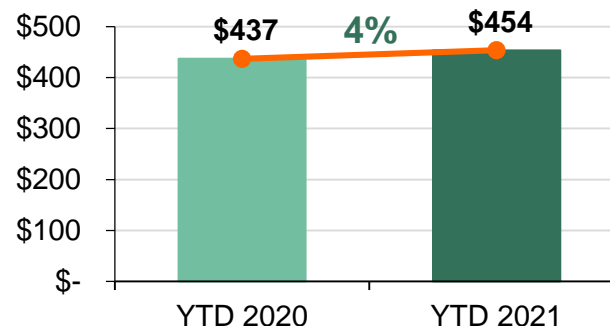
23%

YTD 2021

Effective Tax
Rate Adjusted
Earnings*

Adjusted YTD EBITDA

(in millions \$)

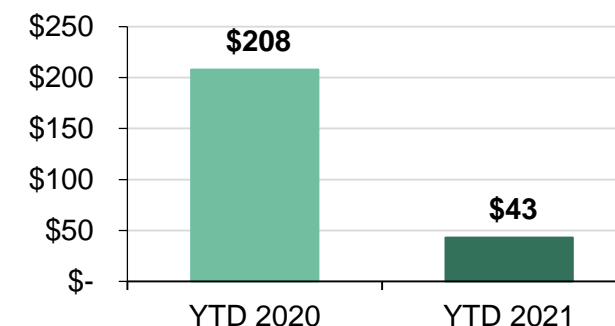


Adjustments:

- 2020: Restructuring initiatives of \$15.6 mil; transaction costs related to acquisitions of \$4.8 mil; purchase accounting adjustments related to acquisitions and investments of \$1.3 mil
- 2021: Restructuring initiatives of \$18.8 mil; net realized investment gain of (\$6.2) mil; transaction costs related to acquisitions of \$4.2 mil

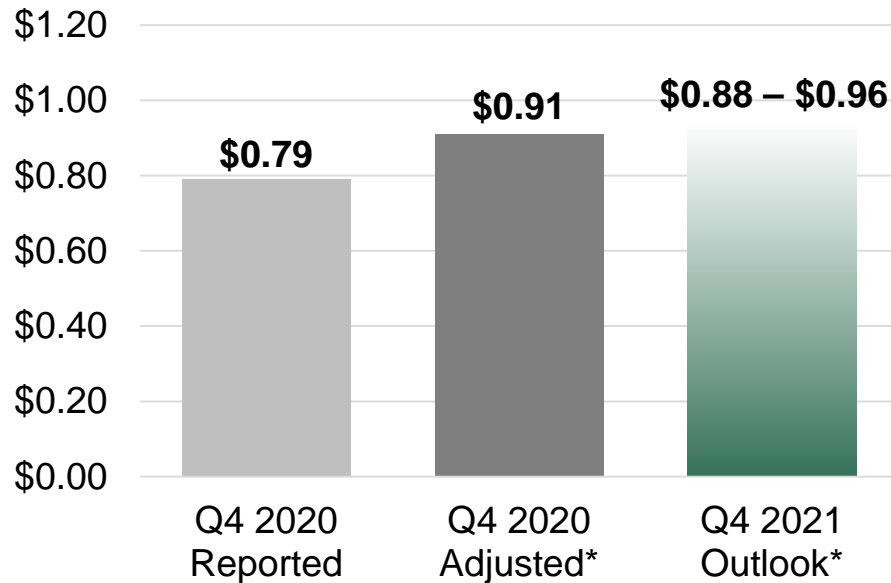
YTD Free Cash Flow

(in millions \$)



- Free cash flow for the first nine months was impacted by higher capital expenditures and changes in working capital

Earnings Per Share



28-30%
Q4 expected tax rate range (prior year Q4 Adj. EPS effective tax rate = 26%)

Guidance Fx Euro Rate = 1.16

Outlook Highlights

- Core sales growth is expected in each business segment
- Earnings growth is expected to be tempered due to business mix in the Pharma segment, sequential foreign currency translation headwinds, rising inflation and supply chain disruptions including labor shortages
- Inflation continues to escalate, and the pace of recovery is more uneven than previously expected due to the surge of the COVID-19 Delta variant during the summer months and supply chain disruptions.
- Continuing to increase prices to offset rising input costs
- 2021 capital expenditures will be in the range of \$300 - \$330 million dollars
- Depreciation & amortization estimate for 2021 is \$232M - \$237M

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

- Delivered solid results while navigating the surge of the Delta variant over the summer months, various supply chain challenges and significant inflationary pressures
- Excited about the progress we are making in positioning the company for growth beyond the current pandemic and economic environment
- Completion of our recent transactions and the investments we are making to support our future growth, including increasing our capacity to produce elastomer components for injected medicines and active material science solutions represent meaningful progress on our growth strategy
- For Q4, we anticipate achieving core sales growth in each of our segments; growth in adjusted earnings per share will be tempered given the delay in passing on inflationary costs and the temporary mix impact in our Pharma segment
- Resilient and adaptable company who is committed to providing the drug delivery, consumer dispensing and active material science solutions that millions of people around the world rely on in everyday life