Reconciliation of Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures. The calculation of these measures, and a reconciliation to previously reported comparable measures calculated in accordance with U.S. generally accepted accounting principles (GAAP) is shown below. The Company believes that this information, when used in conjunction with information presented in accordance with U.S. GAAP, can facilitate a better understanding of the impact of various factors and trends on the Company's financial condition and results of operations. The Company believes that this information should be used in conjunction with the Company's SEC filings.

Reconciliation of Non-GAAP Measures

AptarGroup, Inc.
Reconciliation of Adjusted EBIT and Adjusted EBITDA to Net Income (Unaudited)
($ In Thousands)

	Three Months Ended December 31, 2020					
	Consolidated	Pharma	Beauty + Home	Food + Beverage	Corporate & Other	Net Interest
Net Sales	**$ 749,329**	311,566	336,574	101,189	-	-
Reported net income	**$ 53,245**					
Reported income taxes	**20,067**					
Reported income before income taxes	**73,312**	**83,888**	**1,535**	**6,959**	**(12,158)**	**(6,912)**
Adjustments:						
Restructuring initiatives	10,907	62	9,089	1,756	-	
Adjusted earnings before income taxes	84,219	83,950	10,624	8,715	(12,158)	(6,912)
Interest expense	7,271					7,271
Interest income	(359)					(359)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	91,131	83,950	10,624	8,715	(12,158)	-
Depreciation and amortization	57,886	19,642	25,721	9,737	2,786	-
Adjusted earnings before net interest, taxes, depreciation and amortization (Adjusted EBITDA)	$ 149,017	$ 103,592	$ 36,345	$ 18,452	$ (9,372)	$ -
Adjusted EBITDA margins (Adjusted EBITDA / Reported Net Sales)	19.9%	33.2%	10.8%	18.2%		

	Three Months Ended December 31, 2019					
	Consolidated	Pharma	Beauty + Home	Food + Beverage	Corporate & Other	Net Interest
Net Sales	**$ 671,333**	267,160	314,793	89,380	-	-
Reported net income	**$ 48,538**					
Reported income taxes	**19,158**					
Reported income before income taxes	**67,696**	**73,796**	**13,874**	**2,601**	**(14,390)**	**(8,185)**
Adjustments:						
Restructuring initiatives	3,186	251	2,813	(435)	557	
Transaction costs related to acquisitions	2,160	1,785	375			
Purchase accounting adjustments related to acquisitions and investments	333	333				
Adjusted earnings before income taxes	73,375	76,165	17,062	2,166	(13,833)	(8,185)
Interest expense	8,621					8,621
Interest income	(436)					(436)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	81,560	76,165	17,062	2,166	(13,833)	-
Depreciation and amortization	49,978	16,967	20,677	9,579	2,755	-
Purchase accounting adjustments included in Depreciation and amortization above	(333)	(333)				
Adjusted earnings before net interest, taxes, depreciation and amortization (Adjusted EBITDA)	$ 131,205	$ 92,799	$ 37,739	$ 11,745	$ (11,078)	$ -
Adjusted EBITDA margins (Adjusted EBITDA / Reported Net Sales)	19.5%	34.7%	12.0%	13.1%		

Reconciliation of Non-GAAP Measures

AptarGroup, Inc.
Reconciliation of Adjusted EBIT and Adjusted EBITDA to Net Income (Unaudited)
($ In Thousands)

	Year Ended December 31, 2020					
	Consolidated	Pharma	Beauty + Home	Food + Beverage	Corporate & Other	Net Interest
Net Sales	**$ 2,929,340**	1,225,779	1,298,151	405,410	-	-
Reported net income	**$ 214,090**					
Reported income taxes	**87,065**					
Reported income before income taxes	**301,155**	**351,411**	**3,832**	**32,324**	**(54,126)**	**(32,286)**
Adjustments:						
Restructuring initiatives	26,492	220	24,464	1,903	(95)	
Transaction costs related to acquisitions	4,812	210	4,602			
Purchase accounting adjustments related to acquisitions and investments	4,642	1,421	3,221			
Adjusted earnings before income taxes	337,101	353,262	36,119	34,227	(54,221)	(32,286)
Interest expense	33,244					33,244
Interest income	(958)					(958)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	369,387	353,262	36,119	34,227	(54,221)	-
Depreciation and amortization	220,300	75,874	95,880	37,768	10,778	-
Purchase accounting adjustments included in Depreciation and amortization above	(3,367)	(667)	(2,700)			
Adjusted earnings before net interest, taxes, depreciation and amortization (Adjusted EBITDA)	$ 586,320	$ 428,469	$ 129,299	$ 71,995	$ (43,443)	$ -
Adjusted EBITDA margins (Adjusted EBITDA / Reported Net Sales)	20.0%	35.0%	10.0%	17.8%		

	Year Ended December 31, 2019					
	Consolidated	Pharma	Beauty + Home	Food + Beverage	Corporate & Other	Net Interest
Net Sales	**$ 2,859,732**	1,091,051	1,352,714	415,967	-	-
Reported net income	**$ 242,227**					
Reported income taxes	**99,842**					
Reported income before income taxes	**342,069**	**317,897**	**80,281**	**31,835**	**(56,629)**	**(31,315)**
Adjustments:						
Restructuring initiatives	20,472	632	17,682	391	1,767	
Transaction costs related to acquisitions	3,927	3,364	409	154		
Purchase accounting adjustments related to acquisitions and investments	1,202	1,202				
Adjusted earnings before income taxes	367,670	323,095	98,372	32,380	(54,862)	(31,315)
Interest expense	35,489					35,489
Interest income	(4,174)					(4,174)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	398,985	323,095	98,372	32,380	(54,862)	-
Depreciation and amortization	194,552	65,590	82,778	35,728	10,456	-
Purchase accounting adjustments included in Depreciation and amortization above	(1,202)	(1,202)				
Adjusted earnings before net interest, taxes, depreciation and amortization (Adjusted EBITDA)	$ 592,335	$ 387,483	$ 181,150	$ 68,108	$ (44,406)	$ -
Adjusted EBITDA margins (Adjusted EBITDA / Reported Net Sales)	20.7%	35.5%	13.4%	16.4%		

Reconciliation of Non-GAAP Measures

AptarGroup, Inc.
Reconciliation of Adjusted Earnings Per Diluted Share (Unaudited)
(In Thousands, Except Per Share Data)

	Three Months Ended December 31,		Year Ended December 31,	
	2020	2019	2020	2019
Income before Income Taxes	**$ 73,312**	**$ 67,696**	**$ 301,155**	**$ 342,069**
Adjustments:				
Restructuring initiatives	10,907	3,186	26,492	20,472
Transaction costs related to acquisitions	-	2,160	4,812	3,927
Purchase accounting adjustments related to acquisitions and investments	-	333	4,642	1,202
Foreign currency effects (1)		5,115		5,417
Adjusted Earnings before Income Taxes	$ 84,219	$ 78,490	$ 337,101	$ 373,087
Provision for Income Taxes	**$ 20,067**	**$ 19,158**	**$ 87,065**	**$ 99,842**
Adjustments:				
Restructuring initiatives	2,206	895	5,508	5,753
Transaction costs related to acquisitions	-	379	713	505
Purchase accounting adjustments related to acquisitions and investments	-	53	1,026	218
Foreign currency effects (1)		1,448		1,581
Adjusted Provision for Income Taxes	$ 22,273	$ 21,933	$ 94,312	$ 107,899
Net Income Attributable to Noncontrolling Interests	**$ (13)**	**$ (5)**	**$ (50)**	**$ (25)**
Net Income Attributable to AptarGroup, Inc.	**$ 53,232**	**$ 48,533**	**$ 214,040**	**$ 242,202**
Adjustments:				
Restructuring initiatives	8,701	2,291	20,984	14,719
Transaction costs related to acquisitions	-	1,781	4,099	3,422
Purchase accounting adjustments related to acquisitions and investments	-	280	3,616	984
Foreign currency effects (1)		3,667		3,836
Adjusted Net Income Attributable to AptarGroup, Inc.	$ 61,933	$ 56,552	$ 242,739	$ 265,163
Average Number of Diluted Shares Outstanding	**67,265**	**66,192**	**66,657**	**66,150**
Net Income Attributable to AptarGroup, Inc. Per Diluted Share	**$ 0.79**	**$ 0.73**	**$ 3.21**	**$ 3.66**
Adjustments:				
Restructuring initiatives	0.13	0.03	0.32	0.22
Transaction costs related to acquisitions	-	0.03	0.06	0.05
Purchase accounting adjustments related to acquisitions and investments	-	0.01	0.05	0.02
Foreign currency effects (1)		0.05		0.06
Adjusted Net Income Attributable to AptarGroup, Inc. Per Diluted Share	$ 0.92	$ 0.85	$ 3.64	$ 4.01

(1) Foreign currency effects are approximations of the adjustment necessary to state the prior year earnings and earnings per share using current period foreign currency exchange rates.

Reconciliation of Non-GAAP Measures

Reconciliation of Adjusted EBIT and Adjusted EBITDA to Net Income (Unaudited)
(In Thousands)

	2018	2019	2020
Reported Net Sales	**2,764,761**	**2,859,732**	**2,929,340**
Reported Net Income	**194,766**	**242,227**	**214,090**
Reported Income Taxes	**71,254**	**99,842**	**87,065**
Reported Income before Income Taxes	**266,020**	**342,069**	**301,155**
Adjustments:			
Transaction costs related to acquisitions	9,598	3,927	4,812
Purchase accounting adjustments related to acquisitions and investments	14,172	1,202	4,642
Restructuring initiatives	63,829	20,472	26,492
Adjusted earnings before income taxes	353,619	367,670	337,101
Interest Expense	32,626	35,489	33,244
Interest Income	(7,056)	(4,174)	(958)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	379,189	398,985	369,387
Depreciation and Amortization	171,747	194,552	220,300
Purchase accounting adjustments included in Depreciation and amortization above	-	(1,202)	(3,367)
Adjusted earnings before net interest, taxes, depreciation, amortization, and unusual items. (Adjusted EBITDA)	550,936	592,335	586,320
Adjusted EBITDA / Sales %	20%	21%	20%

Reconciliation of Non-GAAP Measures

AptarGroup, Inc.
Reconciliation of Adjusted EBIT and Adjusted EBITDA to Net Income (Unaudited)
($ In Thousands)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Net Sales	**$ 2,337,183**	**$ 2,331,036**	**$ 2,520,013**	**$ 2,597,809**	**$ 2,317,149**	**$ 2,330,934**	**$ 2,469,283**	**$ 2,764,761**	**$ 2,859,732**	**$ 2,929,340**
Reported net income	**$ 183,630**	**$ 162,420**	**$ 171,926**	**$ 191,624**	**$ 199,295**	**$ 205,604**	**$ 220,029**	**$ 194,766**	**$ 242,227**	**$ 214,090**
Reported income taxes	**91,312**	**78,953**	**92,457**	**94,677**	**95,276**	**74,893**	**74,796**	**71,254**	**99,842**	**87,065**
Reported income before income taxes	**274,942**	**241,373**	**264,383**	**286,301**	**294,571**	**280,497**	**294,825**	**266,020**	**342,069**	**301,155**
Adjustments:										
Restructuring initiatives	(71)	4,678	14,525				2,208	63,829	20,472	26,492
Transaction costs related to acquisitions		5,381			1,892	5,640		9,598	3,927	4,812
Purchase accounting adjustments related to acquisitions and investments		4,305				2,577		14,172	1,202	4,642
Gain on insurance recovery					(2,900)		(10,648)			
Change in inventory valuation method					(7,427)					
Adjusted earnings before income taxes	274,871	255,737	278,908	286,301	286,136	288,714	286,385	353,619	367,670	337,101
Interest expense	17,300	18,950	20,514	21,029	34,615	35,237	40,597	32,626	35,489	33,244
Interest income	(5,722)	(2,996)	(3,233)	(4,797)	(5,596)	(2,643)	(5,470)	(7,056)	(4,174)	(958)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	286,449	271,691	296,189	302,533	315,155	321,308	321,512	379,189	398,985	369,387
Depreciation and amortization	134,243	147,231	135,446	152,218	138,893	154,802	153,094	171,747	194,552	220,300
Purchase accounting adjustments included in Depreciation and amortization above									(1,202)	(3,367)
Adjusted earnings before net interest, taxes, depreciation and amortization (Adjusted EBITDA)	$ 420,692	$ 418,922	$ 431,635	$ 454,751	$ 454,048	$ 476,110	$ 474,606	$ 550,936	$ 592,335	$ 586,320
Adjusted EBITDA margins (Adjusted EBITDA / Reported Net Sales)	18.0%	18.0%	17.1%	17.5%	19.6%	20.4%	19.2%	19.9%	20.7%	20.0%

AptarGroup, Inc.
Reconciliation of Adjusted Earnings Per Diluted Share (Unaudited)
(In Thousands, Except Per Share Data)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Income before Income Taxes	$ 274,342	$ 241,979	$ 264,385	$ 286,381	$ 256,571	$ 288,457	$ 256,825	$ 266,828	$ 342,863	$ 301,155
Adjustments:										
Restructuring initiatives	(71)	4,678	14,525				2,288	59,829	28,472	26,492
Transaction costs related to acquisitions		5,381			1,892	5,648		3,538	3,327	4,812
Purchase accounting adjustments related to acquisitions and investments		4,385				2,577		14,472	1,282	4,642
Gain on insurance recovery					(2,388)		(18,648)			
Change in inventory valuation method					(7,427)					
Adjusted Earnings before Income Taxes	$ 274,871	$ 255,757	$ 278,388	$ 286,381	$ 286,196	$ 288,714	$ 286,385	$ 353,619	$ 367,678	$ 337,181
Provision for Income Taxes	$ 91,342	$ 78,353	$ 92,457	$ 94,677	$ 85,276	$ 74,833	$ 74,736	$ 71,254	$ 83,842	$ 87,865
Adjustments:										
Net effect of items included in the Provision for Income Taxes			(6,821)			5,255	(7,388)			
Restructuring initiatives	(26)	1,258	2,338				642	17,336	5,753	5,588
Transaction costs related to acquisitions		1,361			648	1,485		1,475	585	745
Purchase accounting adjustments related to acquisitions and investments		1,565				855		3,215	218	1,826
Gain on insurance recovery					(1,822)		(3,666)			
Change in inventory valuation method					(2,428)					
Adjusted Provision for Income Taxes	$ 91,286	$ 83,741	$ 88,555	$ 94,677	$ 82,474	$ 88,538	$ 63,872	$ 93,884	$ 106,318	$ 94,312
Net Income Attributable to Noncontrolling Interests	$ 53	$ 152	$ 58	$ 34	$ 53	$ (14)	$ 1	$ (24)	$ (25)	$ (58)
Net Income Attributable to AptarGroup, Inc.	$ 183,583	$ 162,642	$ 171,334	$ 191,658	$ 193,348	$ 285,538	$ 228,858	$ 194,745	$ 242,282	$ 214,848
Adjustments:										
Net effect of items included in the Provision for Income Taxes			6,821			(5,258)	7,388			
Restructuring initiatives	(45)	3,420	11,535				1,566	45,855	14,719	20,384
Transaction costs related to acquisitions		3,420			1,252	4,157		8,125	3,422	4,855
Purchase accounting adjustments related to acquisitions and investments		2,756				1,718		10,353	984	3,616
Gain on insurance recovery					(1,878)		(5,382)			
Change in inventory valuation method					(5,887)					
Adjusted Net Income Attributable to AptarGroup, Inc.	$ 183,538	$ 172,187	$ 189,418	$ 191,658	$ 186,745	$ 285,157	$ 232,514	$ 259,214	$ 261,327	$ 243,703
Average Number of Diluted Shares Outstanding	69,274	68,935	68,288	65,883	62,585	64,843	64,536	64,358	66,458	66,652
Net Income Attributable to AptarGroup, Inc. Per Diluted Share	$ 2.65	$ 2.38	$ 2.52	$ 2.85	$ 3.09	$ 4.42	$ 3.44	$ 3.08	$ 3.66	$ 3.24
Adjustments:										
Net effect of items included in the Provision for Income Taxes			0.10			(0.10)	0.12			
Restructuring initiatives		0.05	0.17				0.02	0.71	0.22	0.32
Transaction costs related to acquisitions		0.05			0.02	0.06		0.12	0.05	0.06
Purchase accounting adjustments related to acquisitions and investments		0.04				0.03		0.17	0.02	0.05
Gain on insurance recovery					(0.03)		(0.11)			
Change in inventory valuation method					(0.09)					
Adjusted Net Income Attributable to AptarGroup, Inc. Per Diluted Share	$ 2.65	$ 2.52	$ 2.79	$ 2.85	$ 2.99	$ 4.43	$ 3.44	$ 4.00	$ 3.95	$ 3.64

Reconciliation of Non-GAAP Measures

Reconciliation of Adjusted EBIT After Taxes to Net Income (Unaudited)

(In Thousands)

	2016	2017	2018	2019	2020
Reported Net Income	**205,604**	**220,029**	**194,766**	**242,227**	**214,090**
Reported Income Taxes	**74,893**	**74,796**	**71,254**	**99,842**	**87,065**
Reported Income before Income Taxes	**280,497**	**294,825**	**266,020**	**342,069**	**301,155**
Adjustments:					
Transaction costs related to acquisitions	5,640	-	9,598	3,927	4,812
Purchase accounting adjustments related to acquisitions and investments	2,577	-	14,172	1,202	4,642
Gain on insurance recovery	-	(10,648)	-	-	-
Restructuring initiatives	-	2,208	63,829	20,472	26,492
Adjusted earnings before income taxes	288,714	286,385	353,619	367,670	337,101
Interest Expense	35,237	40,597	32,626	35,489	33,244
Interest Income	(2,643)	(5,470)	(7,056)	(4,174)	(958)
Adjusted earnings before net interest and taxes (Adjusted EBIT)	321,308	321,512	379,189	398,985	369,387
Effective income tax rate (reported income taxes / reported income before taxes)	26.7%	25.4%	26.8%	29.2%	28.9%
Taxes on Adjusted EBIT	85,789	81,664	101,623	116,504	106,753
Adjusted EBIT After Taxes	235,519	239,848	277,566	282,481	262,634

Reconciliation of Non-GAAP Measures

Reconciliation of Capital to Stockholders' Equity (Unaudited)

(In Thousands)

	2016	2017	2018	2019	2020
Total AptarGroup Inc Stockholders' Equity	**1,173,950**	**1,311,738**	**1,422,556**	**1,571,916**	**1,850,389**
Long-term Obligations	**772,737**	**1,191,146**	**1,125,993**	**1,085,453**	**1,054,998**
Notes Payable	**169,213**	**4,336**	**101,293**	**44,259**	**52,200**
Current Maturities of Long-Term Obligagtions	**4,603**	**61,833**	**62,678**	**65,988**	**65,666**
	2,120,503	**2,569,053**	**2,712,520**	**2,767,616**	**3,023,253**
Less:					
Cash and Equivalents and St Investments	**466,287**	**712,640**	**261,823**	**241,970**	**300,380**
Total Capital	1,654,216	1,856,413	2,450,697	2,525,646	2,722,873
Average Capital	1,550,863	1,755,315	2,153,555	2,488,172	2,624,260
Adjusted EBIT After Taxes	235,519	239,848	277,566	282,481	262,634
ROIC (Adjusted EBIT After Taxes/Average Capital)	15%	14%	13%	11%	10%
Capital by Segment					
Pharma	624,066	647,830	1,129,657	1,050,846	1,107,325
Beauty + Home	936,787	1,015,823	994,090	1,005,769	1,196,212
Food + Beverage	206,657	229,012	412,965	412,342	417,039
Corporate and Other	(113,294)	(36,252)	(86,015)	56,689	2,297
Total Capital	1,654,216	1,856,413	2,450,697	2,525,646	2,722,873

Reconciliation of Non-GAAP Measures

Reconciliation of Free Cash Flow to Net Cash Provided by Operations (Unaudited)
(In Thousands)

	2016	2017	2018	2019	2020
Net Cash Provided by Operations	**325,299**	**324,729**	**313,628**	**514,457**	**570,153**
Less:					
Capital Expenditures	**128,986**	**156,624**	**211,252**	**242,276**	**245,954**
Free Cash Flow	196,313	168,105	102,376	272,181	324,199

Reconciliation of Non-GAAP Measures

AptarGroup, Inc.

Reconciliation of Free Cash Flow to Net Cash Provided by Operations (Unaudited)

(In Thousands)

	Three Months Ended December 31,		Year Ended December 31,	
	2020	2019	2020	2019
Net Cash Provided by Operations	**$ 188,726**	**$ 134,076**	**$ 570,153**	**$ 514,457**
Less:				
Capital Expenditures	**$ 72,589**	**$ 55,435**	**$ 245,954**	**$ 242,276**
Free Cash Flow	$ 116,137	$ 78,641	$ 324,199	$ 272,181

Supplemental Information

Aptar

Annual Components of Reported Sales Growth
(rounded to the nearest whole percent)

2018	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	12%	7%	5%	8%
Acquisitions	4%	1%	4%	2%
Currency Effects[(1)]	2%	1%	1%	2%
Total Reported Sales Growth	18%	9%	10%	12%

2019	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	10%	(1%)	3%	3%
Acquisitions	9%	--	7%	4%
Currency Effects[(1)]	(5%)	(4%)	(2%)	(4%)
Total Reported Sales Growth	14%	(5%)	8%	3%

2020	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	9%	(7%)	(1%)	--
Acquisitions	2%	4%	--	3%
Currency Effects[(1)]	1%	(1%)	(2%)	(1%)
Total Reported Sales Growth	12%	(4%)	(3%)	2%

3 Year Average Percentage	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	10%	--	2%	4%
Acquisitions	5%	2%	4%	3%
Currency Effects[(1)]	0%	(2%)	(1%)	(1%)
Total Reported Sales Growth	15%	--	5%	6%

(1) - Currency effects are approximated by translating last year's amounts at this year's foreign exchange rates.

Quarterly 2020 Components of Reported Sales Growth
(rounded to the nearest whole percent)

First Quarter Segment Sales Analysis (Change over Prior Year)	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	7%	(9%)	(2%)	(2%)
Acquisitions	4%	0%	0%	1%
Currency Effects[(1)]	(2%)	(3%)	(2%)	(2%)
Total Reported Sales Growth	9%	(12%)	(4%)	(3%)

Second Quarter Segment Sales Analysis (Change over Prior Year)	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	6%	(13%)	(15%)	(6%)
Acquisitions	2%	4%	0%	3%
Currency Effects[(1)]	(1%)	(3%)	(2%)	(3%)
Total Reported Sales Growth	7%	(12%)	(17%)	(6%)

Third Quarter Segment Sales Analysis (Change over Prior Year)	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	11%	(5%)	2%	2%
Acquisitions	2%	7%	0%	4%
Currency Effects[(1)]	4%	1%	0%	2%
Total Reported Sales Growth	17%	3%	2%	8%

Fourth Quarter Segment Sales Analysis (Change over Prior Year)	Pharma	Beauty + Home	Food + Beverage	Total AptarGroup
Core Sales Growth	10%	(2%)	13%	5%
Acquisitions	1%	6%	0%	3%
Currency Effects[(1)]	6%	3%	0%	4%
Total Reported Sales Growth	17%	7%	13%	12%

(1) - Currency effects are approximated by translating last year's amounts at this year's foreign exchange rates.