

Stephan Tanda, CEO and Bob Kuhn, CFO
July 30, 2021 @ 8AM CT

Stephan Tanda, CEO and Bob Kuhn, CFO
July 30, 2021 @ 8AM CT



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.

Q2 2021 Highlights

+16%

Reported Sales Growth
including 6% from currency
exchange rates

+10%

Core Sales Growth*

Double-Digit

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

+7%

Adjusted Earnings Per
Share growth*

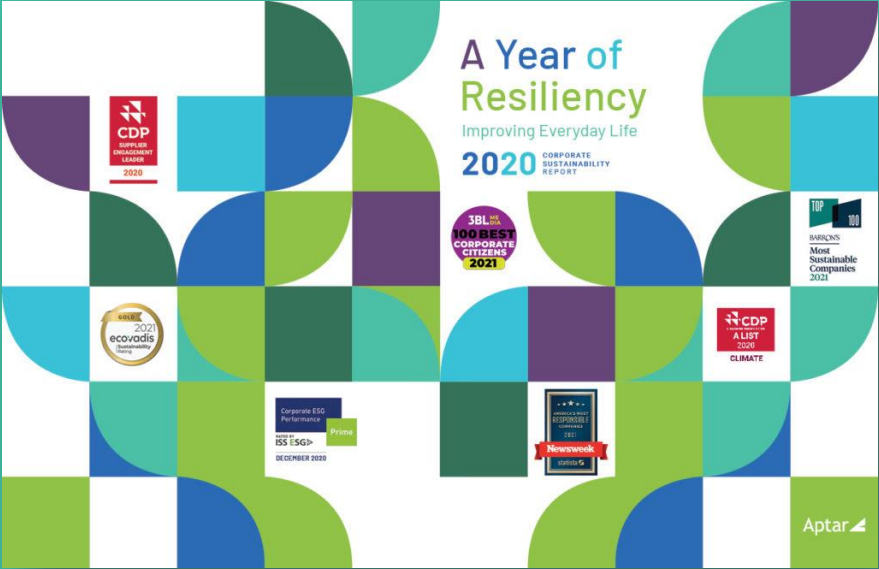
- **Wide breadth of our innovative solutions and services**, serving thousands of customers across multiple markets, continues to be a strength of Aptar
- **Achieved core sales growth in each segment and consolidated double-digit core sales growth** despite the ongoing reduction of allergic rhinitis and cough and cold product inventory levels by customers served by our prescription drug and consumer healthcare units
- **Will continue to take action to mitigate the effects of a rising input cost environment**, which impacted our margins during the quarter, particularly in Beauty + Home and Food + Beverage
- **Expect a gradual recovery in the second half**, especially as we get toward the end of the year



ESG Highlights



Named Among the Top 50 Companies Leading in Corporate Citizenship by 3BL Media



2020 Corporate Sustainability Report
www.aptar.com/sustainability_report



Candace Matthews Joins Aptar’s Board of Directors

Recent Technologies and Solutions on the Market



Aptar Pharma

- Elastomer stoppers continue to play an important role in the COVID-19 vaccine distributions worldwide
- Central Nervous System pipeline is active; several customers are making progress with nasal delivery of a variety of medicines in the areas of opioid overdose antidotes, epinephrine, and medicines to treat suicidal tendencies
- We continue to further penetrate the eye care category and our preservative free ophthalmic squeeze dispenser was selected by Bausch & Lomb for their Biotrue brand eye lubricant (OTC)

Aptar Beauty + Home

- We launched our first fully recyclable monomaterial pump for the beauty and personal care industries, called Future
- Our prestige fragrance pump was selected for a new Tom Ford fragrance
- Dollar Shave Club's new shampoo and conditioner line feature our dispensing closures
- Our airless pump is the dispensing solution for Coty's Cover Girl + Olay brand color cosmetics product called Eye Rehab
- A new NUK dish care product features our closure with SimpliSqueeze valve

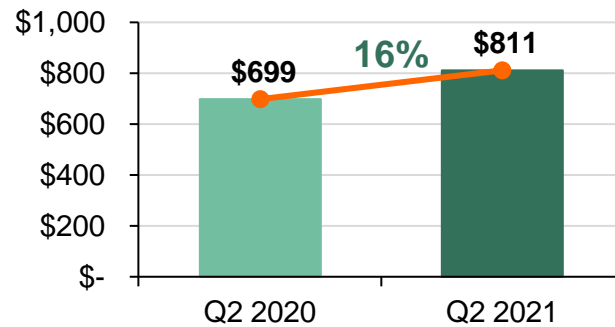
Aptar Food + Beverage

- Received Critical Guidance Recognition from The Association of Plastic Recyclers for our SimpliCycle™ recyclable valve technology
- Our custom closures are featured on a limited-edition line of “mashup” sauces by KraftHeinz
- Nestle's new range of condiments with flavors from the Middle East called Mezeast, feature our food closures
- Our closure with SimpliSqueeze valve is the dispensing solution for a new concentrate product in Germany called Crème de la Cream Concentrates by ALDI

Second Quarter 2021 Reported Results

Reported Q2 Sales

(in millions \$)

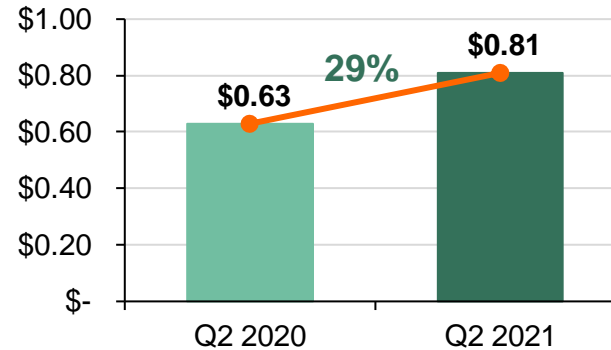


+10%
Core Sales
Growth*

+6%
Currency
Effects

0%
Acquisitions

Reported Q2 EPS



31%
Q2 2020
Reported
Effective Tax
Rate

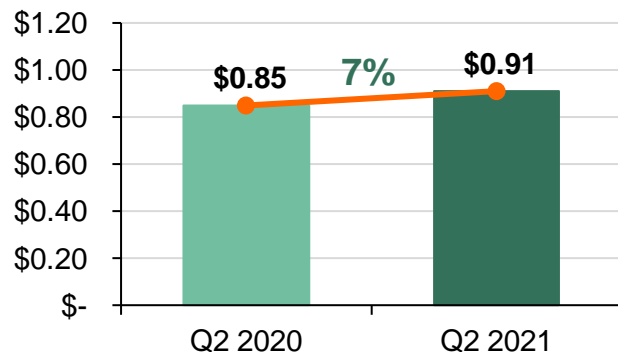
26%
Q2 2021
Reported
Effective Tax
Rate

Q2 Highlights

- Beauty + Home generated strong core sales growth over the prior year second quarter. Approximately 75% of the growth came from increased volumes. Price adjustments related to the initial passing through of higher resin and other input costs, and increased tooling sales, also contributed to the top line in the quarter.
- Food + Beverage reported double-digit core sales growth with price adjustments related to higher resin costs accounting for approximately 60% of the sales increase. Volumes rose on increased demand for food and beverage dispensing closures.
- Pharma sales grew on increased demand for elastomeric components used with injected medicines and active material science solutions which more than offset declines in the prescription drug and consumer health care markets. Certain areas of the Pharma segment continue to be impacted by customers drawing down inventory levels as sectors such as allergic rhinitis and cough and cold have been impacted by low levels of patient consumption due to the pandemic.

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

Adjusted Q2 EPS*



29%

Q2 2020

Effective Tax
Rate Adjusted
Earnings*

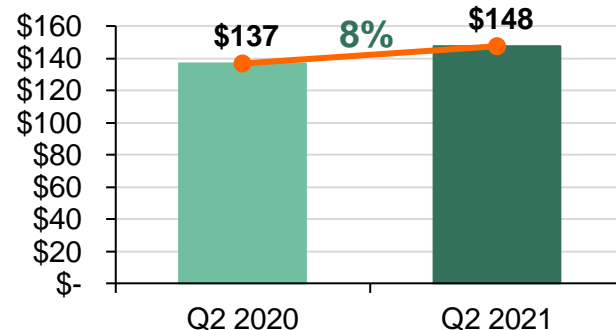
25%

Q2 2021

Effective Tax
Rate Adjusted
Earnings*

Adjusted Q2 EBITDA*

(in millions \$)

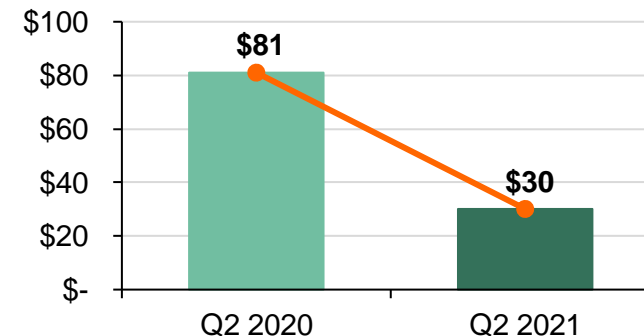


Adjustments:

- 2020: Restructuring initiatives of \$7.3 mil; transaction costs related to acquisitions of \$3.2 mil; purchase accounting adjustments related to acquisitions and investments of \$0.4 mil
- 2021: Restructuring initiatives of \$4.9 mil; net realized investment loss of \$1.6 mil; transaction costs related to acquisitions of \$2.4 mil

Q2 Free Cash Flow*

(in millions \$)

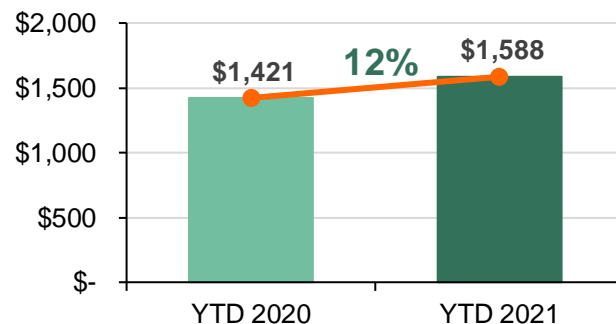


- Free cash flow was impacted by higher capital expenditures and changes in working capital, mainly increases in inventory and accounts receivable related to the recent sales growth and order activity.

Year-to-Date 2021 Reported Results

Reported YTD Sales

(in millions\$)



+5%

Core Sales
Growth*

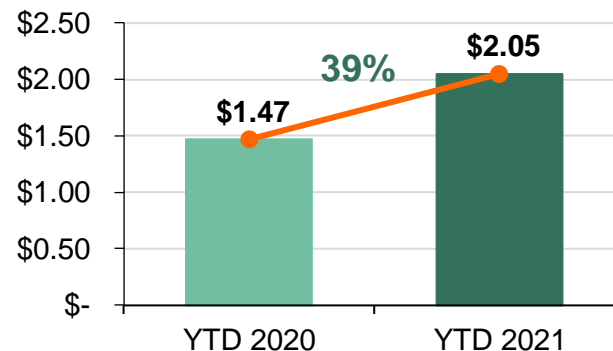
+6%

Currency
Effects

+1%

Acquisitions

Reported YTD EPS



30%

YTD 2020

Reported
Effective Tax
Rate

21%

YTD 2021

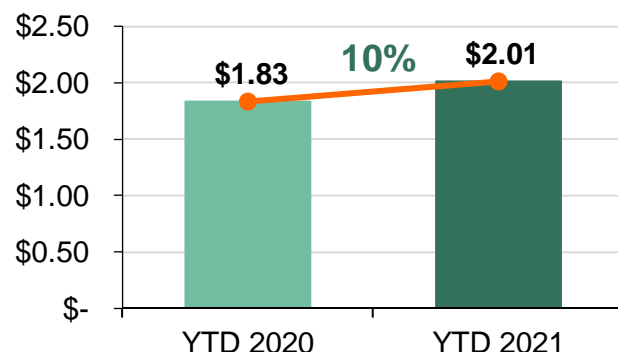
Reported
Effective Tax
Rate

Year-to-Date Highlights

- Achieved core sales growth in each segment, and consolidated top line core sales growth of 5% with adjusted EBITDA growth of 7%
- This is despite headwinds from the unprecedented inflationary environment even though we are implementing pricing adjustments to pass on these effects over time

Year-to-Date 2021 Adj. EPS, Adj. EBITDA, Free Cash Flow

Adjusted YTD EPS*



29%

YTD 2020

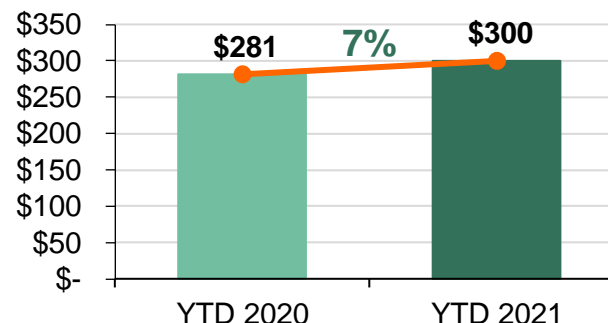
Effective Tax
Rate Adjusted
Earnings*

20%

YTD 2021

Effective Tax
Rate Adjusted
Earnings*

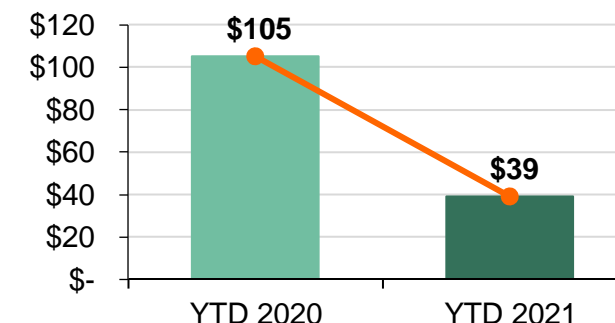
Adjusted YTD EBITDA* (in millions \$)



Adjustments:

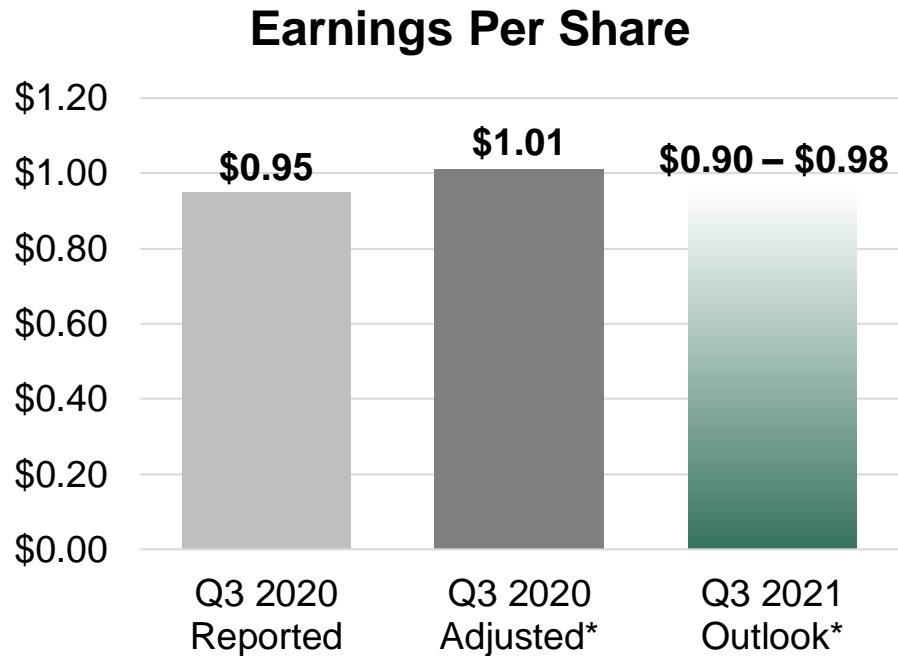
- 2020: Restructuring initiatives of \$12.2 mil; transaction costs related to acquisitions of \$4.6 mil; purchase accounting adjustments related to acquisitions and investments of \$1.3 mil
- 2021: Restructuring initiatives of \$8.5 mil; net realized investment gain of (\$15.2) mil; transaction costs related to acquisitions of \$2.4 mil

YTD Free Cash Flow* (in millions \$)



- Free cash flow for the first six months was impacted by higher capital expenditures and changes in working capital, mainly increases in inventory and accounts receivable related to the recent sales growth and order activity.

Outlook



28-30%
Q3 expected
tax rate range
(prior year Q3
Adj. EPS
effective tax rate
= 28%)

Guidance Fx Euro Rate = 1.19

Outlook Highlights

- Broader macro factors impacting our business are not anticipated to change dramatically from what we experienced in the second quarter
- We believe the second half will initially show gradually improving operating results from our position today, we expect accelerated improvement toward the end of the year
- While inflation and cost pressures continue to be a headwind, especially in raw material and transportation costs, Aptar will look to implement further price adjustments as necessary to pass on these costs over time
- We will continue to focus on returns across all areas of our business and anticipate that our consolidated margins will improve as we transition to a more balanced and steady growth pattern
- 2021 capital expenditures will be in the range of \$300 - \$330 million dollars
- Depreciation & amortization estimate for 2021 is \$230M - \$240 million

Key Takeaways

- We are proud of our people and the work we have accomplished through the first half of the year amidst these unprecedented times
- As certain economies begin to reopen, we expect the recovery in our Beauty, Beverage and Prescription Pharma businesses to gradually progress. This recovery is likely to occur at a measured pace given the uncertainties around the COVID-19 variants and very limited intercontinental and inter-Asia travel.
- We anticipate a stronger performance toward the end of the year
- As we look out further, vaccine distributions will eventually be more wide-spread and successful, and life will eventually return to more normal experiences with more robust social activities and international travel
- Due to our breadth across attractive markets, we are able to generate growth, even when conditions are not always ordinary in each market
- We will continue to focus on sustainable growth and returns across all areas of our business and anticipate that our consolidated margins will improve as we transition to a more balanced and steady growth pattern
- Our long-term outlook has not changed and remains quite promising, and we are making strategic investments today, that will further strengthen our competitive position, including expanding capacity in key high growth regions and markets