

Investor Relations Presentation

Aptar 



March 2021

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.

A reconciliation of those numbers to GAAP financial measures is available on the company's website at www.aptar.com on the Investor's page (click on Events & Presentations / Presentations).

We transform ideas into products and services that transform lives.



THE LEADER IN CONSUMER DISPENSING AND DRUG DELIVERY

75-year history of innovation

Providing brand differentiation and consumer / patient convenience

Consistent long-term focus, stability and financial results



SERVING BEST KNOWN GLOBAL & LOCAL BRANDS



RESEARCH AND IP-DRIVEN

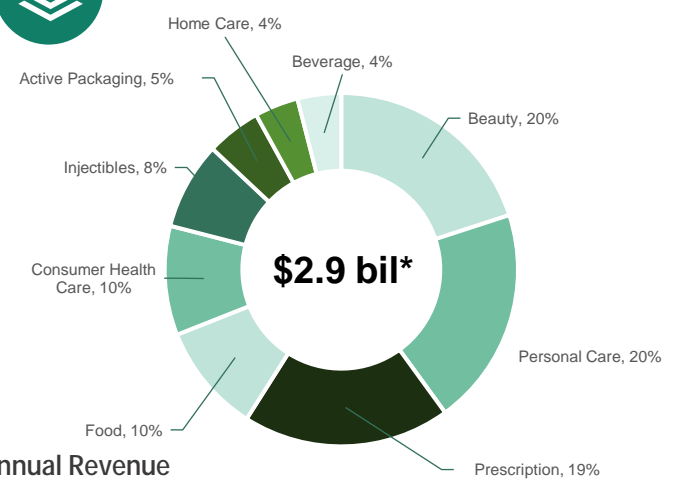
R & D

3%
Of Annual Revenue

Approximately
1,250
Patent Families



ATTRACTIVE END MARKETS



*2020 Annual Revenue



SALES BY REGION*



*By Aptar Shipping Destination



DIVERSIFIED PORTFOLIO



Relying on Aptar Solutions Through the Pandemic



Keep tube sealed until ready to use.



Beauty + Home



Rescue drugs and treatments

Preventive medicines and diagnostics

Vaccines and therapeutics

Pharma



Food + Beverage

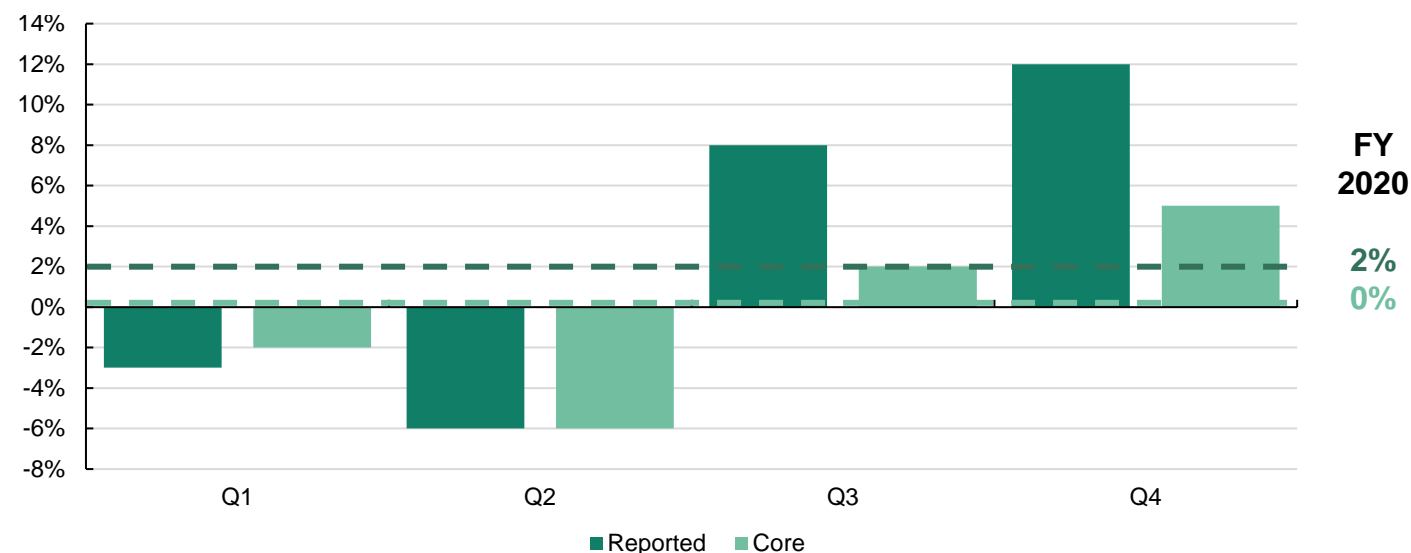
FY 2020 Recap

- Steady, long-term compounding growth story
- Achieved TSR of +102% over the past 5 years, ahead of our Peer Group and the S&P Midcap 400¹
- Made strategic investments in our business in addition to M&A activity during the year to further strengthen our portfolio
- Diversified business model again proved to be resilient as we faced challenges in certain markets
- Achieved record cash flow from operations and record free cash flow
- Balance sheet remains in excellent condition and we are well positioned to continue to pursue strategic M&A opportunities

Initial Anticipated Pandemic Impact 2020



Sales Growth by Quarter 2020



+2%

FY Reported Sales Growth

\$324M

Record free cash flow

\$93M

in dividends
27th consecutive year of
paying increased
dividends

¹ Source: Standard & Poor's; Peer Group is defined in Aptar's Proxy Statement

Leveraging Deep Industrial and Product Knowhow Globally Across Three Reporting Segments

Common Technologies and Solutions...

1

Core Manufacturing Technologies

Precision Injection Molding

High-Speed Assembly

Metal Processing + Decorating

Material Science/Active Packaging



2

Best-in-Class Products and Services

Dispensing and Delivery

Sealing

Active Packaging



3

Aimed at Global Megatrends

ü Sustainability

ü Urbanization

ü Health + Wellness

ü Changing Demographics

ü Connectivity

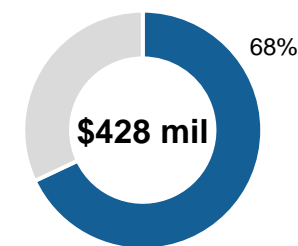
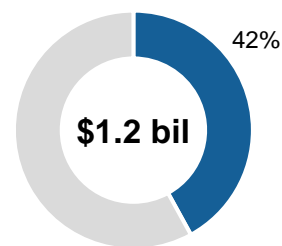
ü e-Commerce/Individualization

...Serving Three Market-facing Reporting Segments

% of Total 2020 Sales

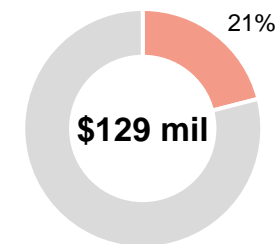
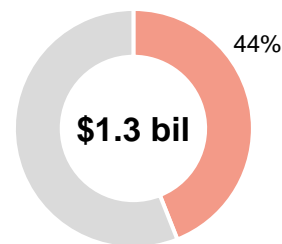
% of Total 2020 EBITDA

Aptar 
pharma



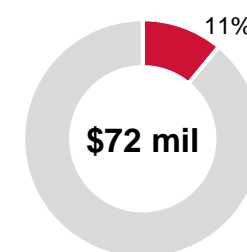
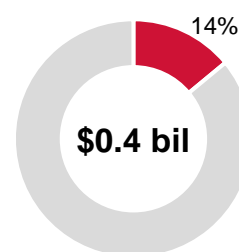
35%
Adj EBITDA
Margin

Aptar 
beauty + home



10%
Adj EBITDA
Margin

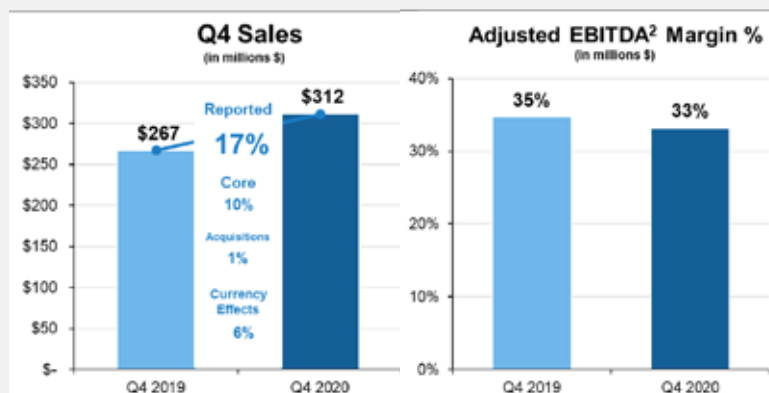
Aptar 
food + beverage



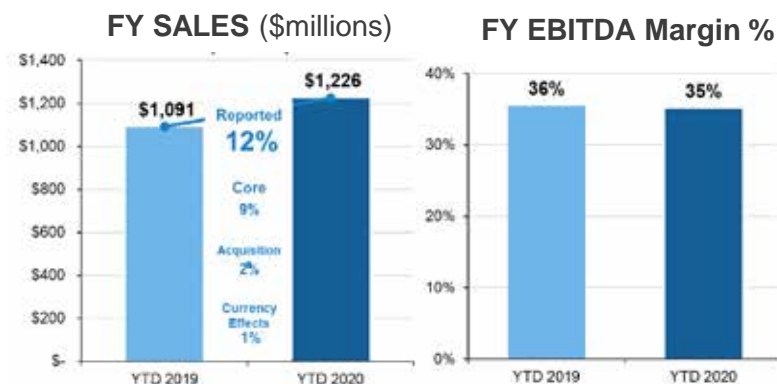
18%
Adj EBITDA
Margin



Q4 2020 SUMMARY



FY FINANCIAL SUMMARY



RECENT PRODUCT LAUNCHES



RECENT NEWS & HIGHLIGHTS

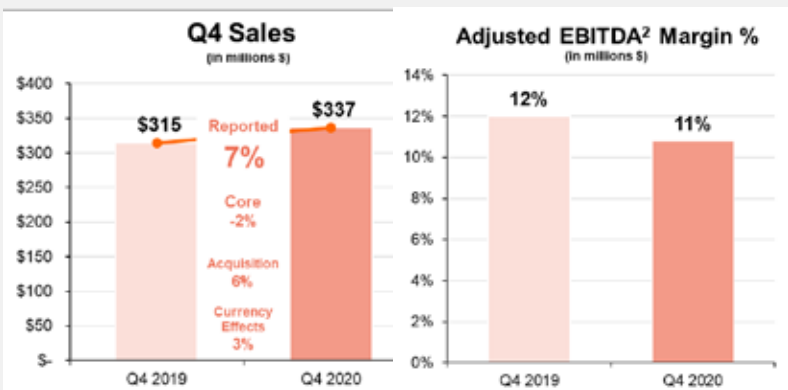


Pharma Highlights

- Q4 - increased demand for drug delivery systems for central nervous system and asthma treatments, and injectable device components used with essential medications and active materials solutions used with healthcare applications.
- FY achieved strong sales growth on top of very strong results a year ago. Demand was particularly strong for injectable components and active packaging solutions.
- P&G launched Vicks VapoCool nasal decongestant in US with our Child-resistant nasal spray pump.
- EEP's Nasoflutin (Fluticasone Fluoride generic) launched in Egypt with our nasal spray system
- Ingenus Pharmaceuticals launched in the US Cyclophosphamide Injection 2.5/5ml, an oncology product, featuring our PremiumCoat® 20mm film-coated stopper
- Noble and Aptar Pharma launched AdhereIT® connected onboarding platform
- Acquired assets of Cohero Health, a digital respiratory health company



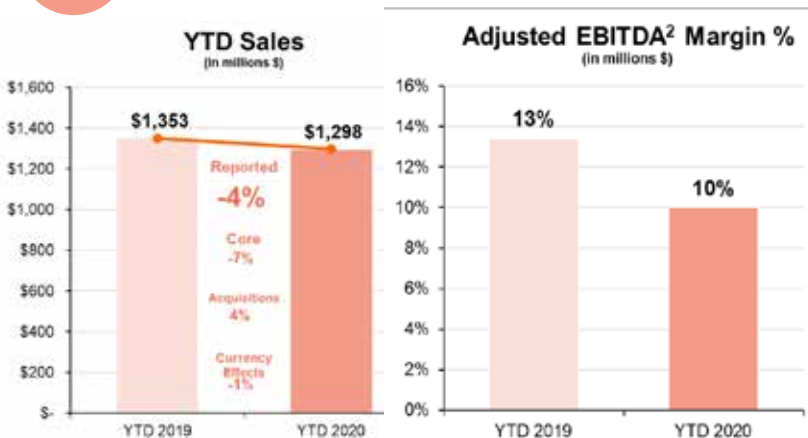
Q4 2020 SUMMARY



RECENT PRODUCT LAUNCHES



FY FINANCIAL SUMMARY



RECENT NEWS & HIGHLIGHTS

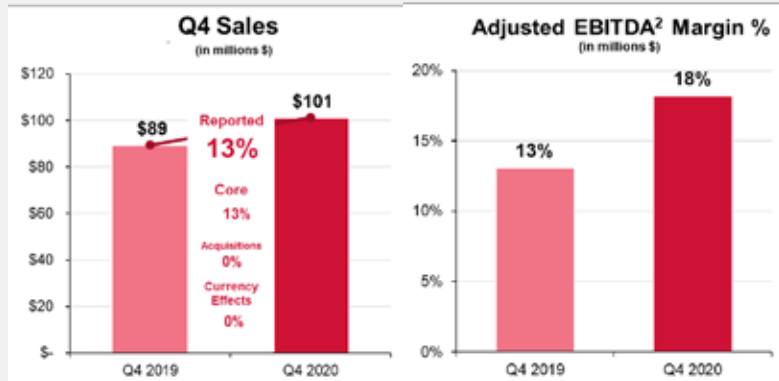


Beauty + Home Highlights

- Q4 - Strong demand in personal care and home care markets offset by decline in beauty (mainly fragrance)
- Acquisitions helped Q4 reported sales growth
- FY sales impacted by pandemic; improved results in second half of the year
- Customer engagement and pipeline is at good level with a number of new launches in Q4 including from recently acquired FushionPKG with turnkey solutions
- 3 recent awards for innovative solutions including Issey Miyake IGO (Shiseido)
- Customers are optimistic about a potential recovery in beauty in 2H 2021



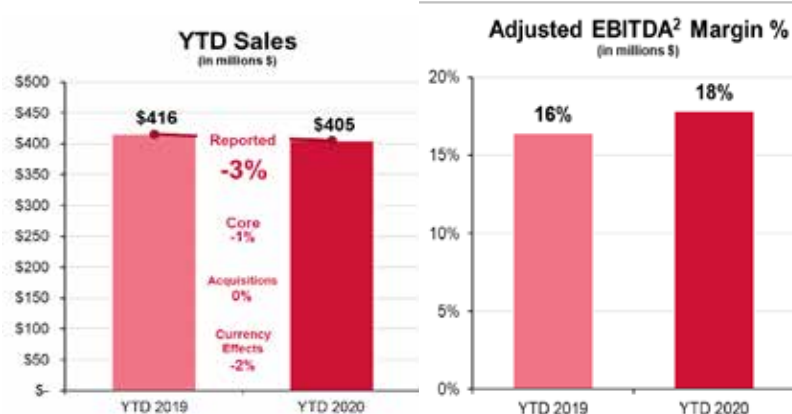
Q4 2020 SUMMARY



RECENT PRODUCT LAUNCHES



FY FINANCIAL SUMMARY



RECENT NEWS & HIGHLIGHTS



Food + Beverage Highlights

- Q4 - Strong finish to the year with continued at home food demand and rebound in beverage
- Some restocking in the Beverage market in Q4 after 3 quarters of declining sales
- FY – Growth in the food market (dine at home favorable trends) offset by decline in food service and on the go beverage purchases caused by the pandemic, as well as lower custom tooling sales
- Launch of SimpliCycle™ valve made from TPE that is easily recycled within the PP/PE olefin stream

Recent ESG Highlights



Recognized by CDP as a **Climate A List** Company 2020 and **Supplier Engagement Leader**



In the Top 100 **America's Most Responsible Companies 2020 and 2021** by *Newsweek*



In the Top 100 of **Most Sustainable Companies 2019, 2020 and 2021** by *Barron's*



Recognized with **Prime status** by **ISS ESG**, one of the world's leading rating agencies for sustainable investments



Entered into a partnership with **CARE** to support educational programming, women's economic empowerment and "Fast + Fair" Covid-19 Vaccine Response Campaign



Appendix

Broad Portfolio

Business segments aligned by end markets

Pharma



Multidose Nasal Spray Devices
Unidose / Bidose Devices
Metered Dose Inhaler Valves
Ophthalmic Squeeze Dispensers
Elastomeric Components
Active Material Solutions (stability, moisture control)
Digital Devices

Beauty + Home



Lotion / Sanitizer Dispensers
Fine Mist Spray Pumps
Airless Solutions
Dispensing Closures
Spray Valves & Accessories
Facial Skin Care and Color Cosmetic Solutions
Sampling & Promotion

Food + Beverage



Food Dispensing Closures
Flexible (Pouch) Fitments & Closures
Beverage Closures
Pump Systems
Flow-controlling Valves
Anti-Microbial Food Trays
Bonded Aluminum to Plastic (BAP) Seals

Innovations and Product Synergies



Aptar Pharma

- 3-Phase Activ-Film™ technology protecting new QuickVue® SARS Antigen test by Quidel® Corporation for COVID-19 that recently received Emergency Use Authorization from U.S. FDA.
- Supply position on several of the leading COVID-19 vaccines and treatments in selected parts of the world
- Nasal spray device providing ultra-fine mist for P&G's new Vapo Cool sinus congestion and pressure relief product



Aptar Beauty + Home

- Airless piston system and recyclable, reloadable capsule for Lightinderm, a home-use skincare device
- Airless technology is also featured on L'Oreal's Kiehl's brand Hydro-Plumping Hydrating Serum
- Customized airless, double-wall packaging with cartridge for Infinitus in China
- Our FusionPKG team provided 13 turnkey packaging items for a new line of nourishing facial oil by the Indie brand Bad Habit



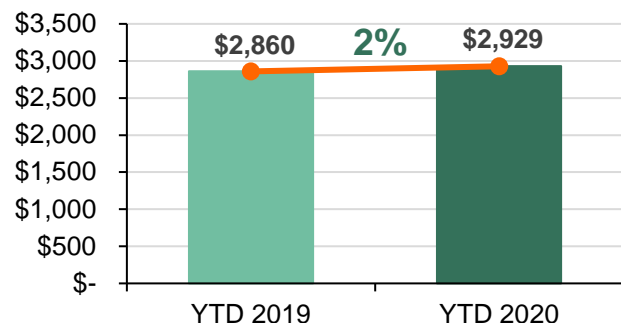
Aptar Food + Beverage

- SimpliSqueeze® valve featured on the MM Originals coconut paste in an inverted pouch in India
- New Jif Squeeze Creamy Peanut Butter and Natural Squeeze Creamy Peanut Butter Spread by Smucker's are examples of this conversion featuring the STANDCAP Pouch solution with Aptar's Closure, SimpliSqueeze valve, and fitment
- Bonded-aluminum-to-plastic, or BAP, custom closure for 3corações Cappuccino powder in Latin America

Full Year 2020 Reported Results

Reported FY Sales

(in millions \$)



0%

Core Sales
Growth*

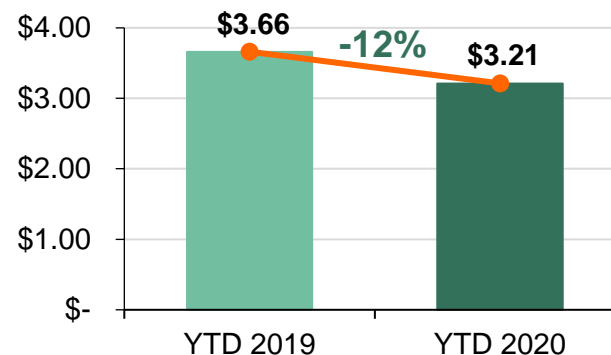
-1%

Currency
Effects

+3%

Acquisitions

Reported FY EPS



29%

FY 2019

Reported
Effective Tax
Rate

29%

FY 2020

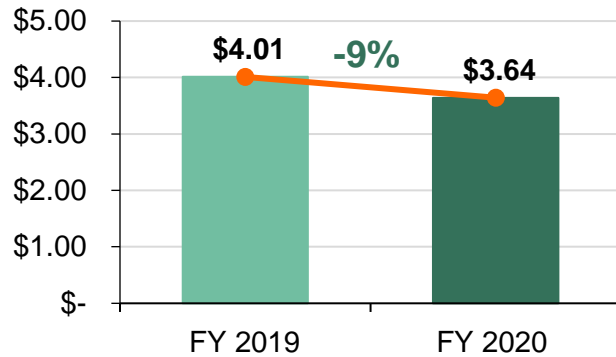
Reported
Effective Tax
Rate

Full Year Highlights

- Pharma segment performed very well throughout the year achieving strong sales growth on top of very strong results a year ago
- Demand was particularly strong for injectable components and active packaging solutions
- Beauty + Home and Food + Beverage segments experienced a more difficult year due to the pandemic affecting demand from the beauty and beverage markets with improved results in the second half of the year
- Strengthened portfolio of digital health offerings that enhance patient adherence; also partnered on smart-powered, in-store reusable and refillable capsules for food and beverage products

Full Year 2020 Adj. EPS, Adj. EBITDA and Free Cash Flow

Adjusted FY EPS*

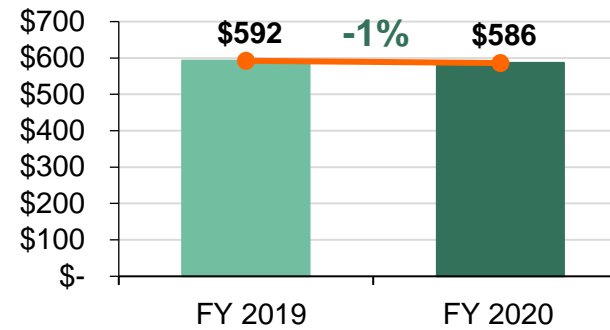


29%
YTD 2019
Effective Tax
Rate Adjusted
Earnings*

28%
YTD 2020
Effective Tax
Rate Adjusted
Earnings*

Adjusted FY EBITDA

(in millions \$)

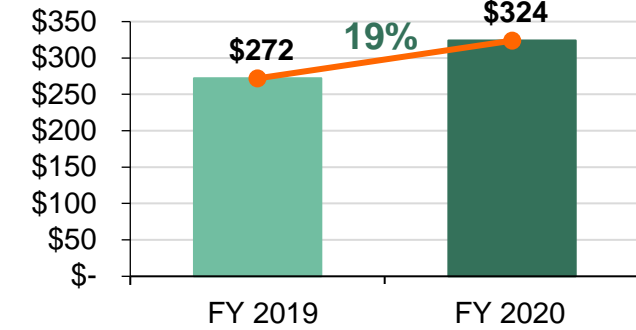


Adjustments:

- 2019: Restructuring initiatives of \$20.5 mil; transaction costs related to acquisitions of \$3.9 mil
- 2020: Restructuring initiatives of \$26.5 mil; Transaction costs related to acquisitions of \$4.8 mil; purchase accounting adjustments related to acquisitions and investments of \$1.3 mil

FY Free Cash Flow

(in millions \$)



- Record free cash flow is primarily due to better working capital management and the positive impact of our recent acquisitions

Additional Growth Investments



Injectables Component
Expanded Capacity in
France and US



Aptar Suzhou One
Campus



Aptar Oyonnax One
Campus

Highlights

- **Aptar Injectables Component Expanded Capacity in France and US**
 - Expanding as we see Aptar playing a significant role in a stable supply chain for critical injected medicines
 - Timing: Begins in 2021, some of which will be completed in 2022 and some in 2023
 - Expected cash outlay: \$35 million in 2021
- **Aptar Suzhou One Campus**
 - Bringing existing operations under one roof; investment is predominantly focused on Pharma; includes state-of-the-art machinery and automation for our other segments
 - Timing: Begins in 2021 and be completed in 2022
 - Expected cash outlay: \$14 million in 2021
- **Aptar Oyonnax One Campus**
 - Optimizing footprint and creating center of excellence in France for our highly valued decorative capabilities for the beauty market
 - Timing: Begins in 2021 and be completed in 2022
 - Expected cash outlay: \$22 million in 2021
- Including the above **\$71 million**, we are projecting that our 2021 capital expenditures will be in the range of **\$300 - \$330 million dollars**
- Depreciation & amortization estimate for 2021 is **~\$220M - \$240 million**

Strategic Priorities

2017

Financial

(five year avg)

Sales Growth **3%**

EBITDA Margin **19%**

Acquisitions

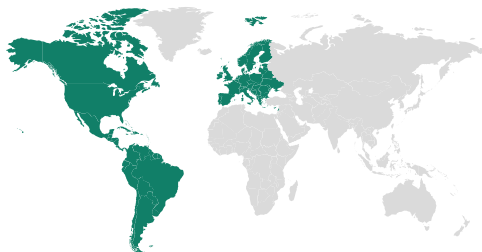
Strategic technologies in the US and EU

Talent

Evolving need for greater capabilities and diversity

Geographic Focus

Americas & EU



Organic Growth

+2% Reported, 0% Core (2020); Adding capabilities and scale in Asia; Partnership with BTY for Beauty



Talent & Leadership

Gender & Diversity KPI Alliance, Diversity Targets, EVP General Counsel, Strategy/ M&A, Innovation, Digital,



Excellence Pillars

External Benchmarks, Innovation Pipeline, Performance Mgmt, 6σ, Sustainability



Transformation

Continuous Improvement Mindset, Footprint Rationalizations in North America and Europe



Acquisitions & Partnerships

CSP Technologies, FusionPKG, BTY, Cohero, Sonmol, Nanopharm, Reboul, Gateway, Noble, PureCycle, Loop, Nippon Closures

2022

Financial

Sales Growth **4-7%**

EBITDA Margin **20-22%**

Acquisitions/Partners

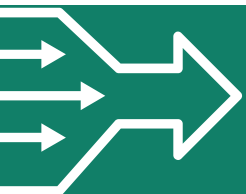
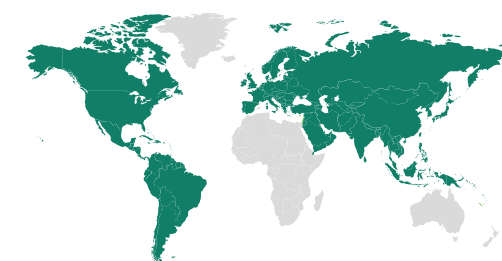
Global acquisitions, partnerships, incubators, new business models

Talent

Greater diversity, inclusion and global capabilities

Geographic Focus

Added emphasis on Asia/Middle East/Eastern EU



Macro Trends

- Aging Population
- Connectivity
- E-Commerce Supply Chain
- Health and Wellness
- Rise of Eastern Economies
- Shareholder Engagement
- Sustainability
- Urbanization

Q4 2020 Highlights

+5%

Core Sales Growth

+12%

Reported Sales Growth
including 3% from
Acquisitions

Double-Digit

Core Sales Growth in
Pharma and Food +
Beverage

+8%

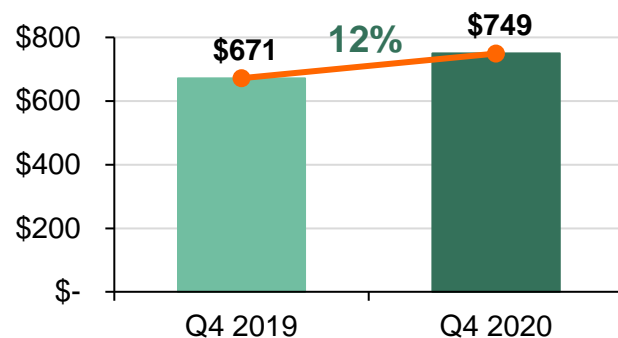
Adjusted Earnings Per
Share growth

- Broad-based demand for industry-leading drug delivery devices and food dispensing closures drove double-digit core sales increases in Pharma and Food + Beverage segments
- Growth in each Pharma division
- Food market demand remained strong and some restocking by beverage customers helped in the quarter
- Beauty + Home continues to make top line progress and would have posted positive core sales growth had it not been for lower custom tooling sales compared to PY
- Double-digit core growth in personal care and home care due to strong demand for sanitizers and cleaners
- Gradual improvement in the beauty fragrance market, though sales were still considerably behind the prior year

Fourth Quarter 2020 Reported Results

Reported Q4 Sales

(in millions \$)



+5%

Core Sales
Growth*

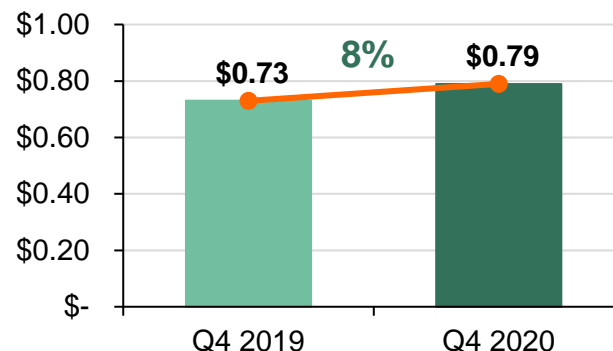
+4%

Currency
Effects

+3%

Acquisitions

Reported Q4 EPS



28%

Q4 2019

Reported
Effective Tax
Rate

27%

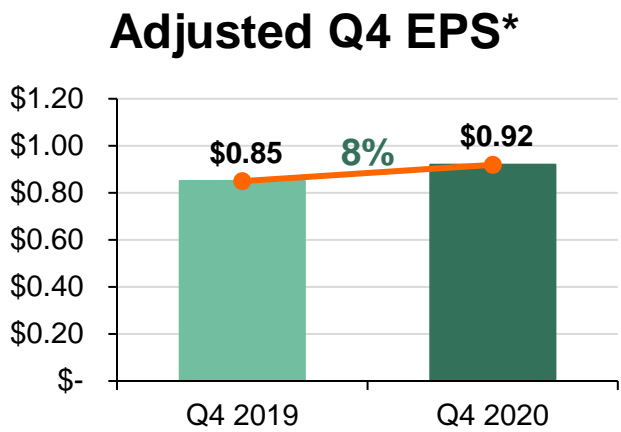
Q4 2020

Reported
Effective Tax
Rate

Q4 Highlights

- Pharma and Food + Beverage segments achieved outstanding results
- In Beauty + Home sluggish demand from the beauty market improved modestly from the third quarter and was offset by increased sales to the personal care and home care markets
- Demand increased for Aptar's drug delivery systems for central nervous system and asthma treatments, injectable device components used with essential medications and active packaging solutions used with healthcare applications
- Continued high levels of at-home consumption drove increased demand for dispensing closures for the food market
- Modest restocking in the beverage market after many quarters of declining sales

Fourth Quarter 2020 Adj. EPS, Adj. EBITDA, Free Cash Flow



28%

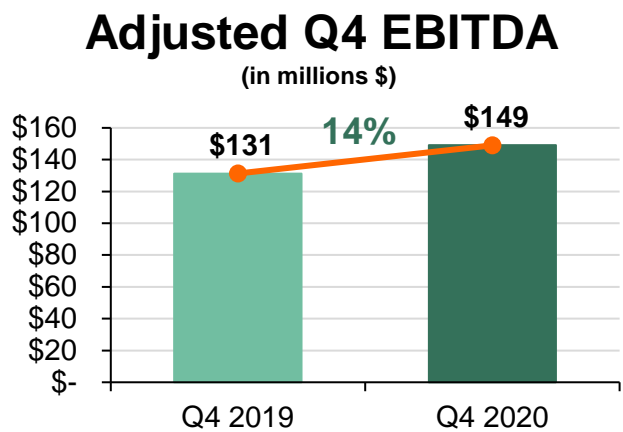
Q4 2019

Effective Tax Rate Adjusted Earnings*

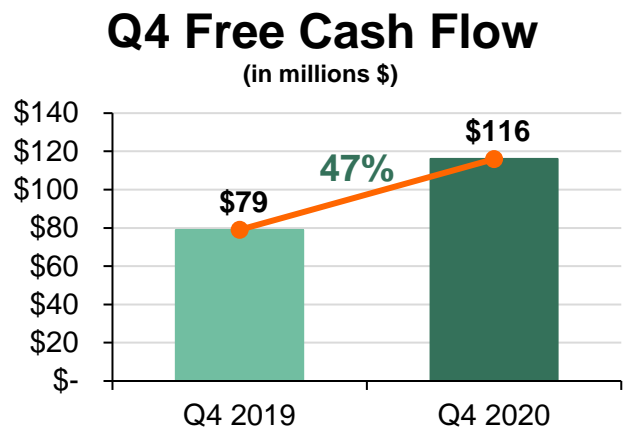
26%

Q4 2020

Effective Tax Rate Adjusted Earnings*

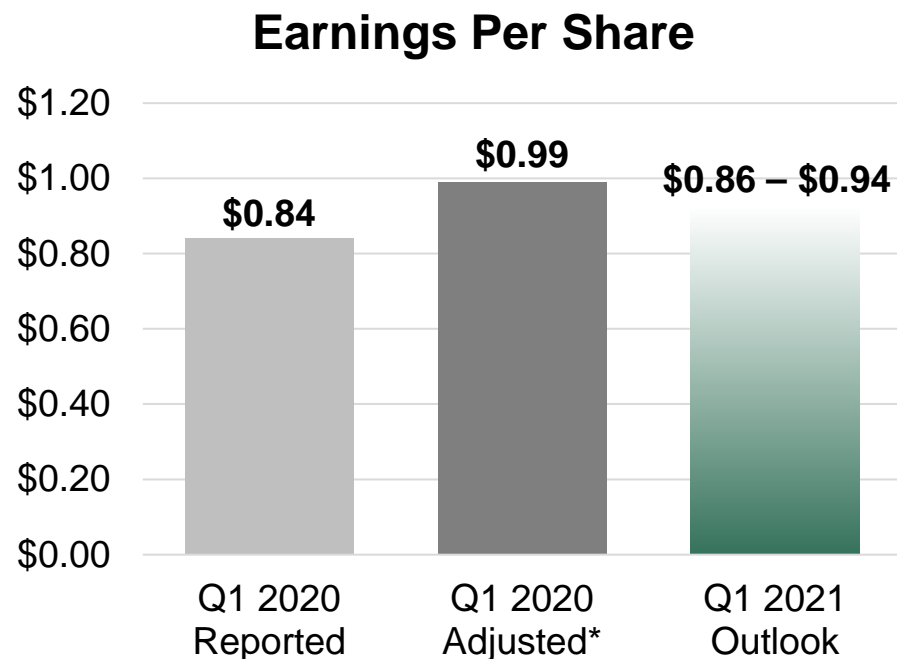


- Adjustments:**
- 2019: Restructuring initiatives of \$3.2 mil; transaction costs related to acquisitions of \$2.2 mil
 - 2020: Restructuring initiatives of \$10.9 mil



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

Outlook



28-30%
Q1 expected
tax rate range
(prior year Q1
Adj. EPS
effective tax rate
= 29%)

Guidance Fx Euro Rate = 1.21

Outlook Highlights

- Demand in the beauty fragrance and on-the-go beverage markets is expected to remain under pressure
- Experiencing a drawdown of inventories by certain prescription drug and consumer health care customers in response to fewer cold and flu illnesses
- Expect continued solid sales growth for our injectables components, active material solutions and dispensing systems for sanitizers, cleaners and food products
- Optimistic for the full year with a progressive recovery and a second half that will be stronger than the first half. This is aligned with customer expectations and our overall pipeline.
- Balance sheet is in excellent condition to take advantages of strategic opportunities

Consolidated Financial Targets

Metric	3 Year Average	2020	Long-term Target
Core Sales Growth ¹	4%	0%	4-7%
Adj. EBITDA ² / Sales %	20%	20%	20-22%
ROIC ³	11%	10%	13-15%
Dividend Payout Ratio ⁴	37%	40%	30-40%
Leverage Ratio	≈ 2X	≈ 2X	1-3X

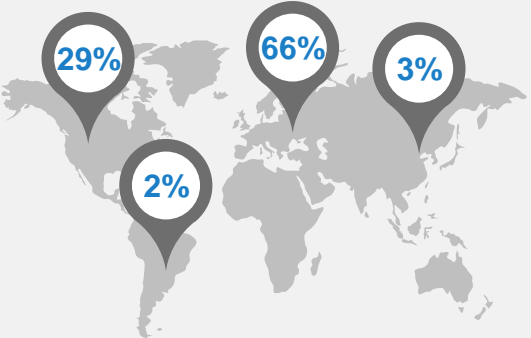
1 - Excludes acquisitions and currency effects.

2 - Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, and non-recurring purchase accounting adjustments.

3 - ROIC (Return on invested capital) = adjusted earnings before net interest and taxes, less tax effect / average capital (average of beginning of year and end of year capital) [capital = equity plus debt less cash].



SALES BY REGION (FY 2020)



CUSTOMERS (Approx. 3,000)

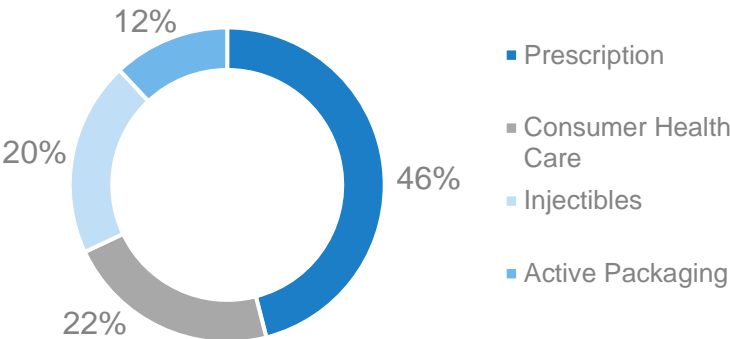


PATENTS

Managing close to
750
Patent Families



SALES BY MARKET (FY 2020)



PATIENT / CONSUMER EXPERIENCE

Over
8 Billion
Solutions per Year



INNOVATIVE SOLUTIONS



Successful long-term track record with more than 150 approved NDAs, ANDAs and INDs in the past five years

Leader in Delivery Systems for Traditional Therapies



Nasal Delivery Solutions

Global leader in nasal devices for Allergic Rhinitis, Aptar Pharma delivers across a wide spectrum of nasal needs, from respiratory and allergy treatments to vaccines and crisis medications.



Pulmonary Delivery Solutions

Global leader in pressurized metered dose inhaler (pMDI) valves. We address the Asthma and COPD therapy markets with a broad range of devices including pMDI valves, Dry Powder Inhalers (DPIs), and electronic and connected devices.



Eye Care Delivery Solutions

Our Ophthalmic Squeeze Dispenser is the leading device for preservative-free multidose prescription medications and OTC eye care products with over 250 references on the market.



Growth from Drugs Repurposed for New Delivery Formats **Aptar**

Recent examples:

Anti-depressant Therapy



Bidose Nasal Spray Device

Hypoglycemic Crisis Treatment



Protective Active Packaging Container and Unidose Powder System Device

Epilepsy Seizure Treatments

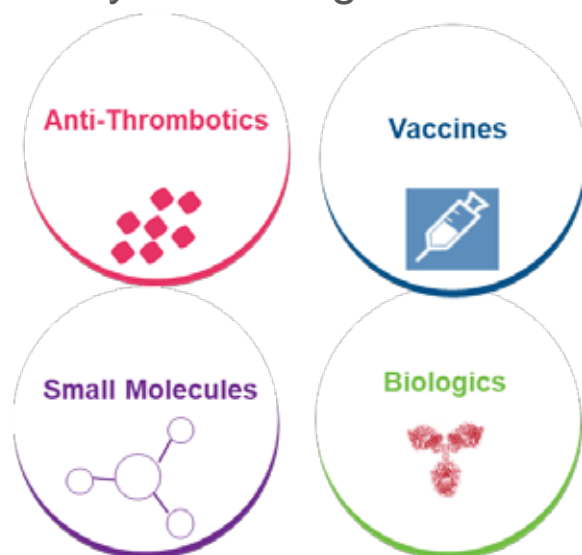


Nasal Unidose Devices

Growth in the Injectables Market

Proven injectables partner

- **450+** customers in **70+** countries worldwide
- **Working with all of the top 10** Pharma players in injectables
- **70 of the 100** top molecules, mostly life saving treatments



COVID-19 Opportunities

- > 100 injectable vaccines / antiviral treatments being explored
- Increase in emergency / antibiotics treatments
- QuickStart™ turnkey solution for clinical development

Added-value solutions to meet most stringent market requirements around the development of complex & highly sensitive drug formulations

- PremiumCoat™
- Premium Fill®
- Premium Vision™

Global manufacturing network expansion to meet fast growing demand



Expanding Our Pharma Services Platform



Foundation for Future Growth: Support through every step of the drug development journey



A global provider of innovative **drug delivery systems and service solutions.**



A leading provider of **orally inhaled & nasal drug** product design & development services.



A full-service **cGMP** lab specializing in **analytical testing** of drug delivery systems.



A full-service **cGMP** lab providing industry-leading **particulate detection & predictive analytical** services.



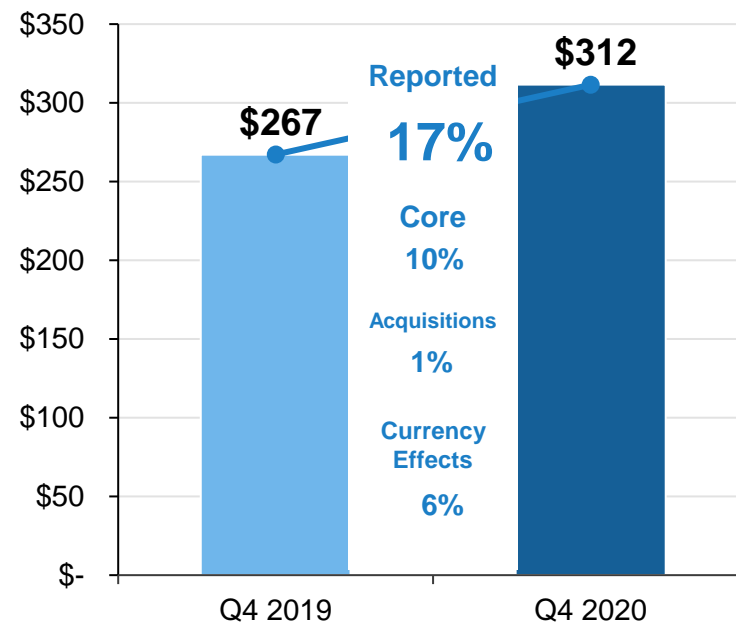
A global leader in **patient onboarding and adherence programs.**

Aptar Pharma Services

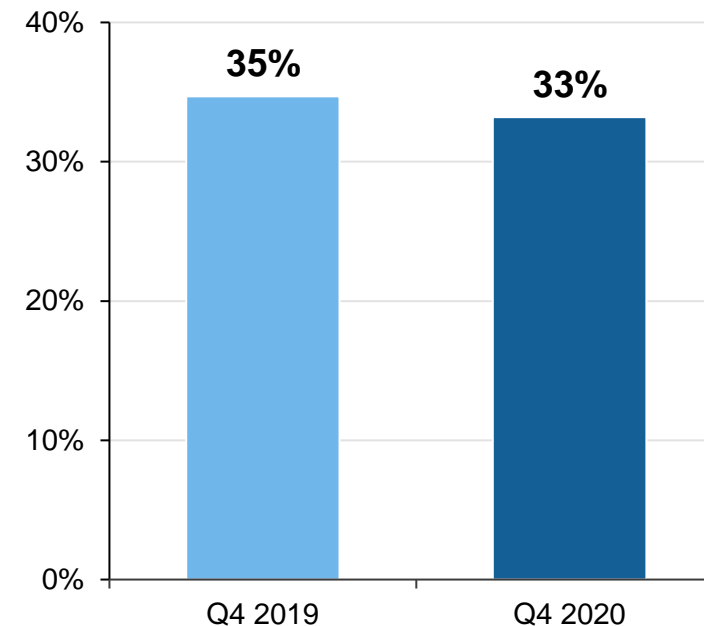


Aptar Pharma Q4 2020 Results

Q4 Sales
(in millions \$)



Adjusted EBITDA² Margin %
(in millions \$)



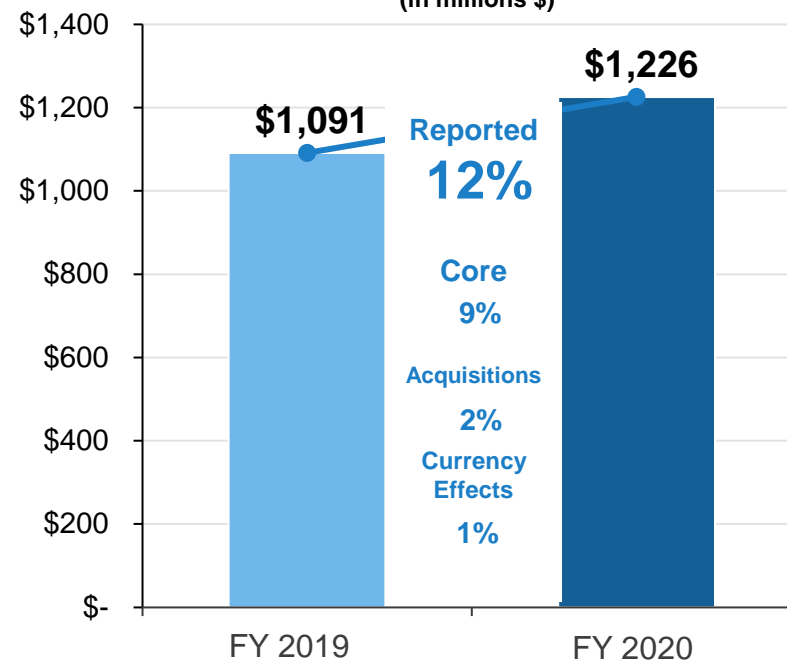
Metric	3 Year Average	Q4 2020	Long-term Target
Core sales growth ¹	10%	10%	6-10%
Adj. EBITDA ² margin	36%	33%	32-36%

(1) Excludes acquisitions and currency effects.
(2) Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, non-recurring purchase accounting adjustments.

Aptar Pharma FY 2020 Results

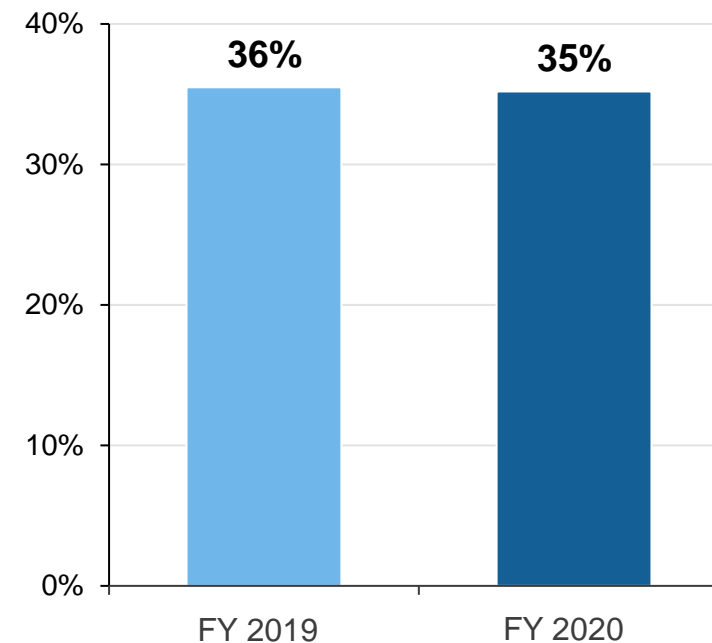
FY 2020 Sales

(in millions \$)



Adjusted EBITDA² Margin %

(in millions \$)



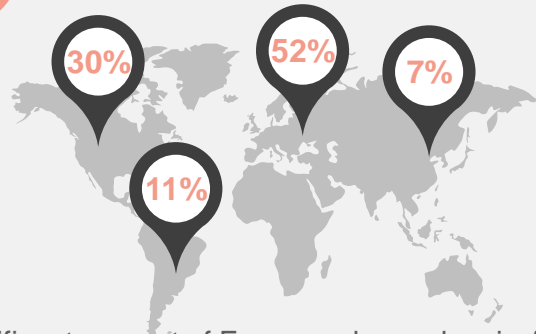
Metric	3 Year Average	FY 2020	Long-term Target
Core sales growth ¹	10%	9%	6-10%
Adj. EBITDA ² margin	36%	35%	32-36%

(1) Excludes acquisitions and currency effects.
 (2) Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, non-recurring purchase accounting adjustments.

Aptar Beauty + Home Today



SALES BY REGION (FY 2020)



A significant amount of Europe sales end up in Asia in luxury and travel



CUSTOMERS (6,000+)



PATENTS

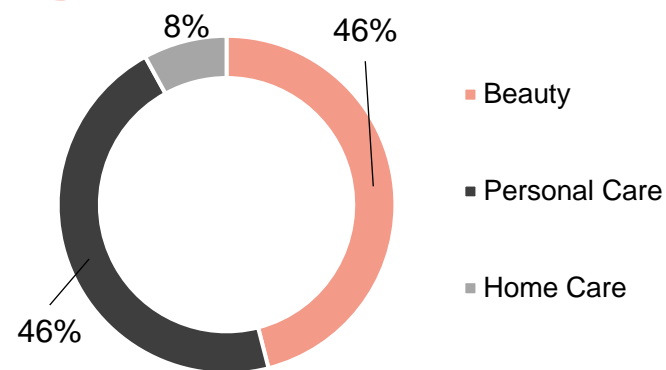
Over

400

Patent Families



SALES BY MARKET (FY 2020)



CONSUMER EXPERIENCE

Over

16 Billion

Solutions per year



INNOVATIVE SOLUTIONS



Broad Portfolio of Brand-differentiating Solutions



Beauty

Global leader in the beauty packaging industry, known for combining functional dispensing with premium aesthetics. We provide solutions for the luxury facial skin care, cosmetic and perfumery markets, as well as turnkey solutions ideal for indie brands and the fast beauty market.



Personal Care Essentials

Providing a wide variety of solutions for liquid soaps, hand sanitizers, sun protection, hair care products and body lotions. Sustainability is a focus and in addition to using PCR, Aptar's pumps are currently being used on refillable personal care products for TerraCycle's Loop platform.



Home Care Staples

Full range of dispensing systems for staples such as surface cleaners and disinfectants, air fresheners, and pet care.

Strategic Steps to Strengthen Our Beauty Business



BTY

- Acquired a 49% equity interest in BTY
- Leading Chinese manufacturer of high quality, decorative metal components, metal-plastic sub-assemblies, and complete color cosmetics packaging solutions for the beauty industry

FusionPKG

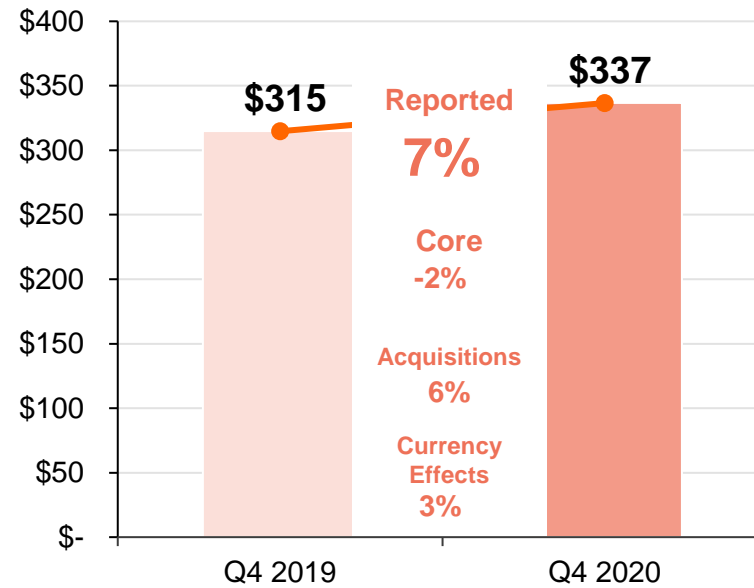
- Recently acquired FusionPKG, leader in high quality, prestige airless and color cosmetics packaging, with conception-to-launch and turnkey solutions for the North American beauty market
- Proven creativity, engineering, formulation and fast go-to-market capabilities – ‘fast-beauty’
- Existing relationships with both global cosmetic and skin care customers and with many indie brands
- Potential to scale this beyond North America to other regions

Ongoing Footprint Consolidation

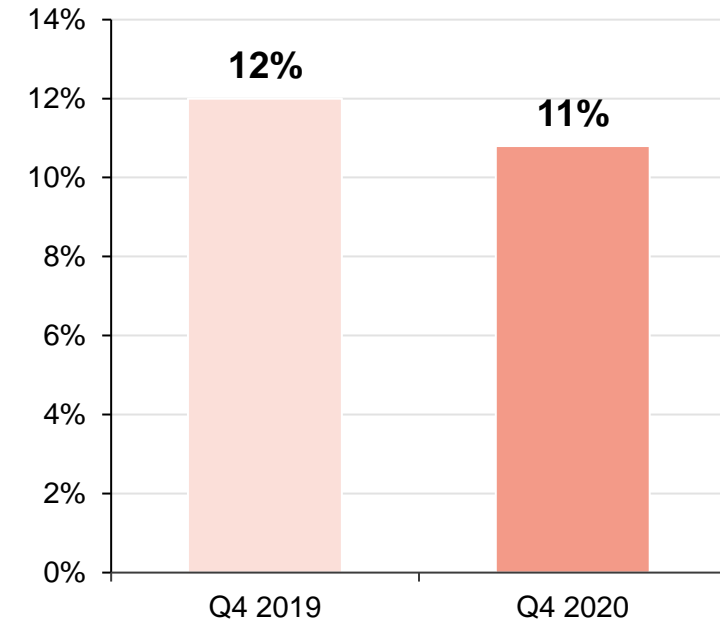
- We are closing our Stratford and Torrington (CT) sites in the US, and our Ballinasloe site in Ireland; will absorb and rationalize production capacities into existing other facilities
- Better positions us to serve our customers and focus on long-term, profitable growth
- Continuation of other steps we have made to streamline our Beauty + Home footprint (facility consolidations in India, Argentina and Southeast Asia, and sale of molding facility in the US)

Aptar Beauty + Home Q4 2020 Results

Q4 Sales
(in millions \$)



Adjusted EBITDA² Margin %
(in millions \$)



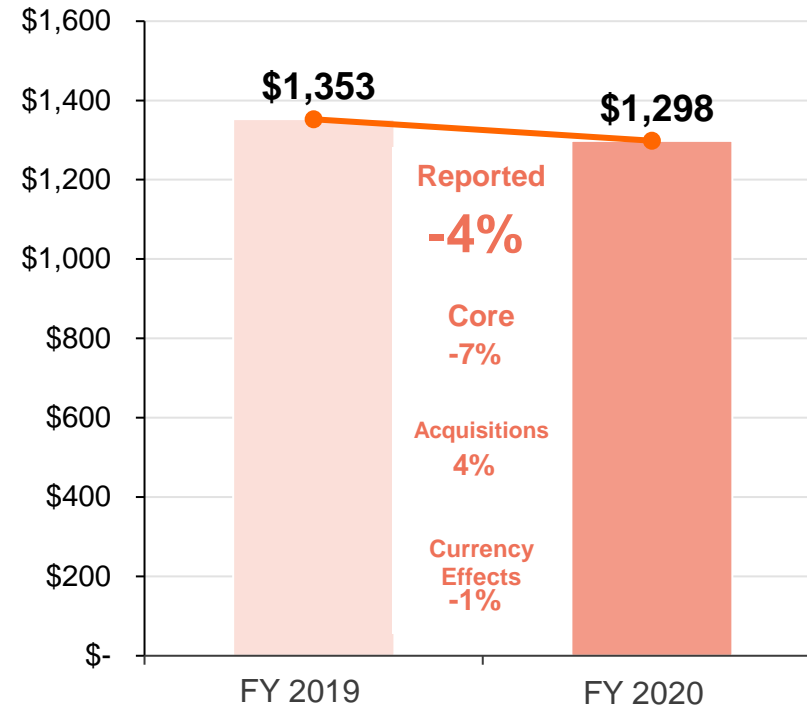
Metric	3 Year Average	Q4 2020	Long-term Target
Core sales growth ⁽¹⁾	0%	-2%	3-6%
Adj. EBITDA ⁽²⁾ margin	12%	11%	15-17%

(1) Excludes acquisitions and currency effects.
 (2) Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, non-recurring purchase accounting adjustments.

Aptar Beauty + Home FY 2020 Results

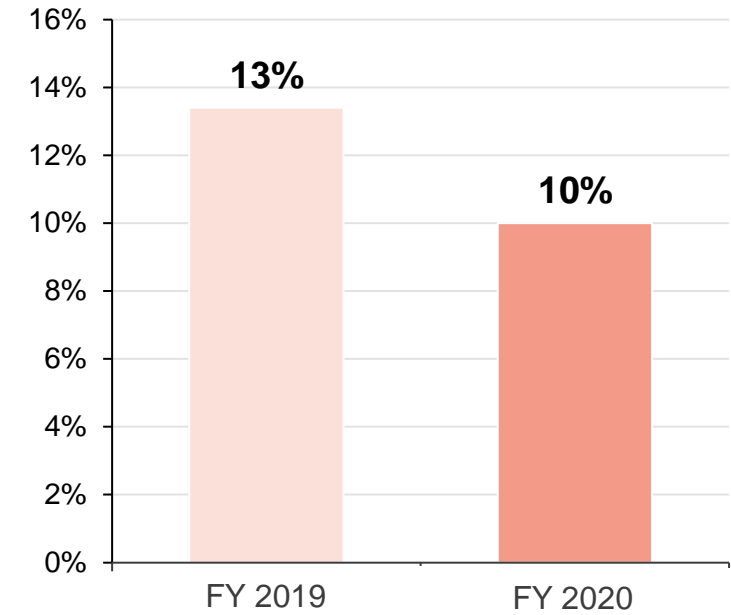
FY 2020 Sales

(in millions \$)



Adjusted EBITDA² Margin %

(in millions \$)



Metric	3 Year Average	FY 2020	Long-term Target
Core sales growth ⁽¹⁾	0%	-7%	3-6%
Adj. EBITDA ⁽²⁾ margin	12%	10%	15-17%

(1) Excludes acquisitions and currency effects.
 (2) Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, non-recurring purchase accounting adjustments.

Aptar Food + Beverage Today



SALES BY REGION (FY 2020)



CUSTOMERS

(>200 clients with top 20 representing 65% of sales)



PATENTS

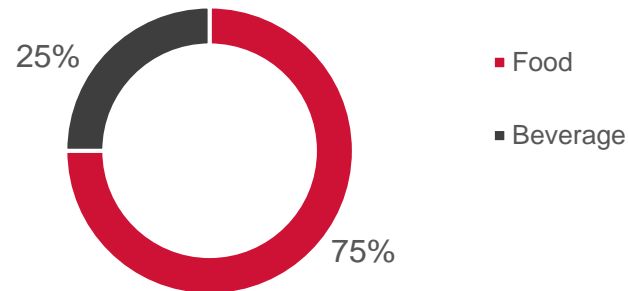
Over

150

Patent Families



SALES BY MARKET (FY 2020)



CONSUMER EXPERIENCE

Over

7 Billion

Solutions per Year



INNOVATIVE SOLUTIONS



Consumer-focused, Value-driven Applications



Fridge and Pantry Staples

Aptar Food + Beverage uses our innovative technologies to reinvent everyday staples. Our solutions provide product differentiation for customers on the grocery store shelf and improved functionality for the end user.



On-The-Go Beverage

Aptar serves the beverage market by providing closures for sports drinks, drinkable dairy, juices and bottled water. We reinvent and improve the drinking experience with tethered caps, child-friendly closures and e-commerce ready solutions.



Food Protection

Aptar Food + Beverage is setting new standards to improve food safety. Our active packaging technology protects fresh cut produce and fresh seafood from harmful pathogens like bacteria, fungi and viruses.



Focus on Recyclability

Made from a low density TPE material, the valve floats, allowing it to be easily separated from the PET stream, and then recycled right along with the PP/PE olefin stream. SimpliCycle's™ combination of high performance and recyclability provides the perfect solution to revolutionize the world of sustainable valve dispensing



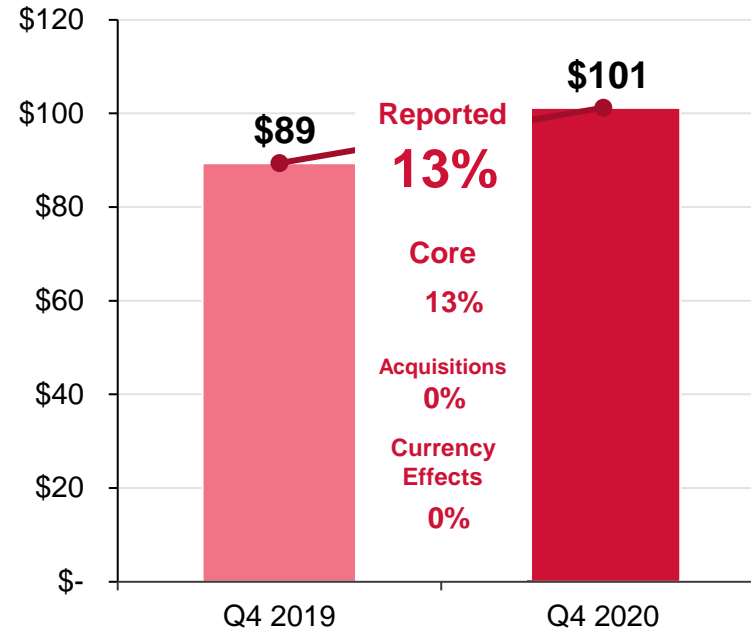
Flexible Packaging

As a leader in the development of flexible package dispensing, we are helping customers increase their market share with innovative, best-in-class pouch fitments (sealing and tamper evidence) and flow-controlling dispensing solutions.

Aptar Food + Beverage Q4 2020 Results

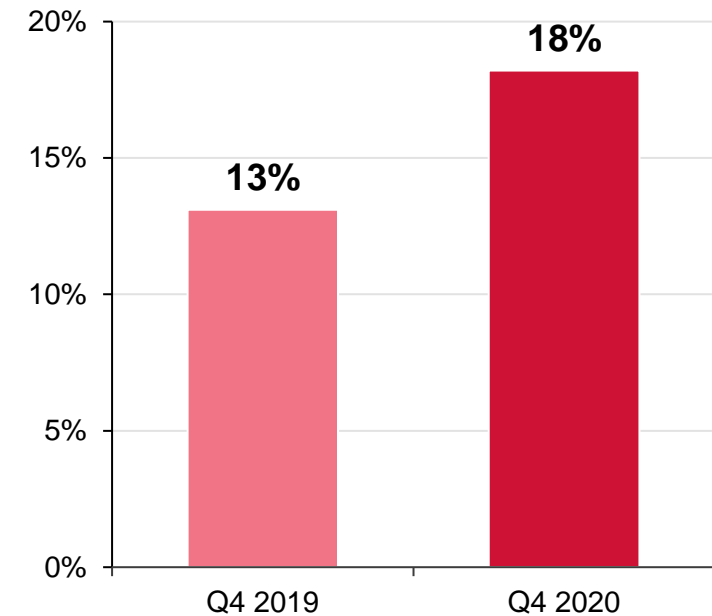
Q4 Sales

(in millions \$)



Adjusted EBITDA² Margin %

(in millions \$)



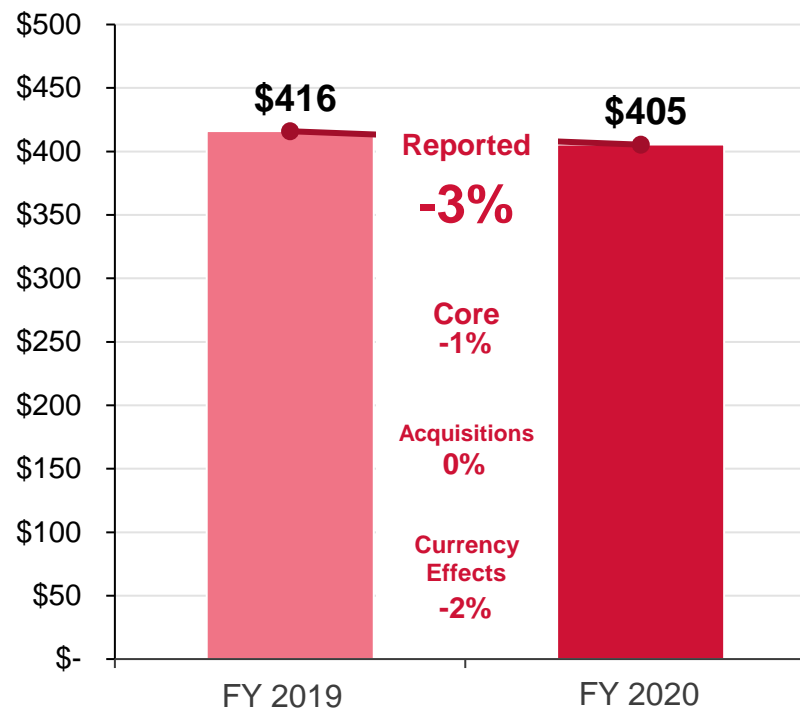
Metric	3 Year Average	Q4 2020	Long-term Target
Core sales growth ⁽¹⁾	2%	13%	6-10%
Adj. EBITDA ⁽²⁾ Margin	16%	18%	18-21%

(1) Excludes acquisitions and currency effects.
(2) Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, non-recurring purchase accounting adjustments.

Aptar Food + Beverage FY 2020 Results

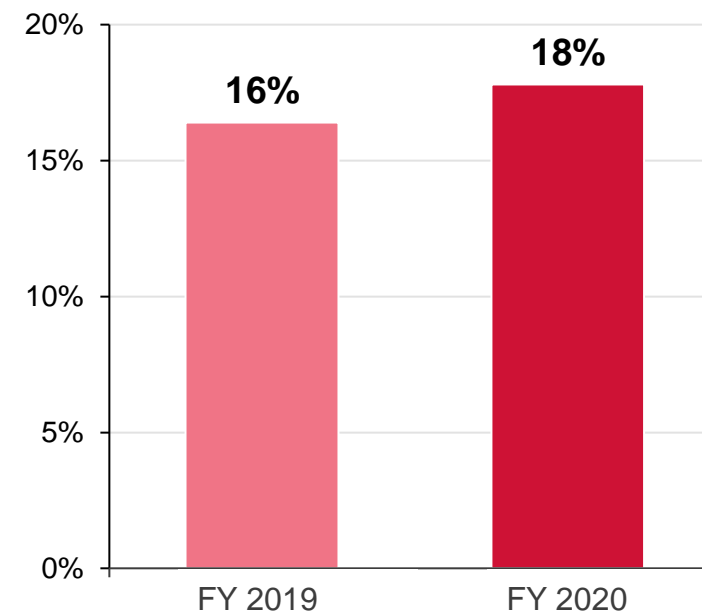
FY 2020 Sales

(in millions \$)



Adjusted EBITDA² Margin %

(in millions \$)



Metric	3 Year Average	FY 2020	Long-term Target
Core sales growth ⁽¹⁾	2%	-1%	6-10%
Adj. EBITDA ⁽²⁾ Margin	16%	18%	18-21%

(1) Excludes acquisitions and currency effects.
 (2) Adjusted EBITDA (earnings before net interest, taxes, depreciation and amortization) excludes restructuring costs, acquisition costs, non-recurring purchase accounting adjustments.

Sustainable Solutions and Ventures



Stock Closure Portfolio (PCR)



Designed to Recycle



Mono Material



Exploring connected refillable solutions



Circular Economy



Post Consumer Recycled (Food grade)

Diversity and Inclusion

- ATR included in the SPDR® SSGA Gender Diversity Index ETF (SHE)
- Board of Directors comprised of **40% Women Directors**
- Director Maritza Montiel named **One of the 15 Most Influential Hispanic Leaders** by *Latino Leaders*
- sHero Award for **Best Place to Work for Female Executives** in China
- Partnering with **Catalyst** organization
- Workplace Survey focused on **career advancement, job satisfaction, diversity and leadership**



Matt DellaMaria
SVP, Investor Relations
& Communications

Phone: 815-479-5530
Email: Matt.Dellamaria@aptar.com

