

First Quarter Overall Net Sales

\$720.0M | ↑ 7.4%

Diluted Earnings Per Share: \$2.29 | ↑ 15.1%

Adjusted Diluted Earnings Per Share: \$2.30 | ↑ 12.2%



“We delivered a solid first-quarter 2022 and remain on track to increase capacity throughout the year to satisfy the growing demand for our high-value products (HVP).”

“Our team members across the globe continue to demonstrate their passion to improve patient lives as they remain focused on executing our strategic initiatives despite macroeconomic challenges. Even with these challenges, and headwinds related to changes in foreign currency exchange rates, we remain well positioned for continued net sales growth and margin expansion. We are reaffirming our full-year 2022 net sales guidance, raising our full-year organic sales growth guidance, and raising our full-year 2022 adjusted-diluted EPS guidance.”

Eric M. Green

President and Chief Executive Officer
West Pharmaceutical Services, Inc.

Cautionary Statement Under the Private Securities Litigation Reform Act of 1995

This presentation and any accompanying management commentary contain “forward-looking statements” as that term is defined in the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements about product development and operational performance. Each of these statements is based on preliminary information, and actual results could differ from any preliminary estimates. We caution investors that the risk factors listed under “Cautionary Statement” in our press releases, as well as those set forth under the caption “Risk Factors” in our most recent Annual Report on Form 10-K as filed with the Securities and Exchange Commission and as revised or supplemented by our quarterly reports on Form 10-Q, could cause our actual results to differ materially from those estimated or predicted in the forward-looking statements. You should evaluate any statement in light of these important factors. Except as required by law or regulation, we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events, or otherwise.

Non-U.S. GAAP Financial Measures

Certain financial measures included in these presentation materials, or which may be referred to in management’s discussion of the Company’s results and outlook, have not been calculated in accordance with U.S. generally accepted accounting principles (“U.S. GAAP”), and therefore are referred to as non-U.S. GAAP financial measures. Non-U.S. GAAP financial measures should not be considered in isolation or as an alternative to such measures determined in accordance with U.S. GAAP. Please refer to “Reconciliation of Non-U.S. GAAP Financial Measures” at the end of these materials for more information.



West Pharmaceutical Services, Inc.

Eric M. Green

President & CEO

Bernard J. Birkett

Senior Vice President & CFO

First-Quarter Results 2022 Analyst Conference Call
9 a.m. Eastern Time | April 28, 2022



West Analyst Conference Call

9 a.m. Eastern Time

April 28, 2022

A webcast of today’s call can be accessed in the “Investors” section of the Company’s website: www.westpharma.com

To participate on the call, please dial:

**877-930-8295 (U.S.)
253-336-8738 (International)
The conference ID is 6690124**

An online archive of the broadcast will be available at the website three hours after the live call and will be available through Thursday, May 5, 2022 by dialing:

**855-859-2056 (U.S.)
404-537-3406 (International)
The conference ID is 6690124**

These presentation materials are intended to accompany today’s press release announcing the Company’s results for the first quarter 2022 and management’s discussion of those results during today’s conference call.

Safe Harbor Statement

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Financial Highlights



- First quarter 2022 net sales of \$720.0 million grew 7.4%; organic sales growth was 11.0%
- First quarter 2022 reported-diluted EPS of \$2.29 increased 15.1%; adjusted-diluted EPS of \$2.30 increased 12.2%



Demonstrating our Passion to Improve Patient Lives



Execute. Innovate. Grow.



2022 PDA Annual Meeting
West experts received
prestigious
2021 Fred Simon Award
and
Edward Smith Packaging
Award



Proud Recipient of
Ireland-US Council
**Global Public Service
Award**
for Waterford site's service during
the pandemic



Le Nouvion
awarded €17.5 million
by French government to expand
production capacity for
COVID-19 vaccines



Pneuma Systems
partnership to develop fluid flow
technologies for drug delivery



Sponsorship of
Techin - MedTech COE
combining West's medical
expertise with IIT's incubation
model



Barron's 2022
**Top 100 Most
Sustainable Company**
#49

First-Quarter 2022 Summary Results

(\$ millions, except earnings-per-share (EPS) data)



	Three Months Ended March 31	
	2022	2021
Reported Net Sales	\$720.0	\$670.7
Gross Profit Margin	39.5%	40.5%
Reported Operating Profit	\$189.7	\$175.6
Adjusted Operating Profit ⁽¹⁾	\$189.9	\$179.2
Reported Operating Profit Margin	26.3%	26.2%
Adjusted Operating Profit Margin ⁽¹⁾	26.4%	26.7%
Reported-Diluted EPS	\$2.29	\$1.99
Adjusted-Diluted EPS ⁽¹⁾	\$2.30	\$2.05

(1) “Adjusted Operating Profit,” “Adjusted Operating Profit Margin” and “Adjusted-Diluted EPS” are Non-U.S. GAAP financial measures. See slides 15-18 and the discussion under the heading “Non-U.S. GAAP Financial Measures” in today’s press release for an explanation and reconciliation of these items.

First-Quarter 2022 Organic Sales Growth



Overall Organic Sales Growth – 11.0% (Q1 2022)

Proprietary Products Q1 2022 organic sales growth of 14.4% led by sales of high-value products, which grew double digits

BIOLOGICS

Double-Digit

Sales led by high-value products, including NovaPure® and Westar® components

GENERIC

Mid-Single Digit

Sales led by high-value products, including FluroTec® and Westar® components

PHARMA

High-Single Digit

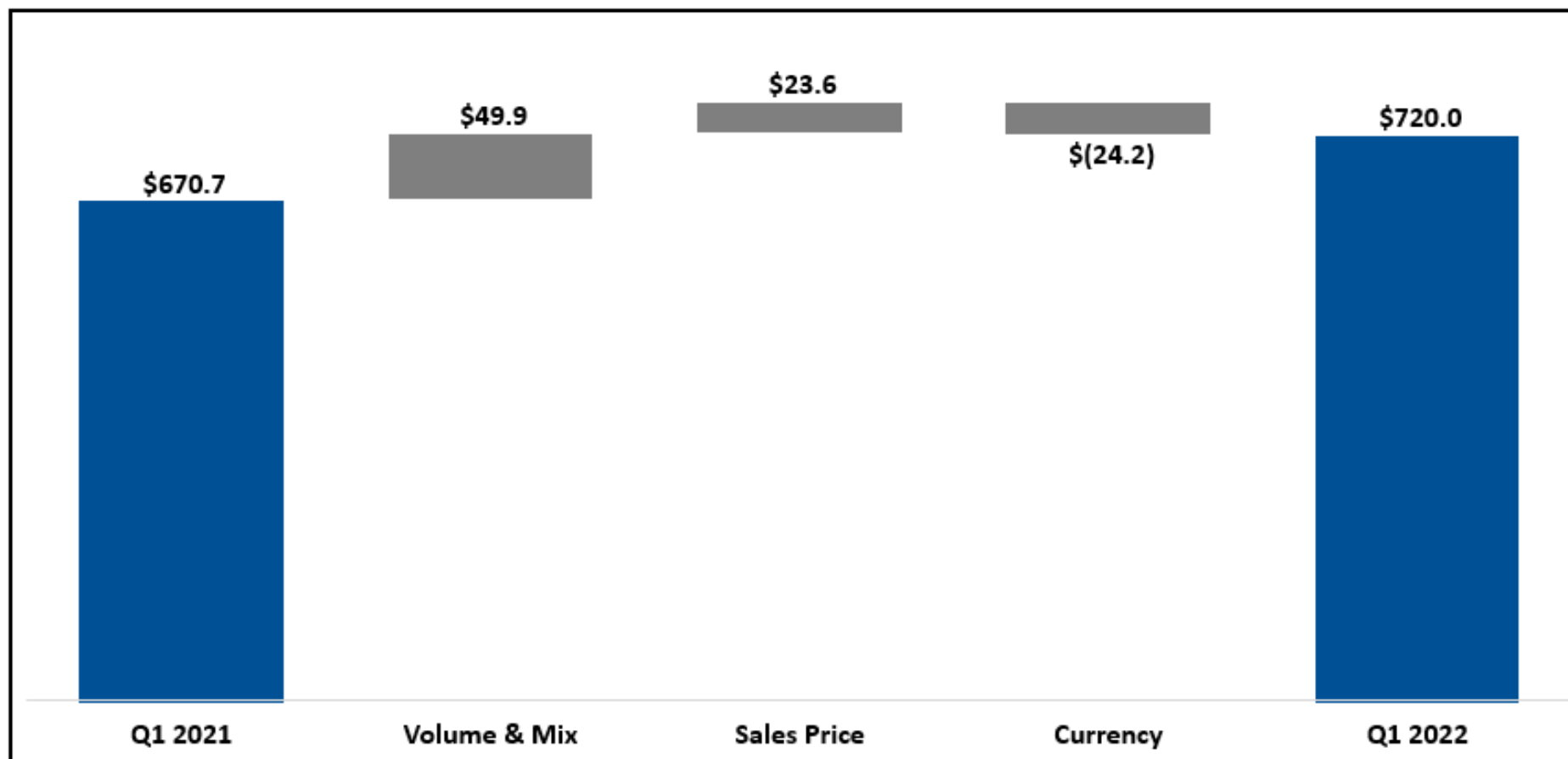
Sales led by high-value products, including NovaPure® and Daikyo components

CONTRACT MANUFACTURING

(Low-Single Digit)

Organic sales decline of 3.8%, led by a decline of sales of components for diagnostic devices

Change in Consolidated Net Sales First-quarter 2021 to 2022 (\$ millions)



Gross Profit Update

(\$ millions)



	Three Months Ended March 31,	
	2022	2021
Proprietary Products Gross Profit	\$260.7	\$251.9
Proprietary Products Gross Profit Margin	43.4%	46.3%
Contract-Manufactured Products Gross Profit	\$23.9	\$20.0
Contract-Manufactured Products Gross Profit Margin	20.1%	15.7%
Consolidated Gross Profit	\$284.6	\$271.9
Consolidated Gross Profit Margin	39.5%	40.5%

Cash Flow and Balance Sheet Metrics

(\$ millions)



Cash Flow Items

	YTD Q1 2022	YTD Q1 2021
Depreciation and Amortization	\$29.6	\$29.1
Operating Cash Flow	\$151.2	\$88.7
Capital Expenditures	\$65.8	\$54.7

Financial Condition

	March 31, 2022	December 31, 2021
Cash and Cash Equivalents	\$667.7	\$762.6
Debt	\$252.5	\$253.0
Equity	\$2,326.2	\$2,335.4
Working Capital	\$1,105.7	\$1,147.9

2022 Full-Year Guidance

Consolidated Net Sales	\$3.050 - \$3.075 billion
Adjusted-Diluted EPS	\$9.30 - \$9.45

Innovating for a Healthier World



*Our purpose to improve patient lives propels us
each and every day.*

Execute. Innovate. Grow.

Delivering Unique Value

Global Operational Effectiveness

Accelerating Investments for the Future





Eric M. Green
*President and
Chief Executive Officer*



Bernard J. Birkett
*Senior Vice President and
Chief Financial Officer*



Quintin Lai
*Vice President, Corporate
Strategy & Investor Relations*

Q & A

Notes to Non-U.S. GAAP Financial Measures

For the purpose of aiding the comparison of our year-over-year results, we may refer to net sales and other financial results excluding the effects of changes in foreign currency exchange rates.

Organic net sales exclude the impact from acquisitions and/or divestitures and translate the current-period reported sales of subsidiaries whose functional currency is other than the U.S. Dollar at the applicable foreign exchange rates in effect during the comparable prior-year period.

We may also refer to financial results excluding the effects of unallocated items.

The re-measured results excluding effects from currency translation, the impact from acquisitions and/or divestitures, and the effects of unallocated items are not in conformity with U.S. GAAP and should not be used as a substitute for the comparable U.S. GAAP financial measures.

The Non-U.S. GAAP financial measures are incorporated into our discussion and analysis as management uses them in evaluating our results of operations and believes that this information provides users a valuable insight into our overall performance and financial position.

A reconciliation of these adjusted Non-U.S. GAAP financial measures to the comparable U.S. GAAP financial measures is included in the accompanying tables.

Notes to Non-U.S. GAAP Financial Measures



RECONCILIATION OF NON-U.S. GAAP FINANCIAL MEASURES (UNAUDITED)

See “Notes to Non-U.S. GAAP Financial Measures”, “Safe Harbor Statement” (Slide 4) and today’s press release for an explanation and reconciliation of these items.

Reconciliation of Reported and Adjusted Operating Profit, Net Income and Diluted EPS

(\$ millions, except EPS data)

	Operating profit	Income tax expense	Net income	Diluted EPS
Three months ended March 31, 2022				
Reported (U.S. GAAP)	\$189.7	\$21.2	\$173.8	\$2.29
Pension settlement	-	0.1	0.5	-
Amortization of acquisition-related intangible assets	0.2	-	0.7	0.01
Adjusted (Non-U.S. GAAP)	\$189.9	\$21.3	\$175.0	\$2.30

	Operating profit	Income tax expense	Net income	Diluted EPS
Three months ended March 31, 2021				
Reported (U.S. GAAP)	\$175.6	\$28.7	\$151.2	\$1.99
Restructuring and related charges	1.2	0.2	1.0	0.01
Pension settlement	-	0.2	0.5	0.01
Amortization of acquisition-related intangible assets	0.2	-	0.7	0.01
Cost investment impairment	2.2	-	2.2	0.03
Adjusted (Non-U.S. GAAP)	\$179.2	\$29.1	\$155.6	\$2.05

Notes to Non-U.S. GAAP Financial Measures



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Reconciliation of Net Sales to Organic Net Sales ⁽¹⁾

(\$ millions)

Three months ended March 31, 2022	Proprietary	CM	Eliminations	Total
Reported net sales (U.S. GAAP)	\$601.3	\$118.7	\$ -	\$720.0
Effect of changes in currency translation rates	20.6	3.6	-	24.2
Organic net sales (Non-U.S. GAAP) ⁽¹⁾	\$621.9	\$122.3	\$ -	\$744.2

(1) Organic net sales exclude the impact from acquisitions and/or divestitures and translate the current-period reported sales of subsidiaries whose functional currency is other than the U.S. Dollar at the applicable foreign exchange rates in effect during the comparable prior-year period.

Notes to Non-U.S. GAAP Financial Measures



RECONCILIATION OF NON-U.S. GAAP FINANCIAL MEASURES (UNAUDITED)

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Reconciliation of Reported-Diluted EPS Guidance to Adjusted-Diluted EPS Guidance

	2021 Actual	2022 Guidance	% Change
Reported-diluted EPS (U.S. GAAP)	\$8.67	\$9.26 to \$9.41	6.8% to 8.5%
Pension settlement	0.02	-	
Cost investment activity	0.06	-	
Restructuring and related charges	0.02	-	
Amortization of acquisition-related intangible assets	0.04	0.04	
Asset impairment	0.04	-	
Royalty acceleration	(0.25)	-	
Tax law changes	(0.02)	-	
Adjusted-diluted EPS (Non-U.S. GAAP) ⁽¹⁾	\$8.58	\$9.30 to \$9.45	8.4% to 10.1%

(1) See “Full-year 2022 Financial Guidance” and “Non-U.S. GAAP Financial Measures” in today’s press release for additional information regarding reported and adjusted-diluted EPS.

We have opted not to forecast 2022 tax benefits from stock-based compensation in upcoming quarters, as they are out of the Company’s control. Instead, we recognize the benefits as they occur. In the first-quarter 2022, tax benefits associated with stock-based compensation increased adjusted-diluted EPS by \$0.12. Any future tax benefits associated with stock-based compensation that we receive in 2022 would provide a positive adjustment to our full-year EPS guidance. In 2021, tax benefits associated with stock-based compensation increased adjusted-diluted EPS by \$0.41.