



First Quarter 2018 Review

April 27, 2018



Delivering solutions,
shaping the future.

Beauty + Home

Food + Beverage

Pharma

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](#)).

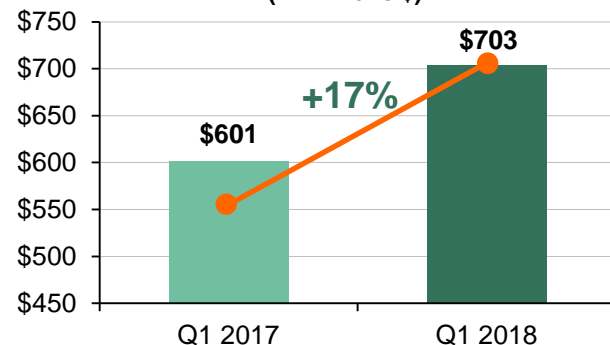
- **Business Transformation Update**
- **First Quarter 2018 Results**
- **U.S. Tax Reform Update**
- **Second Quarter 2018 Outlook**
- **Key Takeaways**

- Our business transformation to become a more agile, competitive and customer-centric business is progressing as planned
- We have an energetic transformation team and engagement across our organization
- We are implementing positive changes throughout the company
- The initiatives we are putting in place are beginning to gain traction including:
 - ✓ Execution of Commercial Excellence initiatives
 - ✓ Manufacturing and supply chain efficiencies
 - ✓ Purchasing savings
- We expect a gradual ramp up in benefits over the next 12-24 months

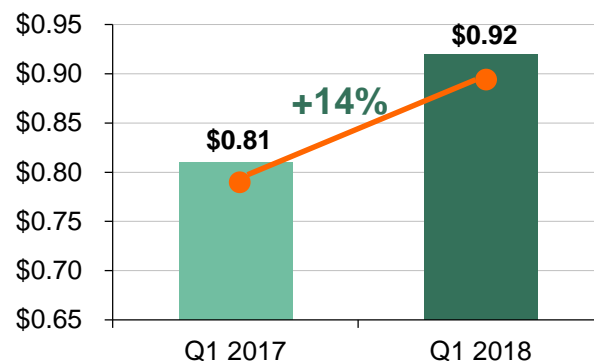
First Quarter 2018 Results

Reported Q1 Sales

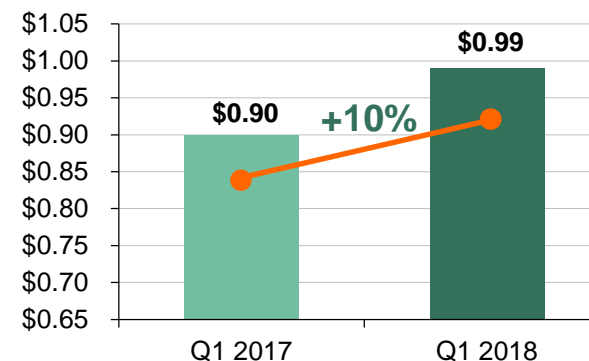
(in millions \$)



Reported Q1 EPS



Adjusted Q1 EPS*



+7%
Core Sales
Growth*

+10%
Currency
Effects

25%
Q1 2017
Reported
Effective Tax
Rate

27%
Q1 2018
Reported
Effective Tax
Rate

26%
Q1 2017
Effective Tax
Rate Adjusted
Earnings*

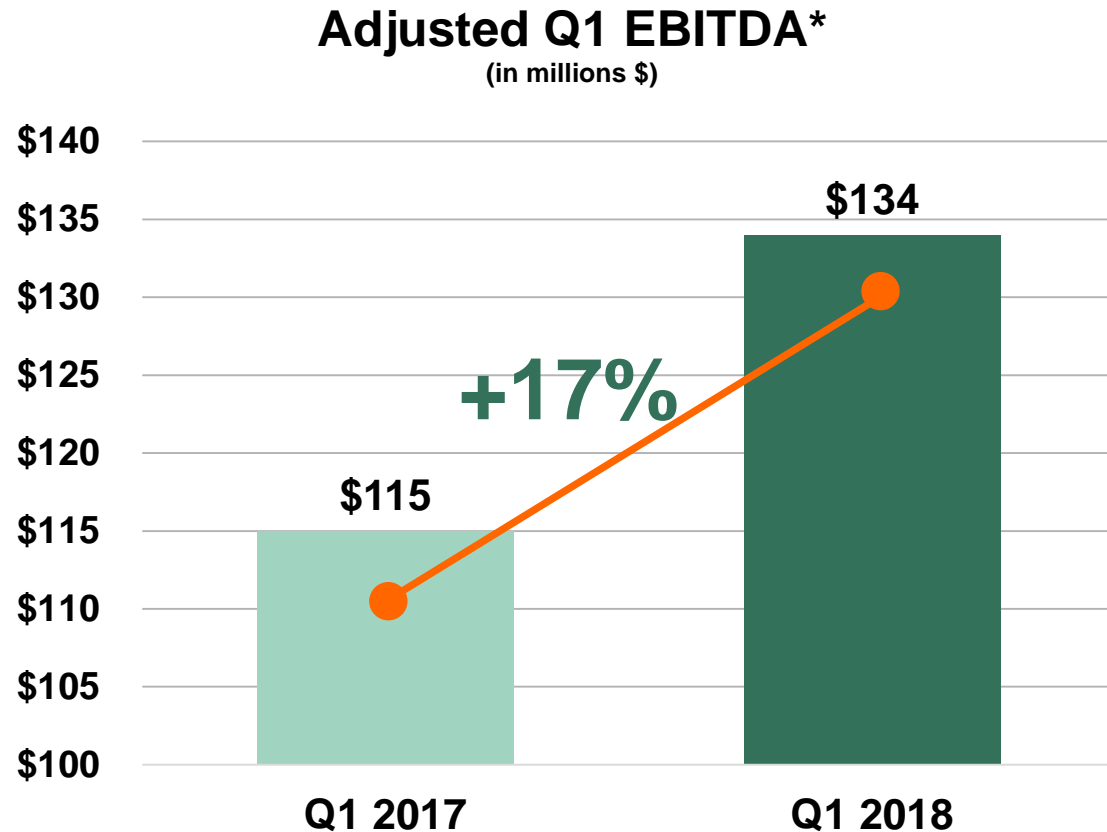
27%
Q1 2018
Effective Tax
Rate Adjusted
Earnings*

Q1 Highlights

- Core sales growth in-line or exceeding long-term targets in each segment
- Beauty + Home had strong sales growth with increased demand in the beauty and personal care market
- Flu season boosted demand for nasal spray and saline solutions in the consumer healthcare market
- Core sales increased in food market and were partially offset by weakness in the beverage market in China

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

First Quarter 2018 Adjusted EBITDA



First Quarter Adjusted EBITDA

Our Pharma and Beauty + Home segments reported increased Adjusted EBITDA over the prior year due to increased product demand across each market.

Our Food + Beverage segment reported a slight decrease in Adjusted EBITDA mainly due to weakness in demand for beverage closures in China.

The positive effects of sales growth, currency translation and operating efficiencies, were partially offset by headwinds coming from higher raw material costs, professional fees and corporate/other expenses.

Adjustments:

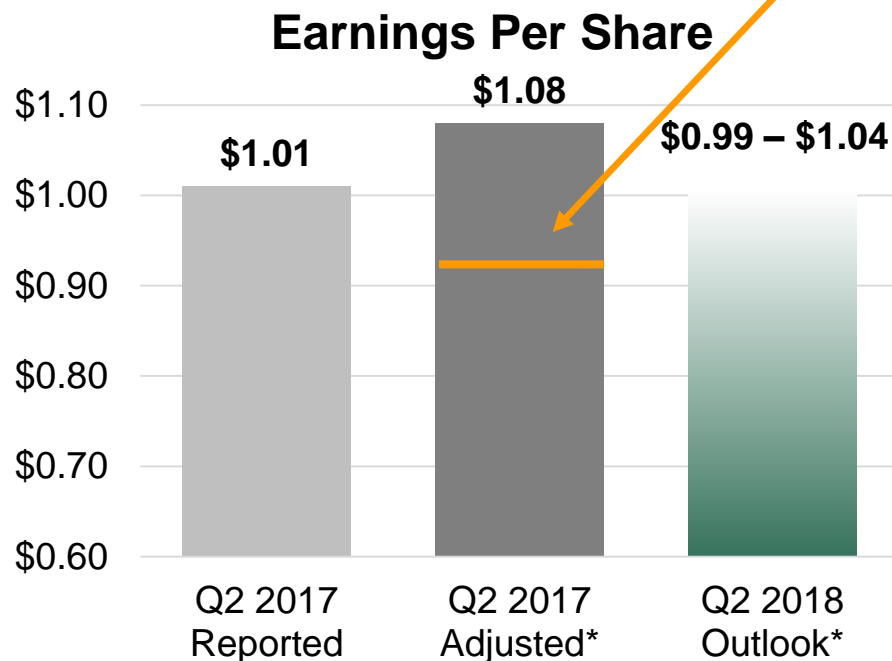
- 2017: None
- 2018: Transformation charges: \$5.9 mil

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

- More than 70% of our business is outside of the U.S.
- We continue to evaluate ways to mitigate the effects of the US tax reform legislation
- Our reported Q1 income tax expense includes the effects of:
 - ✓ Tax benefits from stock option exercises
 - ✓ Higher tax related to the US tax reform legislations
- In addition to considering the lower U.S. corporate tax rate, there are other considerations when applying the new law (GILTI, BEAT taxes, etc.)
- Based on recent new interpretive guidance, our present understanding regarding the limitations on the utilization of foreign tax credits results in a 2% increase in our previously estimated effective tax rate

Outlook

Prior year's EPS would have been approximately \$0.16 lower had our current guidance tax rate range been applied (vs the 18% effective tax rate reported)



30-32%
Q2 expected tax rate range
(prior year Q2 tax rate = 18%)

Guidance Fx Rates = March 31, 2018, Spot Rates
(Euro Rate = 1.23)

Outlook Highlights

- Core sales growth over the prior year expected for each business segment
- Tax rate range includes estimated impacts of recent tax reform legislation
- Capital expenditures estimated range for 2018 is \$190 - \$210 million
- Depreciation & amortization estimate for 2018 is \$170 million

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

- **Positive start to the year**
- **Transformation initiatives are gaining traction**
- **Positive outlook for second quarter 2018, despite a higher ongoing effective tax rate**