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-Next Breath

-Products and references
  - Product Portfolio
    - For Allergic Rhinitis
    - For Asthma & C.O.P.D.
    - For Pain
    - For Vaccines, Immunotherapy and Anti-Virals
    - For C.N.S. and Other Therapies
  - Client references

-Market presence

-Manufacturing facilities around the world
  - Suzhou, China
  - Le Vaudreuil & Val-de-Reuil, France
  - Eigeltingen, Germany
  - Mumbai, India
  - Congers, NY, U.S.A.
APTARGROUP - FACTS & FIGURES

- Leader in the global dispensing systems industry with over half a century of experience operating in consumer packaging
- Adding value to the world’s best known products
- Worldwide presence with operations in 19 countries
- Publicly traded on NYSE (ATR)
- Strong balance sheet

2010 KEY FIGURES

<table>
<thead>
<tr>
<th>Category</th>
<th>Figure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>2,077 M$</td>
</tr>
<tr>
<td>Net income</td>
<td>173.5 M$</td>
</tr>
<tr>
<td>Number of employees</td>
<td>8,600</td>
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APTAR GROUP – STRATEGIC COMPETITIVE ADVANTAGES

- Global market focus organization
- Customer focused organization offering proprietary knowledge, technical expertise, broad product range
- 3 business segments addressing the needs of 3 key markets:
  - Beauty + Home
  - Food + Beverage
  - Pharma
- Aims to be the most innovative company in all of its markets
- Leverages leading-edge technology for sustainable development to enhance health, well-being, security and convenience
APTAR PHARMA - FACTS & FIGURES

- Dedicated to proprietary innovative drug delivery solutions for biotechnology, healthcare and pharmaceutical applications

- Strongly focused on innovation
  - 5% of annual revenue allocated to R&D

- Manufacturing sites @ 7 locations:
  - Argentina
  - China
  - France
  - Germany
  - India
  - Switzerland
  - U.S.A.

2010 KEY FIGURES
Net sales: 451 M$
Number of employees: 2,280
MARKET DRIVEN

- 2 divisions to increase focus on market needs and trends and better serve our biotechnology, healthcare and pharmaceutical market customers

- Consumer Health Care Division

- Prescription Division
PRESCRIPTION DIVISION
INTRO.

◆ Leverages:
  - A comprehensive set of skills, knowledge and services to help our customers meet the challenges of a fast-changing Rx market

◆ Built on:
  - More than 6 decades of experience

◆ Expert in:
  - Design, development, manufacture and marketing of a wide range of proprietary, innovative, aerosol, spray and dispensing drug delivery technologies

◆ Product range structured according to patient’s needs in specific therapies:
  - Allergic Rhinitis - Asthma & C.O.P.D. - Pain – Vaccines, Immunotherapy and Anti-Virals – C.N.S. and Other Therapies
KEY FIGURES

- **STAFF: 1,500**

- Produces **600+M proprietary drug delivery devices** p.a.

- **5 factories** (China, France, Germany, India, U.S.A.)

- Le Vaudreuil has been **FDA-inspected** twice with **zero 483**

- **R&D spending ~ 6% of annual revenue**
KEY FIGURES

- Portfolio > 300 patents offering an additional IP protection layer to our customers

- 150+ marketed Rx drug products worldwide equipped with our devices

- Contributed to more than 25 US approved NDAs and more than 12 approved ANDAs

- Worldwide leader in Nasal Devices (spray pumps) for Allergic Rhinitis

- Worldwide leader in pMDIs (aerosol metering valves) for Asthma & C.O.P.D.
STRATEGIC COMPETITIVE ADVANTAGES

Unique combination of a sound understanding of the market, our regulatory science expertise and our ability to make a medical assessment of patient needs

Innovation based on experience, at the centre of the business:

- Enhancing the existing product range and developing new drug delivery systems taking into account conflicting challenges:
  - Cost-effective solutions
  - Fast-to-market
  - Specific / more stringent regulatory requirements
  - More sophisticated solutions to improve patient compliance
  - Highly innovative for niche products and unmet medical needs
  - Specific needs from Emerging Markets

- Voice of the patient coupled with robust product development
  - User-centric design
  - Quality-by-Design
  - Design-for-Manufacture
STRATEGIC COMPETITIVE ADVANTAGES

- Mass production according to GMP using:
  
  - ISO 7 clean rooms (China, France, India, U.S.A.)
  
  - Extensive use of robotics, on-board sensors, state of the art process and integrated IT technology to automate control of components and finished products
  
  - Proprietary precision injection molding and high-speed assembly processes (I.M.A.T.) to continuously improve quality and operational excellence
STRATEGIC COMPETITIVE ADVANTAGES

- A quality system incorporating all the business processes:
  - Local flexibility where local conditions require it
  - Ability to evolve as market and regulatory requirements change
  - Project management integrating Quality-by-Design, Risk Management and Design Control techniques

- An integrated supply chain offering Vendor Managed Inventory and eBusiness solutions to ensure security of supply and on-time delivery to customer requirements
STRATEGIC COMPETITIVE ADVANTAGES

- A dedicated in-house elastomer center providing complete control over critical gasket components

  - Capabilities:
    - State-of-the-art facility in Val-de-Reuil (France)
    - 2.7 billion gaskets manufactured per year
    - A portfolio of elastomer formulations for spray pumps and metering valves
    - Elastomer Formulation Development
    - Ethanol extraction, coatings, surface treatments,…

  - Regulatory compliance
    - No in-house references use any plasticizers
    - GMP manufacturing/batch traceability
    - DMF at the FDA and FDA/EPA approved ingredients
STRATEGIC COMPETITIVE ADVANTAGES

- Services including:
  - Fast Track Data Packages
  - Extractibles
  - Analytical method development
  - Aerosol formulation development
  - Spray characterization
  - O.I.N.D.P. device testing and investigation
  - Filling and packaging for development
  - Forecast management
  - Inventory control
STRATEGIC COMPETITIVE ADVANTAGES

- Services including:
  - eBusiness customer and supplier IT network
  - Customized development (mechanical and electronic drug delivery devices)
  - Project management
  - Dedicated Regulatory Affairs dept.: manage CMC regulatory process, support submissions to all international markets, 20 DMFs filed, management of REAch
EXIT BREATH

- Part of Aptargroup since 2008
  - Located in Baltimore, Maryland, USA
- Analytical Contract Research Organization (CRO) specialized in OINDP
- Stability studies (chambers on site)
- Support of Chemistry, Manufacturing, and Controls (CMC) studies
- Clinical & finished product batch release testing
- *In-vitro* Bioequivalence (BE) studies
- Registered with FDA (last inspection 2009)
- Trained reviewers on site from Office of Generic Drugs (OGD)
- DEA license for controlled drug substances (schedule II-V)
- Regulatory consulting
- www.nextbreath.net
PRODUCT PORTFOLIO
FOR ALLERGIC RHINITIS

- Spray pumps
  - Equadel®, CPS, VP3, VP7, Classic, Latitude®

- Metering valves
  - DF30 Technology Platform
PRODUCT PORTFOLIO FOR ASTHMA & C.O.P.D.

- Metering valves
  - DF30 Technology Platform

- Dose Counters
  - Landmark® Dose Indicator Technology Platform
  - e-Dose Counter

- DPIs
  - Prohaler®
  - Twister™

DF30Plus  |  Landmark®  |  Prohaler®
Twister™
PRODUCT PORTFOLIO
FOR PAIN

- Spray pumps
  - Equadel®, CPS, VP3, VP7, Latitude®

- 1 – 2 shot(s) disposable devices
  - UDS, BDS

- Dose Counter and Lockout
  - eDevices
PRODUCT PORTFOLIO
FOR VACCINES, IMMUNOTHERAPY AND ANTI-VIRALS

- Spray pump (multidose)
  - CPS with MVC (Mass Vaccination Cap)

- 1 – 2 shot(s) disposable devices
  - UDS, BDS

- DPIs
  - Twister™
PRODUCT PORTFOLIO
FOR C.N.S. AND OTHER THERAPIES

- Spray pumps
  - Equadel®, CPS, VP3, VP6,
    Classic, Latitude®

- 1 – 2 shot(s) disposable devices
  - UDS, BDS

Equadel®, CPS, Latitude®, UDS (Liquid/Powder), BDS (Liquid/Powder)
CLIENT REFERENCES 2/4

- Beconase
- Fionase
- Fiovent
- Imitrex
- Seretide
- Ventolin HFA
- Veramyst
- Sativex
CLIENT REFERENCES 3/4

Beclometasone Dipropionate
Isosorbide Dinitrate
Nitroglycerin
Salbutamol

Allergodil
Astelin
Astepro

Drixoral
Nasonex

Sprix
MARKET PRESENCE
5 MANUFACTURING FACILITIES AROUND THE WORLD

- Suzhou, CHINA
- Le Vaudreuil, Val-de-Reuil, FRANCE
- Eigeltingen, GERMANY
- Mumbai, INDIA
- Congers, NY, USA
SUZhou, CHina

- 7,250 m² facility,
- 2,650 m² of ISO 7 clean rooms
- 300 employees

- VP6, VP7 and Classic pumps,
- DF30 valves CFC and HFA
- SFDA certified for pumps and valves
- ISO 9001:2000 and ISO 14000 certified
LE VAUDREUIL & VAL-DE-REUIL, FRANCE

- 118,000 m² campus
- 30,000 m² facility, 7,000 m² of ISO 7 clean rooms
- 880 employees
- VP3 and VP7 pumps, DF30 valves
- ISO 15378:2006
- FDA-inspected site
EIGELTINGEN, GERMANY

- 8,000 m² facility
- 350 m² of ISO 7 clean rooms
- 400 employees
- CPS, Classic, UDS, BDS, e-devices (Boehringen site)
MUMBAI, INDIA

- 1,000 m² facility,
- 380 m² of ISO 7 clean rooms
- 30 employees
- Classic pumps and DF30 valves
CONGERS, NY, USA

- 12,350 m² campus
- 6,000 m² facility, 1,000 m² of ISO 7 clean rooms
- 170 employees

- VP3 pumps for Pharma, molding and assembly operations
- ISO 9001:2008 certified

APTAR PHARMA - PRESCRIPTION DIVISION / FEB. 2012