

First Quarter Overall Net Sales
\$695.4M | ↓ 3.0%

Diluted Earnings Per Share: \$1.55
Adjusted Diluted Earnings Per Share: \$1.56



“We had a solid start to the year and our full-year 2024 financial outlook remains unchanged. We are actively managing the timing of inventory decisions by some of our customers, and our recent order trends reinforce our prior outlook for stronger organic sales growth in the second half of the year. As we navigate the near-term headwinds, we are controlling our costs while making strategic investments in new manufacturing capacity in both our Contract Manufacturing segment and our Proprietary Products segment, which positions us well for future organic sales growth.”

Eric M. Green
President and Chief Executive Officer
Chair of the Board
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, therefore you should not rely on these forward-looking statements as representing our views as of any date other than today.

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, Chair of the Board

Bernard J. Birkett

Senior VP & Chief Financial and Operations Officer

First-Quarter Results 2024 Analyst Conference Call
9 a.m. Eastern Time | April 25, 2024



West Analyst Conference Call

9 a.m. Eastern Time

April 25, 2024

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 by asking questions to Management, please register in advance at:

<https://register.vevent.com/register/B1e5bc0234730940b7b2482d1727cc668b>

Upon registration, all telephone participants will receive the dial-in number along with a unique PIN number that will be used to access the call.

A replay of the conference call and webcast will be available on the Company's website for 30 days.

These presentation materials are intended to accompany today's press release announcing the Company's results for the first quarter 2024 and management's discussion of those results during today's conference call.

Safe Harbor Statement

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We caution investors that the risk factors listed under our “Forward Looking Statements” 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, therefore you should not rely on these forward-looking statements as representing our views as of any date other than today.

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Financial Highlights



- First quarter 2024 net sales of \$695.4 million declined 3.0%; organic net sales also declined by 3.0%
- First quarter 2024 reported-diluted EPS of \$1.55 declined 16.2%; adjusted-diluted EPS of \$1.56 declined by 21.2%



Delivering unique value to Customers and Patients



Increasing capacity to meet growing demand for our
Proprietary Products and Contract Manufacturing segments



**HVP Components &
Delivery Systems**



**Global Capacity
Expansion**

2024 Full-Year Guidance

Consolidated Net Sales	\$3.000 - \$3.025 billion
Adjusted-Diluted EPS	\$7.63 to \$7.88

First-Quarter 2024 Summary Results

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



	Three Months Ended March 31,	
	2024	2023
Reported Net Sales	\$695.4	\$716.6
Gross Profit Margin	33.1%	37.9%
Reported Operating Profit	\$122.8	\$155.3
Adjusted Operating Profit ⁽¹⁾	\$123.0	\$164.9
Reported Operating Profit Margin	17.7%	21.7%
Adjusted Operating Profit Margin ⁽¹⁾	17.7%	23.0%
Reported-Diluted EPS	\$1.55	\$1.85
Adjusted-Diluted EPS ⁽¹⁾	\$1.56	\$1.98

(1) “Adjusted Operating Profit,” “Adjusted Operating Profit Margin” and “Adjusted-Diluted EPS” are Non-U.S. GAAP financial measures. See accompanying slides 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 2024 Organic Net Sales Growth



Overall Organic Net Sales Decline: 3.0% (Q1 2024)

Proprietary Products Q1 2024 organic net sales decrease by 4.0% with sales of high-value products declining by low-single digits

BIOLOGICS

Low-Single Digit

Organic sales growth led by NovaPure® and self-injection device platforms

GENERIC

(Double Digit)

Organic sales decline due to declines in FluroTec® and Westar® components

PHARMA

(High-Single Digit)

Organic sales decline due to declines in Envision® and standard components

CONTRACT MANUFACTURING

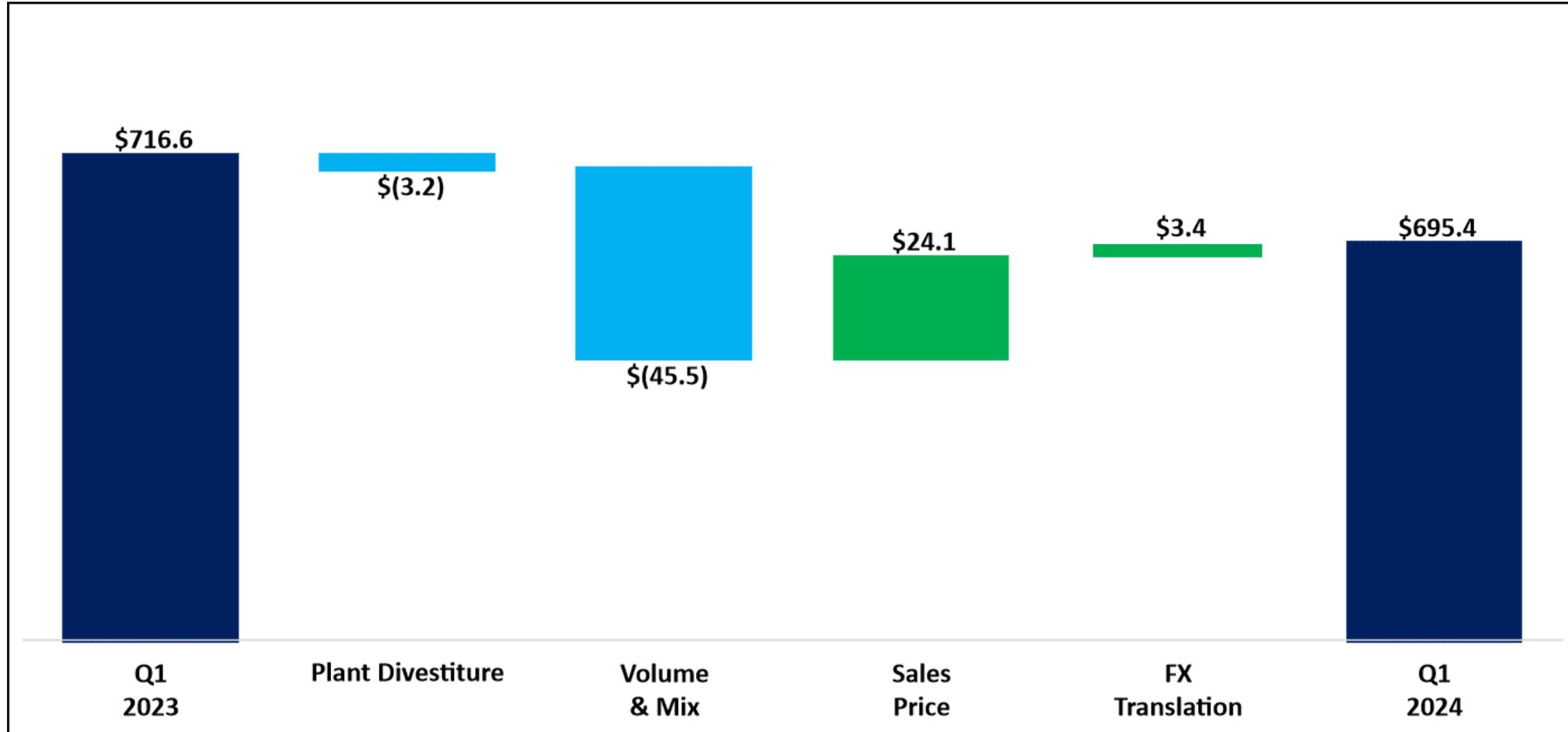
Low-Single Digit

Organic sales growth of 1.3%, led by growth in sales of components associated with diagnostic devices

Change in Consolidated Net Sales

First-quarter 2023 to 2024

(\$ millions)



Gross Profit Update

(\$ millions)



	Three Months Ended March 31,	
	2024	2023
Proprietary Products Gross Profit	\$207.1	\$247.8
Proprietary Products Gross Profit Margin	37.0%	42.5%
Contract-Manufactured Products Gross Profit	\$23.1	\$23.5
Contract-Manufactured Products Gross Profit Margin	17.0%	17.6%
Consolidated Gross Profit	\$230.2	\$271.3
Consolidated Gross Profit Margin	33.1%	37.9%

Cash Flow and Balance Sheet Metrics

(\$ millions)



Cash Flow Items

	YTD Q1 2024	YTD Q1 2023
Depreciation and Amortization	\$35.6	\$31.6
Operating Cash Flow	\$118.2	\$138.1
Capital Expenditures	\$90.6	\$82.1
Free Cash Flow	\$27.6	\$56.0

Financial Condition

	March 31, 2024	December 31, 2023
Cash and Cash Equivalents	\$601.8	\$853.9
Debt	\$206.2	\$206.8
Equity	\$2,680.6	\$2,881.0
Working Capital	\$1,044.5	\$1,264.6

Making a positive impact on healthcare across the globe



Unique Value to Customers and Patients

Global Operational Effectiveness Across the Network

Capital Investments for Future Growth





Eric M. Green
*President &
Chief Executive Officer,
Chair of the Board*



Bernard J. Birkett
*Senior VP & Chief Financial
and Operations Officer*



Quintin Lai
VP, 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, 2024				
Reported (U.S. GAAP)	\$122.8	\$16.4	\$115.3	\$1.55
Unallocated items:				
Amortization of acquisition-related intangible assets	0.2	-	0.7	0.01
Adjusted (Non-U.S. GAAP)	\$123.0	\$16.4	\$116.0	\$1.56

	Operating profit	Income tax expense	Net income	Diluted EPS
Three months ended March 31, 2023				
Reported (U.S. GAAP)	\$155.3	\$23.6	\$140.0	\$1.85
Unallocated items:				
Amortization of acquisition-related intangible assets	0.2	-	0.7	0.01
Loss on disposal of plant	9.4	-	9.4	0.12
Adjusted (Non-U.S. GAAP)	\$164.9	\$23.6	\$150.1	\$1.98

Notes to Non-U.S. GAAP Financial Measures



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

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Reconciliation of Net Sales to Organic Net Sales ^(1 and 2)

(\$ millions)

Three months ended March 31, 2024	Proprietary	CM	Eliminations	Total
Reported net sales (U.S. GAAP)	\$559.5	\$135.9	-	\$695.4
Effect of changes in currency translation rates	(2.8)	(0.6)	-	(3.4)
Organic net sales (Non-U.S. GAAP) ⁽¹⁾	\$556.7	\$135.3	-	\$692.0

Three months ended March 31, 2023	Proprietary	CM	Eliminations	Total
Reported net sales (U.S. GAAP)	\$583.1	\$133.5	-	\$716.6
Effect of divestitures and/or acquisitions	(3.2)	-	-	(3.2)
Net sales excluding divestiture(Non-U.S. GAAP) ⁽²⁾	\$579.9	\$133.5	-	\$713.4

(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.

(2) Net sales excluding divestitures represents the 2023 comparative sales figure used in our organic sales growth calculation to eliminate the impact of our 2023 divestiture.

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

	2023 Actual	2024 Guidance	% Change
Reported-diluted EPS (U.S. GAAP)	\$7.88	\$7.59 to \$7.84	(3.7%) to (0.5%)
Loss on disposal of plant	0.16	-	
Cost investment activity	0.06	-	
Restructuring and other charges	(0.02)	-	
Amortization of acquisition-related intangible assets	0.04	0.04	
Legal settlement	(0.04)	-	
Adjusted-diluted EPS (Non-U.S. GAAP) ⁽¹⁾	\$8.08	\$7.63 to \$7.88	(5.6%) to (2.5%)

(1) See “Full-year 2024 Financial Guidance” and “Non-U.S. GAAP Financial Measures” in today’s press release for additional information regarding adjusted-diluted EPS.

We have opted not to forecast 2024 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 2024, tax benefits associated with stock-based compensation increased adjusted-diluted EPS by \$0.15. Any future tax benefits associated with stock-based compensation that we receive in 2024 would provide a positive adjustment to our full-year EPS guidance. In 2023, tax benefits associated with stock-based compensation increased adjusted-diluted EPS by \$0.42.