



AptarGroup Inc. (ATR)

Updated November 18th, 2023 by Felix Martinez

Key Metrics

Current Price:	\$128	5 Year CAGR Estimate:	2.0%	Market Cap:	\$8.4 B
Fair Value Price:	\$94	5 Year Growth Estimate:	7.0%	Ex-Dividend Date:	02/01/24
% Fair Value:	136%	5 Year Valuation Multiple Estimate:	-6.0%	Dividend Payment Date:	02/23/24
Dividend Yield:	1.4%	5 Year Price Target	\$132	Years Of Dividend Growth:	30
Dividend Risk Score:	A	Retirement Suitability Score:	C	Rating:	Sell

Overview & Current Events

AptarGroup Inc. (ATR) began trading as an independent company in 1993 and is now one of the leading businesses in the global dispensing systems industry. With a market capitalization of approximately \$8.4 billion, The company has over 14,000 employees in 18 countries and produced \$3.32 billion in revenue in 2022. The company is divided into three business segments: "Beauty + Home," "Food + Beverage," and "Pharma."

The company reported third-quarter results for Fiscal Year (FY)2023 on October 25, 2023. The company reported a 7% increase in overall sales, driven by continued growth in its proprietary drug delivery systems and strong sales from high-end and mass fragrance dispensing devices. Aptar's net income for the quarter surged by 55% to reach \$84 million. According to Stephan B. Tanda, President and CEO of Aptar, the quarter marked another period of robust, double-digit earnings per share (EPS) growth, fueled by increased core sales in proprietary pharma dosing and dispensing systems, as well as the success of beauty dispensing solutions in fragrance. The company's emphasis on cost management and operational leverage also contributed to improved margins. In a detailed analysis of the third quarter results, Aptar's Pharma segment showed strong performance with double-digit core sales growth in proprietary drug delivery systems across various therapeutic applications. Beauty's core sales growth was attributed to the success of beauty dispensing solutions for prestige and mass fragrance, particularly in Europe. However, the Aptar Closures segment experienced a decline in core sales, primarily due to lower resin costs and reduced product sales. Overall, the company reported earnings per share of \$1.26, a 56% increase from the same period the previous year, and adjusted earnings per share increased by 39% to \$1.39. Looking ahead, Aptar anticipates a robust end to 2023 and expresses optimism for 2024. The company expects continued growth in proprietary pharma drug delivery systems, improvements in the injectables division's performance, and strong sales for fragrance dispensing solutions. Aptar aims to capitalize on the improving environment in North America, particularly in the Beauty and Closures segments. The company's focus on reducing costs and driving profitable growth across all segments remains a key strategic priority. Aptar projects earnings per share for the fourth quarter of 2023 in the range of \$1.06 to \$1.14, excluding specific expenses, based on an effective tax rate of 24% to 26% and favorable currency exchange rates compared to the prior year.

Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
EPS	\$2.79	\$2.85	\$3.00	\$3.13	\$3.40	\$4.00	\$3.95	\$3.64	\$3.88	\$3.79	\$4.70	\$6.59
DPS	\$1.00	\$1.09	\$1.14	\$1.22	\$1.28	\$1.32	\$1.42	\$1.44	\$1.50	\$1.52	\$1.61	\$1.96
Shares¹	65.4	62.0	62.5	62.2	61.9	62.9	66.0	67.0	67.7	66.7	66.5	66.0

AptarGroup's growth strategy encompasses both organic expansion and strategic acquisitions, with a noteworthy \$528 million investment in acquisitions during 2018, poised to fuel substantial future growth. While the company historically employed cash or debt for share buybacks resulting in a modest annual decrease in shares, recent years have shown an increase in total shares. The Pharma segment, constituting a third of sales but contributing two-thirds of EBITDA, stands out as the company's profit leader and primary growth driver, despite challenges posed by currency fluctuations and tax

¹ Share count is in millions.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



AptarGroup Inc. (ATR)

Updated November 18th, 2023 by Felix Martinez

changes. Anticipated are 7.0% annual earnings and 4.0% dividend growth over the next five years, reflecting a moderate slowdown from historical dividend growth rates of 4.8% over a decade and a 3.7% five-year dividend CAGR.

Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	20.8	22.7	21.6	23.9	24.1	32.1	29.3	37.6	31.6	29.0	27.2	20.0
Avg. Yld.	1.7%	1.7%	1.7%	1.6%	1.6%	1.4%	1.2%	1.1%	1.2%	1.4%	1.3%	1.5%

AptarGroup currently trades for a valuation of over 27.2x earnings, which we consider rich for a company with low growth. The security looks fairly valued compared to its 10-year average of 27.3 times earnings. Additionally, the dividend yield is lower with its ten-year average of 1.5%.

From this point, there is more potential for a valuation reduction rather than valuation expansion over the next five years, in our view. We believe that a valuation of 20x earnings, modestly below its 10-year average, is fair given the company's adequate expected growth potential.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	36%	38%	38%	39%	38%	33%	36%	40%	39%	40%	34%	30%

AptarGroup has over 5,000 customers, with no customer accounting for more than 6% of sales. Additionally, three-quarters of sales come from outside the United States, with more than half of Europe's sales. The company has various patents and trademarks to protect its designs. However, it faces stiff competition and has historically achieved returns on invested capital marginally higher than its weighted average capital cost. However, the Pharma segment enjoys high switching costs due to regulatory certification and has higher profit margins.

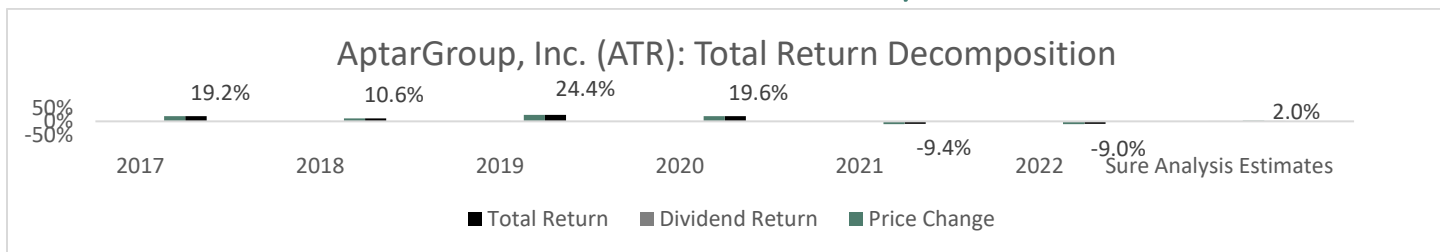
AptarGroup has paid growing dividends for 30 consecutive years and maintains a low payout ratio. The company was only mildly affected by the previous recession, as it remained profitable and quickly recovered to all-time high sales and earnings in 2010. Its products across all three business segments are not very cyclical.

The company has nearly doubled its long-term debt over the past four years, but its interest coverage ratio remains healthy at over 8.6x. Also, the company has a debt-to-equity ratio of 0.6x which is really good. AptarGroup makes substantial use of leverage, although its consistent earnings should allow it to support that leverage safely.

Final Thoughts & Recommendation

In our view, AptarGroup is a durable company with a long history of growing dividends. However, the valuation is higher than its historical average and what we consider fair for this growth level. The company's sizeable foreign exposure is both a source of opportunity and a risk. We rate AptarGroup as a sell now due to its low expected total returns of just 2.0% per year for the next five years.

Total Return Breakdown by Year



[Click here to rate and review this research report. Your feedback is important to us.](#)

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



AptarGroup Inc. (ATR)

Updated November 18th, 2023 by Felix Martinez

Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	2520	2598	2317	2331	2469	2765	2860	2929	3227	3322
Gross Profit	811	843	814	835	866	952	1041	1087	1157	1164
Gross Margin	32.2%	32.4%	35.2%	35.8%	35.1%	34.4%	36.4%	37.1%	35.8%	35.0%
SG&A Exp.	365	384	351	366	387	430	455	500	551	544
D&A Exp.	150	152	139	155	153	172	195	220	235	234
Operating Profit	296	306	324	314	326	350	392	366	371	386
Operating Margin	11.8%	11.8%	14.0%	13.5%	13.2%	12.7%	13.7%	12.5%	11.5%	11.6%
Net Profit	172	192	199	206	220	195	242	214	244	239
Net Margin	6.8%	7.4%	8.6%	8.8%	8.9%	7.0%	8.5%	7.3%	7.6%	7.2%
Free Cash Flow	134	154	174	194	168	102	267	318	56	163
Income Tax	92	95	95	75	75	71	100	87	78	95

Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	2498	2437	2437	2607	3138	3378	3562	3990	4141	4203
Cash & Equivalents	310	400	490	466	713	262	242	300	123	142
Accounts Receivable	438	407	392	433	510	570	562	573	671	677
Inventories	353	311	295	297	337	381	376	379	441	487
Goodwill & Int. Ass.	409	370	342	502	539	967	1055	1243	1337	1261
Total Liabilities	1017	1333	1287	1433	1826	1955	1990	2139	2157	2135
Accounts Payable	150	116	115	116	154	165	193	244	285	320
Long-Term Debt	495	841	818	947	1257	1290	1196	1173	1193	1175
Shareholder's Equity	1480	1103	1149	1174	1312	1423	1572	1850	1969	2054
LTD/E Ratio	0.33	0.76	0.71	0.81	0.96	0.91	0.76	0.63	0.61	0.57

Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	7.1%	7.8%	8.2%	8.2%	7.7%	6.0%	7.0%	5.7%	6.0%	5.7%
Return on Equity	12.0%	14.8%	17.7%	17.7%	17.7%	14.2%	16.2%	12.5%	12.8%	11.9%
ROIC	9.1%	9.8%	10.2%	10.1%	9.4%	7.4%	8.8%	7.4%	7.9%	7.4%
Shares Out.	65.4	62.0	62.5	62.2	61.9	62.9	66.0	67.0	67.7	66.7
Revenue/Share	36.95	38.61	35.93	35.94	38.23	42.56	43.23	43.95	47.68	49.79
FCF/Share	1.96	2.29	2.70	2.99	2.60	1.57	4.04	4.77	0.82	2.44

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

Disclaimer

Nothing presented herein is, or is intended to constitute, specific investment advice. Nothing in this research report should be construed as a recommendation to follow any investment strategy or allocation. Any forward-looking statements or forecasts are based on assumptions and actual results are expected to vary from any such statements or forecasts. No reliance should be placed on any such statements or forecasts when making any investment decision. While Sure Dividend has used reasonable efforts to obtain information from reliable sources, we make no representations or warranties as to the accuracy, reliability or completeness of third-party information presented herein. No guarantee of investment performance is being provided and no inference to the contrary should be made. There is a risk of loss from an investment in marketable securities. Past performance is not a guarantee of future performance.