

First Quarter Overall Net Sales
\$716.6M | ↓ 0.5%

Diluted Earnings Per Share: \$1.85
Adjusted Diluted Earnings Per Share: \$1.98



“We had a solid start to the year and are reaffirming our full-year organic sales growth outlook. We delivered strong performances in both our Generics and Pharma market units, as our teams are addressing certain longer lead-time factors. Our Biologics market unit had continued growth in base demand; however, these efforts were offset by an expected decline in COVID-19 related sales. Our capital spending program remains on track, and we expect high-value product (HVP) global capacity expansion projects to be completed throughout the rest of the year and in 2024, as we prepare for future demand growth from our customers.”

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.

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 2023 Analyst Conference Call
9 a.m. Eastern Time | April 27, 2023



West Analyst Conference Call

9 a.m. Eastern Time

April 27, 2023

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/Blaaff23c7aa3a4a7688c5b172cf804930>

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 2023 and management's discussion of those results during today's conference call.

Safe Harbor Statement

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, operational performance and expectations regarding future events. 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 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.

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.

Trademarks

Trademarks and registered trademarks used in this report are the property of West Pharmaceutical Services, Inc. or its subsidiaries, in the United States and other jurisdictions, unless noted otherwise.

Daikyo Crystal Zenith® and Daikyo CZ® are registered trademarks of Daikyo Seiko, Ltd. Daikyo Crystal Zenith technologies are licensed from Daikyo Seiko, Ltd.

West
100
years



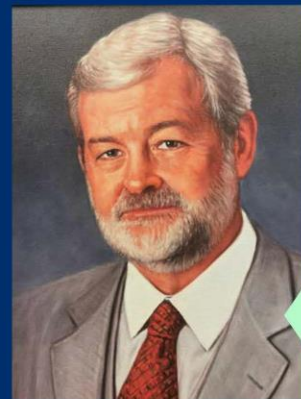
Herman O. West
Founder and CEO
1923 - 1965



William S. West
President and CEO
1965 - 1985



Rene L. Guerster
President and CEO
1985 - 1991



William G. Little
President and CEO
1991 - 2002



Donald E. Morel
President and CEO
2002 - 2015

***“Past, present and future,
everything we do has a
patient’s name on it”***

Eric Green
President and CEO
2015 - Present

Financial Highlights



- First quarter 2023 net sales of \$716.6 million declined 0.5%; organic net sales growth of 2.3%
- First quarter 2023 reported-diluted EPS of \$1.85 compared to \$2.29 in the same period last year; adjusted-diluted EPS of \$1.98 compared to \$2.30 in the same period last year



Q1 2023 Business Highlights



Rang the
NYSE Opening Bell
in honor of
West's 100th year



Opened new R&D Lab
in Radnor, PA with competencies
to support our capabilities in
chemistry, material sciences and
biology



Announced
sustainability
partnership with NFL
Philadelphia Eagles
in support of the
Field Goal Forest initiative



Recipient of
Best Technologies
Award
at Interphex



Faces of Philanthropy
Award recipient for our long-time
partnership with Community
Volunteers in Medicine (CVIM)



Launched West Ready Pack™
with Corning® Valor® RTU vials
utilizing Stevanato Group's EZ-
fill® technology



Recipient of
Best Aseptic Fill-Finish &
Packaging Supplier Award
at IMAPAC

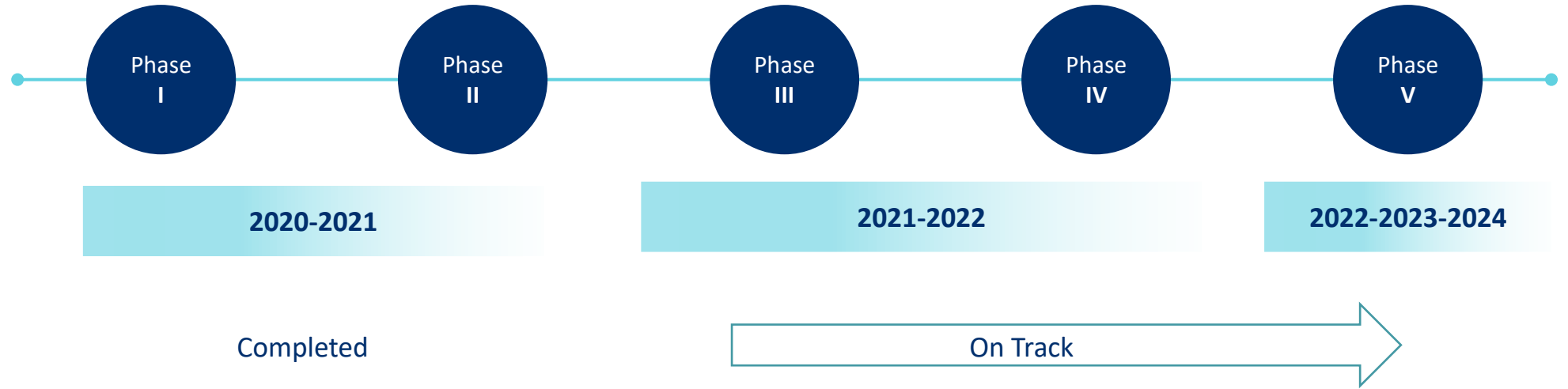


Introduced
Daikyo CZ® 2.25mL
insert needle syringe
system



Recipient of
Commitment to
Sustainability Award at
Invest In Ireland Awards

Capacity Investments making progress across the Globe



- > 13 Sites Included
- > 110 Major Facility Modifications
- > 690 Pieces of Equipment & Tooling

- > Molding Presses
- > Mixing Lines
- > Pharma Wash
- > Envision
- > Autoclaves
- > Seal Assemblies



>Billions of Units of Increased Capacity for our Components

2023 Full-Year Guidance

Consolidated Net Sales	\$2.965 - \$2.990 billion
Adjusted-Diluted EPS	\$7.50 to \$7.65

First-Quarter 2023 Summary Results

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



	Three Months Ended March 31	
	2023	2022
Reported Net Sales	\$716.6	\$720.0
Gross Profit Margin	37.9%	39.5%
Reported Operating Profit	\$155.3	\$189.7
Adjusted Operating Profit ⁽¹⁾	\$164.9	\$189.9
Reported Operating Profit Margin	21.7%	26.3%
Adjusted Operating Profit Margin ⁽¹⁾	23.0%	26.4%
Reported-Diluted EPS	\$1.85	\$2.29
Adjusted-Diluted EPS ⁽¹⁾	\$1.98	\$2.30

(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 2023 Organic Net Sales Growth



Overall Organic Net Sales Growth: 2.3% (Q1 2023)

Proprietary Products Q1 2023 organic net sales remained flat while sales of high-value products declined 2.3% year over year

BIOLOGICS

(Double Digit)

Sales decline due to reduction in sales related to COVID-19 vaccines

GENERIC

High Double-Digit

Sales led by high-value products, including Westar[®] components

PHARMA

Low-Double Digit

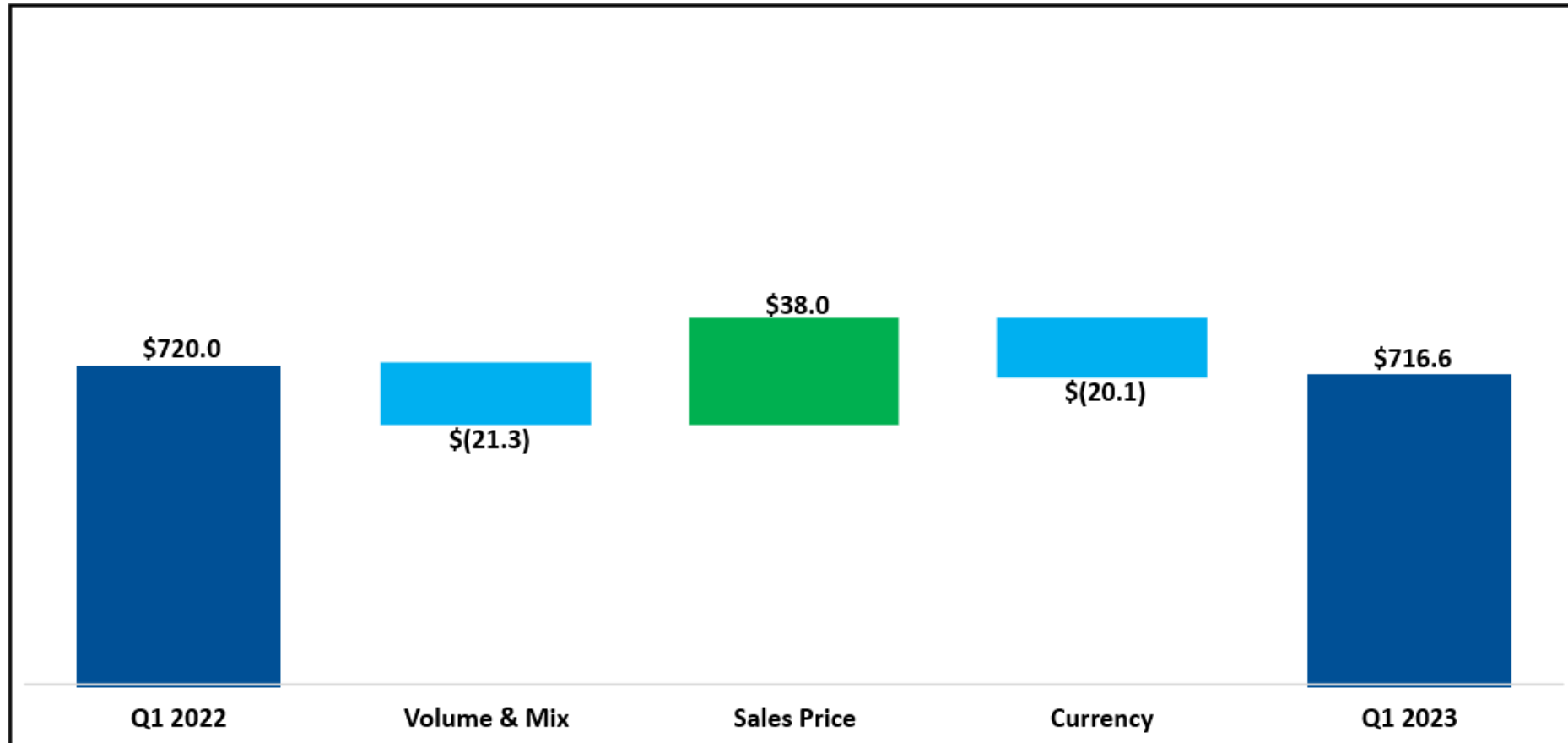
Sales led by high-value products, including Envision[®] and Westar[®] components and Admin Systems

CONTRACT MANUFACTURING

Double Digit

Organic sales growth of 14.4%, led by increase in sales of components related to injection-related devices

Change in Consolidated Net Sales First-Quarter 2022 to 2023 (\$ millions)



Gross Profit Update

(\$ millions)



	Three Months Ended March 31,	
	2023	2022
Proprietary Products Gross Profit	\$247.8	\$260.7
Proprietary Products Gross Profit Margin	42.5%	43.4%
Contract-Manufactured Products Gross Profit	\$23.5	\$23.9
Contract-Manufactured Products Gross Profit Margin	17.6%	20.1%
Consolidated Gross Profit	\$271.3	\$284.6
Consolidated Gross Profit Margin	37.9%	39.5%

Cash Flow and Balance Sheet Metrics

(\$ millions)



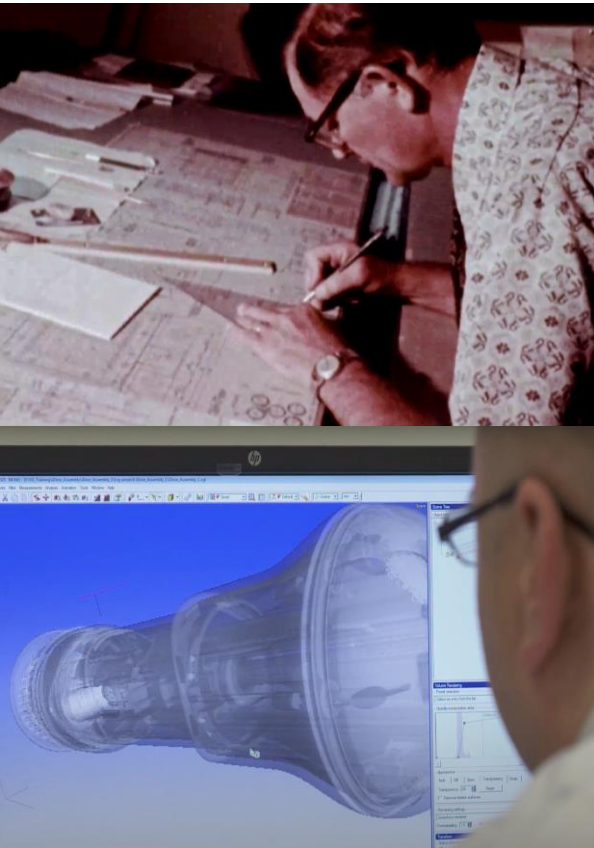
Cash Flow Items

	YTD Q1 2023	YTD Q1 2022
Depreciation and Amortization	\$31.6	\$29.6
Operating Cash Flow	\$138.1	\$151.2
Capital Expenditures	\$82.1	\$65.8
Free Cash Flow	\$56.0	\$85.4

Financial Condition

	March 31, 2023	December 31, 2022
Cash and Cash Equivalents	\$886.3	\$894.3
Debt	\$208.3	\$208.9
Equity	\$2,776.2	\$2,684.9
Working Capital	\$1,402.3	\$1,400.5

Making a Difference to Patient Health over the next Century



Execute. Innovate. Grow.

Delivering Unique Value to Customers and Patients

Global Operational Effectiveness Across the Network

Accelerating Investments for the Future



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



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



Quintin Lai
*VP, 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, 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
Asset impairment for planned sale of plant	9.4	-	9.4	0.12
Adjusted (Non-U.S. GAAP)	\$164.9	\$23.6	\$150.1	\$1.98

	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
Unallocated items:				
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

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 Net Sales to Organic Net Sales ⁽¹⁾

(\$ millions)

Three months ended March 31, 2023	Proprietary	CM	Eliminations	Total
Reported net sales (U.S. GAAP)	\$583.1	\$133.5	\$-	\$716.6
Effect of changes in currency translation rates	17.8	2.3	-	20.1
Organic net sales (Non-U.S. GAAP) ⁽¹⁾	\$600.9	\$135.8	\$-	\$736.7

(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)

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-Diluted EPS Guidance to Adjusted-Diluted EPS Guidance

	2022 Actual	2023 Guidance	% Change
Reported-diluted EPS (U.S. GAAP)	\$7.73	\$7.34 to \$7.49	(5.0%) to (3.1%)
Restructuring and related charges	0.29	-	
Pension settlement	0.42	-	
Amortization of acquisition-related intangible assets	0.04	0.04	
Cost investment activity	0.05	-	
Royalty acceleration	(0.02)	-	
Tax law changes	0.07		
Asset impairment for planned sale of plant	-	0.12	
Adjusted-diluted EPS (Non-U.S. GAAP) ⁽¹⁾	\$8.58	\$7.50 to \$7.65	(12.6%) to (10.8%)

(1) See “Full-year 2023 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 2023 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 2023, 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 2023 would provide a positive adjustment to our full-year EPS guidance. In 2022, tax benefits associated with stock-based compensation increased adjusted-diluted EPS by \$0.22.