



Better
Packaging.
Better
Life.

2021 Keybank Industrials & Basic Materials Virtual Conference

June 2, 2021 | Sonoco Investor Update





Forward-Looking Statements / Non-GAAP Financial Measures

Today's presentation contains a number of forward-looking statements based on current expectations, estimates and projections. These statements are not guarantees of future performance and are subject to certain risks and uncertainties. Therefore, actual results may differ materially.

Information about the Company's use of non-GAAP financial measures, why management believes presentation of non-GAAP financial measures provides useful information to investors about the Company's financial condition and results of operations, and the purposes for which management uses non-GAAP financial measures is included in the Company's Annual Report and on the Company's website at sonoco.com under Investor Relations, Webcasts & Presentations, Non-GAAP Reconciliations for Q1 2021 and Q2 and Full-Year 2021 Outlook.

Pursuant to the requirements of Regulation G, the Company has provided definitions of the non-GAAP measures discussed during this presentation as well as reconciliations of those measures to the most closely related GAAP measure on its website at sonoco.com.

This presentation does not constitute the solicitation of the purchase or sale of any securities.

Sonoco by the Numbers

\$5.2 BILLION
2020 Net Sales

\$781 million
2020 Base OPBDA

\$3.41 EPS
2020 Per Base Diluted Share

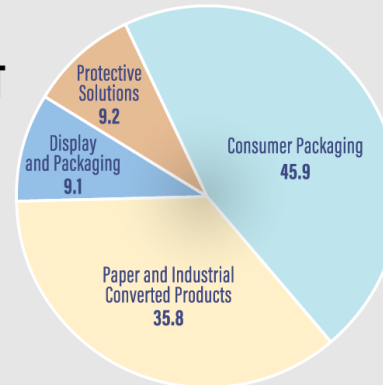
320 GLOBAL
LOCATIONS

34 Countries
Global Operations

20,000
Global Employees

TOP 100
BARRON'S
Most Sustainable
Companies
2021

**2020 SALES
BY SEGMENT**
percent of sales



FORTUNE
WORLD'S MOST
ADMIRABLE
COMPANIES®
2020

Sonoco is a Global Essential Services Provider

- We are the global leader in paper food cans and provide flexible and rigid plastic food packaging
 - 80% of Sonoco's Consumer Packaging products are for food
- We are the global leader in the production of uncoated recycled paperboard, tubes, cores and cones
- We are a provider of healthcare, protective and retail packaging





First Quarter 2021

Key Financial Results

<i>In millions (\$), except EPS</i>	Q1 2021	Q1 2020	Comments
Net Sales	\$1,353	\$1,303	<ul style="list-style-type: none">• Volume / Mix +\$46mm or 3.5% vs Q1-20• Price +\$48mm• Acquisition/Divestiture net impact: (\$60) million
Gross Profit	\$278 20.5%	\$267 20.5%	<ul style="list-style-type: none">• Strong volume/mix and productivity; Inflation / weather / supply chain challenges
SG&A Expense, Net of Other Income	\$(138)	\$(123)	<ul style="list-style-type: none">• Higher expenses for incentives, IT spend and property insurance (as expected)
Operating Profit	\$140 10.3%	\$144 11.0%	
EPS (Base)	\$0.90	\$0.94	<ul style="list-style-type: none">• Delivered at high end of guidance range• Solid operational results
Free Cash Flow (YTD)	\$99	\$57	<ul style="list-style-type: none">• Good Working Capital management• Cap ex spend \$39 million

New Segment Structure

Industrial Paper Packaging



Consumer Packaging



All Other [Healthcare and Protective Packaging]





Consumer Packaging

Global Rigid Paper Containers

- North America
- Europe
- Asia
- South America

Plastics – Food

- Prepared and Specialty Foods
- Perimeter of Store (PrOS)

Flexible Packaging

- Trident

(\$ Millions)	1Q 2021	1Q 2020
Net Sales	\$583	\$541
Base Operating Profit	\$76	\$64
(\$ Millions)	FY 2020	FY 2019
Net Sales	\$2,230	\$2,211
Base Operating Profit	\$278	\$207

Sonoco Acquires Can Packaging

- Adds advanced innovation and production of sustainable paper packaging in Europe
- Featured product: Greencan[®] recyclable paperboard package (92% to 98% paperboard)
- Proprietary manufacturing equipment, suitable for global growth markets



Sonoco Divests Europe and U.S. Display & Packaging

- Sold Europe operation to Prairie Industries Holdings (backed by The Halifax Group) for \$120 million
- Sold U.S. operations to Hood Container for \$80 million
- Divestiture aligns with the Company's effort to focus on Consumer and Industrial businesses





Industrial Paper Packaging

Global Paper

- U.S. & Canada
- Latin America
- Europe
- Recycling
- Adhesives

Global Tubes & Cores

- North America
- Europe
- Latin America/Brazil
- Asia

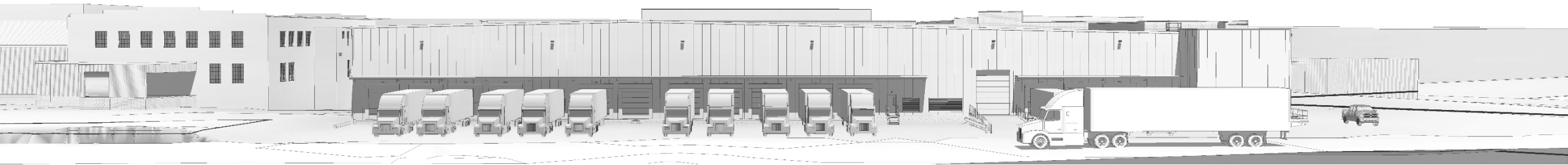
Other

- Conitex (Cones)
- Reels
- Protective Fiber

(\$ Millions)	1Q 2021	1Q 2020
Net Sales	\$565	\$502
Base Operating Profit	\$50	\$60
(\$ Millions)	FY 2020	FY 2019
Net Sales	\$1,991	\$2,037
Base Operating Profit	\$177	\$245

Our 2021 Focus – Project Horizon

- Inbound Raw Material Optimization
- New Stock Prep System
- Finished Goods Warehouse
- #10 Conversion



Making a Step-change in Driving Integrated Automation and Robotics

Sonoco Partnering with Integrated Systems Inc.

- What is covered under the agreement?
 - ISI will dedicate engineers, programmers and project managers to our projects
 - Annually, we will dedicate up to \$10 million in automation projects
 - Will participate in R&D, prototyping, testing and project development





All Other

Healthcare (TEQ)
ThermoSafe
Protective Solutions (Protexic)
Alloyd

Industrial and Specialty Plastics
Paperboard Specialties

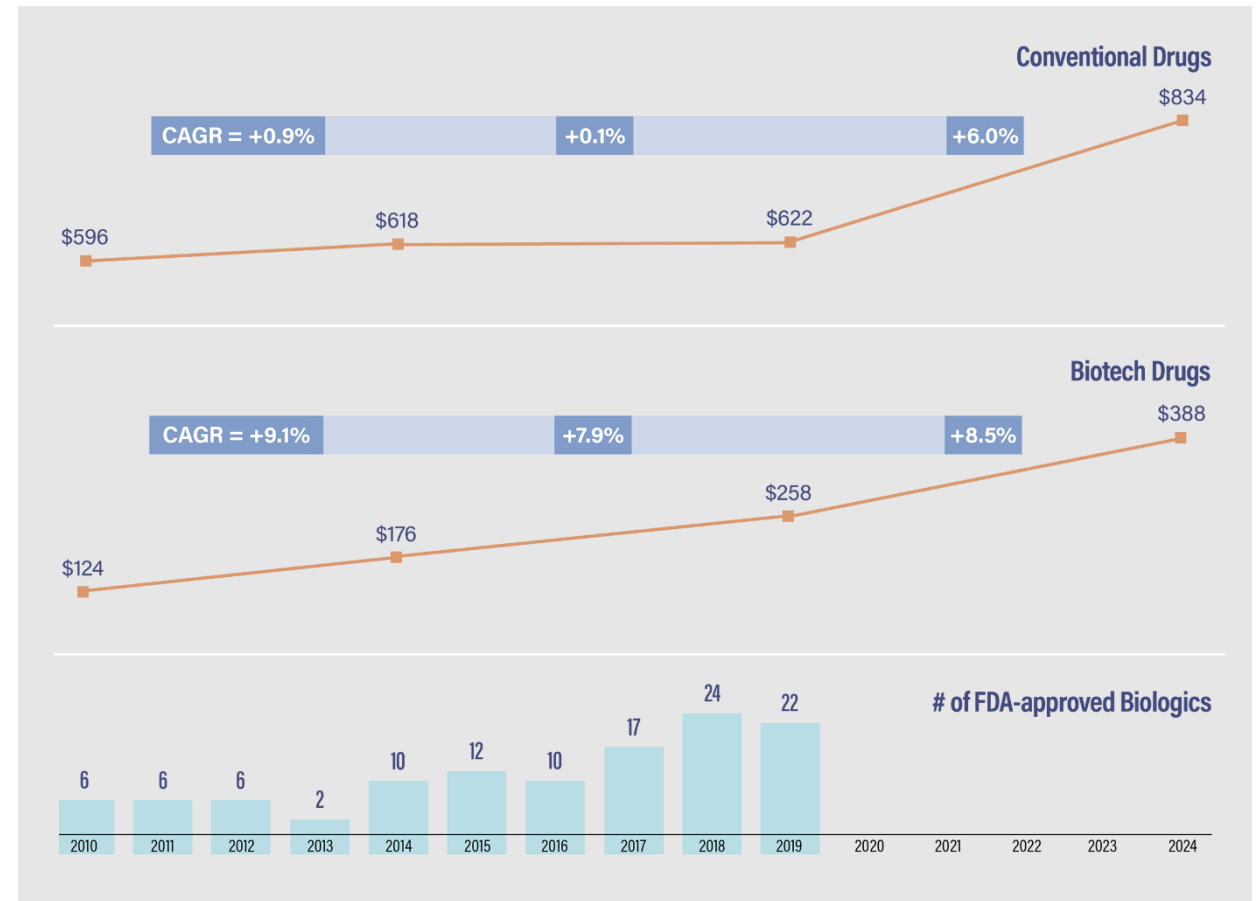
(\$ Millions)	1Q 2021	1Q 2020
Net Sales	\$205	\$260
Base Operating Profit	\$50	\$60
(\$ Millions)	FY 2020	FY 2019
Net Sales	\$1,016	\$1,066
Base Operating Profit	\$72	\$73

Sonoco ThermoSafe Growth

- ThermoSafe business highly correlated to growth of biotech drugs
 - Biotech drugs need temperature control
 - Cold chain = speed-to-market



Global Biopharma Sales Trend 2018–2024 (\$billions)



Committed to Our Purpose, Our People and Our Planet

Environmental Impact

Since 2009

25%
reduction
of greenhouse
gas emissions

25%
reduction
of water usage

Today

83%
volume of
packaging
produced by
Sonoco that is
recycled

100%
uncoated recycled
paperboard
with **85%** post-
consumer fiber



Sustainable Packaging Solutions

Leading Responsibly

Board Diversity and Independence

43% diversity rate

21% women

79% independent based criteria

Director Elections

All Directors elected annually—
at an average majority of **99%**

Say on Pay

98% of shareholders voted in favor
of Sonoco's "Say on Pay" proposal
on executive compensations

ISS Governance Quality Score: 2

Commitment to Diversity and Inclusion

2020

20%
women in senior
leadership

12%
minorities in
senior leadership

38%
of total annual
salaried turnover
is female talent

Staff VP and GM
12% F / 25% RM

2023

25%
women in senior
leadership

15%
minorities in
senior leadership

35%
of total annual
salaried turnover
is female talent

Identification of a
diverse candidate
as successor
for Head of
Manufacturing

EnviroSense® Packaging





EPS and Cash Flow Guidance

	1 st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Full Year
2019 Base EPS	\$0.85	\$0.95	\$0.97	\$0.75	\$3.53
2020 Base EPS	\$0.94	\$0.79	\$0.86	\$0.82	\$3.41
2021 Actual Q1 & Guidance	\$0.90	\$0.82 - \$0.88			\$3.50 - \$3.60

(\$ millions)	December 31, 2021			
Full Year Cash Flow Guidance	Est. Low End		Est. High End	
Operating Cash Flow	\$	570	\$	600
Free Cash Flow	\$	270	\$	300

* 2021 Cash flow guidance excludes an estimated pension contribution related to the U.S. pension plan termination.
Projected contribution is estimated to be \$150 million.

Capital Deployment Strategy

Total capital expenditures in 2021

\$300 Million

Return Cash to Shareholders

Current Annual Dividend Payout

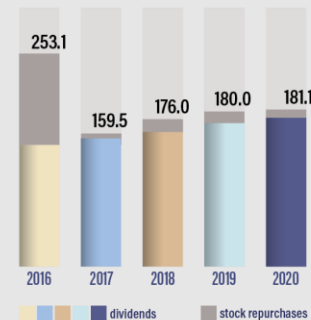
\$1.80
per share

\$950 million
Cash returned to shareholders over the past five years

\$350 million
Board authorization for share repurchases

Pursue accretive acquisitions in our core Consumer and Industrial markets

DIVIDENDS AND STOCK REPURCHASES



Better Packaging.
Better Life.

Appendix





Rodger Fuller

Executive Vice President

Rodger Fuller, 59, is Executive Vice President of Sonoco, overseeing all Industrial and Consumer operations globally, which also includes the Company's Display and Packaging and Protective Solutions segments. In this role, Fuller has responsibility for all of Sonoco's global operations serving customers across 36 countries as well as the Company's Supply Management and Logistics organization. He previously served as Senior Vice President, Global Consumer Packaging, Display & Packaging and Protective Solutions. In this role, he had responsibility for all of Sonoco's Consumer-related businesses, including Global Rigid Paper and Closures; Global Plastics; Global Flexible Packaging; Display & Packaging; and Protective Solutions.

Fuller also served as Senior Vice President, Paper/Engineered Carriers U.S./Canada and Display & Packaging. In this role, he had responsibility for the Company's Paper and Engineered Carriers businesses, including 12 uncoated recycled paper mills, 24 recovered paper recycling facilities, 40 tube and core converting facilities and 16 wire and cable reels centers, serving customers throughout the U.S. and Canada. He also led the Company's Display and Packaging business, which operates 25 manufacturing and packaging facilities in the United States, Mexico, Poland and Brazil.

Previously, Fuller was Group Vice President at Sonoco. He has held leadership positions in both Consumer and Industrial businesses during his 34-year career with Sonoco.

Fuller graduated from Berry College in Rome, Georgia, with a B.S. in business administration, and he received an MBA from Emory University. He is active in industry and community service organizations, including serving on the board of the Paper and Packaging Board, American Forest and Paper Association and the Hartsville United Way.

He and his wife, Helen, have two grown children and reside in Hartsville.



EPS Summary

1st Quarter: 2021 Vs. 2020

	1st Quarter			
	2021		2020	
Actual EPS	\$	0.71	\$	0.80
Addback for:				
Restructuring & Asset Impairments		0.05		0.09
Non-Operating Pension Costs		0.05		0.06
Loss on Sale of Display & Packaging US		0.03		—
M&A Costs, Other Items		0.06		(0.01)
Base EPS*	\$	0.90	\$	0.94

Sonoco Guidance

\$0.80 to \$0.90

*NOTE: Due to rounding individual items may not sum down



P&L Summary (Base)

1st Quarter: 2021 Vs. 2020

(Dollars in millions)

			Better / (Worse)	
	2021	2020	\$	%
Net sales	\$ 1,353	\$ 1,303	\$ 50	3.8%
Gross profit	278	267	11	4.2%
SG&A expenses, net of Other Income	(138)	(123)	(15)	(12.7)%
Operating profit	\$ 140	\$ 144	\$ (4)	(2.9)%
Net interest	(18)	(16)	(2)	(10.5)%
Provision for income taxes	(31)	(33)	2	6.0%
Net Income, after tax	\$ 91	\$ 95	\$ (4)	(4.2)%
Equity in Affiliates and Minority Interest	1	1	—	0%
Net income attributable to Sonoco	\$ 92	\$ 95	\$ (3)	(3.8)%
EBITDA	\$ 202	\$ 206	\$ (4)	(2.0)%
Gross profit %	20.5 %	20.5 %		
SG&A %	10.2 %	9.4 %		
OP %	10.3 %	11.0 %		
EBITDA%	14.9 %	15.8 %		
Effective tax rate	25.7 %	26.0 %		

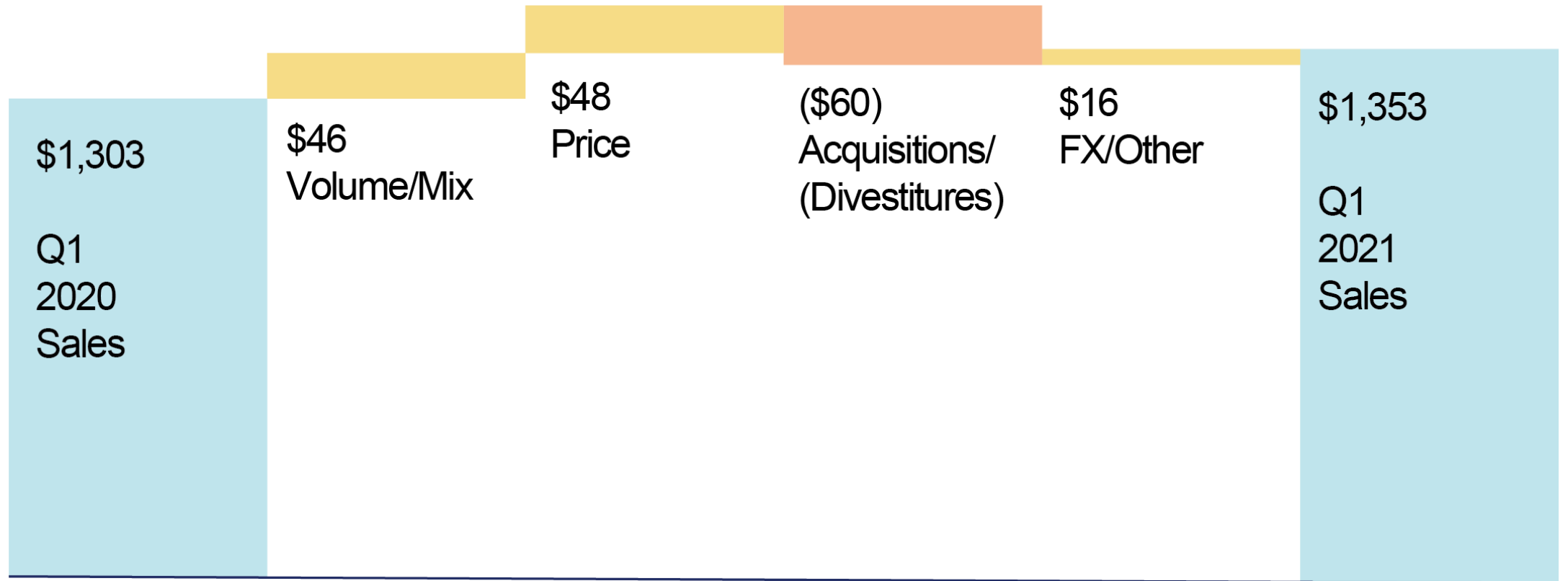
NOTE: Totals and percentages are based on unrounded amounts



Sales Bridge

1st Quarter: 2021 Vs. 2020

(Dollars in millions)



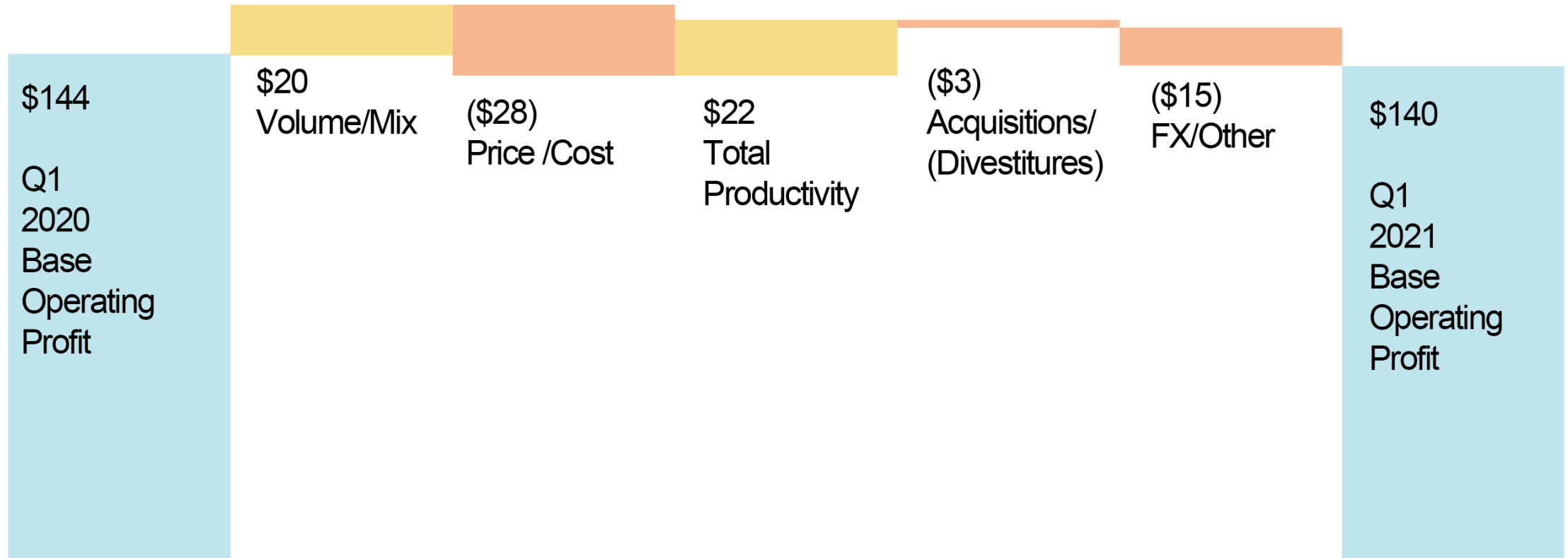
NOTE: Totals and percentages are based on unrounded amounts



Base Operating Profit Bridge

1st Quarter: 2021 Vs. 2020

(Dollars in millions)



NOTE: Totals and percentages are based on unrounded amounts



Segment Analysis

1st Quarter: 2021 Vs. 2020

(Dollars in millions)

	NET SALES			BASE OPERATING PROFIT		
	2021	2020	% Chg	2021	2020	% Chg
Consumer Packaging	\$ 583	\$ 541	7.8%	\$ 76	\$ 64	18.6 %
Industrial Paper Packaging	565	502	12.5%	50	60	(15.8)%
All Other	205	260	(21.2)%	14	21	(32.5)%
Total Sonoco	\$ 1,353	\$ 1,303	3.8%	\$ 140	\$ 144	(2.9)%
				OPERATING PROFIT AS % OF SALES		MARGIN CHANGE
Consumer Packaging				13.0 %	11.8 %	1.2%
Industrial Paper Packaging				8.9 %	11.9 %	(3.0)%
All Other				6.8 %	7.9 %	(1.1)%
Total Sonoco				10.3 %	11.0 %	(0.7)%

NOTE: Totals and percentages are based on unrounded amounts



Cash Flow

Year to date: 2021 Vs. 2020

(Dollars in millions)

	Year To Date		Change
	Q1 2021	Q1 2020	
Net income	\$ 72	\$ 80	\$ (8)
Asset impairment charges / Loss on divestiture	7	1	6
Depreciation and amortization expense	62	61	1
Pension and postretirement plan contributions, net of expenses	(12)	(10)	(2)
Changes in working capital	(29)	(70)	41
Changes in tax accounts and other operating activity	39	27	12
Operating cash flow	\$ 139	\$ 88	\$ 51
Capital expenditures, net	(39)	(31)	(8)
Free cash flow	\$ 99	\$ 57	\$ 42
Cash dividends paid	\$ (45)	\$ (43)	\$ (2)

NOTE: Totals are based on unrounded amounts



Balance Sheet

(Dollars in millions)

	4/4/2021	12/31/2020	Change \$
Cash and cash equivalents	\$ 588	\$ 565	\$ 23
Trade accounts receivable, net of allowances	667	659	8
Other receivables	177	104	73
Inventories	474	451	23
Prepaid expenses	45	53	(8)
Current Assets	\$ 1,951	\$ 1,831	\$ 120
Property, plant and equipment, net	1,213	1,244	(31)
Goodwill	1,328	1,389	(61)
Other intangible assets, net	307	322	(15)
Right of Use Asset - Operating leases	279	296	(17)
Other assets	204	195	9
Total Assets	\$ 5,281	\$ 5,277	\$ 4
Payable to suppliers and others	1,067	1,048	18
Income taxes payable	20	7	13
Total debt	1,696	1,700	(4)
Pension and other postretirement benefits	170	172	(2)
Noncurrent operating lease liabilities	247	262	(15)
Deferred income taxes and other	169	177	(8)
Total equity	1,913	1,911	2
Total Liabilities and Shareholders' Equity	\$ 5,281	\$ 5,277	\$ 4
Net debt / Total capital	36.7 %	37.3 %	

Net debt = Total debt minus cash and cash equivalents

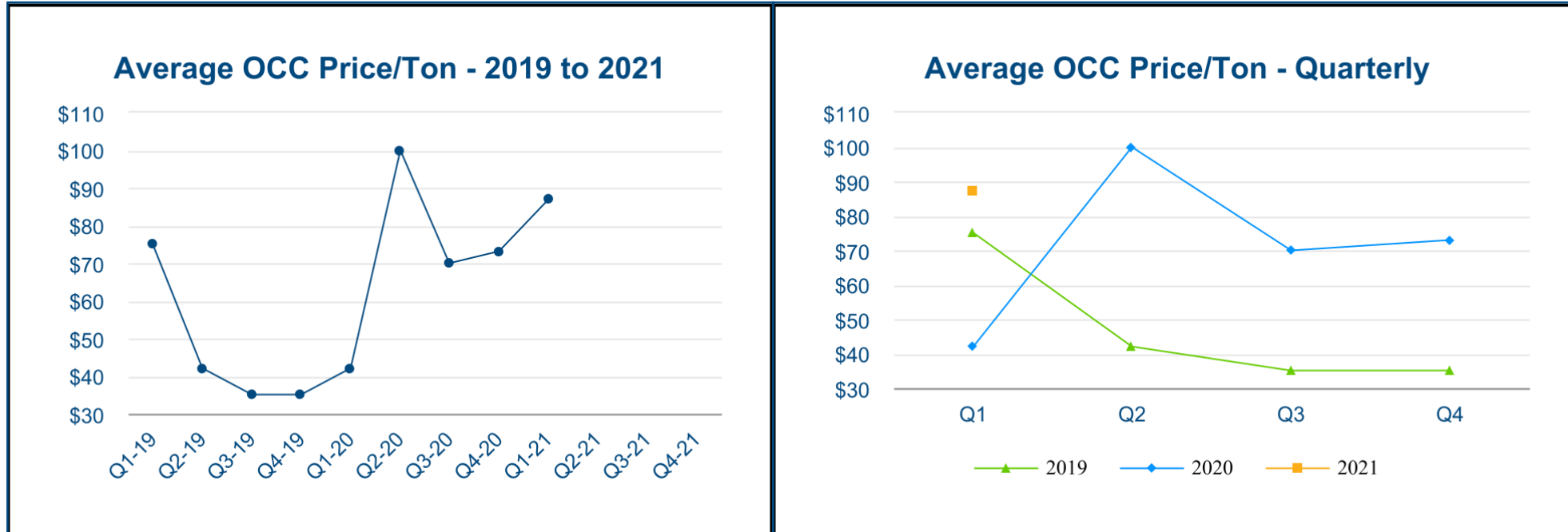
Total capital = Net debt plus total equity

NOTE: Totals and differences are calculated using unrounded amounts.



OCC: Official Board Market

1st Quarter: 2021 Vs. 2020 Vs. 2019
(Price/Ton)



	1st Quarter				2nd Quarter				3rd Quarter				4th Quarter			
	J	F	M	Avg	A	M	J	Avg	J	A	S	Avg	O	N	D	Avg
2019	85	75	65	75	50	40	35	42	35	35	35	35	35	35	35	35
2020	35	40	50	42	85	125	90	100	70	70	70	70	70	70	80	73
2021	85	85	90	87												