Sonoco Products Company
Reconciliation of Non-GAAP Financial Measures

In accordance with the SEC's Regulation G, the following provides definitions of the non-GAAP financial measures used by the company, together with the most directly comparable financial measures calculated in accordance with GAAP, and a reconciliation of the differences between the non-GAAP financial measures disclosed and the most directly comparable financial measures calculated in accordance with GAAP.

Definition and Reconciliation of Non-GAAP Financial Measures

The Company's results determined in accordance with U.S. generally accepted accounting principles (GAAP) are referred to as "as reported" or "GAAP" results. Some of the information presented in this press release reflects the Company's "as reported" or "GAAP" results adjusted to exclude amounts related to restructuring initiatives, asset impairment charges, environmental charges, acquisition costs, excess insurance recoveries, losses from the early extinguishment of debt, and certain other items, if any, the exclusion of which management believes improves comparability and analysis of the ongoing operating performance of the business. These adjustments result in the non-GAAP financial measures referred to in earnings presentations as "Base Earnings" and "Base Earnings per Diluted Share."

These non-GAAP measures are not in accordance with, or an alternative for, generally accepted accounting principles and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. Sonoco continues to provide all information required by GAAP, but it believes that evaluating its ongoing operating results may not be as useful if an investor or other user is limited to reviewing only GAAP financial measures. Sonoco uses these non-GAAP financial measures for internal planning and forecasting purposes, to evaluate its ongoing operations, and to evaluate the ultimate performance of each business unit against budget all the way up through the evaluation of the Chief Executive Officer's performance by the Board of Directors. In addition, these same non-GAAP measures are used in determining incentive compensation for the entire management team and in providing earnings guidance to the investing community.

Sonoco management does not, nor does it suggest that investors should, consider these non-GAAP financial measures in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Sonoco presents these non-GAAP financial measures to provide users information to evaluate Sonoco's operating results in a manner similar to how management evaluates business performance. Material limitations associated with the use of such measures are that they do not reflect all period costs included in operating expenses and may not reflect financial results that are comparable to financial results of other companies that present similar costs differently. Furthermore, the calculations of these non-GAAP measures are based on subjective determinations of management regarding the nature and classification of events and circumstances that the investor may find material and view differently.

To compensate for these limitations, management believes that it is useful in understanding and analyzing the results of the business to review both GAAP information which includes all of the items impacting financial results and the non-GAAP measures that exclude certain elements, as described above. Whenever Sonoco uses a non-GAAP financial measure, except with respect to guidance, it provides a reconciliation of the non-GAAP financial measure to the most closely applicable GAAP financial measure. Whenever reviewing a non-GAAP financial measure, investors are encouraged to fully review and consider the related reconciliation as detailed below. Full-year 2016 GAAP guidance are not provided in this release due to the likely occurrence of one or more of the following, the timing and magnitude of which we are unable to reliably forecast: possible gains or losses on the sale of businesses or other assets, restructuring costs and restructuring-related impairment charges, acquisition related costs, and the income tax effects of these items and/or other income tax-related events. These items could have a significant impact on the Company's future GAAP financial results.

The following tables reconcile the Company's non-GAAP financial measures to their most directly comparable GAAP financial measures in the Company's Condensed Consolidated Statements of Income for each of the periods presented.

Reconciliation of GAAP to Non-GAAP Financial Measures
For the three months ended December 31, 2016
Dollars and shares in thousands, except per share data

		Non-GAAP Adjustments		
	GAAP	Restructuring/ Asset Impairment Charges[1]	Other Adjustments[2,3]	Base
Income before interest and income taxes	$194,035	$1,430	$(100,982)	$94,483
Interest expense, net	11,789	—	—	11,789
Income before income taxes	182,246	1,430	(100,982)	82,694
Provision for income taxes	81,029	(2,922)	(54,364)	23,743
Income before equity in earnings of affiliates	101,217	4,352	(46,618)	58,951
Equity in earnings of affiliates, net of tax	3,778	—	—	3,778
Net income	104,995	4,352	(46,618)	62,729
Net (income) attributable to noncontrolling interests	(122)	(83)	—	(205)
Net income attributable to Sonoco	$104,873	$4,269	$(46,618)	$62,524
Per diluted common share	$1.04	$0.04	$(0.46)	$0.62
Effective tax rate	44.5%			28.7%

Reconciliation of GAAP to Non-GAAP Financial Measures
For the three months ended December 31, 2015
Dollars and shares in thousands, except per share data

		Non-GAAP Adjustments		
	GAAP	Restructuring/ Asset Impairment Charges[1,4]	Other Adjustments[5]	Base
Income before interest and income taxes	$79,995	$21,000	$2,199	$103,194
Interest expense, net	14,089	—	—	14,089
Income before income taxes	65,906	21,000	2,199	89,105
Provision for income taxes	12,719	5,791	7,969	26,479
Income before equity in earnings of affiliates	53,187	15,209	(5,770)	62,626
Equity in earnings of affiliates, net of tax	3,125	—	—	3,125
Net income	56,312	15,209	(5,770)	65,751
Net (income) attributable to noncontrolling interests	(249)	(18)	—	(267)
Net income attributable to Sonoco	$56,063	$15,191	$(5,770)	$65,484
Per diluted common share	$0.55	$0.15	$(0.06)	$0.64
Effective tax rate	19.3%			29.7%

(1) Restructuring/Asset impairment charges are a recurring item as Sonoco’s restructuring programs usually require several years to fully implement and the Company is continually seeking to take actions that could enhance its efficiency. Although recurring, these charges are subject to significant fluctuations from period to period due to the varying levels of restructuring activity and the inherent imprecision in the estimates used to recognize the impairment of assets and the wide variety of costs and taxes associated with severance and termination benefits in the countries in which the restructuring actions occur.

(2) Includes gains related to the disposal of the Company's blowmolded plastics business.

(3) Includes costs related to acquisitions and potential acquisitions..

(4) Includes $12,065 of asset impairment charges related to the devaluation of the Venezuelan Bolivar.

(5) Consists primarily of legal and professional expenses associated with the Company's investigation of financial misstatements in Mexico and acquisition-related costs.

Reconciliation of GAAP to Non-GAAP Financial Measures
For the nine months ended December 31, 2016
Dollars and shares in thousands, except per share data

		Non-GAAP Adjustments		
	GAAP	**Restructuring/ Asset Impairment Charges[1]**	**Other Adjustments[2,3]**	**Base**
Income before interest and income taxes	$492,834	$42,883	$(98,791)	$436,926
Interest expense, net	51,557	—	—	51,557
Income before income taxes	441,277	42,883	(98,791)	385,369
Provision for income taxes	164,631	7,520	(54,381)	117,770
Income before equity in earnings of affiliates	276,646	35,363	(44,410)	267,599
Equity in earnings of affiliates, net of tax	11,235	—	—	11,235
Net income	287,881	35,363	(44,410)	278,834
Net (income) attributable to noncontrolling interests	(1,447)	(161)	—	(1,608)
Net income attributable to Sonoco	$286,434	$35,202	$(44,410)	$277,226
Per diluted common share	$2.81	$0.35	$(0.44)	$2.72
Effective tax rate	37.3%			30.6%

Reconciliation of GAAP to Non-GAAP Financial Measures
For the nine months ended December 31, 2015
Dollars and shares in thousands, except per share data

		Non-GAAP Adjustments		
	GAAP	**Restructuring/ Asset Impairment Charges[1,4]**	**Other Adjustments[5]**	**Base**
Income before interest and income taxes	$382,544	$50,637	$(20,617)	$412,564
Interest expense, net	54,598	—	—	54,598
Income before income taxes	327,946	50,637	(20,617)	357,966
Provision for income taxes	87,738	22,641	755	111,134
Income before equity in earnings of affiliates	240,208	27,996	(21,372)	246,832
Equity in earnings of affiliates, net of tax	10,416	—	—	10,416
Net income	250,624	27,996	(21,372)	257,248
Net (income) attributable to noncontrolling interests	(488)	(93)	—	(581)
Net income attributable to Sonoco	$250,136	$27,903	$(21,372)	$256,667
Per diluted common share	$2.44	$0.27	$(0.21)	$2.51
Effective tax rate	26.8%			31.0%

(1) Restructuring/Asset impairment charges are a recurring item as Sonoco’s restructuring programs usually require several years to fully implement and the Company is continually seeking to take actions that could enhance its efficiency. Although recurring, these charges are subject to significant fluctuations from period to period due to the varying levels of restructuring activity and the inherent imprecision in the estimates used to recognize the impairment of assets and the wide variety of costs and taxes associated with severance and termination benefits in the countries in which the restructuring actions occur.

(2) Includes gains and income taxes related to the disposal of the Company's blowmolded plastics business.

(3) Includes costs related to acquisitions and potential acquisitions.

(4) Includes disposal and income tax gains related to the sale of two of the Company's metal end plants.

(5) Consists primarily of a gain from the release of reserves related to the partial settlement of the Fox River environmental claims, an income tax gain from the release of a valuation allowance against tax loss carryforwards in Spain, legal and professional expenses associated with the Company's investigation of financial misstatements in Mexico and acquisition-related costs.

FREE CASH FLOW*	Three Months Ended December 31, 2016	Three Months Ended December 31, 2015	Twelve Months Ended December 31, 2016	Twelve Months Ended December 31, 2015
Net cash provided by operating activities	$50,002	$145,538	$398,679	$452,930
Purchase of property, plant and equipment, net	(42,673)	(60,954)	(186,617)	(159,765)
Cash dividends	(36,543)	(35,330)	(146,364)	(138,032)
Free Cash Flow	$(29,214)	$49,254	$65,698	$155,133

* Free Cash Flow is a non-GAAP measure that does not imply the amount of residual cash flow available for discretionary expenditures, as it excludes mandatory debt service requirements and other non-discretionary expenditures.