

JUNE 22, 2022

SONOCO INVESTOR UPDATE BANK OF MONTREAL 2022 CHEMICALS & PACKAGING CONFERENCE



**Better
Than Ever.**



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, and Webcasts & Presentations, Non-GAAP Reconciliations in the Q1 22 earnings presentation.

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 IS A GLOBAL PACKAGING SOLUTIONS LEADER

COMMITTED TO IMPROVING THE LIVES OF OUR TEAMMATES, OUR CUSTOMERS AND OUR COMMUNITIES

2021:	SALES	BASE EBITDA	Employees	Manufacturing facilities
	\$5.59 billion	\$757 million	20,500+	300+

2022: PROJECTED	SALES	BASE EBITDA	Employees	Integrated and diversified businesses
	\$7.25-\$7.5 billion	\$995-\$1,045 million	22,000	



CONSUMER PACKAGING

52%*



INDUSTRIAL PAPER PACKAGING

38%



ALL OTHER

10%

OUR STRATEGY



OUR VALUE-CREATION STRATEGY is focused on being the
BENCHMARK YIELD AND STABILITY PACKAGING COMPANY



WE ARE targeting
\$1 BILLION IN ANNUAL EBITDA
by **2026** without acquisitions



WE WILL invest in our core
businesses to augment growth
and generate strong returns –
INVESTING IN OURSELVES



WE WILL execute an operating
strategy implementing self-help actions
to generate **~\$180 million**
IN ANNUAL EBITDA BY 2026



WE WILL
SIMPLIFY OUR STRUCTURE
to build a more efficient and
effective organization



WE WILL manage our
portfolio to “fit” around
FEWER, BIGGER BUSINESSES



WE WILL use
ACQUISITIONS to improve the
portfolio and complement strategy

SONOCO'S OPERATING STRATEGY AS A VALUE CREATION MODEL

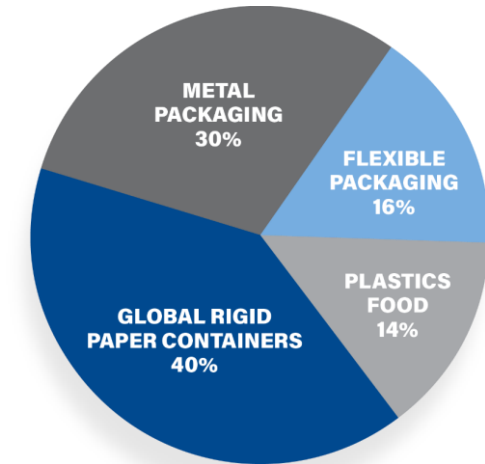
**VIRTUOUS CYCLE THAT CAN BE
LEVERAGED TO AN INCREASING
OPPORTUNITY SET**

Targeting
~\$180 million
in annual EBITDA
by 2026



CONSUMER PACKAGING PERFORMANCE

DOLLARS IN MILLIONS



2022 PROJECTED SALES MIX

	FY 2021	1Q 2022
Net Sales	\$2,368	\$868
Base Operating Profit*	\$275	\$174



*Excludes amortization expense associated with acquisition intangibles

CONSUMER PACKAGING PORTFOLIO

GLOBAL RIGID PAPER CONTAINERS



Global leader in
advanced paper cans
and technology

2022 Sales Mix
Projections

40%

METAL PACKAGING



Leading U.S. manufacturer
of tinplate food and
aerosol cans

30%

FLEXIBLE PACKAGING



Provider of advanced
flexible packaging to niche
markets

16%

FOOD THERMOFORMING

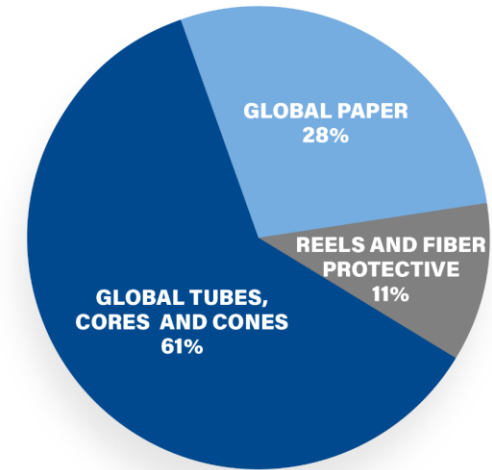


Leading provider of rigid
plastic packaging

14%

INDUSTRIAL PAPER PACKAGING PERFORMANCE

DOLLARS IN MILLIONS



2022 PROJECTED

	FY 2021	1Q 2022
Net Sales	\$2,464	\$699
Base Operating Profit*	\$227	\$73



*Excludes amortization expense associated with acquisition intangibles

INDUSTRIAL PAPER PACKAGING PORTFOLIO

GLOBAL TUBES AND CORES



Global leader in
manufactured paperboard
tubes, cores and cones

2022 Sales Mix
Projections

61%

GLOBAL PAPER



Global leader in the
production of uncoated
recycled paperboard (URB)

28%

REELS AND FIBER PROTECTIVE

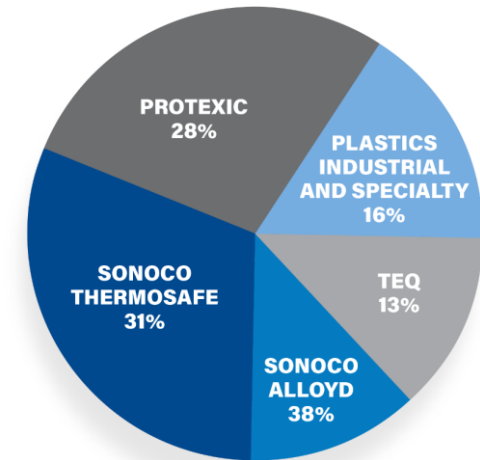


Sustainability-focused
manufacturer of multi-substrate
reels and protective packaging

11%

ALL OTHER PERFORMANCE

DOLLARS IN MILLIONS



2022 PROJECTED

	FY 2021	1Q 2022
Net Sales	\$758	\$204
Base Operating Profit*	\$63	\$15



*Excludes amortization expense associated with acquisition intangibles

2022 CAPITAL DEPLOYMENT STRATEGY

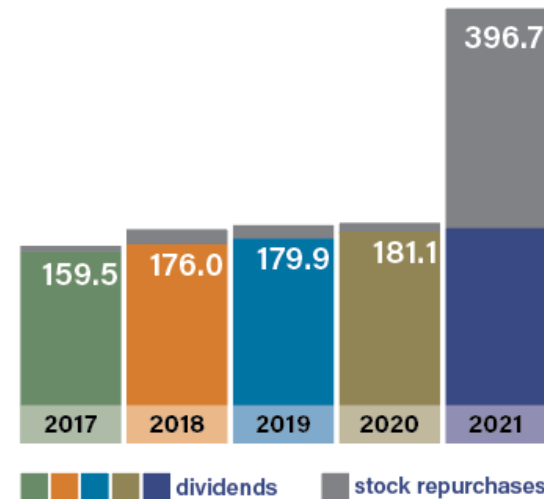
INVEST IN OURSELVES

**TOTAL
CAPITAL
EXPENDITURES
IN 2022**

**\$325
million**

RETURN CASH TO SHAREHOLDERS

**DIVIDENDS AND STOCK
REPURCHASES** millions of dollars



**\$1.3
BILLION**

Cash returned to
shareholders since 2016

**Dividend yield
~3.0%**

2021 – 2023 CAPITAL PLANS

~\$125 MILLION



**PROJECT
HORIZON**

~\$60 MILLION



**FLEXIBLE
PACKAGING**

~\$60 MILLION



**PAPER
CANS**

~\$10 MILLION



**FOOD
THERMOFORMING**

2022 Capital budget of ~\$325 million with the majority funding high-ROIC organic growth initiatives

UPDATED Q2 GUIDANCE

	April 21, 2022	June 22, 2022	Change
2022 Base EPS Guidance	\$1.20 to \$1.30	\$1.60 to \$1.70	~32%

- Continued strong price/cost recovery
- Better than expected performance from Metal Packaging
- Sustained demand led by Consumer Packaging and All Other Businesses

Sonoco to report 2Q results on July 21, 2022 and update full-year guidance

WHY INVEST IN SONOCO?

- A balanced but targeted portfolio to provide stability and yield
- Proven ability to execute with expected ~35% improvement in base earnings in 2022, fueled by high-return capital investments and acquisitions
- Operating strategy implementation to yield EBITDA margin upside
- The commitment and continuation of capital returns to shareholders

FINANCIAL UPDATE

Better
Packaging.
Better
Life.™

Better Than Ever.



EPS SUMMARY 1st Quarter: 2022 vs. 2021

	1st Quarter	
	2022	2021
Actual EPS	\$ 1.17	\$ 0.71
Addback for:		
Acquisition related costs, net	0.37	0.08
Acquisition Intangibles Amortization expense	0.14	0.09
LIFO Reserve change	0.14	—
Restructuring and Asset Impairments, net	0.11	0.05
Other Items	(0.08)	0.06
Base EPS	\$ 1.85	\$ 1.00

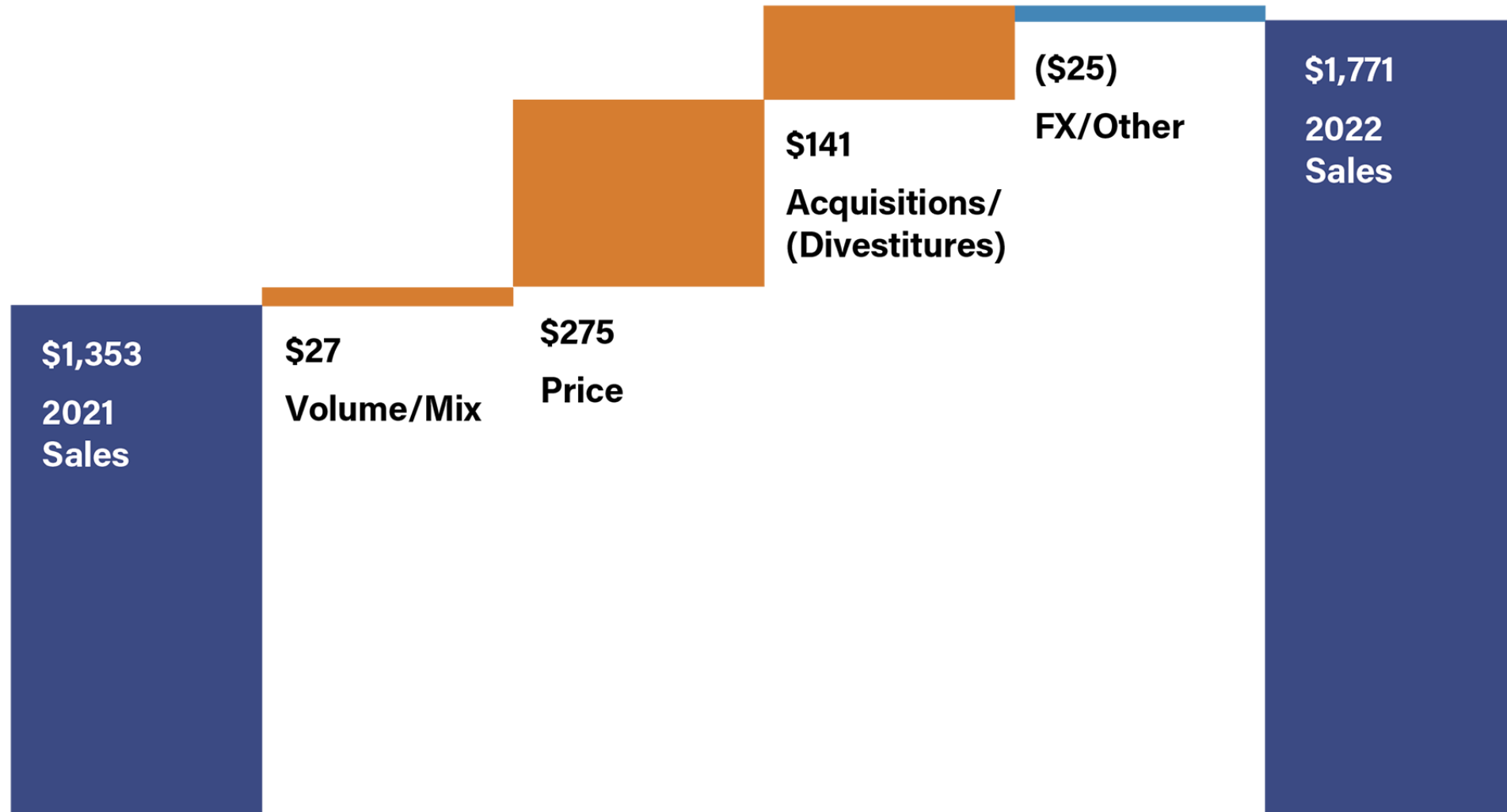
Sonoco Guidance \$ 1.70 – 1.80

NOTE: Due to rounding, individual items may not sum down.



SALES BRIDGE 1st Quarter and YTD: 2022 vs. 2021

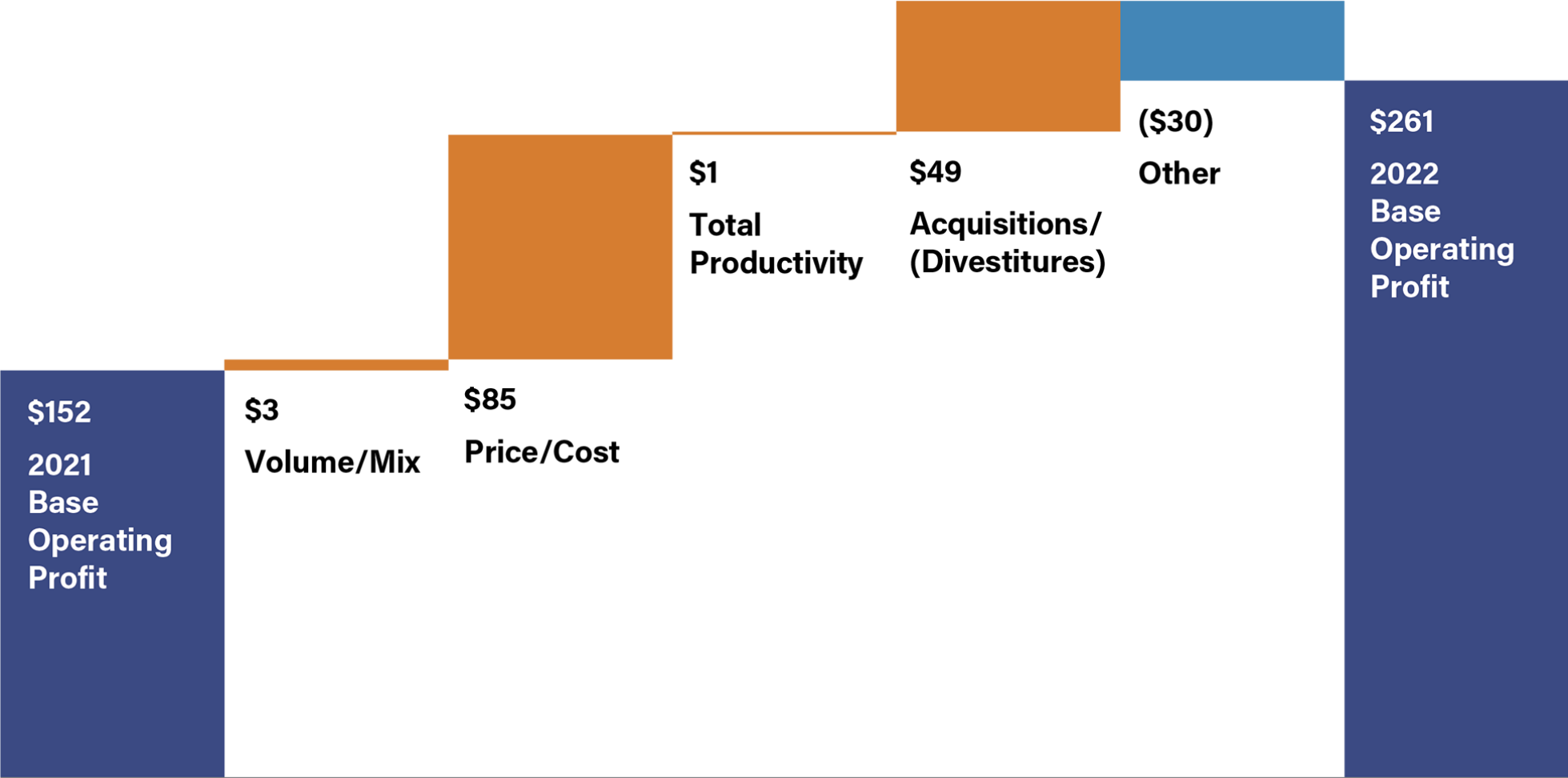
(DOLLARS IN MILLIONS)



NOTE: Due to rounding, individual items may not sum down.
Volume/Mix growth rates are calculated excluding divested prior years sales

BASE OPERATING PROFIT BRIDGE 1st Quarter and YTD: 2022 vs. 2021

(DOLLARS IN MILLIONS)



NOTE: Due to rounding, individual items may not sum down.



CASH FLOW YTD: 2022 vs. 2021

(DOLLARS IN MILLIONS)

	Year To Date		Year Over Year	
	2022	2021	Change	
Net income	\$ 116	\$ 72	\$ 44	
Asset impairment charges / Losses on disposition of assets	6	8	(2)	
Depreciation and amortization expenses	71	62	9	
Pension and postretirement plan contributions, net of expenses	(26)	(12)	(14)	
Changes in working capital	(185)	(30)	(156)	
Changes in tax accounts	18	13	5	
Other operating activity	2	26	(23)	
Operating cash flow	\$ 1	\$ 139	\$ (138)	
Capital expenditures, net of dispositions	(67)	(39)	(28)	
Free cash flow	\$ (66)	\$ 99	\$ (166)	
Cash dividends	\$ (44)	\$ (45)	\$ 1	

NOTE: Due to rounding, individual items may not sum down.



SEGMENT ANALYSIS 1st Quarter: 2022 vs. 2021

(DOLLARS IN MILLIONS)

	Net sales			Base Operating Profit		
	2022	2021	% Chg	2022	2021	% Chg
Consumer Packaging	\$ 868	\$ 583	49.0%	\$ 174	\$ 81	113.4%
Industrial Paper Packaging	\$ 699	\$ 565	23.7%	\$ 73	\$ 52	38.9%
All Other	\$ 204	\$ 205	(0.7)%	\$ 15	\$ 19	(22.6)%
Total Sonoco	\$ 1,771	\$ 1,353	30.9%	\$ 261	\$ 152	71.1%

	Operating Profit As % Of Sales		Margin Change
Consumer Packaging	20.0%	14.0%	6.0%
Industrial Paper Packaging	10.4%	9.2%	1.2%
All Other	7.1%	9.1%	(2.0)%
Total Sonoco	14.7%	11.2%	3.5 %

NOTE: Due to rounding, individual items may not sum down.



BALANCE SHEET

(DOLLARS IN MILLIONS)

	4/3/2022	12/31/2021	Change \$
Cash and cash equivalents	\$ 152	\$ 171	\$ (19)
Trade accounts receivable, net of allowances	1,000	756	245
Other receivables	111	96	15
Inventories	868	562	306
Prepaid expenses	120	74	46
Current Assets	\$ 2,251	\$ 1,659	\$ 592
Property, plant and equipment, net	1,641	1,298	343
Right of Use Asset - Operating leases	316	268	47
Goodwill	1,688	1,325	363
Other intangible assets, net	757	278	479
Other assets	304	246	58
Total Assets	\$ 6,956	\$ 5,073	\$ 1,883
Payable to suppliers and others	1,256	1,103	153
Income taxes payable	18	12	7
Total debt	3,171	1,611	1,560
Noncurrent operating lease liabilities	272	234	38
Pension and other postretirement benefits	154	158	(4)
Deferred income taxes and other	166	106	60
Total equity	1,919	1,850	69
Total Liabilities and Shareholders' Equity	\$ 6,956	\$ 5,073	\$ 1,883
Net debt / Total capital	61.1 %	43.8 %	

NOTE: Due to rounding, individual items may not sum down.

Includes preliminary purchase price accounting estimates related to Ball Metalpack acquisition that are subject to change

Net debt = Total debt minus cash and cash equivalents.

Total capital = Net debt plus total equity.



OCC: OFFICIAL BOARD MARKET 1st Quarter: 2022 vs. 2021 vs. 2020

(PRICE/TON)

