1

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC
20549

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15 (d)
OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarter Ended June 29, 1997 Commission File No. 1-11261

SONOCO PRODUCTS COMPANY
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Incorporated under the laws I.R.S. Employer Identification
    of South Carolina No. 57-0248420
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                    Post Office Box 160
```

                    Post Office Box 160
                Hartsville, South Carolina 29551-0160
                Hartsville, South Carolina 29551-0160
                Telephone: 803-383-7000
    ```
                Telephone: 803-383-7000
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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days.


Indicate the number of shares outstanding of each of the issuer's classes of common stock at August 1, 1997:

Common stock, no par value: $90,575,159$

2

SONOCO PRODUCTS COMPANY

INDEX

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

```
Consolidated Balance Sheets - June 29, 1997 and
December 31, 1996
Consolidated Statements of Income -
Three Months and Six Months Ended June 29, 1997
and June 30, 1996
Consolidated Statements of Cash Flows -
Six Months Ended June 29, }1997\mathrm{ and
June 30, 1996
Notes to Consolidated Financial Statements
    ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND
RESULTS OF OPERATIONS
```

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

SIGNATURE

3

SONOCO PRODUCTS COMPANY
CONSOLIDATED BALANCE SHEETS
(Dollars and shares in thousands)

| (unaudited) |  |
| :---: | :---: |
| June 29, | December |
| 1997 | 1996 |

```
CURRENT ASSETS
    Cash and cash equivalents
    Trade accounts receivable, net of allowances
    Other receivables
    Inventories:
                Finished and in process
        Materials and supplies
    Prepaid expenses
    Deferred income taxes
PROPERTY, PLANT AND EQUIPMENT, NET
COST IN EXCESS OF FAIR VALUE OF ASSETS PURCHASED, NET
OTHER ASSETS
        Total Assets
        LIABILITIES AND SHAREHOLDERS' EQUITY
CURRENT LIABILITIES
    Accrued expenses and other
    Accrued wages and other compensation
    Notes payable and current portion of
```

Payable to suppliers 209,381 205,741

| \$ | 62,391 | \$ | 71,260 |
| :---: | :---: | :---: | :---: |
|  | 349,360 |  | 329,963 |
|  | 31,384 |  | 38,240 |
|  | 121,263 |  | 123,224 |
|  | 123,342 |  | 137,236 |
|  | 24,713 |  | 26,121 |
|  | 11,279 |  | 11,605 |
|  | 723,732 |  | 737,649 |
|  | 1,041,048 |  | 995,415 |
|  | 438,594 |  | 455,567 |
|  | 215,940 |  | 198,909 |
| \$ | 2,419,314 | \$ | 387,540 |
| \$ | 209,381 | \$ | 205,741 |
|  | 129,866 |  | 111,804 |
|  | 31,128 |  | 29,428 |


| long-term debt Taxes on income | $\begin{array}{r} 103,374 \\ 18,945 \end{array}$ | $\begin{array}{r} 102,062 \\ 26,081 \end{array}$ |
| :---: | :---: | :---: |
|  | 492,694 | 475,116 |
| LONG-TERM DEBT | 742,764 | 791,026 |
| POSTRETIREMENT BENEFITS OTHER THAN PENSIONS | 104,026 | 107,265 |
| DEFERRED INCOME TAXES AND OTHER | 112,354 | 93,520 |
| SHAREHOLDERS' EQUITY |  |  |
| Serial preferred stock, no par value Authorized 30,000 shares |  |  |
| 2,394 and 2,395 shares issued and outstanding as of June 29, 1997 and December 31, 1996, respectively | 119,706 | 119,756 |
| Common stock, no par value <br> Authorized 150,000 shares |  |  |
| 90,404 and 89,864 shares issued and outstanding as of June 29, 1997 and December 31, 1996, respectively | 7,175 | 7,175 |
| Capital in excess of stated value | 60,549 | 50,378 |
| Translation of foreign currencies | (73,601) | $(56,572)$ |
| Retained earnings | 853,647 | 799,876 |
| Total shareholders' equity | 967,476 | 920,613 |
| Total Liabilities and Shareholders' Equity | \$ 2,419,314 | \$ 2,387,540 |

See accompanying Notes to Consolidated Financial Statements

4

| Net sales | \$ | 714,167 | \$ | 689,855 | \$ | 1,401,815 | \$ | 1,359,086 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost of sales |  | 548,021 |  | 522,221 |  | 1,083,698 |  | 1,035,096 |
| Selling, general and administrative expenses |  | 75,729 |  | 78,174 |  | 147,535 |  | 151,967 |
| Interest expense |  | 14,889 |  | 13,614 |  | 28,438 |  | 25,192 |
| Interest income |  | (931) |  | $(1,692)$ |  | $(2,029)$ |  | $(2,911)$ |
| Income from operations before income taxes |  | 76,459 |  | 77,538 |  | 144,173 |  | 149,742 |
| Taxes on income |  | 29,590 |  | 30,549 |  | 55,795 |  | 58,998 |
| Income from operations before equity in earnings of affiliates/Minority interest in subsidiaries |  | 46,869 |  | 46,989 |  | 88,378 |  | 90,744 |
| Equity in earnings of affiliates/Minority interest in subsidiaries |  | (838) |  | (234) |  | $(1,101)$ |  | (741) |
| Net income |  | 46,031 |  | 46,755 |  | 87,277 |  | 90,003 |
| Preferred dividends |  | $(1,347)$ |  | $(1,941)$ |  | $(2,413)$ |  | $(3,882)$ |
| Net income available to common shareholders | \$ | 44,684 | \$ | 44,814 | \$ | 84,864 | \$ | 86,121 |
| Average common shares outstanding: |  |  |  |  |  |  |  |  |
| Assuming no dilution |  | 90,105 |  | 91,119 |  | 90,105 |  | 91,119 |
| Assuming full dilution |  | 97,165 |  | 100,494 |  | 97,165 |  | 100,494 |

Earnings per common share:

Assuming no dilution
Assuming full dilution

Dividends per common share

| \$ | . 49 | \$ | . 50 |
| :---: | :---: | :---: | :---: |
| \$ | . 47 | \$ | . 47 |
| \$ | . 18 | \$ | . 165 |


| $\$$ | .94 |
| :--- | ---: |
| $==========$ |  |
| $\$$ | .90 |
| $===========$ |  |
| $\$$ | .345 |
| $===========$ |  |


| $\$$ | .95 |
| :--- | ---: |
| $=========$ |  |
| $\$$ | .90 |
| $===========$ |  |
| $\$$ | .315 |
| $==========$ |  |

See accompanying Notes to Consolidated Financial Statements

5

SONOCO PRODUCTS COMPANY
CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)
(Dollars in thousands)

CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income to net
cash provided by operating activities:


CASH FLOWS FROM INVESTING ACTIVITIES:

CASH FLOWS FROM FINANCING ACTIVITIES:
Net (decrease) increase in commercial paper borrowings


Principal repayment of debt
Cash dividends - common and preferred
Shares acquired - common and preferred
Common shares issued

Net cash (used) provided by financing activities

EFFECTS OF EXCHANGE RATE CHANGES ON CASH

NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS
Cash and cash equivalents at beginning of period

```
See accompanying Notes to Consolidated Financial Statements
```

6

SONOCO PRODUCTS COMPANY
CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited), continued (Dollars in thousands)

SUPPLEMENTAL CASH FLOW DISCLOSURES:

| Six Months Ended |  |
| :---: | :---: |
| ------------------------------------ |  |


| Interest paid | $\$ 26,724$ | $\$ 20,507$ |
| :--- | :--- | :--- |
| Income taxes paid | $\$ 50,871$ | $\$ 76,358$ |

See accompanying Notes to Consolidated Financial Statements

7

SONOCO PRODUCTS COMPANY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(unaudited)

NOTE 1: BASIS OF INTERIM PRESENTATION

In the opinion of the Company, the accompanying unaudited consolidated statements contain all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the financial position and results of operations for the interim periods reported hereon. Operating results for the six months ended June 29, 1997, are not necessarily indicative of the results that may be expected for the year ending December 31, 1997. These consolidated financial statements should be read in conjunction with the consolidated financial statements and the notes thereto included in the Company's annual
report for the fiscal year ended December 31, 1996.

NOTE 2: DIVIDEND DECLARATIONS

On July 16, 1997, the Board of Directors declared a regular quarterly dividend of $\$ .18$ per share. This $289 t h$ consecutive dividend will be payable September 10, 1997 to shareholders of record as of August 15, 1997. The Board also declared a quarterly dividend of $\$ .5625$ per share on the $\$ 2.25$ Series A Cumulative Convertible Preferred Stock, payable on October 31, 1997, to shareholders of record as of October 10, 1997.

NOTE 3: ACQUISITIONS/DISPOSITIONS
During the first quarter of 1997 , the Company completed the sale of its screen print operations acquired in the 1993 acquisition of Engraph, Inc. This division was sold because it did not fit with the Company's overall focus on the packaging industry. In addition, the Company signed a letter of intent to form a joint venture with the Rock-Tenn Company, combining their fibre partitions businesses into a joint venture company called RTS Packaging. This transaction is still awaiting regulatory approval.

During the second quarter of 1997, the Company announced the formation of joint ventures in Brazil and Chile. The Brazilian joint venture, Sonoco For-Plas, is owned 51\% by the Company and is a major supplier of "peel off" metal ends and plastic components such as overcaps for cans. The joint venture will continue to supply its traditional line of products and plans to add composite cans and other consumer packaging products. The Company also formed a joint venture with Conotex of Santiago, Chile for the manufacture of composite cans, tubes, and cores. The new business, owned 51\% by the Company, plans to add new equipment and technologies in order to extend its offerings to current customers and expand into new markets.

8

> SONOCO PRODUCTS COMPANY
> NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, CONTINUED
> (unaudited)

NOTE 4: FINANCIAL SEGMENT INFORMATION

The Financial Segment Information provided below should be read in conjunction with the Management's Discussion and Analysis immediately following the Notes to Consolidated Financial Statements.

> FINANCIAL SEGMENT INFORMATION (UNAUDITED)
> (DOLLARS IN THOUSANDS)



|  |  | == |  | == |  | ===== |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales to Unaffiliated Customers |  |  |  |  |  |  |  |  |
| Industrial Packaging | \$ | 401,511 | \$ | 391,948 | \$ | $\begin{aligned} & 782,811 \\ & 619,004 \end{aligned}$ | \$ | $\begin{array}{r} 766,118 \\ 592,968 \end{array}$ |
| Consumer Packaging |  | 312,656 |  | 297,907 |  |  |  |  |
| Consolidated | \$ | 714,167 | \$ | 689,855 | \$ | 401,815 | \$ | 1,359,086 |
| Operating Profit |  |  |  |  |  |  |  |  |
| Industrial Packaging | \$ | 60,009 | \$ | 55,736 | \$ | 110,203 | \$ | 107,511 |
| Consumer Packaging |  | 30,408 |  | 33,724 |  | 60,379 |  | 64,511 |
| Interest, net |  | $(13,958)$ |  | $(11,922)$ |  | $(26,409)$ |  | $(22,280)$ |
| Consolidated | \$ | 76,459 | \$ | 77,538 | \$ | 144,173 | \$ | 149,742 |

9

## SONOCO PRODUCTS COMPANY

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (UNAUDITED)

Statements included in Management's Discussion and Analysis of Financial Condition and Results of Operations that are not historical in nature, are intended to be, and are hereby identified as "forward looking statements" for purposes of the safe harbor provided by section $21 E$ of the Securities Exchange Act of 1934, as amended. The Company cautions readers that forward looking statements, including without limitation those relating to the Company's future business prospects, revenues, working capital, liquidity, capital needs, interest costs, and income, are subject to certain risks and uncertainties that could cause actual results to differ materially from those indicated in the forward looking statements.

SECOND QUARTER 1997 COMPARED WITH SECOND QUARTER 1996

RESULTS OF OPERATIONS

Consolidated net sales for the second quarter of 1997 were $\$ 714.2$ million, compared with $\$ 689.9$ million in the second quarter of 1996 . Net income available to common shareholders for the second quarter was $\$ 44.7$ million, compared with $\$ 44.8$ miliion in the second quarter of 1996. Fully diluted earnings per share for the second quarter of 1997 were $\$ .47$, equal to the record second quarter results in 1996. Second quarter earnings per share were favorably impacted by the repurchase of 3.44 million common share equivalents during the second half of 1996. Second quarter performance was in line with Management's expectations that earnings for the first two quarters of 1997 would be flat, to slightly down, compared with 1996, and then improve in the second half of the year. The second half performance is expected to be line with the Company's traditional growth objectives, which will result in another record year for the company.

## INDUSTRIAL PACKAGING SEGMENT

The industrial packaging segment includes tubes; cores; cones; roll wrap; molded plugs and related products and services; fibre drums; plastic drums; intermediate bulk containers; injection molded and extruded plastics; paper manufacturing and recovered paper collections; fibre partitions; molded pulp; corner posts; reels for wire and cable packaging; adhesives; converting machinery; and forest products.

Trade sales for the industrial packaging segment were $\$ 401.5$ million, a $2.4 \%$ increase over the $\$ 392.0$ million recorded in the second quarter of 1996.

Operating profit for this segment was $\$ 60.0$ million, a 7.7\% increase over 1996's second quarter results of $\$ 55.7$ million.

The integrated global tube and core businesses experienced their strongest volume in the history of the Company during the second quarter. The volume growth was evident across all major product segments and in nearly every major geographic region, and this performance was led by the domestic operations. Pricing levels for tubes and cores were lower than the second quarter of 1996; however, they appear to have stabilized. The industrial segment is also benefiting from several initiatives undertaken in the past two years, including the consolidation of several United States and European tube and core plants.

In the paper operations, volume was also up. Although approximately $85 \%$ of the paperboard produced by the Company is used in the Company's internal converting operations, the continued low selling prices for the corrugating medium and linerboard sold to external markets negatively impacted profits by nearly $\$ 3.8$ million for the second quarter, compared with the same period in 1996.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF<br>FINANCIAL CONDITION AND RESULTS OF OPERATIONS<br>(UNAUDITED), CONTINUED<br>SECOND QUARTER 1997 COMPARED WITH SECOND QUARTER 1996, CONTINUED

RESULTS OF OPERATIONS, CONTINUED
Volume was strong in the molded and extruded plastics business during the second quarter, with continued demand for the Company's new plastic heating trays for the fast food industry. Volume also increased in both the textile and filtration markets.

In the three segments of the industrial container group, which includes fibre drums, plastic drums and intermediate bulk containers, volume increased over the second quarter of 1996 . Both the continued pricing pressure and the higher resin costs were more than offset by increased productivity and cost-cutting initiatives.

CONSUMER PACKAGING SEGMENT
The consumer packaging segment includes composite cans; fibre and plastic caulk cartridges; capseals; flexible packaging; pressure-sensitive labels; label application machinery; paperboard cartons; sleeves; blister packs; coasters and glass covers; and high density film products.

Trade sales for the consumer packaging segment were $\$ 312.7$ million for the second quarter of 1997 , a $5.0 \%$ increase over 1996's second quarter sales of $\$ 297.9$ million. Operating profit was $\$ 30.4$ million for the second quarter of 1997, compared with $\$ 33.7$ million in the second quarter of 1996.

The global composite can operations continued its strong performance through the second quarter of 1997, with volume increases in the snack foods, nuts, and adhesives and sealants markets. Volume was also up in the Capseals liners business, which is located in England.

The flexible packaging group experienced volume increases in comparison to the second quarter of 1996 in addition to solid improvements in both productivity and scrap reduction. This improvement is expected to continue throughout the rest of 1997.

Volume increased slightly for the label group, but selling prices have fallen in comparison to the second quarter of last year. Product mix and continuing reorganization efforts within the label group also had a negative effect on results for the quarter. Modest improvement in the label operations is anticipated during the remainder of the year, compared with a weaker second half last year.

Volume was up in the high density film products business, led by increases in sales of sacks for the high-volume retail market. However, this business was affected by higher resin costs, which were not completely recovered in selling prices.

## SONOCO PRODUCTS COMPANY

> MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (UNAUDITED), CONTINUED

$$
\text { JUNE } 1997 \text { YEAR-TO-DATE COMPARED WITH JUNE } 1996 \text { YEAR-TO-DATE }
$$

## RESULTS OF OPERATIONS, CONTINUED

Consolidated net sales for the first six months of 1997 were $\$ 1.40$ billion, compared with $\$ 1.36$ billion in the first six months of 1996. Net income available to common shareholders for the first six months of this year was $\$ 84.9$ million, compared with $\$ 86.1$ million in the same period last year. Fully diluted earnings per share for the first half of 1997 were $\$ .90$, equal to the first six months of 1996.

During the first half of 1997, the Company continued to have strong performances from its major businesses, the integrated global tube and core operations and the global composite can business. Both of these businesses experienced volume increases and continued to grow by adding market share and penetrating new markets. Overall, the Company had volume gains in most of its major operations around the world; however, some increased materials costs, particularly resin, and selling price pressures weakened sales and earnings results for some businesses.

The Company began seeing positive effects from the growth and cost-reduction initiatives that were implemented during 1996. The earnings comparison for the first half of this year against last year was extremely difficult. The Company was able to match last year's outstanding earnings performance during the first half and expects the second half performance to improve toward its traditional growth objectives.

INDUSTRIAL PACKAGING SEGMENT

Trade sales for the industrial packaging segment for the first six months of 1997 increased $2.2 \%$ to $\$ 782.8$ million, compared with $\$ 766.1$ million in the first half of 1996 . Operating profit for this segment for the first half of 1997 was $\$ 110.2$ million, a $2.5 \%$ increase over 1996's first half results of $\$ 107.5$ million.

Strong volume, led by market share increases and penetration of new markets, was experienced in nearly every business during the first half of the year. While profits were up for the first six months of 1997 , there was some downward pull caused by selling price pressures in the paper converting operations. In addition, decreased selling prices for the linerboard and corrugating medium sold to external markets negatively impacted profits by $\$ 7.8$ million for the first half of 1997, compared with the first half of 1996.

The Company's volume increases in its global tube and core operations were
driven by significant increases in the textile and film markets during the first quarter of 1997 and the paper industry during the second quarter of 1997. The results of the supply chain initiative of 1996 , which closed seven tube and core plants while expanding twenty others, became evident during the first half of 1997 and is expected to continue to have positive effects on results going forward.

Sales were slightly down in the industrial container operations, reflecting weaker demand for fibre drums during the first quarter of 1997 and declining selling prices for plastic drums and intermediate bulk containers for the entire first half of 1997. The solid performance of the molded and extruded plastics operations was led by volume increases in the automotive, textile,

12

SONOCO PRODUCTS COMPANY
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (UNAUDITED), CONTINUED

JUNE 1997 YEAR-TO-DATE COMPARED WITH JUNE 1996 YEAR-TO-DATE, CONTINUED

## RESULTS OF OPERATIONS, CONTINUED

and filtration markets during the first quarter and the new product sales for heating trays for the second quarter. The protective packaging and wire and cable reels businesses maintained good volume throughout the first half of 1997.

CONSUMER PACKAGING SEGMENT

Trade sales for the consumer packaging segment during the first six months of 1997 were $\$ 619.0$ million, compared with $\$ 593.0$ million in the first half of 1996. Operating profit in this segment was $\$ 60.4$ million for the first half of 1997, compared with $\$ 64.5$ million in the first six months of last year.

Business remained strong in the composite can operations throughout the first half of 1997 with volume gains in nearly every major product line. This business continues to grow by adding new products, increasing market share, and converting established products. International performance in this segment was also strong during the first six months of 1997.

The consumer packaging segment was negatively influenced by the high density film products operations due to decreased volume that was driven by customer's inventory adjustments during the first quarter and to price pressures that kept the division from recovering higher raw material costs during the second quarter. The label business continued to be adversely affected by reorganization and consolidation activities throughout the first half of the year. However, flexible packaging's sales and profits improved for the first six months of the year.

CORPORATE

General corporate expenses have been allocated as operating costs to each of the segments. Interest expense increased in the first half of 1997 over 1996 due to higher debt resulting from the 1996 share repurchase program, capital spending, and acquisitions.

## FINANCIAL POSITION, LIQUIDITY AND CAPITAL RESOURCES

The Company's financial position remained strong through the first six months of 1997. The debt to capital percentage, after adjusting debt levels for excess cash related to the issuance of restricted purpose bonds, decreased to $44.6 \%$ at

June 29, 1997, from 47.2\% at December 31, 1996. Debt decreased from year end primarily as a result of principal reductions made with proceeds from the sale of the screen print operations in March 1997.

Working capital decreased $\$ 31.5$ million to $\$ 231.0$ million during the first six months of 1997. This decrease was driven by a decrease in inventories, which is partially attributable to the sale of the screen print operations, and an increase in accrued expenses and other liabilities.

13
SONOCO PRODUCTS COMPANY
MANAGEMENT'S DISCUSSION AND ANALYSIS OF
financial condition and Results of operations
(UNAUDITED), CONTINUED
JUNE 1997 YEAR-TO-DATE COMPARED WITH JUNE 1996 YEAR-TO-DATE, CONTINUED
FINANCIAL POSITION, LIQUIDITY AND CAPITAL RESOURCES, CONTINUED

The Company expects internally generated cash flows along with borrowings available under its commercial paper and other existing credit facilities to be sufficient to meet operating and normal capital expenditure requirements.

In February 1997, the Financial Accounting Standards Board issued Financial Accounting Standard No. 128 "Earnings per Share" (FAS 128). This standard is effective for financial statements issued for periods ending after December 15, 1997, and will be implemented in the Company's financial statements for the year ended December 31, 1997. The Company does not expect FAS 128 to have a material impact on the earnings per share calculation.

14

SONOCO PRODUCTS COMPANY

PART II. OTHER INFORMATION

Item 1. Legal Proceedings
Reference is made to Item 3 of the Company's Annual Report on Form 10-K for the year ended December 31, 1996.

Item 4. Submission of Matters to a Vote of Security Holders
Reference is made to Item 4 of the Company's Quarterly Report on Form 10-Q for the Quarter ended March 30, 1997.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibit (11) - Computation of Earnings per Share

Exhibit (27) - Financial Data Schedule (for SEC use only)
(b) There were no reports on Form 8-K filed by the Company during the quarter ended June 29, 1997.

Pursuant to the requirements of the Securities Exchange Act of 1934 , the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

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SONOCO PRODUCTS COMPANY
(Registrant)
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## Date: August 13, 1997

By: /s/ F.T. Hill, Jr. ----------------------------
F.T. Hill, Jr.

Vice President and Chief Financial Officer

EXHIBIT INDEX

## Exhibit

Number
------

Computation of Earnings Per Share

27
Financial Data Schedule (for SEC use only)

```
SONOCO PRODUCTS COMPANY
COMPUTATION OF EARNINGS PER SHARE (UNAUDITED)
(Dollars in thousands, except per share)
```

|  |  | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { June 29, } \\ 1997 \end{gathered}$ |  | $\begin{aligned} & \text { June } 30 \text {, } \\ & 1996 \end{aligned}$ |  |  |  | $\begin{gathered} \text { June 29, } \\ 1997 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \text {, } \\ 1996 \end{gathered}$ |  |
| Primary earnings |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders |  | \$ | 44,684 |  | \$ | 44,814 |  | \$ | 84,864 | \$ | 86,121 |
| Weighted average number of common shares outstanding |  |  | 232,522 |  |  | 18,603 |  |  | 105,267 |  | 18,603 |
| Assuming exercise of options reduced by the number of shares which could have been purchased (at average price) with proceeds |  |  |  |  |  |  |  |  |  |  |  |
| from exercise of such options |  |  | 986,942 |  |  | 26,956 |  |  | 877,762 |  | 73,118 |
| Weighted average number of shares outstanding as adjusted |  |  | 219,464 |  |  | 245,559 |  |  | 983,029 |  | 91,721 |
| Primary earnings per common share |  |  | 0.48 |  |  | 0.48 |  | \$ | 0.92 | \$ | 0.92 |
| Assuming full dilution |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders |  | \$ | 44,684 |  | \$ | 44,814 |  | \$ | 84,864 | \$ | 86,121 |
| Elimination of preferred dividends |  |  | 1,347 |  |  | 1,941 |  |  | 2,413 |  | 3,882 |
| Fully diluted net income |  |  | 46,031 |  |  | 46,755 |  | \$ | 87,277 | \$ | 90,003 |
| Weighted average number of common shares outstanding |  |  | 232,522 |  |  | 18,603 |  |  | 105,267 |  | 18,603 |
| Assuming exercise of options reduced by the number of shares which could have been purchased (at the higher of the end-of-period or the average price) with proceeds |  |  |  |  |  |  |  |  |  |  |  |
| from exercise of such options | 2,378,005 |  |  | 2,220,16 |  |  | 2,094,251 |  |  |  |  |
| Assuming conversion of preferred stock |  |  | 965,415 |  |  | 55,269 |  |  | 965,588 |  | 55,269 |
| Weighted average number of <br> shares outstanding as adjusted 97,575,942 100,494,039 97,165,106 |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per common share assuming full dilution |  |  | 0.47 |  | \$ | 0.47 |  |  | 0.90 | \$ | 0.90 |

```
<ARTICLE> 5
<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
FINANCIAL STATEMENTS OF SONOCO PRODUCTS COMPANY FOR THE SIX MONTHS ENDED
JUNE 29, 1997, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL
STATEMENTS.
</LEGEND>
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<INTEREST-EXPENSE>
<INCOME-PRETAX>
```



```
<INCOME-CONTINUING> 87,277
<DISCONTINUED>
<EXTRAORDINARY> 0
<CHANGES> 0
<NET-INCOME> 87,277
<EPS-PRIMARY> $.92
<EPS-DILUTED> $.90
```

