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Grow&Optimize

Changing for the Better

Sonoco
1st Quarter 2016 Results

Investor Presentation

April 2016

Forward-Looking Statements

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.

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.

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EPS Summary

1st Quarter: 2016 vs. 2015

	1st Quarter	
	2016	2015*
Actual EPS	$0.59	$0.84
Addback for:		
Restructuring & Asset Impair, Net	0.06	0.04
Canton Disposition	-	(0.16)
Reversal of Fox River Reserve	-	(0.20)
Acquisition / Divestiture Costs	-	0.01
Base EPS	$0.65	$0.54

* Amounts restated to correct prior period misstatements

P&L Summary (Base)

1st Quarter: 2016 vs. 2015

(Dollars in thousands)

	2016	2015*	Better / (Worse) $	Better / (Worse) %
Net sales	$ 1,226,276	$ 1,206,052	$ 20,224	*1.7%*
Cost of sales	(981,023)	(985,662)	4,639	*0.5%*
Gross profit	245,253	220,390	24,863	*11.3%*
SG&A and other expense, net	(133,782)	(128,042)	(5,740)	*-4.5%*
Income before interest and taxes	111,471	92,348	19,123	*20.7%*
Net interest	(13,787)	(13,221)	(566)	*-4.3%*
Income before income taxes	97,684	79,127	18,557	*23.5%*
Provision for income taxes	(32,218)	(25,300)	(6,918)	*-27.3%*
Income before equity in earnings of affiliates	65,466	53,827	11,639	*21.6%*
Equity in earnings of affiliates, net of tax	1,339	1,046	293	*28.0%*
Net income	66,805	54,873	11,932	*21.7%*
Noncontrolling interests	(283)	77	(360)	*-100.0%*
Net income attributable to Sonoco	$ 66,522	$ 54,950	$ 11,572	*21.1%*
EPS diluted	$ 0.65	$ 0.54	$ 0.11	*20.4%*
Effective tax rate	*33.0%*	*32.0%*		

* Amounts restated to correct prior period misstatements

Sales Bridge

1st Quarter: 2016 vs. 2015

(Dollars in millions)

	Q1-2016
2015 Sales*	$1,206
Volume / Mix	80
Price	(16)
Acq / Div	4
Exchange / Other	(48)
2016 Sales	$1,226

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* Amounts restated to correct prior period misstatements

Base EBIT Bridge

1st Quarter: 2016 vs. 2015

(Dollars in millions)

	Q1-2016
2015 Base EBIT*	$92
Volume / Mix	18
Price / Mat'l, Energy, Frt Costs	14
Acq / Div	2
Productivity	7
Other	(24)
Pension	2
2016 Base EBIT	$111

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* Amounts restated to correct prior period misstatements

Segment Analysis

1st Quarter: 2016 vs. 2015

(Dollars in thousands)

	NET SALES			BASE EBIT		
	2016	2015*	% Chg	2016	2015*	% Chg
Consumer Packaging	$ 527,338	$ 519,877	*1.4%*	$ 62,865	$ 54,028	*16.4%*
Display & Packaging	144,267	145,786	*-1.0%*	3,281	838	*100.0%*
Paper & Ind Conv Prods	423,074	422,311	*0.2%*	33,299	27,797	*19.8%*
Protective Solutions	131,597	118,078	*11.4%*	12,026	9,685	*24.2%*
Total Sonoco	$ 1,226,276	$ 1,206,052	*1.7%*	$ 111,471	$ 92,348	*20.7%*

	EBIT AS % OF SALES		MARGIN CHANGE
Consumer Packaging	*11.9%*	*10.4%*	*1.5%*
Display & Packaging	*2.3%*	*0.6%*	*1.7%*
Paper & Ind Conv Prods	*7.9%*	*6.6%*	*1.3%*
Protective Solutions	*9.1%*	*8.2%*	*0.9%*
Total Sonoco	*9.1%*	*7.7%*	*1.4%*

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Earnings Guidance

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Full Year
2015 Base EPS*	$0.54	$0.68	$0.65	$0.64	$2.51
2016 Base EPS	$0.65				
2016 Guidance	$0.65	$0.65 - $0.70			$2.64 - $2.74

* 2014 and 1Q-2015 restated to correct prior period misstatements

Cash Flow

1st Quarter: 2016 vs. 2015

(Dollars in thousands)

	1st Quarter			
	2016		2015*	
Cash from operations (See Note A)	$	66,387	$	60,330
Purchase of property, plant and equipment, net		(53,093)		(39,354)
Proceeds from dispositions		-		29,108
Cash Dividends		(35,396)		(32,263)
"Free Cash Flow"	$	(22,102)	$	17,821
Net debt proceeds		2,794		1,325
Shares acquired under announced buyback		(15,318)		-
Change in cash		(30,096)		39,636
Note A: Cash from operations includes pension and post retirement plan contributions of:	$	(32,042)	$	(17,017)

* Amounts restated to correct prior period misstatements

Balance Sheet

(Dollars in thousands)

	4/3/2016	12/31/2015	Change $
Cash and cash equivalents	$152,338	$182,434	($30,096)
Trade accounts receivable, net of allowances	$679,528	$627,962	51,566
Other receivables	$38,049	$46,801	(8,752)
Inventories	$402,533	$385,483	17,050
Prepaid expenses and deferred income taxes	48,037	64,698	(16,661)
Current Assets	$1,320,485	$1,307,378	13,107
Property, plant and equipment, net	1,121,818	1,112,036	9,782
Goodwill	1,154,955	1,140,461	14,494
Other intangible assets, net	239,897	245,095	(5,198)
Other assets	210,850	208,715	2,135
Total Assets	$ 4,048,005	$ 4,013,685	$ 34,320
Payable to suppliers and others	$776,721	$802,284	$ (25,563)
Income taxes payable	22,413	7,135	15,278
Total debt	1,132,938	1,128,367	4,571
Pension and other postretirement benefits	412,968	432,964	(19,996)
Deferred income taxes and other	117,623	110,062	7,561
Total equity	1,585,342	1,532,873	52,469
Total Liabilities and Shareholders' Equity	$ 4,048,005	$ 4,013,685	$ 34,320
Net debt / Total capital	*38.2%*	*38.2%*	

Net debt = Total debt minus cash and cash equivalents

Total capital = Net debt plus total equity

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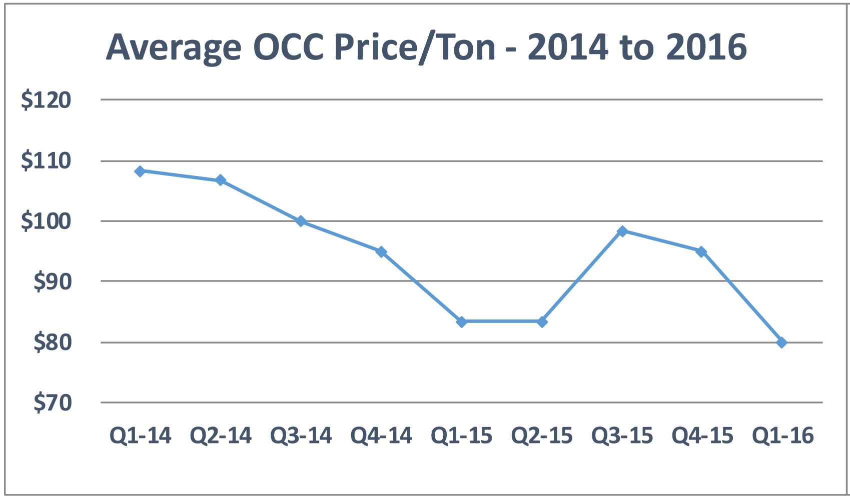
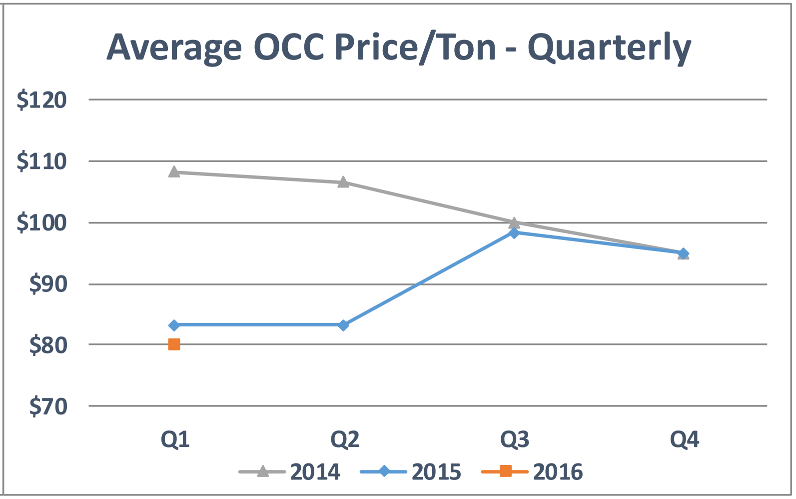
Appendix

OCC: Official Board Market

2016 vs. 2015 vs. 2014
(Price / Ton)



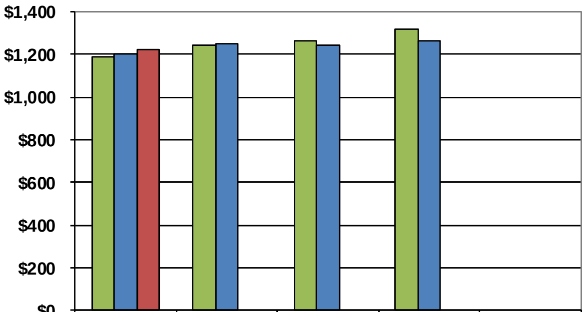


	1st Quarter				2nd Quarter				3rd Quarter				4th Quarter			
	J	F	M	Avg	A	M	J	Avg	J	A	S	Avg	O	N	D	Avg
2014	100	100	125	108	110	105	105	107	105	100	95	100	95	95	95	95
2015	90	80	80	83	80	80	90	83	95	100	100	98	100	95	90	95
2016	80	80	80	80	80											

Base Results*

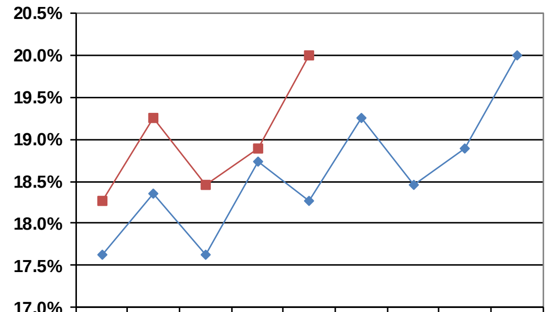
1st Quarter: 2016 vs. 2015 vs. 2014

Net Sales $MM



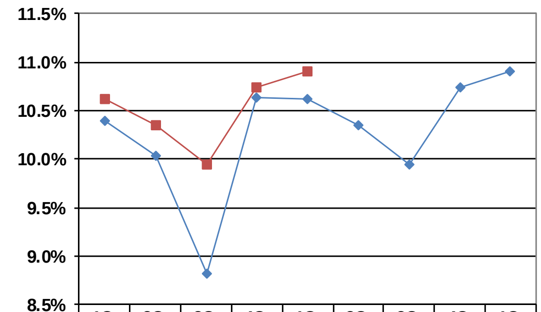
	1Q	2Q	3Q	4Q	Total
2014	$1,190	$1,248	$1,263	$1,317	$5,017
2015	$1,206	$1,249	$1,243	$1,267	$4,964
2016	$1,226				

Gross Profit %



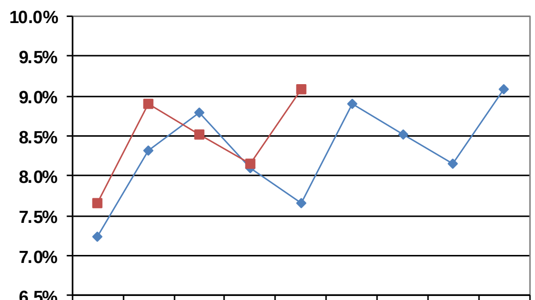
	1Q-14	2Q-14	3Q-14	4Q-14	1Q-15	2Q-15	3Q-15	4Q-15	1Q-16
Hist	17.6%	18.4%	17.6%	18.7%	18.3%	19.2%	18.5%	18.9%	20.0%
Vs PY	18.3%	19.2%	18.5%	18.9%	20.0%				

S&A /OIC %



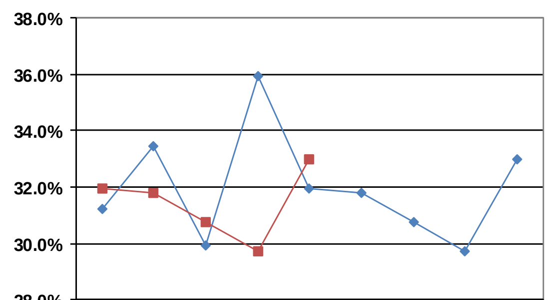
	1Q-14	2Q-14	3Q-14	4Q-14	1Q-15	2Q-15	3Q-15	4Q-15	1Q-16
Hist	10.4%	10.0%	8.8%	10.6%	10.6%	10.3%	9.9%	10.7%	10.9%
Vs PY	10.6%	10.3%	9.9%	10.7%	10.9%				

Base EBIT %



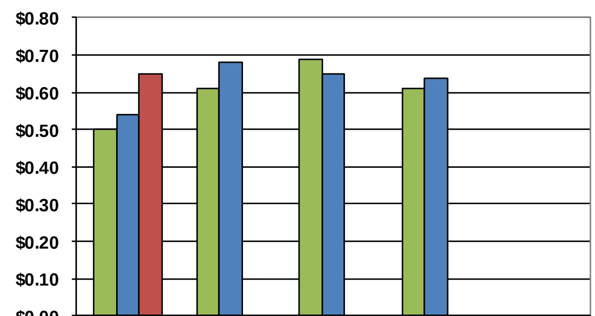
	1Q-14	2Q-14	3Q-14	4Q-14	1Q-15	2Q-15	3Q-15	4Q-15	1Q-16
Hist	7.2%	8.3%	8.8%	8.1%	7.7%	8.9%	8.5%	8.1%	9.1%
Vs PY	7.7%	8.9%	8.5%	8.1%	9.1%				

Tax Rate %



	1Q-14	2Q-14	3Q-14	4Q-14	1Q-15	2Q-15	3Q-15	4Q-15	1Q-16
Hist	31.2%	33.4%	29.9%	35.9%	32.0%	31.8%	30.8%	29.7%	33.0%
Vs PY	32.0%	31.8%	30.8%	29.7%	33.0%				

Base EPS $



	1Q	2Q	3Q	4Q	Total
2014	$0.50	$0.61	$0.69	$0.61	$2.41
2015	$0.54	$0.68	$0.65	$0.64	$2.51
2016	$0.65				

* 2013, 2014 and 1Q-2015 restated to correct prior period misstatements