



3RD QUARTER 2024

EARNINGS RESULTS

November 1, 2024

FORWARD-LOOKING STATEMENTS / NON-GAAP FINANCIAL MEASURES

Statements included herein 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 21E of the Securities Exchange Act of 1934, as amended. In addition, the Company and its representatives may from time to time make other oral or written statements that are also “forward-looking statements.” Words such as “aim,” “anticipate,” “assume,” “believe,” “can,” “committed,” “consider,” “continue,” “could,” “estimate,” “expect,” “forecast,” “future,” “goal,” “guidance,” “improve,” “intend,” “likely,” “may,” “might,” “objective,” “ongoing,” “outlook,” “plan,” “potential,” “project,” “seek,” “strategy,” “target,” “will,” or the negative thereof, and similar expressions identify forward-looking statements.

Forward-looking statements in this communication include statements regarding, but not limited to: the Company’s future operating and financial performance, including fourth quarter and full-year 2024 outlook, long-term targets and the anticipated drivers thereof; the Company’s ability to support its customers and manage costs; opportunities for productivity and other operational improvements; price/cost, customer demand and volume outlook; expected benefits from and integration efforts related to acquisitions and divestitures; the Company’s expectations with respect to the VPPA and its sustainability goals; the effectiveness of the Company’s strategy and strategic initiatives, including with respect to capital expenditures, portfolio simplification and capital allocation priorities; the Company’s pipeline of organic and inorganic investment opportunities; the effects of the macroeconomic environment and inflation on the Company and its customers; and the Company’s ability to generate continued value and return capital to shareholders, including its expectations with respect to a competitive and growing dividend. Such forward-looking statements are based on current expectations, estimates and projections about our industry, management’s beliefs and certain assumptions made by management. Such information includes, without limitation, discussions as to guidance and other estimates, perceived opportunities, expectations, beliefs, plans, strategies, goals and objectives concerning our future financial and operating performance. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions that are difficult to predict. Therefore, actual results may differ materially from those expressed or forecasted in such forward-looking statements.

The risks, uncertainties and assumptions include, without limitation, those related to: the Company’s ability to execute on its strategy, including with respect to acquisitions (and integrations thereof), divestitures, cost management, productivity improvements, restructuring and capital expenditures, and achieve the benefits it expects therefrom; the operation of new manufacturing capabilities; the Company’s ability to achieve anticipated cost and energy savings; the availability, transportation and pricing of raw materials, energy and transportation, including the impact of potential changes in tariffs or sanctions and escalating trade wars, and the impact of war, general regional instability and other geopolitical tensions (such as the ongoing conflict between Russia and Ukraine as well as the economic sanctions related thereto, and the ongoing conflict in Israel and Gaza), and the Company’s ability to pass raw material, energy and transportation price increases and surcharges through to customers or otherwise manage these commodity pricing risks; the costs of labor; the effects of inflation, fluctuations in consumer demand, volume softness, and other macroeconomic factors on the Company and the industries in which it operates and that it serves; the Company’s ability to meet its environmental and sustainability goals, including with respect to greenhouse gas emissions, and to meet other social and governance goals, including challenges in implementation thereof; and the other risks, uncertainties and assumptions discussed in the Company’s filings with the Securities and Exchange Commission, including its most recent reports on Forms 10-K and 10-Q, particularly under the heading “Risk Factors.” The Company undertakes no obligation to publicly update or revise forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed herein might not occur.

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 investor.sonoco.com under Webcasts & Presentations, and Non-GAAP Reconciliations for the Q3 2024 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 investor.sonoco.com.

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

TODAY'S ATTENDEES



Lisa Weeks

VP of IR & Communications



Howard Coker

President & CEO



Rob Dillard

Chief Financial Officer



Rodger Fuller

Chief Operating Officer

BUSINESS UPDATE

Howard Coker

President & CEO

CONTINUED SOLID RESULTS FROM PRODUCTIVITY



Revenue

\$1.68B



Adj. EBITDA

\$281M

16.8% Margin



Adj. Net Income*

\$148M

8.8% Margin



Adj. Earnings Per Share*

\$1.49

Q3 Highlights

Third quarter results near the midpoint of guidance of \$1.40 - \$1.60:

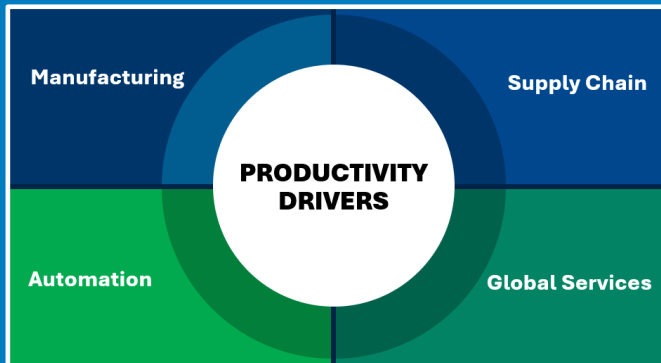
- Adjusted EBITDA margins remain strong at 16.8%
- Generated \$162 million of Operating Cash Flow

Business drivers:

- Positive productivity of \$39 million from prior capital investments and portfolio simplification initiatives
- Seasonally higher Consumer demand with organic volume/mix of 1.8% mainly driven by Metal Packaging
- Consumer and Industrial volumes were higher year-over-year; price/cost headwinds impacted both segments

STRATEGIC PRIORITIES UPDATES

Operating with Discipline



- Productivity of \$141 million through Sept. 30, 2024
- Payoff from increased capital spending
- Comprehensive cost optimization
- Footprint consolidations – downsizing Industrials in China

Sustainability Design Awards



- Sustainable Innovation Award for Mono-material Pringles Tube
- Awarded for inspiring European Consumer Packaged Goods (CPGs) companies toward fully-recyclable packaging

Strategic M&A



- Announced Eviosys transaction on June 24, 2024
- Financing activities completed
- Approvals & integration plans on track
- Expect to close by the end of 2024

SONOCO TO ACQUIRE EVIOSYS



Acquisition Highlights – Expecting Q4 Closure

- Adds scale to our core metal can platform; proforma, Sonoco will be the leading metal food and aerosol can manufacturer globally
- Expands customer relationships across product offerings and geographies
- Strong identified synergies from procurement and supply chain, facility optimization, and SG&A; future commercial and innovation synergies
- Attractive financial profile with improved profitability and cash flow; immediately accretive to adjusted earnings with high year 1 capital returns
- Advances portfolio transformation strategy

Eviosys At-a-Glance



#1

in food cans in Europe



~\$2.5B

2024E Revenue



~\$430M

2024E Adj. EBITDA



~17%

2024E Adj. EBITDA Margin



44

Manufacturing facilities across
17 countries (Europe & Africa)



~6,300

Employees

STRATEGIC REVIEW OF TFP

- As announced on Sept 4, 2024, Sonoco is reviewing **Strategic Alternatives for our Thermoformed & Flexible Packaging (TFP) business**, part of the Consumer Packaging segment
- Goal of the review is to **accelerate Sonoco’s portfolio simplification strategy, improve pro forma leverage and further increase shareholder value**
- With expanded divestiture plans, Sonoco will finance the Eviosys acquisition with debt and cash, avoiding equity issuance, and **expects to further reduce net leverage from previous estimates within 24 months of the Eviosys acquisition**
- **Strategic review of TFP expected to conclude in Q4 2024**



TFP Overview*



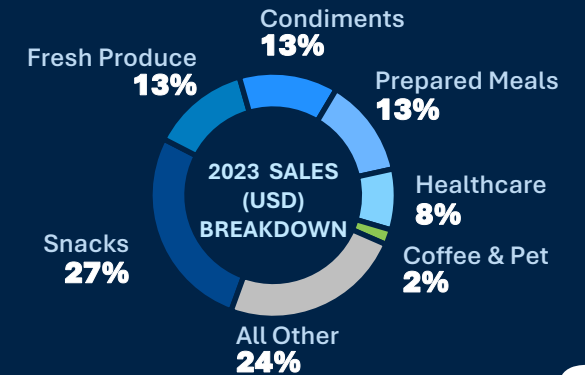
~\$1.3B
2023 Revenue



25
Facilities across North and South America



~3000
Employees



* 2023 FY data

FINANCIAL RESULTS & OUTLOOK

Rob Dillard

Chief Financial Officer

RESILIENT OPERATING PERFORMANCE

	Q3-23	Q3-24	YoY % Change
Net Sales (\$M)	\$1,710	\$1,676	-2.0%
Adjusted Operating Profit (\$M)	\$213	\$211	-0.9%
Adjusted Operating Profit Margin	12.4%	12.6%	
Adjusted EBITDA (\$M)	\$280	\$281	0.5%
Adjusted EBITDA Margin	16.4%	16.8%	
Adjusted EPS	\$1.46	\$1.49	1.7%
Adjusted EPS Guidance Range		\$1.40- \$1.60	

Net Sales driven by positive volume/mix offset by strategic activity of divestitures, market exits, and reclassifications

Strong productivity of **\$39M** supported higher adjusted EBITDA margins of **16.8%**

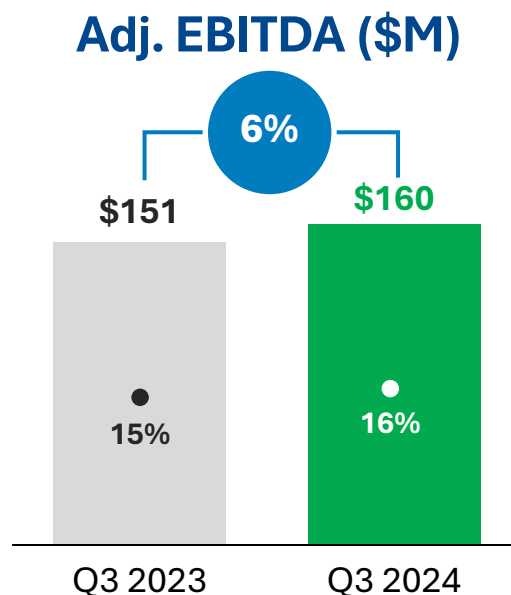
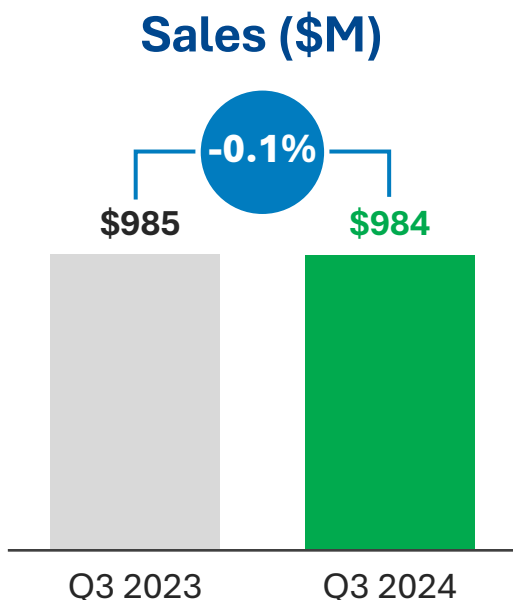
Unfavorable price/cost of **\$37M**, primarily in Industrial, impacted profitability

Earnings of **\$1.49** near midpoint of guidance




CONTINUED PROFITABLE GROWTH

Q3 Results

- Consumer volume/mix increased mid-single-digits due to acquisitions and positive organic volume/mix in TFP and SMP
- Improvement in productivity to **\$18M** across Consumer
- Negative price/cost of **\$11M** as index-based pricing pressure in TFP and RPC only partially offset by positive price/cost in metal packaging



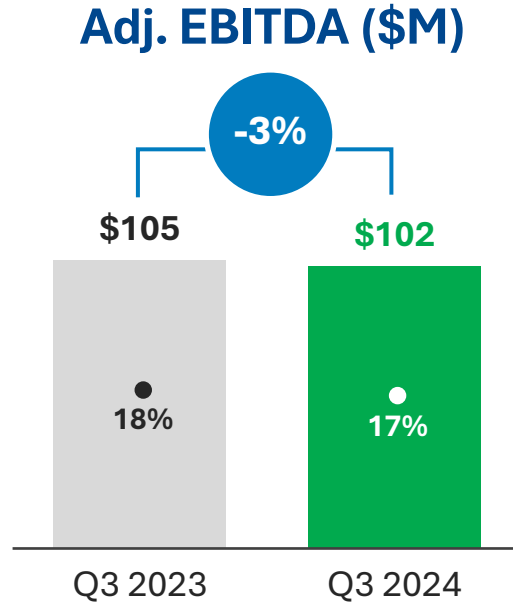
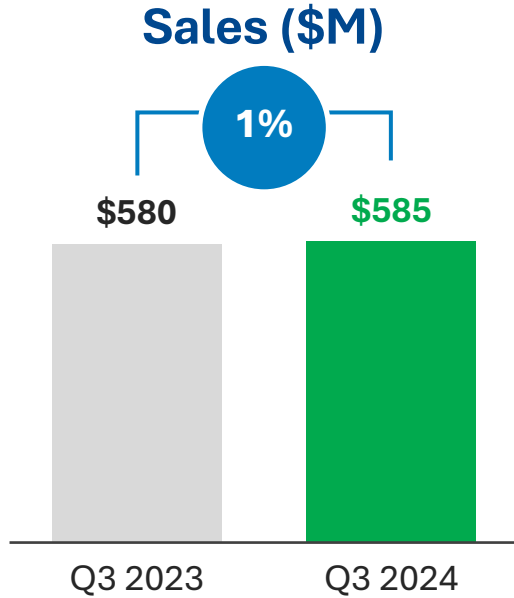
Sales Volume/Mix* (y/y)

	Q3 2024	2024 Outlook
 Rigid Paper Containers (RPC)	-LSD	Flat
 Thermoformed and Flexibles Packaging (TFP)	+HSD	Up
 Metal Packaging (MP)	+HSD	Up

* Includes Acquisitions and Divestitures

HSD = High Single Digits LSD = Low Single Digits

VOLUMES STABLE



Sales Volume/Mix* (y/y)

	Q3 2024	2024 Outlook
North America	+MSD	Up
Central and South America	Flat	Flat
Europe	+MSD	Up
Asia Pacific	-MSD	Down

Q3 Results

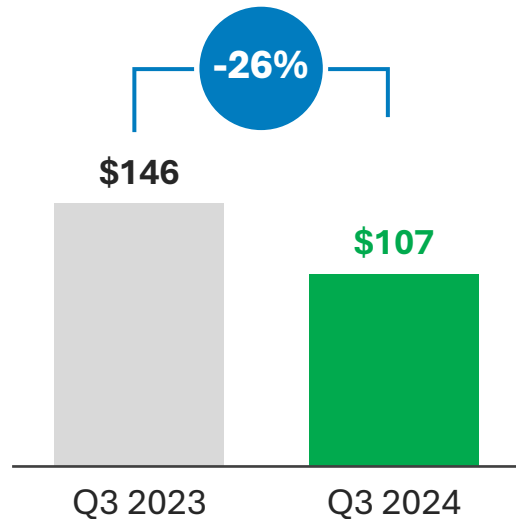
- Industrial volume/mix increased **6%** due to acquisitions and improving paper demand globally
- Strong productivity of **\$18M** due to improved operating leverage and lower fixed costs
- Price/cost pressure continued with negative **\$23M** of price/cost in the third quarter

* Includes Acquisitions and Divestitures

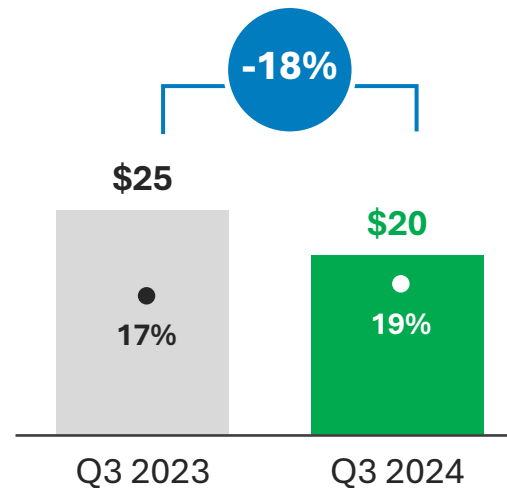
MSD = Mid Single Digits

THREE BUSINESSES REMAIN

Sales (\$M)



Adj. EBITDA (\$M)



Q3 Results

- Price/cost headwind and flat volume/mix partially offset by positive productivity
- Sale of Protective Solutions completed on April 1, 2024, proceeds used to reduce debt
- Anticipating resolving All Other to increase focus on fewer, bigger businesses

Evaluating Strategic
Alternatives



BALANCED APPROACH TO CAPITAL ALLOCATION

Disciplined Investment in Our Strategy

Capital Investment

- Invest to drive productivity and growth
- Dynamic capital allocation
- Focus on increasing ROIC*

Share Repurchases

- Additional mode of rewarding shareholders
- Target leverage and strategic activity first



Dividend

- Reward shareholders
- Track record of consistent dividend growth
- Industry leading yield

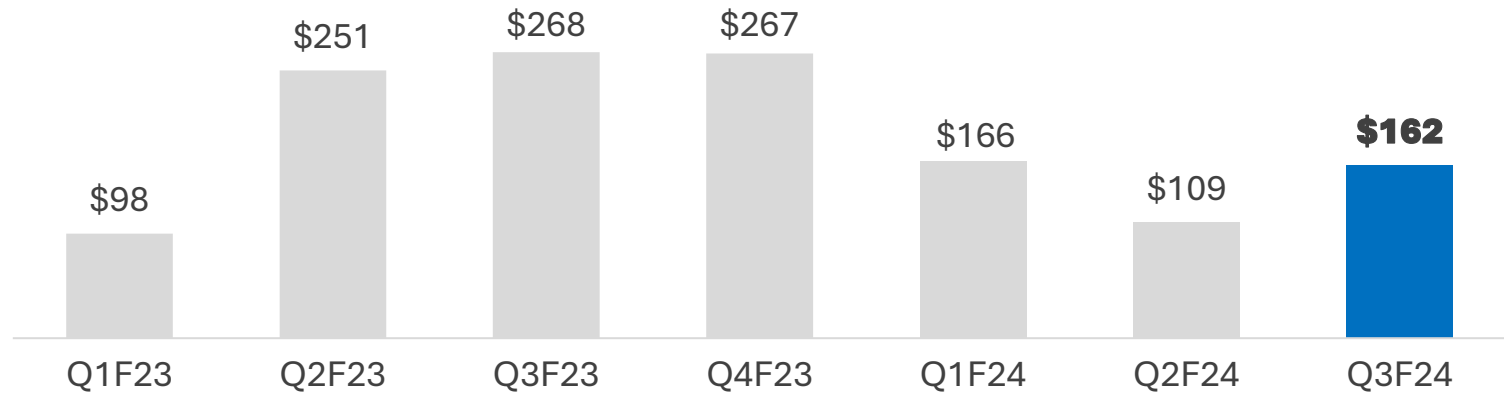
M&A

- Programmatic M&A
- Disciplined focus:
 - “Wide Aperture / Tight Filter”
 - “Right to Win”
- Broad based divestiture program to increase focus

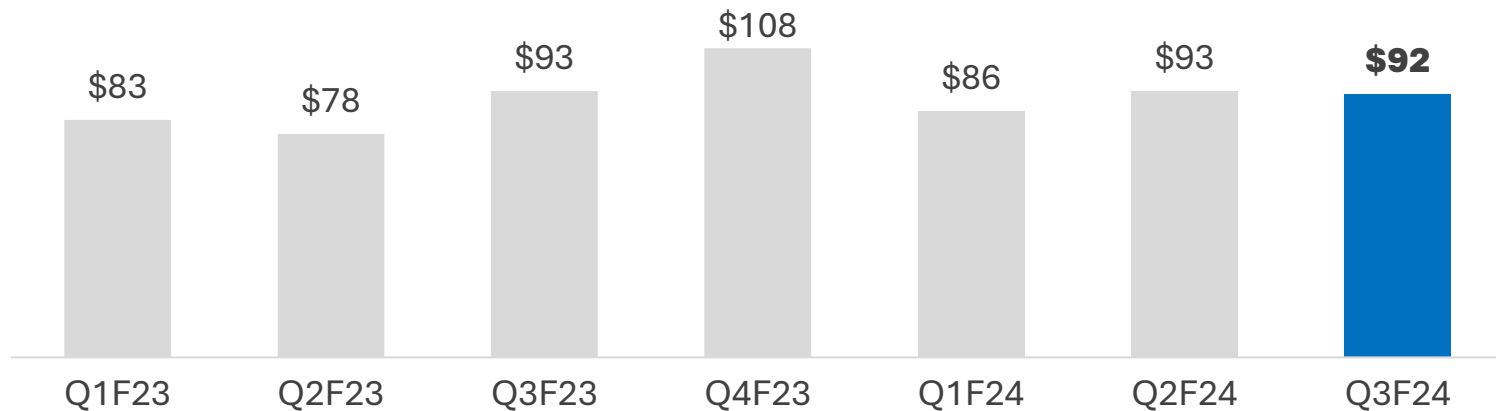
*NOTE: ROIC (TTM) = Adjusted Operating Profit less Taxes / Average Invested Capital
Invested Capital = Debt less Cash + Equity

STRONG CASH FLOW GENERATION

Operating Cash Flow (\$M)



Gross Capital Investment* (\$M)



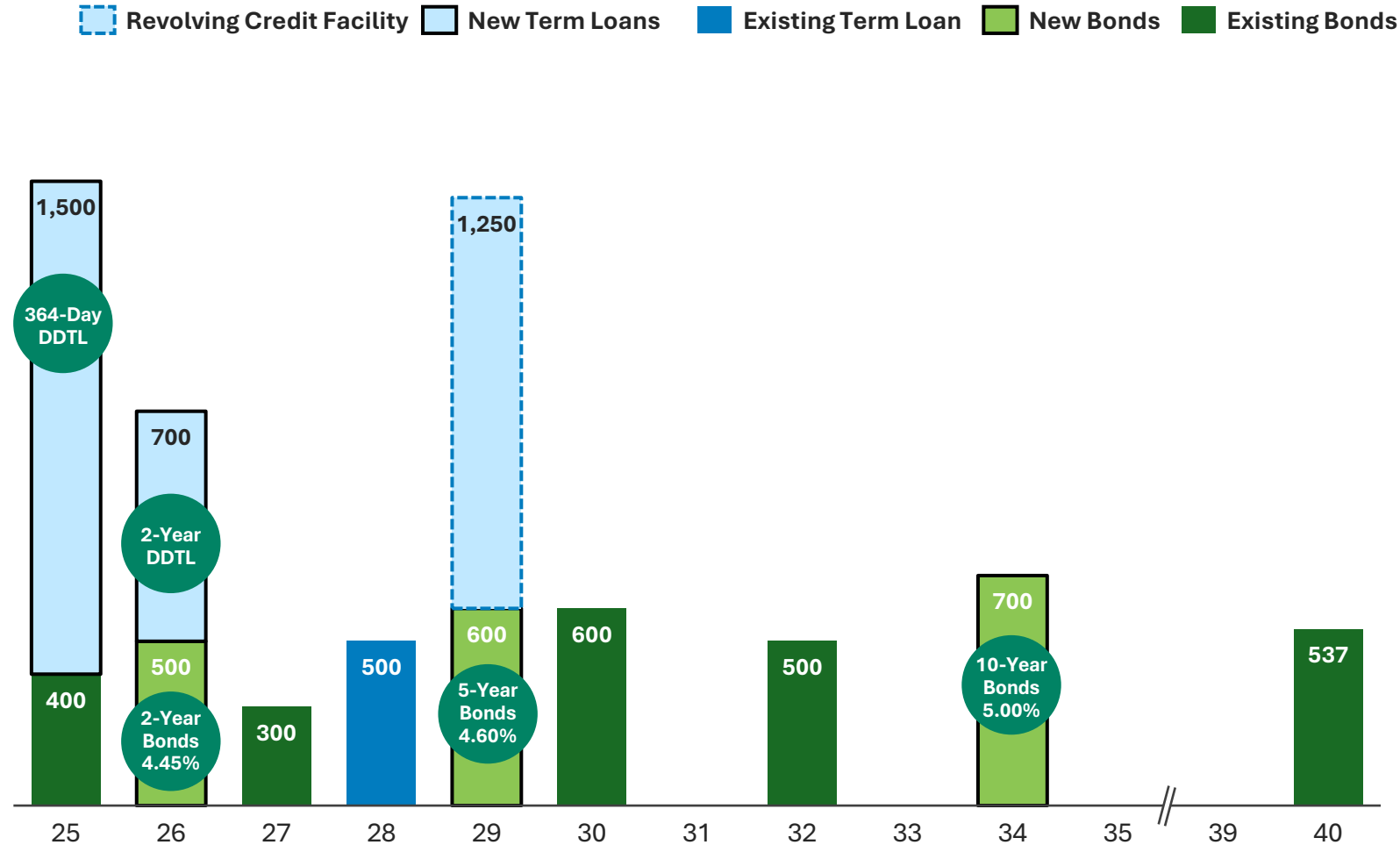
*Gross capital investment, not reduced by the proceeds from sales of assets

Q3 Results

- Generated **\$162M** of Operating Cash Flow in Q3
- Seasonally higher Q3 EBITDA was partially offset by NWC build to support business activity
- Projecting strong Q4 driven by EBITDA and NWC management

RECENT FINANCING ACTIVITIES

Maintaining investment grade credit rating



- Completed permanent financing to fund Eviosys acquisition
- Received commitments for a \$700M 2-Year Term Loan in July
- Received commitments for a \$1,500M 364-Day Term Loan in September
- Closed \$1.8B of bond financing in September
- \$2.2B of prepayable debt and \$400M of near-term maturities as a use of funds from divestitures

Q4 AND 2024 FINANCIAL OUTLOOK

\$ in Millions (except EPS)

2024 Guidance

Adjusted EBITDA

\$1,050 - \$1,090

Adjusted EPS

\$5.05 - \$5.25

Operating Cash Flow

\$650 - \$750

\$1.15 - \$1.35

Q4-24 Adjusted EPS Guidance Range

Summary

Reaffirm full year guidance:

- EBITDA
 - Reaffirm full year range
- EPS
 - Full Year Guide Range mid-point reaffirmed
- Operating Cash Flow expected within the guidance range
- Capital Expenditures between \$350M and \$375M
- Excludes Eviosys acquisition impacts

Q4-24 SEGMENT OUTLOOK

CONSUMER PACKAGING

- Anticipate sales lower year-over-year from a facility divestiture and negative price/cost headwinds
- Expect consumer volumes up year-over-year from improving demand and new business wins in RPC and TFP
- Anticipate price / cost to be effectively flat sequentially and down slightly year-over-year
- Working through pending insurance recoveries from facility hurricane damage
- Productivity remains positive

INDUSTRIAL PRODUCTS

- Anticipate sales down sequentially from normal seasonality and down year-over-year driven by the reclassification of recycling
- Volumes flat year-over-year
- Positive price/cost in North America in Q4 from higher index pricing and lower OCC; offset by rest of the world
- Productivity remains positive
- Continuing global footprint consolidation efforts for improved profitability

ALL OTHER BUSINESSES

- Anticipate lower sales year-over-year from the sell of Protective Solutions and lower demand
- Volumes lower sequentially after normal Q3 seasonal uplift in temperature assured packaging
- Year-over-year margin improvements

POSITIONED TO DELIVER LONG-TERM SHAREHOLDER VALUE

2028 SONOCO TARGETS

Adjusted EBITDA

\$1.5B ↑

Margins in High Teens

Cash Flow

\$4-\$5B ↑

cumulative operating cash flow (2024-28)

Capital Strategy

- Investment Grade Balance Sheet
- Dynamic Capital Allocation

Deliver on the above with a **competitive and growing dividend**

2024-28 NEXT ERA ENTERPRISE STRATEGY



Focused, Bigger-Better Portfolio Strategy; Organically & with Strategic M&A



BU-specific Margin Improvement and Capital Allocation Priorities



Invest in Our People and Sustainability Initiatives



Operate with Discipline

UPCOMING INVESTOR EVENTS

Nov 4, 2024
Chicago, IL



Pack Expo 2024
Booth S-2666

Nov 12, 2024
Boston, MA



Morgan Stanley
Global
Chemicals,
Agriculture and
Packaging
Conference

Nov 13, 2024
Chicago, IL



RW Baird
Global
Industrial
Conference

Dec 3, 2024
New York, NY



Citi's
2024 Basic
Materials
Conference

February 2025
New York, NY



Q4/FY 24
RESULTS and
2025
INVESTOR
DAY

O & A



**Q3 2024
EARNINGS**

APPENDIX

Quarter-ending: September 30th, 2024

EPS SUMMARY

2024 Vs. 2023

	Third Quarter		Year To Date	
	2024	2023	2024	2023
GAAP EPS - diluted	\$ 0.51	\$ 1.32	\$ 2.09	\$ 3.98
Addback for:				
Acquisition, divestiture, and integration costs, net	0.44	0.10	0.64	0.18
LIFO Reserve change	0.01	(0.02)	—	(0.08)
Acquisition intangibles amortization expense	0.17	0.16	0.52	0.48
Restructuring, net	0.07	0.14	0.48	0.41
Loss / (gain) on disposition and other	0.31	—	0.26	(0.61)
Non-operating pension costs	0.02	0.03	0.08	0.08
Other income, net	—	(0.28)	(0.06)	(0.28)
Other Items	(0.04)	0.01	(0.12)	0.08
Adjusted EPS* - diluted	\$ 1.49	\$ 1.46	\$ 3.89	\$ 4.24

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

P&L Summary (Adjusted)

Third Quarter: 2024 Vs. 2023

(Dollars in millions)

	2024		2023		Better / (Worse)		
	\$		\$		\$	%	
Net sales	\$	1,676	\$	1,710	\$	(34)	(2.0)%
Gross profit		360		361		(1)	(0.2)%
SG&A Expenses, net of Other Income		(149)		(149)		1	0.4 %
Operating profit	\$	211	\$	212	\$	(1)	(0.6)%
Net interest		(26)		(30)		4	13.6 %
Income before income taxes	\$	185	\$	182	\$	3	1.6 %
Provision for income taxes		(39)		(42)		3	(7.2)%
Net Income, after tax	\$	146	\$	140	\$	6	4.3 %
Equity in Affiliates and Minority Interest		2		4		(1)	25.0 %
Net income attributable to Sonoco	\$	148	\$	144	\$	4	2.8 %
ADJ. EBITDA	\$	281	\$	280	\$	1	0.3 %
Gross profit %		21.5 %		21.1 %			
SG&A, net of Other Income %		8.9 %		8.7 %			
Operating profit %		12.6 %		12.4 %			
ADJ. EBITDA %		16.8 %		16.4 %			
Effective tax rate		21.3 %		22.7 %			

NOTE: Due to rounding individual items may not sum down

P&L Summary (Adjusted)

Year over Year: 2024 YTD Vs. 2023 YTD

(Dollars in millions)

	2024		2023		Better / (Worse)		
	\$		\$		\$	%	
Net sales	\$	4,937	\$	5,145	\$	(208)	(4.0)%
Gross profit		1,053		1,086		(33)	(3.0)%
SG&A Expenses, net of Other Income		(474)		(449)		(25)	(5.7)%
Operating Profit	\$	579	\$	637	\$	(58)	(9.0)%
Net interest		(79)		(95)		16	18.1 %
Income before income taxes	\$	500	\$	542	\$	(41)	(7.6)%
Provision for income taxes		(120)		(132)		12	(9.0)%
Net Income, after tax	\$	380	\$	410	\$	(30)	(7.3)%
Equity Affiliates and Minority Interest		6		8		(2)	(25.0)%
Net income attributable to Sonoco	\$	386	\$	418	\$	(32)	(7.8)%
ADJ. EBITDA	\$	788	\$	832	\$	(44)	(5.4)%
Gross Profit %		21.3 %		21.1 %			
SG&A, Net of Other Income %		9.6 %		8.7 %			
Operating profit %		11.7 %		12.4 %			
ADJ. EBITDA %		16.0 %		16.2 %			
Effective tax rate		24.0 %		24.4 %			

NOTE: Due to rounding individual items may not sum down

Balance Sheet

(Dollars in millions)

	9/29/2024		12/31/2023		Change \$
Cash and cash equivalents	\$	1,931	\$	152	\$ 1,779
Trade accounts receivable, net of allowances		1,043		905	138
Other receivables		110		107	3
Inventories		755		774	(19)
Prepaid expenses		131		113	18
Current Assets	\$	3,969	\$	2,051	\$ 1,918
Property, plant and equipment, net		1,930		1,906	24
Goodwill		1,781		1,811	(30)
Other intangible assets, net		786		854	(68)
Long-term deferred income taxes		29		31	(2)
Right of use asset - operating leases		315		315	—
Other assets		234		225	9
Total Assets	\$	9,043	\$	7,193	\$ 1,850
Payable to suppliers and others		1,187		1,108	79
Income taxes payable		10		11	(1)
Total debt		4,802		3,083	1,719
Pension and other postretirement benefits		137		143	(6)
Noncurrent operating lease liabilities		269		265	4
Deferred income taxes and other		150		151	(1)
Total equity		2,487		2,432	55
Total Liabilities and Shareholders' Equity	\$	9,043	\$	7,193	\$ 1,850
Net debt / Total capital		53.6 %		54.7 %	

Net debt = Total debt minus cash and cash equivalents

Total capital = Net debt plus total equity

NOTE: Due to rounding individual items may not sum down

Sales and Adj. Operating Profit Bridge

Quarter over Quarter

(Dollars in Millions)

Sales

	Consumer		Industrial		All Other		Total
Q3 2023 Sales	\$	985	\$	580	\$	146	\$ 1,710
Volume / Mix*		55		34		(38)	51
Price		(21)		4		—	(17)
FX / Other		(35)		(34)		—	(68)
Q3 2024 Sales	\$	984	\$	585	\$	107	\$ 1,676

Adj Operating Profit

Q3 2023 Adj. Operating Profit	\$	117	\$	75	\$	21	\$ 213
Volume / Mix*		7		8		(2)	14
Price / Cost		(11)		(23)		(3)	(37)
Productivity		18		18		4	39
FX / Other		(8)	\$	(8)	\$	(2)	\$ (18)
Q3 2024 Adj. Operating Profit	\$	123	\$	70	\$	17	\$ 211

*Includes Acquisitions and Divestitures

Sales and Adj. Operating Profit Bridge

Year over Year: Q3 2024 vs Q3 2023

(Dollars in Millions)

Sales

	Consumer		Industrial		All Other		Total
2023 Sales	\$	2,914	\$	1,781	\$	450	\$ 5,145
Volume / Mix*		46		144		(114)	76
Price		(61)		(45)		—	(106)
FX / Other		(77)		(101)		—	(178)
2024 Sales	\$	2,822	\$	1,779	\$	336	\$ 4,937

Adj Operating Profit

2023 Adj Operating Profit	\$	314	\$	256	\$	66	\$ 637
Volume / Mix*		(5)		31		(17)	9
Price / Cost		(20)		(126)		(8)	(154)
Productivity		58		69		14	141
FX / Other		(19)		(28)		(7)	(54)
2024 Adj Operating Profit	\$	328	\$	203	\$	48	\$ 580

*Includes Acquisitions and Divestitures

DIVIDEND IS FOUNDATIONAL

Raised Dividend for the 41st Consecutive Year



Quarterly Dividend of \$0.52 per share as of September 10, 2024

41 Years of Consecutive Annual Increases

99 Consecutive Years Paid