



# **4Q AND FY 2024 RESULTS 2025 GUIDANCE**

February 19, 2025

# 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 the full-year 2025 outlook, 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](http://investor.sonoco.com) under Webcasts & Presentations, and Non-GAAP Reconciliations for the Q4 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](http://investor.sonoco.com).

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

# TODAY'S ATTENDEES



**Roger Schrum**

Interim Head of  
Investor Relations &  
Communications



**Howard Coker**

President & CEO



**Jerry Cheatham**

Interim Chief  
Financial Officer



**Rodger Fuller**

Chief Operating  
Officer

# BUSINESS UPDATE

**Howard Coker**

President & CEO

# STRENGTHEN PORTFOLIO | FEWER, BIGGER BUSINESSES



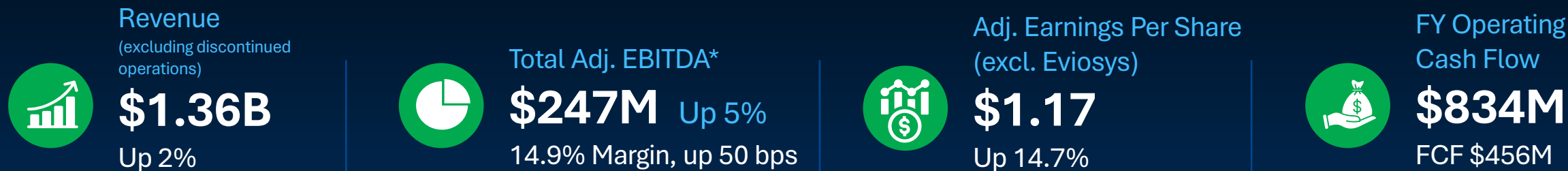
**Completed largest acquisition in Company's history on Dec. 4, 2024**

- Jump started integration with Day One Celebrations

**Successfully negotiated sale of TFP to Toppan for \$1.8B**

- Received most regulatory approvals

# STRONG PRODUCTIVITY, OFFSET BY PRICE/COST HEADWINDS



## Q4 Highlights

**Sonoco adjusted EPS (excl. Eviosys) of \$1.17 was within guidance:**

- Excludes a loss of \$0.17 per share from Eviosys (mostly interest costs)

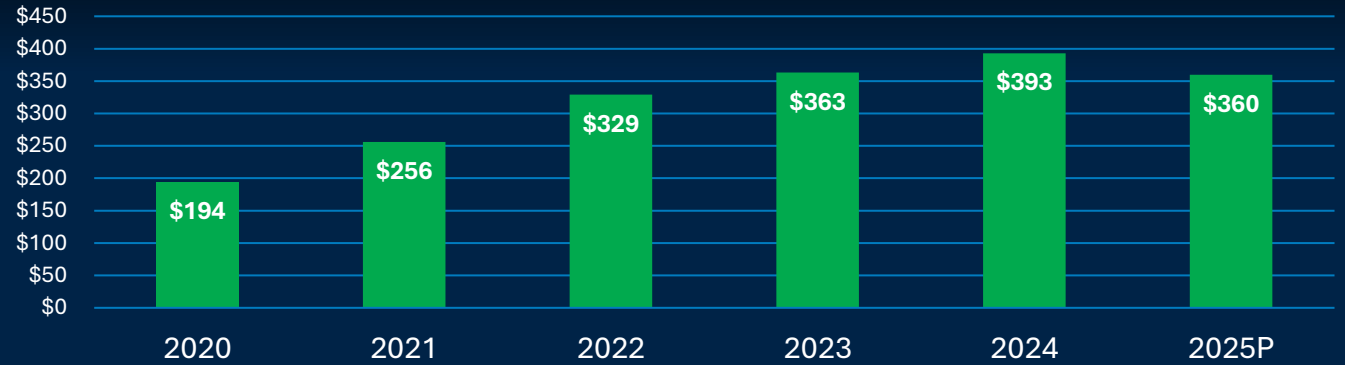
### Q4 Key Drivers:

- Top-line growth driven by low single digit volume gains, partial December Eviosys sales offset by divestitures/closings
- Adjusted EBITDA, up 5%, margin strengthened 50 bps
- Productivity provided \$41 million benefit from manufacturing and purchasing gains
  - Full-year productivity topped \$183 million
- Continued unfavorable Price/Cost in most businesses
- Operations impacted by hurricanes early Q4

\*Adj. EBITDA margin calculated as Adj. EBITDA of \$247M over Net sales of \$1.36B plus Net sales related to Discontinued Operations of \$297M

# “INVESTING IN OURSELVES” FOR GROWTH, PRODUCTIVITY

Capital Expenditures Since 2020 (\$ Million, Gross\*)



## Rigid Paper Containers



## Sonoco Metal Packaging



## Industrial Paper Products

### 1 Greenfield And Sponsored Growth

- Thailand greenfield
- Mexico greenfield
- France

### 2 GreenCan/All-Paper Can Growth

### 3 A&S Caulk Growth - Orlando

### 1 R&D Capacity Additions Aerosol, Caps, and Closures

### 2 France - Petfood

### 3 Thailand

### 1 Tactical growth

- Film Core Automation
- Europe Lightweight

### 2 Automation Projects to Drive Efficiency

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

# FINANCIAL RESULTS & 2025 GUIDANCE

**Jerry Cheatham**

Interim Chief Financial Officer



# Q4 FINANCIAL RESULTS

(Dollars in Millions, Except EPS)

	Q4 2024	Q4 2023	YOY Change %
<b>Net Sales <sup>1</sup></b>	\$1,363	\$1,336	2%
<b>Net Sales <sup>2</sup></b>	\$297	\$300	(1)%
<b>Adj. OP <sup>3</sup></b>	\$127	\$134	(5)%
<b>Adj. EBITDA</b>	\$247	\$236	5%
<b>Adj. EPS</b>	\$1.00	\$1.02	(2)%
<b>Adj. EPS <sup>4</sup></b>	\$1.17	\$1.02	14.7%
<b>Guidance</b>	\$1.15 to \$1.35		

1) Excluding discontinued operations

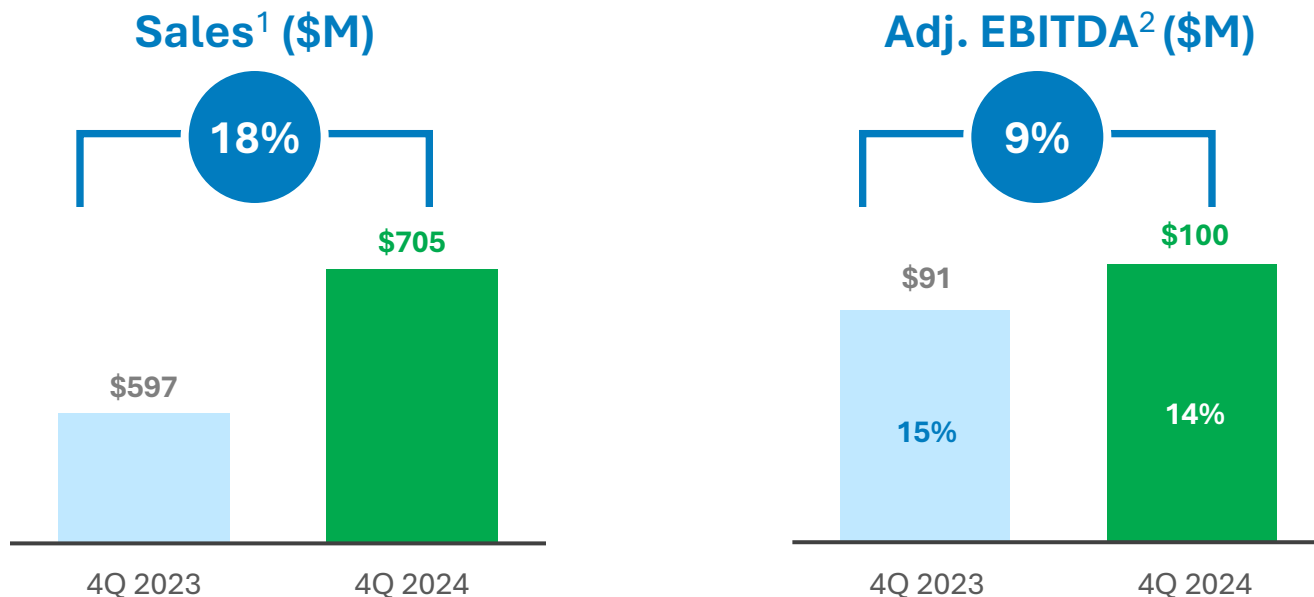
2) Discontinued operations

3) Excluding discontinued operations



4) Excluding loss from Eviosys

## 4Q Results

# CONSUMER PACKAGING SEGMENT



### Sales Volume/Mix\* (y/y)

	Q4 2024	2025 Outlook
 <b>Rigid Paper Containers (RPC)</b>	+LSD	Up
 <b>Metal Packaging NA</b>	+LSD	Up

1) Excludes discontinued operations (TFP) which had sales of \$297 million in Q4 2024

2) Excludes discontinued operations

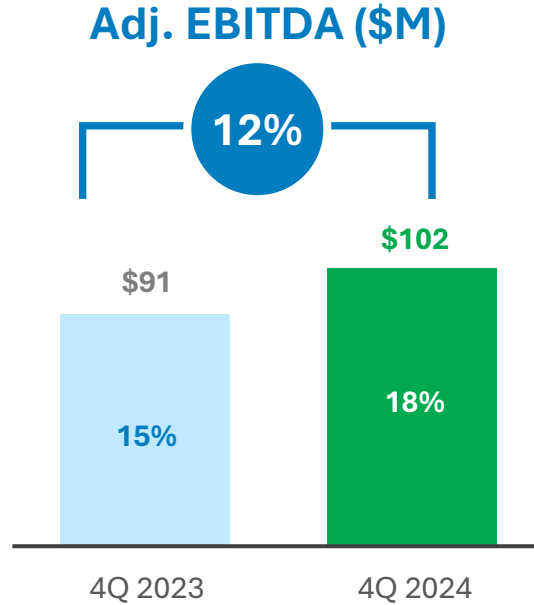
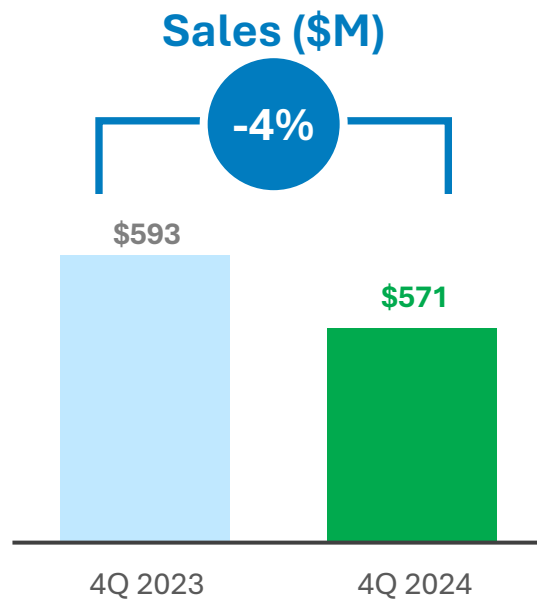
\* Includes Acquisitions and Divestitures

## Key Updates

- Strong productivity in RPC and Metal Packaging
- RPC volume up +LSD driven by Europe and NA growth
- Strong aerosol volume growth, offset by normal seasonality in food cans
- Eviosys contributed 27 days of Sales in midst of typical slow holiday season

## 4Q Results

# INDUSTRIAL PAPER PACKAGING SEGMENT



### Sales Volume/Mix\* (y/y)



	Q4 2024	2025 Outlook
<b>North America</b>	+LSD	Up
<b>Central/South America</b>	+LSD	Up
<b>Europe</b>	+LSD	Up
<b>Asia Pacific</b>	-MSD	Down

\* Includes Acquisitions and Divestitures

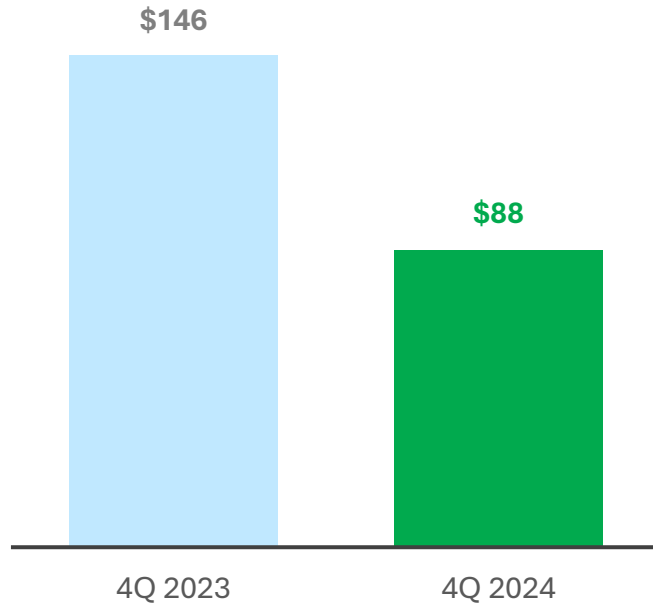
## Key Updates

- Strong productivity drives margins
- Positive volume/mix in most regions, except Asia Pacific
- Price/cost headwind continued
- Sales impacted by recycling moved to cost center

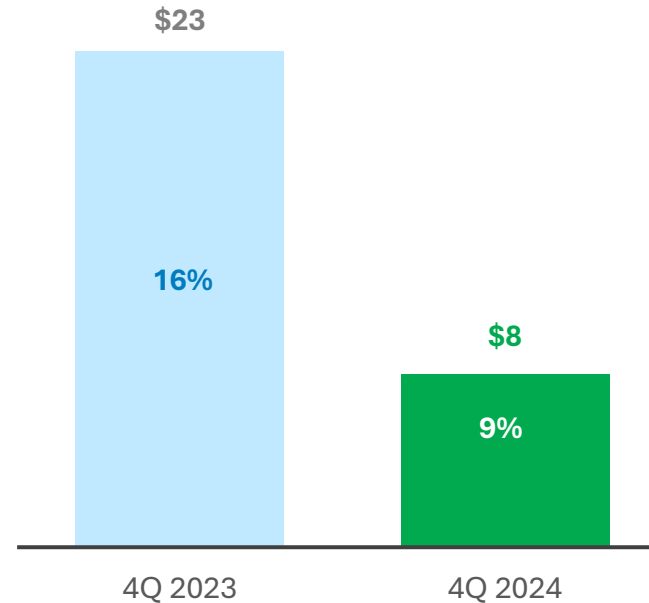
## 4Q Results

# ALL OTHER SEGMENT

### Sales (\$M)



### Adj. EBITDA (\$M)



## Key Updates

- Sales decline reflects sale of Protective Solutions
- Lower volume/mix in remaining other businesses
- Reviewing strategic alternatives for temperature-assured packaging business.

# STRONG CASH FLOW GENERATION

*Second Best Year of Operating Cash Flow*

(Dollars in Thousands)

	2024
Operating Cash Flow	\$833,845
Capital Expenditures, Net	(\$377,586)
Free Cash Flow	\$456,259
Dividends	(\$203,492)

# 2025 GUIDANCE PROJECTIONS

## Key Assumptions



Eviosys for a full year

### Thermoformed & Flexible Packages



TFP results through 1Q

### OCC Average



OCC at \$100/average for the year

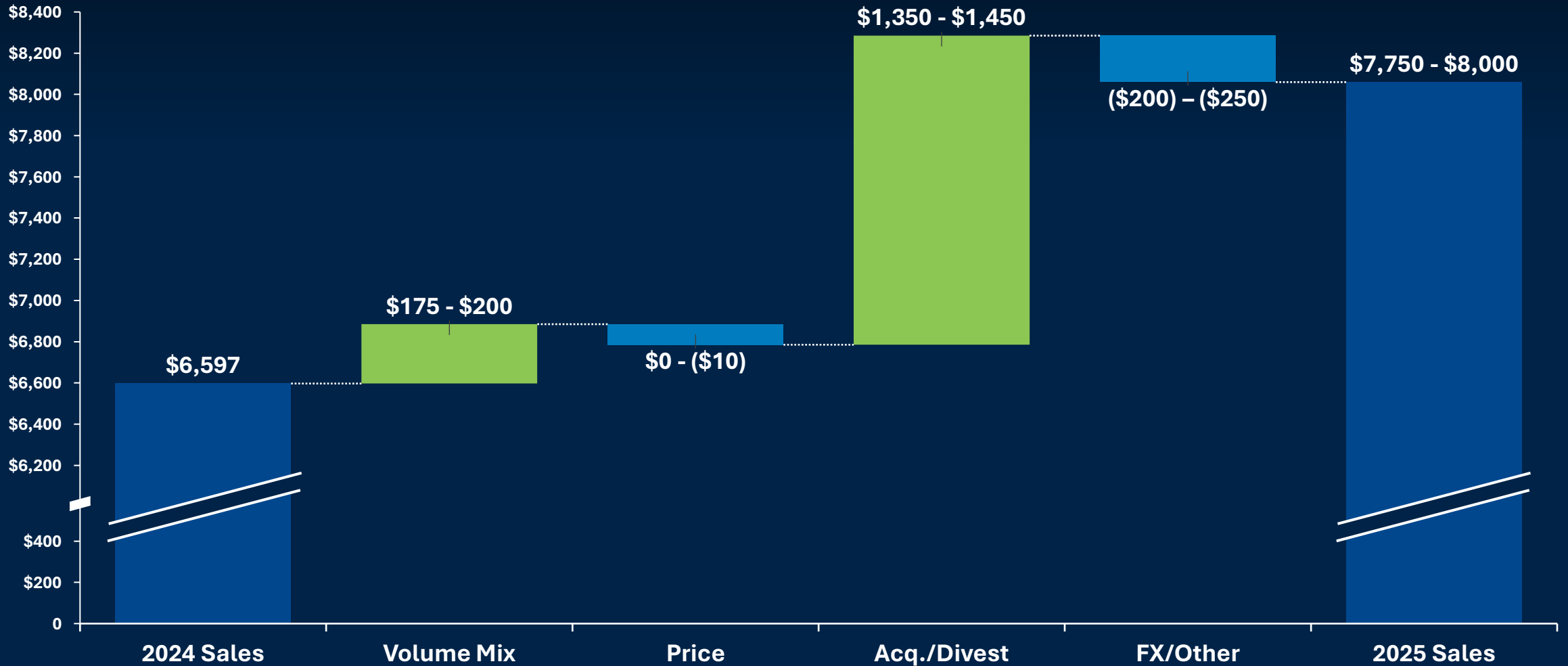
### FX Assumptions



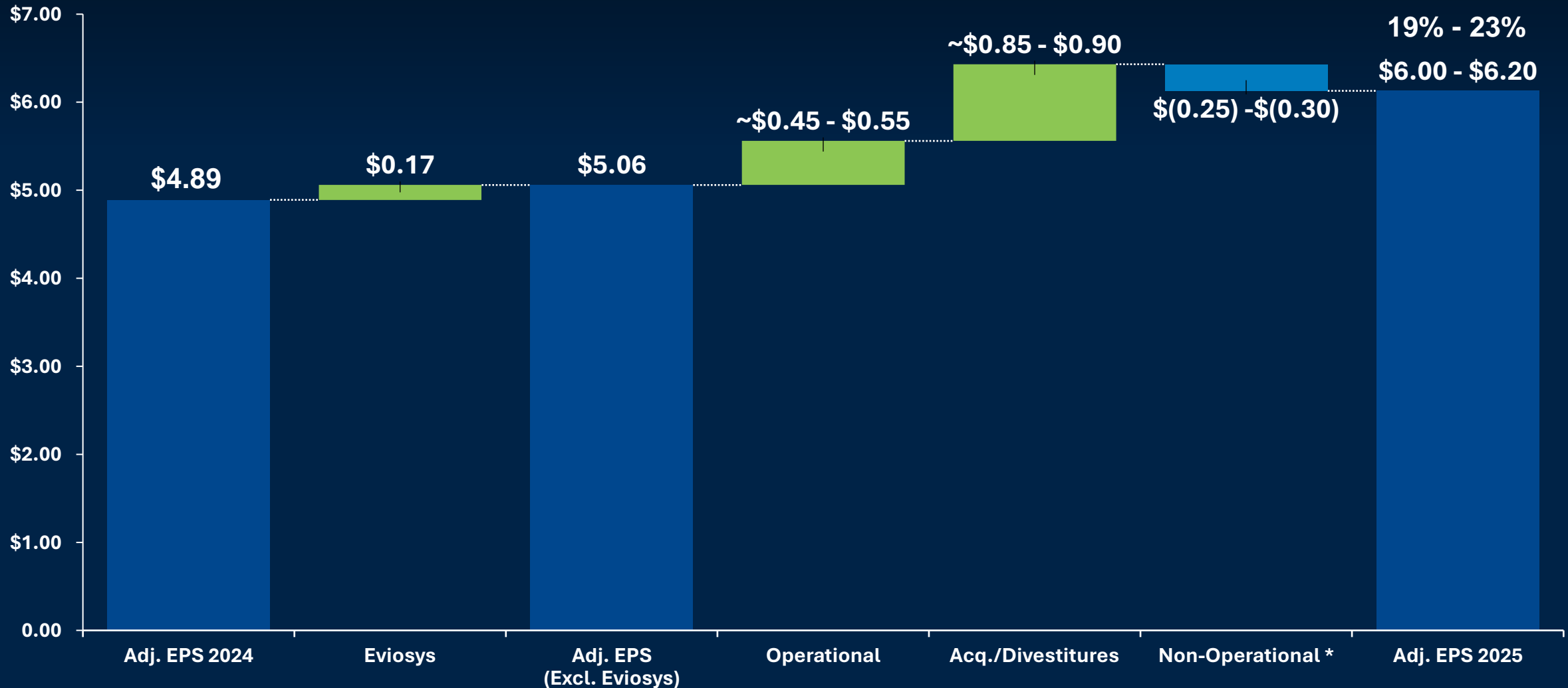
Expecting headwinds from most trade partner currencies

# 2025 SALES | TOTAL SONOCO

(Dollars in Millions)



# 2025 ADJUSTED EPS PROJECTION





# 2025 CASH FLOW

## KEY ASSUMPTIONS AND PRELIMINARY RANGE



### Depreciation

~ \$450 million



### Working Capital investment of

~ \$25 million



### Cash Capital Expenditures

~ \$360 million



### 2025 Guidance

- OCF: \$800 to \$900 million
- FCF: \$450 to \$550 million

# SONOCO TODAY | We Are...

## THE GLOBAL LEADER IN value-added, sustainable metal and fiber consumer and industrial packaging

### Focused on completing the transformation to “Fewer, Bigger Businesses”

- Industrial Paper Packaging
- Metal Packaging
- Rigid Paper Containers



### Investing in Ourselves



- Driving net leverage down to 3.0X to 3.3X Net Debt/Adj. EBITDA by end of 2026
- Investing in our core business for growth and productivity
- Returning cash to shareholders for 100 years with sector leading dividends (~4.4% yield)

# THE NEW SONOCO

2024

Proforma 2025



Industrial Paper Packaging



Rigid Paper Containers



Metal Packaging



Thermoformed and Flexible



Thermosafe



Sales\*  
**\$6.6B**



Adj. EBITDA  
**\$1,035M**



Operating Cash Flow  
**\$834M**



End Markets  
**Industrial 39%**  
**Consumer 61%**



Geography  
**Americas 78%**  
**Europe 14%**  
**Other 8%**

\*Includes sales from discontinued operations of \$1.3B



Industrial Paper Packaging



Rigid Paper Containers



Metal Packaging



Sales\*  
**\$7.75-\$8B**



Adj. EBITDA\*  
**\$1.3-\$1.4B**



Operating Cash Flow\*  
**\$800-\$900M**



End Markets  
**Industrial 34%**  
**Consumer 66%**



Geography  
**Americas 52%**  
**Europe 38%**  
**Other 10%**

\*Includes 1Q of TFP and full year ThermoSafe

Q & A



**Q4 2024  
EARNINGS**

# APPENDIX

Quarter ended: December 31, 2024

# EPS SUMMARY

2024 vs. 2023

	Fourth Quarter		Year To Date	
	2024	2023	2024	2023
<b>GAAP EPS</b>	\$ (0.44)	\$ 0.82	\$ 1.65	\$ 4.80
<b>Addback for:</b>				
Acquisition and divestiture related costs, net	0.52	0.02	1.16	0.20
LIFO Reserve change	(0.05)	(0.01)	(0.05)	(0.09)
Acquisition intangibles amortization expense	0.24	0.18	0.76	0.66
Restructuring, net	0.08	0.03	0.56	0.44
Loss / (Gain) on disposition and other	(0.04)	—	0.22	(0.60)
Non-operating pension costs	0.03	0.03	0.11	0.11
Other (income)/loss, net	0.83	(0.02)	0.77	(0.30)
Other Items	(0.17)	(0.03)	(0.29)	0.04
<b>Adjusted EPS*</b>	\$ 1.00	\$ 1.02	\$ 4.89	\$ 5.26

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

# P&L SUMMARY (ADJUSTED)

Fourth Quarter: 2024 vs. 2023

(Dollars in Millions)

			Better / (Worse)	
	2024	2023	\$	%
Net sales	\$ 1,363	\$ 1,336	\$ 27	2.0 %
Gross profit	283	286	(3)	(1.0)%
SG&A Expenses, net of Other Income	(156)	(152)	(4)	(2.6)%
Operating profit	\$ 127	\$ 134	\$ (7)	(5.2)%
Net interest	(34)	(31)	(3)	(9.7)%
Income before income taxes	\$ 93	\$ 103	\$ (10)	(9.7)%
Provision for income taxes	(23)	(24)	1	4.2 %
Income before equity in earnings of affiliates	\$ 70	\$ 79	\$ (9)	(11.4)%
Equity in Affiliates and Minority Interest	4	1	3	NM <sup>1</sup>
Net income from continuing operations	\$ 74	\$ 80	\$ (6)	(7.5)%
Net income from discontinued operations	\$ 25	\$ 21	\$ 4	19.0 %
ADJ. EBITDA	\$ 247	\$ 236	\$ 11	4.7 %
Gross profit %	20.8 %	21.4 %		
SG&A, net of Other Income %	11.4 %	11.4 %		
Operating profit %	9.3 %	10.1 %		
ADJ. EBITDA %	14.9 %	14.4 %		
Effective tax rate*	24.8 %	22.9 %		

NOTE: Due to rounding individual items may not sum down

<sup>1</sup> Not Meaningful

\*Tax from Continued Operations. Excludes tax from Discontinued Operations



# P&L SUMMARY (ADJUSTED)

Year over Year: 2024 YTD vs. 2023 YTD

(Dollars in Millions)

	2024		2023		Better / (Worse)	
	\$	%	\$	%	\$	%
Net sales	\$ 5,305		\$ 5,441		\$ (136)	(2.5)%
Gross profit	1,139		1,191		(52)	(4.4)%
SG&A Expenses, net of Other Income	(566)		(544)		(22)	(4.0)%
Operating Profit	\$ 573		\$ 647		\$ (74)	(11.4)%
Net interest	(111)		(125)		14	11.2 %
Income before income taxes	\$ 462		\$ 522		\$ (59)	(11.3)%
Provision for income taxes	(112)		(130)		18	(13.8)%
Income before equity in earnings of affiliates	\$ 350		\$ 392		\$ (42)	(10.7)%
Equity Affiliates and Minority Interest	10		10		—	NM <sup>1</sup>
Net income from continuing operations	\$ 360		\$ 402		\$ (42)	(10.4)%
Net income from discontinued operations	\$ 127		\$ 119		\$ 8	6.7 %
ADJ. EBITDA	\$ 1,035		\$ 1,068		\$ (33)	(3.1)%
Gross Profit %	21.5 %		21.9 %			
SG&A, Net of Other Income %	10.7 %		10.0 %			
Operating profit %	10.8 %		11.9 %			
ADJ. EBITDA %	15.7 %		15.7 %			
Effective tax rate *	24.3 %		24.9 %			

NOTE: Due to rounding individual items may not sum down  
<sup>1</sup>Not Meaningful

\*Tax from Continued Operations. Excludes tax from Discontinued Operations





# SEGMENT ANALYSIS

Fourth Quarter: 2024 vs. 2023

(Dollars in Millions)

	Net Sales <sup>1</sup>			Segment Operating Profit <sup>1</sup>		
	2024	2023	% Chg	2024	2023	% Chg
Consumer Packaging	\$ 705	\$ 597	18.1 %	\$ 66	\$ 65	1.0 %
Industrial Paper Packaging	570	593	(3.8)%	69	62	11.6 %
All Other	88	146	(39.8)%	5	19	(73.4)%
<b>Total Sonoco</b>	<b>\$ 1,363</b>	<b>\$ 1,336</b>	<b>2.0 %</b>	<b>\$ 140</b>	<b>\$ 146</b>	<b>(4.1)%</b>

	Segment Operating Profit as a % of Sales	Margin Change
Consumer Packaging	9.4 %	(1.6)%
Industrial Paper Packaging	12.0 %	1.6 %
All Other	5.8 %	(7.3)%
<b>Total Sonoco</b>	<b>10.2 %</b>	<b>(0.7)%</b>

NOTE: Totals are based on unrounded amounts

<sup>1</sup> Excludes discontinued operations

# SEGMENT ANALYSIS

Year to Date: 2024 vs. 2023

(Dollars in Millions)

	Net Sales <sup>1</sup>			Segment Operating Profit <sup>1</sup>		
	2024	2023	% Chg	2024	2023	% Chg
Consumer Packaging	\$ 2,532	\$ 2,471	2.5 %	\$ 295	\$ 286	3.2 %
Industrial Paper Packaging	2,349	2,374	(1.0)%	272	318	(14.6)%
All Other	424	596	(28.9)%	53	85	(37.4)%
<b>Total Sonoco</b>	<b>\$ 5,305</b>	<b>\$ 5,441</b>	<b>(2.5)%</b>	<b>\$ 620</b>	<b>\$ 689</b>	<b>(10.0)%</b>

	Segment Operating Profit as a % of Sales	Margin Change	
Consumer Packaging	11.6 %	11.6 %	0.1 %
Industrial Paper Packaging	11.6 %	13.4 %	(1.8)%
All Other	12.6 %	14.3 %	(1.7)%
<b>Total Sonoco</b>	<b>11.7 %</b>	<b>12.7 %</b>	<b>(1.0)%</b>

NOTE: Totals are based on unrounded amounts

<sup>1</sup> Excludes discontinued operations

# BALANCE SHEET

(Dollars in Millions)

	12/31/2024		12/31/2023		Change \$
Cash and cash equivalents	\$	431	\$	139	\$ 292
Trade accounts receivable, net of allowances		908		686	222
Other receivables		176		58	118
Inventories		1,016		604	412
Prepaid expenses		197		104	93
Current assets of discontinued operations		451		460	(9)
<b>Current Assets</b>	<b>\$</b>	<b>3,179</b>	<b>\$</b>	<b>2,051</b>	<b>\$ 1,128</b>
Property, plant and equipment, net		2,719		1,663	1,056
Goodwill		2,526		1,298	1,228
Other intangible assets, net		2,587		726	1,861
Long-term deferred income taxes		17		31	(14)
Right of use asset - operating leases		308		233	75
Other assets		209		206	3
Non-current assets of discontinued operations		964		984	(20)
<b>Total Assets</b>	<b>\$</b>	<b>12,508</b>	<b>\$</b>	<b>7,192</b>	<b>\$ 5,316</b>
Payable to suppliers and others		1,735		867	868
Income taxes payable		7		11	(4)
Current liabilities of discontinued operations		242		248	(6)
<b>Total debt</b>		<b>7,040</b>		<b>3,037</b>	<b>4,003</b>
Pension and other postretirement benefits		181		143	38
Noncurrent operating lease liabilities		259		193	66
Deferred income taxes and other		644		143	501
Non-current liabilities of discontinued operations		114		118	(4)
<b>Total equity</b>		<b>2,286</b>		<b>2,432</b>	<b>(146)</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$</b>	<b>12,508</b>	<b>\$</b>	<b>7,192</b>	<b>\$ 5,316</b>
Net debt / Total capital		74.3 %		54.4 %	

Net debt = Total debt minus cash and cash equivalents

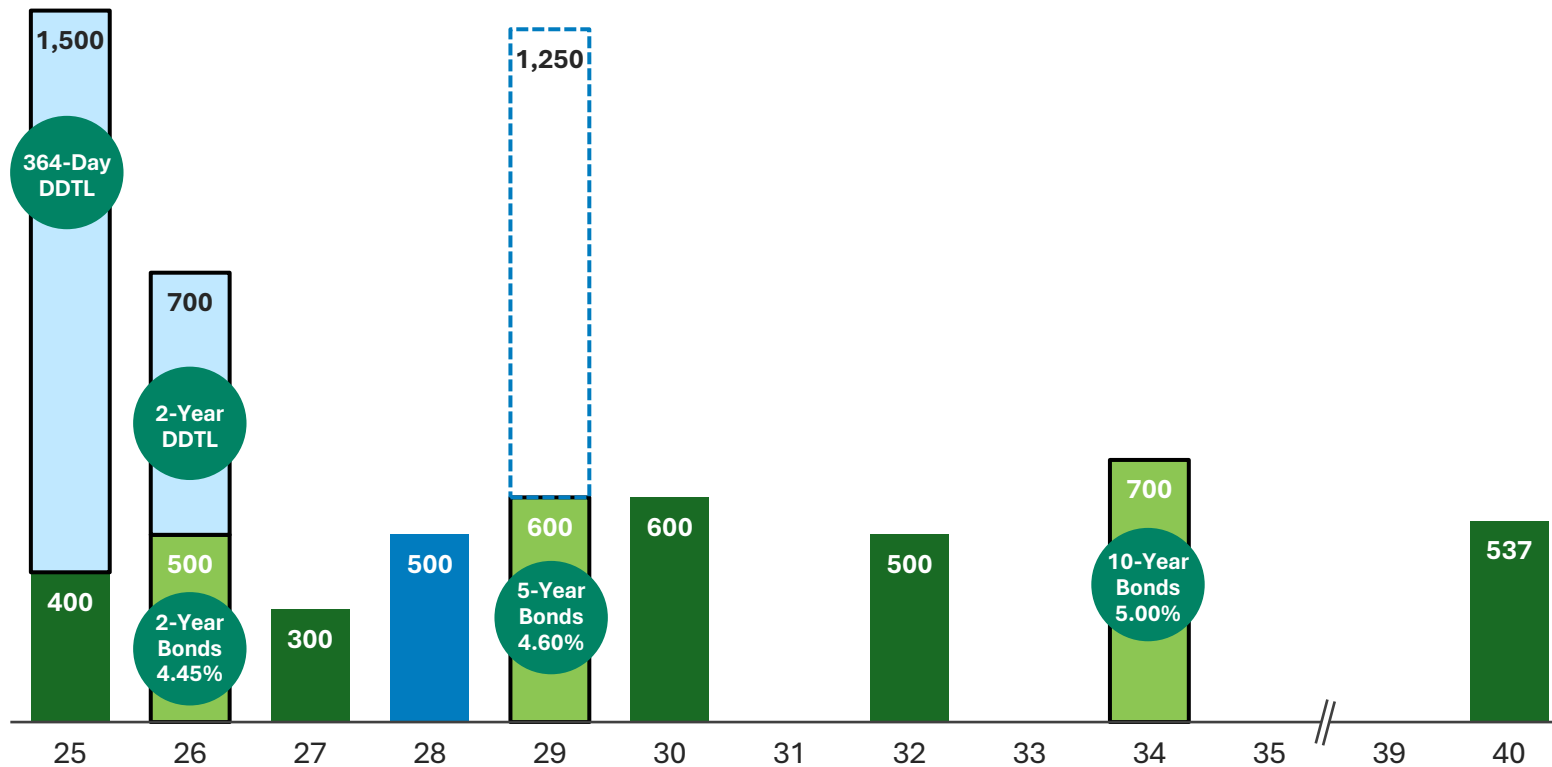
Total capital = Net debt plus total equity

NOTE: Due to rounding individual items may not sum down



# DEBT REDUCTION PLANNING

  Revolving Credit Facility  
   New Term Loans  
   Existing Term Loan  
   New Bonds  
   Existing Bonds



Balances reflect the balance of outstanding principal of the respective debt facility

- Use proceeds from TFP divestiture, other asset sales along with strong FCF for debt reduction
- Targeting reducing leverage to 3.0X to 3.3X Net Debt/Adj. EBITDA by end of 2026

# DIVIDEND IS FOUNDATIONAL

## Raised Dividend for the 41<sup>st</sup> Consecutive Year



**Quarterly Dividend of \$0.52 per share as of March 10, 2025**

**41** Years of Consecutive Annual Increases

**99** Consecutive Years Paid