

Sonoco Products Company

Reconciliation of Non-GAAP Financial Measures

In accordance with the SEC's Regulation G, the following provides definitions of the non-GAAP financial measures used by the Company, together with the most directly comparable financial measures calculated in accordance with U.S. generally accepted accounting principles ("GAAP"), and a reconciliation of the differences between the non-GAAP financial measures disclosed and the most directly comparable financial measures calculated in accordance with GAAP.

Definition and Reconciliation of Non-GAAP Financial Measures

The Company's results, determined in accordance with U.S. generally accepted accounting principles ("GAAP"), are referred to as "as reported" or "GAAP" results. The Company uses certain financial performance measures, both internally and externally, that are not in conformity with GAAP ("non-GAAP financial measures") to assess and communicate the financial performance of the Company. These non-GAAP financial measures, which are identified using the term "adjusted" (for example, "adjusted operating profit", "adjusted net income attributable to Sonoco", and "adjusted diluted earnings per share ("EPS")), reflect adjustments to the Company's GAAP operating results to exclude amounts, including the associated tax effects, relating to:

- restructuring/asset impairment charges¹;
- acquisition, integration, and divestiture-related costs;
- gains or losses from the divestiture of businesses and other assets;
- losses from the early extinguishment of debt;
- non-operating pension costs;
- amortization expense on acquisition intangibles;
- changes in last-in, first-out ("LIFO") inventory reserves;
- certain income tax events and adjustments;
- derivative gains/losses;
- other non-operating income and losses; and
- certain other items, if any.

¹ Restructuring and restructuring-related asset impairment charges are a recurring item as the Company's restructuring programs usually require several years to fully implement, and the Company is continually seeking to take actions that could enhance its efficiency. Although recurring, these charges are subject to significant fluctuations from period to period due to the varying levels of restructuring activity, the inherent imprecision in the estimates used to recognize the impairment of assets and the wide variety of costs and taxes associated with severance and termination benefits in the countries in which the restructuring actions occur.

The Company's management believes the exclusion of the above-listed items improves the period-to-period comparability and analysis of the underlying financial performance of the business.

In addition to the “adjusted” results described above, the Company also uses Adjusted EBITDA, Segment Adjusted EBITDA, Segment Adjusted EBITDA Margin, Net Debt, and Net Leverage. Adjusted EBITDA is defined as net income excluding the following: interest expense; interest income; provision for income taxes; depreciation and amortization expense; non-operating pension costs; net income/loss attributable to noncontrolling interests; restructuring/asset impairment charges; changes in LIFO inventory reserves; gains/losses from the divestiture of businesses and other assets; acquisition, integration and divestiture-related costs; other income; derivative gains/losses; and other non-GAAP adjustments, if any, that may arise from time to time. Segment Adjusted EBITDA is defined as segment operating profit plus depreciation and amortization expense and equity in earnings of affiliates, net of tax. Segment Adjusted EBITDA Margin is defined as Segment Adjusted EBITDA divided by segment net sales. Net Debt is defined as the total of the Company’s short and long-term debt less cash and cash equivalents.

Segment Adjusted EBITDA is reconciled to the closest GAAP measure of segment profitability, segment operating profit as the Company does not calculate net income by segment. Segment operating profit is the measure of segment profit or loss reported to the chief operating decision maker for purposes of making decisions about allocating resources to the segments and assessing their performance in accordance with Accounting Standards Codification 280 - “Segment Reporting,” as prescribed by the Financial Accounting Standards Board.

Segment results, which are reviewed by the Company’s management to evaluate segment performance, do not include the following: restructuring/asset impairment charges; amortization of acquisition intangibles; acquisition, integration and divestiture-related costs; changes in LIFO inventory reserves; gains/losses from the sale of businesses or other assets; gains/losses from derivatives; or certain other items, if any, the exclusion of which the Company believes improves the comparability and analysis of the ongoing operating performance of the business. Accordingly, the term “segment operating profit” is defined as the segment’s portion of “operating profit” excluding those items. All other general corporate expenses have been allocated as operating costs to each of the Company’s reportable segments and the All Other group of businesses, except for costs related to discontinued operations.

The Company’s non-GAAP financial measures are not calculated in accordance with, nor are they an alternative for, measures conforming to GAAP, and they may be different from non-GAAP financial measures used by other companies. In addition, these non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles.

The Company presents these non-GAAP financial measures to provide investors with information to evaluate Sonoco’s operating results in a manner similar to how management evaluates business performance. The Company consistently applies its non-GAAP financial measures presented herein and uses them for internal planning and forecasting purposes, to evaluate its ongoing operations, and to evaluate the ultimate performance of management and each business unit against plans/forecasts. In addition, these same non-GAAP financial measures are used in determining incentive compensation for the entire management team and in providing earnings guidance to the investing community.

The Company does not provide full year 2025 GAAP guidance due to the likely occurrence of one or more of the following, the timing and magnitude of which we are unable to reliably forecast without unreasonable efforts: restructuring costs and restructuring-related impairment charges, acquisition/divestiture-related costs, gains or losses from the sale of businesses or other assets, and the income tax effects of these items and/or other income tax-related events. These items could have a significant impact on the Company’s future GAAP financial results. Accordingly, quantitative reconciliations of Adjusted EPS and Adjusted EBITDA guidance and Net Leverage to the nearest comparable GAAP measures have been omitted in reliance on the exception provided by Item 10 of Regulation S-K.

Material limitations associated with the use of such measures include that they do not reflect all period costs included in operating expenses and may not be comparable with similarly named financial measures of other companies. Furthermore, the calculations of these non-GAAP financial measures are based on subjective

determinations of management regarding the nature and classification of events and circumstances that the investor may find material and view differently.

To compensate for any limitations in such non-GAAP financial measures, management believes that it is useful in evaluating the Company's results to review both GAAP information, which includes all of the items impacting financial results, and the related non-GAAP financial measures that exclude certain elements, as described above. Further, Sonoco management does not, nor does it suggest that investors should, consider any non-GAAP financial measures in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Whenever reviewing a non-GAAP financial measure, investors are encouraged to review the related reconciliation to understand how it differs from the most directly comparable GAAP measure.

The following tables reconcile the Company's non-GAAP financial measures to their most directly comparable GAAP financial measures in the Company's Condensed Consolidated Statements of Income for each of the periods presented:

Adjusted Operating Profit, Adjusted Income from Continuing Operations Before Income Taxes, Adjusted Provision for Income Taxes, Adjusted Net Income Attributable to Sonoco, and Adjusted Diluted EPS

<i>Dollars in thousands, except per share data</i>	For the three-month period ended September 28, 2025				
	Operating Profit	Income from Continuing Operations Before Income Taxes	Provision for Income Taxes	Net Income Attributable to Sonoco	Diluted EPS
As Reported (GAAP)	\$ 194,966	\$ 127,762	\$ 7,717	\$ 122,918	\$ 1.23
Acquisition, integration and divestiture-related costs ¹	9,318	9,318	2,377	6,941	0.07
Amortization of acquisition intangibles	49,034	49,034	10,581	38,453	0.39
Restructuring/Asset impairment charges	48,388	48,388	11,117	37,221	0.37
Loss/(Gain) on divestiture of business ²	3,031	3,031	27,569	(24,538)	(0.25)
Non-operating pension costs	—	3,054	631	2,423	0.02
Net losses from derivatives	2,035	2,035	502	1,533	0.02
Other adjustments ³	1,568	1,568	(4,652)	6,220	0.07
Total adjustments ⁴	113,374	116,428	48,125	68,253	0.69
Adjusted	\$ 308,340	\$ 244,190	\$ 55,842	\$ 191,171	\$ 1.92

Due to rounding, individual items may not sum appropriately.

¹ Acquisition, integration and divestiture-related costs relate primarily to the Company's December 2024 acquisition of Eviosys and April 2025 divestiture of TFP.

² Loss/(Gain) on divestiture of business includes the recognition of a deferred tax benefit related to the ThermoSafe business being held for sale.

³ Other adjustments include an adjustment to deferred taxes from post-acquisition restructuring of the partitions business, provision-to-return adjustments related to the divested TFP business, and an increase in the valuation allowance on foreign tax credits.

⁴ The difference between GAAP Gross Profit of \$467,351 and Adjusted Gross Profit of \$467,511 is attributable to other items totaling \$160 related to Eviosys. The financial measure titled "SG&A Expenses, net of Other Income" on the schedule "P&L Summary (Adjusted) Third Quarter: 2025 Vs. 2024" is the sum of the GAAP measures of "Selling, general and administrative expenses," "Restructuring/Asset impairment charges," and "Loss on divestiture of business," \$272,385, adjusted for the remaining items above, for an Adjusted total of \$159,171.

For the three-month period ended September 29, 2024

<i>Dollars in thousands, except per share data</i>	Operating Profit	Income from Continuing Operations Before Income Taxes	Provision for Income Taxes	Net Income Attributable to Sonoco	Diluted EPS
As Reported (GAAP) ¹	\$ 102,108	\$ 44,103	\$ 15,519	\$ 50,921	\$ 0.51
Acquisition, integration and divestiture-related costs ²	15,605	45,786	5,595	43,292	0.44
Changes in LIFO inventory reserves	790	790	199	591	0.01
Amortization of acquisition intangibles	17,624	17,624	4,402	17,082	0.17
Restructuring/Asset impairment charges	6,149	6,149	1,097	6,560	0.07
Loss on divestiture of business	31,770	31,770	454	31,316	0.31
Non-operating pension costs	—	2,947	738	2,209	0.02
Net gains from derivatives	(210)	(210)	(53)	(157)	—
Other adjustments	(263)	(685)	3,324	(3,928)	(0.04)
Total adjustments ³	71,465	104,171	15,756	96,965	0.98
Adjusted	\$ 173,573	\$ 148,274	\$ 31,275	\$ 147,886	\$ 1.49

Due to rounding, individual items may not sum appropriately.

¹ Operating profit, income from continuing operations before income taxes, and provision for income taxes exclude results related to discontinued operations of \$26,023, \$25,453 and \$5,635, respectively.

² Acquisition, integration and divestiture-related costs include losses on treasury lock derivative instruments and amortization of financing fees totaling \$30,181 related to debt instruments associated with the financing of the Eviosys acquisition. These amortization costs are included in “Interest expense” in the Company’s Condensed Consolidated Statements of Income.

³ The difference between GAAP Gross Profit of \$299,852 and Adjusted Gross Profit of \$300,642 is attributable to the “Changes in LIFO inventory reserves” shown above. The financial measure titled “SG&A Expenses, net of Other Income” on the schedule “P&L Summary (Adjusted) Third Quarter: 2025 Vs. 2024” is the sum of the GAAP measures of “Selling, general and administrative expenses,” “Restructuring/Asset impairment charges,” and “Gain on divestiture of business” \$197,744 adjusted for the remaining items above, for an Adjusted total of \$127,069.

For the nine-month period ended September 28, 2025

<i>Dollars in thousands, except per share data</i>	Operating Profit	Income from Continuing Operations Before Income Taxes	Provision for Income Taxes	Net Income Attributable to Sonoco	Diluted EPS
As Reported (GAAP) ¹	\$ 497,493	\$ 302,186	\$ 68,364	\$ 670,770	\$ 6.74
Acquisition, integration and divestiture-related costs ²	47,745	47,745	11,134	46,277	0.47
Changes in LIFO inventory reserves	1,755	1,755	433	1,322	0.01
Amortization of acquisition intangibles	135,188	135,188	29,586	105,389	1.06
Restructuring/Asset impairment charges	71,721	71,721	16,514	55,109	0.55
Loss/(Gain) on divestiture of business ³	9,297	9,297	28,455	(443,706)	(4.46)
Non-operating pension costs	—	9,157	2,190	6,967	0.07
Net losses from derivatives	1,240	1,240	306	934	0.01
Other adjustments ⁴	3,562	3,562	(14,456)	21,064	0.21
Total adjustments	270,508	279,665	74,162	(206,644)	(2.08)
Adjusted	\$ 768,001	\$ 581,851	\$ 142,526	\$ 464,126	\$ 4.66

Due to rounding, individual items may not sum appropriately.

¹ Operating profit, income from continuing operations before income taxes, and provision for income taxes exclude results related to discontinued operations of \$663,564, \$638,752, and \$209,032, respectively.

² Acquisition, integration and divestiture-related costs relate primarily to the Company's December 2024 acquisition of Eviosys and the April 2025 divestiture of TFP.

³ Loss/(Gain) on divestiture of business primarily consists of the gain on the sale of TFP, included in "Net income from discontinued operations" in the Company's Condensed Consolidated Statements of Income, and the recognition of a deferred tax benefit related to the ThermoSafe business being held for sale.

⁴ Other adjustments include discrete tax items primarily related to tax rate changes, an adjustment to deferred taxes from post-acquisition restructuring of the partitions business, provision-to-return adjustments related to the divested TFP business, and an increase in the valuation allowance on foreign tax credits.

For the nine-month period ended September 29, 2024

<i>Dollars in thousands, except per share data</i>	Operating Profit	Income from Continuing Operations Before Income Taxes	Provision for Income Taxes	Net Income Attributable to Sonoco	Diluted EPS
As Reported (GAAP) ¹	\$ 270,491	\$ 158,242	\$ 40,146	\$ 206,909	\$ 2.09
Acquisition, integration and divestiture-related costs ²	43,201	73,382	12,659	64,064	0.64
Changes in LIFO inventory reserves	(197)	(197)	(49)	(148)	—
Amortization of acquisition intangibles	52,997	52,997	13,105	51,423	0.52
Restructuring/Asset impairment charges	55,122	55,122	10,938	47,260	0.48
Loss on divestiture of business	27,292	27,292	1,676	25,616	0.26
Other income, net	—	(5,867)	—	(5,867)	(0.06)
Non-operating pension costs	—	10,412	2,593	7,819	0.08
Net gains from derivatives	(3,981)	(3,981)	(1,001)	(2,980)	(0.03)
Other adjustments ³	1,040	1,040	8,959	(7,961)	(0.09)
Total adjustments	175,474	210,200	48,880	179,226	1.80
Adjusted	\$ 445,965	\$ 368,442	\$ 89,026	\$ 386,135	\$ 3.89

Due to rounding, individual items may not sum appropriately.

¹ Operating profit, income from continuing operations before income taxes, and provision for income taxes exclude results related to discontinued operations of \$110,465, \$108,794, and \$25,675, respectively.

² Acquisition, integration and divestiture-related costs include losses on treasury lock derivative instruments and amortization of financing fees totaling \$30,181 related to debt instruments associated with the financing of the Eviosys acquisition. These amortization costs are included in “Interest expense” in the Company’s Condensed Consolidated Statements of Income.

³ Other adjustments includes discrete tax items primarily related to a \$10,070 adjustment to deferred taxes from the post-acquisition restructuring of the partitions business.

Adjusted EBITDA¹

Dollars in thousands	Three Months Ended	
	September 28, 2025	September 29, 2024
Net income attributable to Sonoco	\$ 122,918	\$ 50,921
Adjustments:		
Interest expense	61,243	61,643
Interest income	(4,634)	(6,014)
Provision for income taxes	7,717	21,154
Depreciation and amortization	131,656	90,646
Non-operating pension costs	3,054	2,947
Net income attributable to noncontrolling interests	147	288
Restructuring/Asset impairment charges	48,388	8,190
Changes in LIFO inventory reserves	—	790
Loss on divestiture of business	3,031	31,770
Acquisition, integration and divestiture-related costs	9,318	19,623
Net loss/(gain) from derivatives	2,035	(210)
Other non-GAAP adjustments	1,568	(273)
Adjusted EBITDA	\$ 386,441	\$ 281,475

¹Adjusted EBITDA is calculated on a total Company basis, including both continuing operations and discontinued operations.

The Company does not calculate net income by segment; therefore, Adjusted EBITDA by segment is reconciled to the closest GAAP measure of segment profitability, segment operating profit. Segment operating profit is the measure of segment profit or loss reported to the chief operating decision maker for purposes of making decisions about allocating resources to the segments and assessing their performance in accordance with Accounting Standards Codification 280, “Segment Reporting,” as prescribed by the Financial Accounting Standards Board.

Segment results, which are reviewed by the Company’s management to evaluate segment performance, do not include the following: restructuring/asset impairment charges; amortization of acquisition intangibles; acquisition, integration and divestiture-related costs; changes in LIFO inventory reserves; gains/losses from the sale of businesses or other assets; gains/losses from derivatives; or certain other items, if any, the exclusion of which the Company believes improves the comparability and analysis of the ongoing operating performance of the business. Accordingly, the term “segment operating profit” is defined as the segment’s portion of “operating profit” excluding those items. All other general corporate expenses have been allocated as operating costs to each of the Company’s reportable segments and All Other, except for costs related to discontinued operations. Total operating profit is composed of the sum of segment and All Other operating profit plus certain items that have been allocated to Corporate, including amortization of acquisition intangibles; restructuring/asset impairment charges; changes in LIFO inventory reserves; acquisition, integration and divestiture-related costs; gains/losses from the sale of businesses or other assets; gains/losses on derivatives; and certain other items that were excluded from segment and All Other operating profit.

Segment and All Other Adjusted EBITDA and Adjusted EBITDA Margin Reconciliation
For the Three Months Ended September 28, 2025

Excludes results of discontinued operations

<i>Dollars in thousands</i>	Consumer Packaging segment	Industrial Paper Packaging segment	All Other	Corporate	Total
Segment and Total Operating Profit	\$ 208,985	\$ 89,857	\$ 18,302	\$ (122,178)	\$ 194,966
Adjustments:					
Depreciation and amortization ¹	50,419	29,955	2,248	49,034	131,656
Other expense ²	—	—	—	(7,541)	(7,541)
Equity in earnings of affiliates, net of tax	190	2,830	—	—	3,020
Restructuring/Asset impairment charges ³	—	—	—	48,388	48,388
Acquisition, integration and divestiture-related costs ⁴	—	—	—	9,318	9,318
Loss on divestiture of business ⁵	—	—	—	3,031	3,031
Net loss from derivatives ⁶	—	—	—	2,035	2,035
Other non-GAAP adjustments	—	—	—	1,568	1,568
Segment Adjusted EBITDA	\$ 259,594	\$ 122,642	\$ 20,550	\$ (16,345)	\$ 386,441
Net Sales	\$1,438,246	\$ 584,969	\$ 107,893		
Segment Operating Profit Margin	14.5 %	15.4 %	17.0 %		
Segment Adjusted EBITDA Margin	18.0 %	21.0 %	19.0 %		

¹Included in Corporate is the amortization of acquisition intangibles associated with the Consumer Packaging segment of \$43,397, the Industrial Paper Packaging segment of \$5,485, and the All Other group of businesses of \$152.

²These expenses relate to charges from third-party financial institutions related to our centralized treasury program under which the Company sells certain trade accounts receivables in order to accelerate its cash collection cycle primarily within the Consumer Packaging segment.

³Included in Corporate are restructuring/asset impairment charges associated with the Consumer Packaging segment of \$35,027, and the Industrial Paper Packaging segment of \$11,181.

⁴Included in Corporate are acquisition, integration and divestiture-related costs associated with the Consumer Packaging segment of \$1,293 and the Industrial Paper Packaging segment of \$97.

⁵Included in Corporate is a \$31 loss on the sale of a recycling facility in Asheville, North Carolina, associated with the Industrial Paper Packaging segment and a \$3,000 charge related to the pending divestiture of ThermoSafe, part of the All Other group of businesses.

⁶Included in Corporate are net losses from derivatives associated with the Consumer Packaging segment of \$196, the Industrial Paper Packaging segment of \$1,760, and the All Other group of businesses of \$79.

Segment and All Other Adjusted EBITDA and Adjusted EBITDA Margin Reconciliation
For the Three Months Ended September 29, 2024

Excludes results of discontinued operations

<i>Dollars in thousands</i>	Consumer Packaging segment	Industrial Paper Packaging segment	All Other	Corporate	Total
Segment and Total Operating Profit	\$ 96,295	\$ 70,206	\$ 17,440	\$ (81,833)	\$ 102,108
Adjustments:					
Depreciation and amortization ¹	25,576	28,989	2,729	17,624	74,918
Equity in earnings of affiliates, net of tax	369	2,438	—	—	2,807
Restructuring/Asset impairment charges ²	—	—	—	6,149	6,149
Changes in LIFO inventory reserves ³	—	—	—	790	790
Acquisition, integration and divestiture-related costs ⁴	—	—	—	15,605	15,605
Loss on divestiture of business ⁵	—	—	—	31,770	31,770
Net gains from derivatives ⁶	—	—	—	(210)	(210)
Other non-GAAP adjustments	—	—	—	(263)	(263)
Segment Adjusted EBITDA	\$ 122,240	\$ 101,633	\$ 20,169	\$ (10,368)	\$ 233,674
Net Sales	\$ 662,297	\$ 585,082	\$ 107,273		
Segment Operating Profit Margin	14.5 %	12.0 %	16.3 %		
Segment Adjusted EBITDA Margin	18.5 %	17.4 %	18.8 %		

¹Included in Corporate is the amortization of acquisition intangibles associated with the Consumer segment of \$11,110, the Industrial segment of \$6,306, and the All Other group of businesses of \$208.

²Included in Corporate are restructuring/asset impairment charges associated with the Consumer segment of \$2,468 and the Industrial segment of \$3,798.

³Included in Corporate are changes in LIFO inventory reserves associated with the Consumer segment of \$758 and the Industrial segment of \$32.

⁴Included in Corporate are acquisition, integration and divestiture-related costs associated with the Industrial segment of \$4,529 and the Consumer segment of \$(137).

⁵Included in Corporate are losses from the divestiture of business associated with the Industrial segment of \$29,965 related to the sale of two production facilities in China and the All Other group of businesses of \$1,805 related to the sale of the Protective Solutions business (“Protexic”).

⁶Included in Corporate are net gains from derivatives associated with the Consumer segment of \$(41), the Industrial segment of \$(160), and the All Other group of businesses of \$(9).