



Grow & Optimize



Annual Meeting of Shareholders
April 20, 2016 ■ Hartsville, South Carolina

Board of Directors



Harry M. Cockrell



Dr. Pamela L. Davies



John R. Haley

Board of Directors



Richard G. Kyle



Edgar H. Lawton III



John E. Linville

Board of Directors



Blythe J. McGarvie



James M. Micali



Sundaram Nagarajan

Board of Directors



Marc D. Oken



M. Jack Sanders



Thomas E. Whiddon

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Annual Meeting Agenda

- Approve 2015 Annual Meeting minutes
- Elect four members of the Board of Directors
- Ratify the selection of independent registered public accounting firm
- Advisory resolution to approve executive compensation
- Proposal relating to an amendment to articles of incorporation to declassify the Board of Directors and elect all directors annually
- Shareholder Proxy Access resolution



Grow & Optimize



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Grow & Optimize



State of Sonoco

Jack Sanders

President and Chief Executive Officer

Forward-looking Statements

Consolidated financial results for 2014, 2013 and 2012 referenced in today's presentation have been restated to reflect adjustments with previously reported misstatements of the Company's Irapuato, Mexico, packaging center. Information on the restatements are available in the Company's 2014 Annual Report on Form 10-K/A.

In addition, 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.

State of Sonoco is Strong

Grow and Optimize in a Divergent Global Economy

Consumer Packaging



	2015	2014*
Sales	\$2,122	\$1,963
Base EBIT	\$231.6	\$200.6

Display & Packaging



	2015	2014*
Sales	\$606	\$667
Base EBIT	\$10.9	\$10.7

Paper & Industrial Converted



	2015	2014*
Sales	\$1,730	\$1,902
Base EBIT	\$124.1	\$162.2

Protective Solutions



	2015	2014*
Sales	\$506	\$485
Base EBIT	\$46.0	\$34.0

* Amounts have been restated to correct prior-year misstatements

2015 Key Focus Areas Scorecard



Safety

- Create a zero-injury environment



Customer Satisfaction

- Value-creating solutions
- On-time and to specification
- Net Promoter Score (NPS)



Grow and Optimize

- Consumer insights
- Innovation
- Share/profit optimization



Operational Excellence

- Productivity
- Reduce unit cost to produce – Sonoco Performance System
- Optimal supply chain



Maximize Cash Flow/Deployment

- Working capital management
- Optimal capital investments
- Grow dividends
- Acquisitions
- Share repurchase



People

- Talented
- Engaged
- Aligned

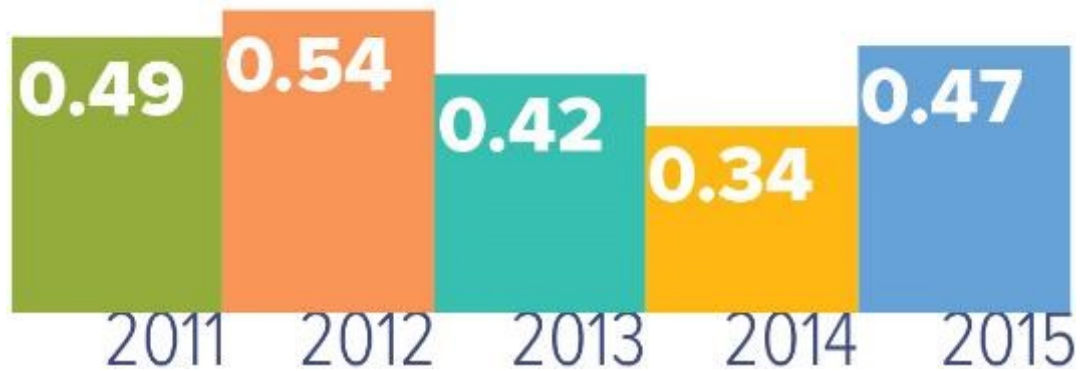
2015 Key Focus Areas Scorecard

Sonoco's Safety Results Remain World-class

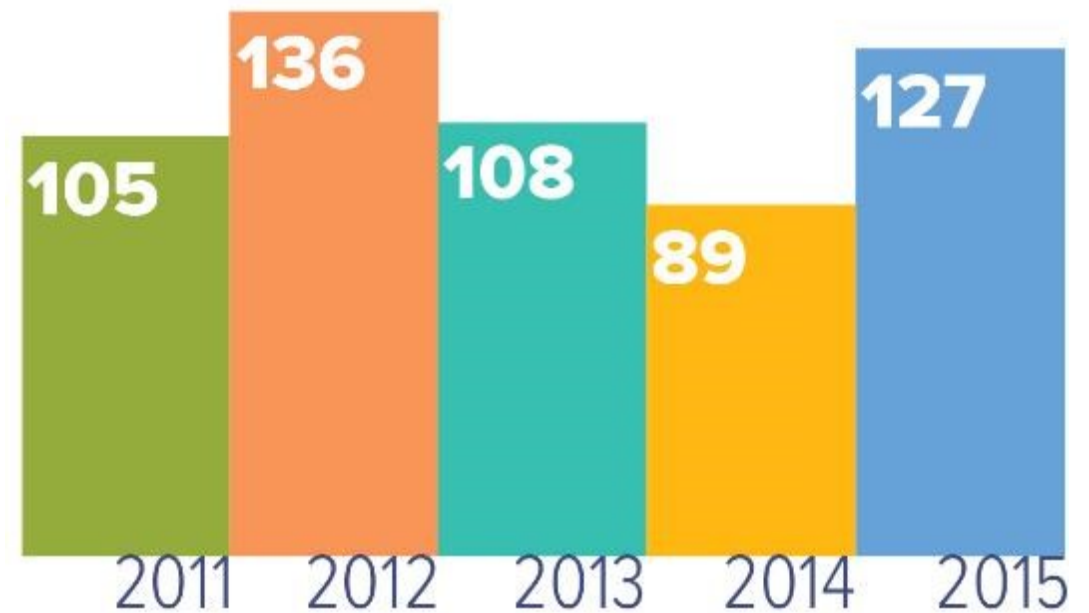


CORPORATE INJURY RATE

recordable injury rate



CORPORATE NUMBER OF INJURIES



2015 Key Focus Areas Scorecard

Consumer Quality Improves; OTIF Remains Advantaged



SUMMARY ON-TIME, IN-FULL PERFORMANCE

percent



2015 Key Focus Areas Scorecard

2015 Organic Growth at 1%; Gross Profit Margin up 60 bps



GROSS PROFIT (PERCENT OF SALES)

millions of dollars



*Amounts have been restated to correct prior-year misstatements

2015 Key Focus Areas Scorecard

Total Productivity Exceeds Target

SPS

YTD ACTUAL

millions of dollars



2015 Key Focus Areas Scorecard

Cash Flow = Working Capital Near Target

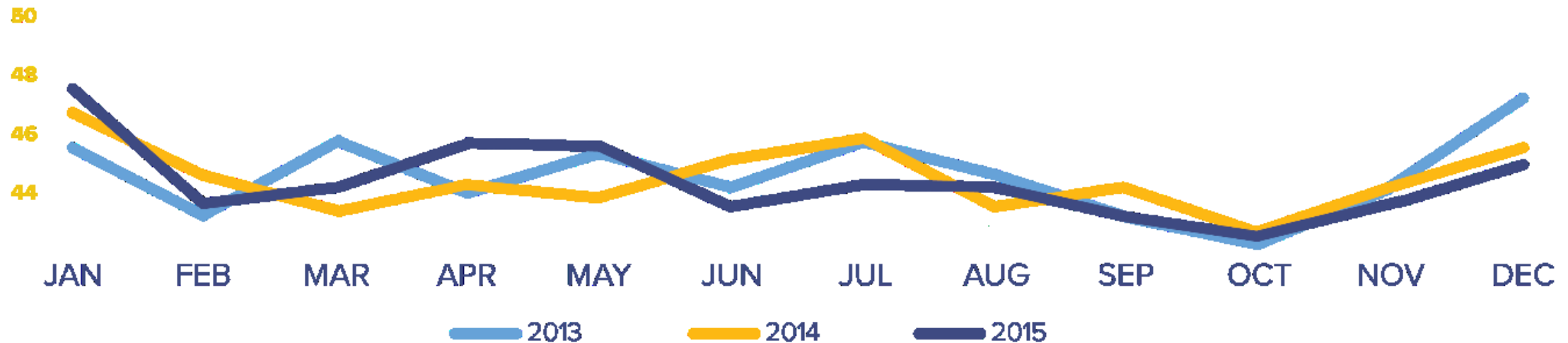


**CASH FLOW FROM OPERATIONS/
FREE CASH FLOW**
millions of dollars



CASH GAP DAYS

January 2013 – December 2015



2015 Key Focus Areas Scorecard

People: Talented, Engaged and Aligned



Aon Hewitt
Top Companies
for Leaders 2014

FORTUNE
WORLD'S MOST
ADMIRABLE
COMPANIES[®] 2016



2015 Constituent
MSCI Global
Sustainability Indexes

MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM



ROBECOSAM
Sustainability Award
Bronze Class 2016

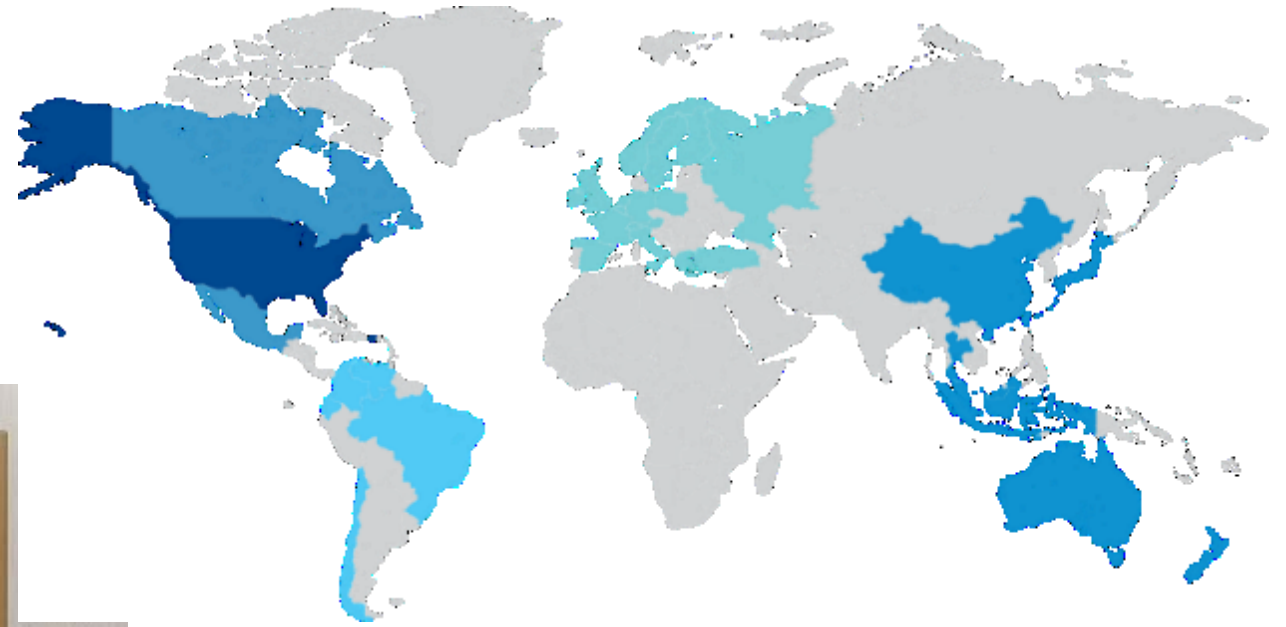


How do you change a business model and innovate?



Sonoco Today

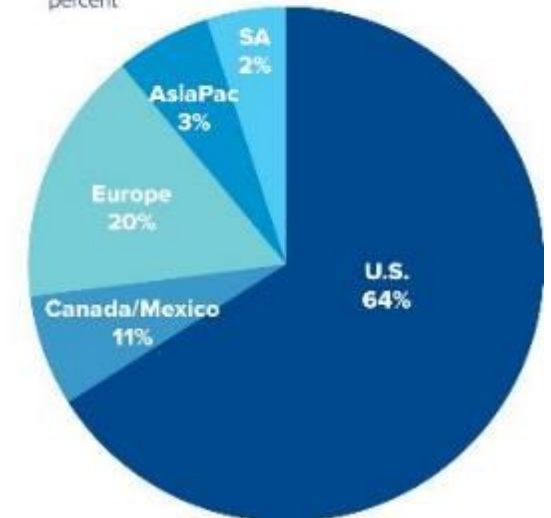
re-envisioning
SONOCO



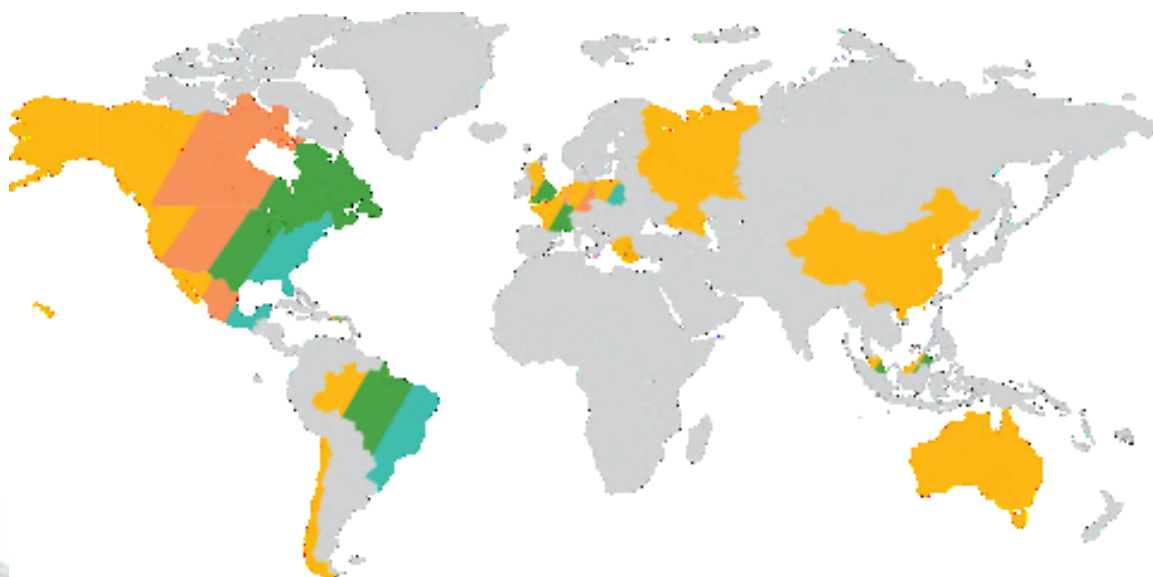
SALES BY OPERATING SEGMENT
percent of sales



2015 SALES BY GEOGRAPHY
percent



Global Consumer Packaging and Services Strategy



\$2,728 MM



Expand The Can

Integrated Sonoco/Weidenhammer Brand



Expand The Can

Southeast Asia Growth



Flexible Packaging Growth



Flexible Packaging Growth



Rigid Plastics Growth



Thermoforming



Injection Molding/
Extrusion



Blowmolding



Introducing:
TruVue™ with
FUSION Freshlock Technology™
Clearly, Uncanny.



GLORY

Seeing Is Believing



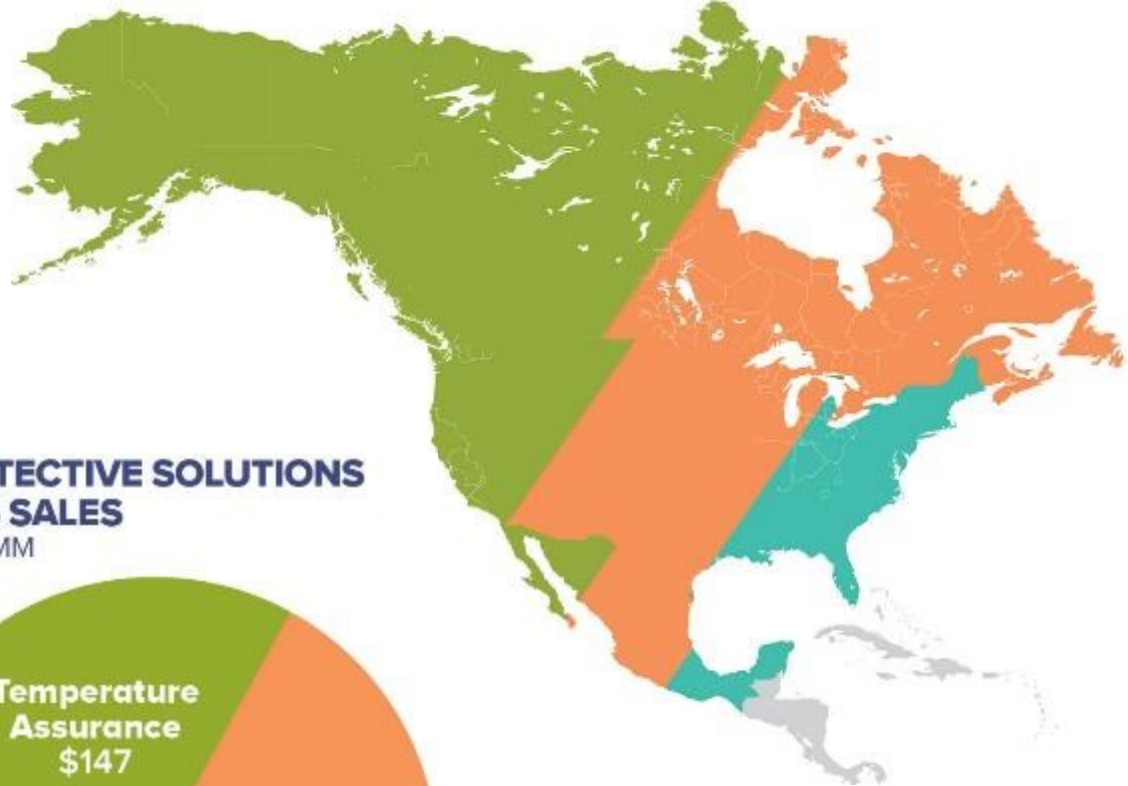
REAL ★ *Southern* ★ STYLE

Display and Packaging

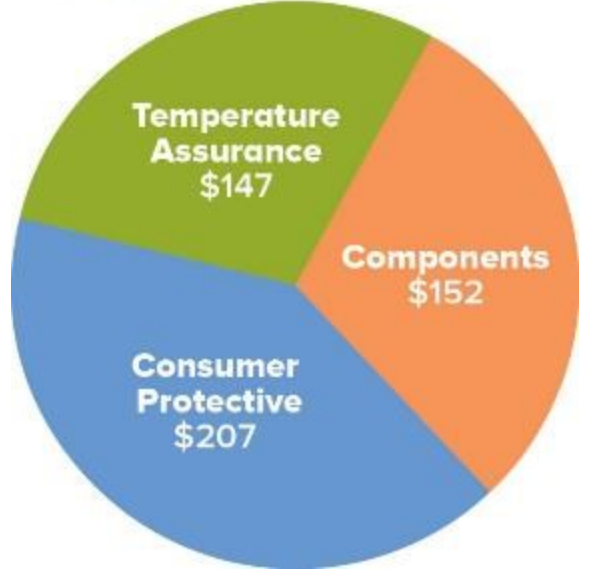
Growth Initiatives



Protective Solutions Strategy



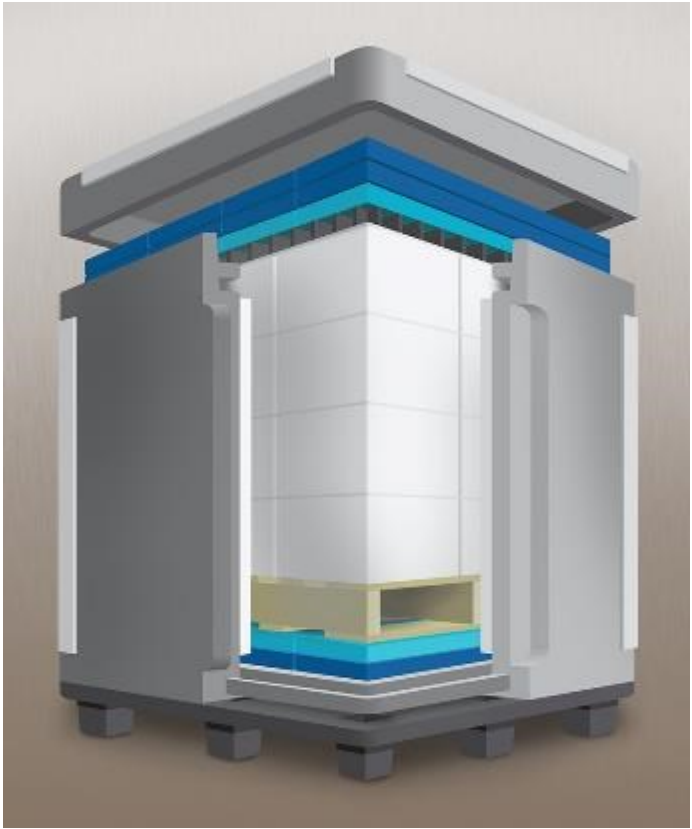
**PROTECTIVE SOLUTIONS
2015 SALES**
\$506 MM



Grow – Components/Consumer Durables



Grow – Sonoco ThermoSafe



Global Paper and Industrial Converted Products



GLOBAL PAPER AND INDUSTRIAL 2015 SALES
\$1,730 MM



Global Paper

Optimization Strategy



Sonoco
is the #1
player in
URB production
in North America.



Tubes and Cores

Optimization Strategy



550

In North America and Europe combined, our team of tube and core scientists and engineers boasts a collective 550 years of industry experience.



Saluting **70** years of
STANDING STRONG

Sonotube® construction forms celebrated 70 years of Standing Strong in 2015.

48%

Sonoco is a leader in the North American tube and core industry, with a market share of approximately 48%.



Our Priorities for 2016

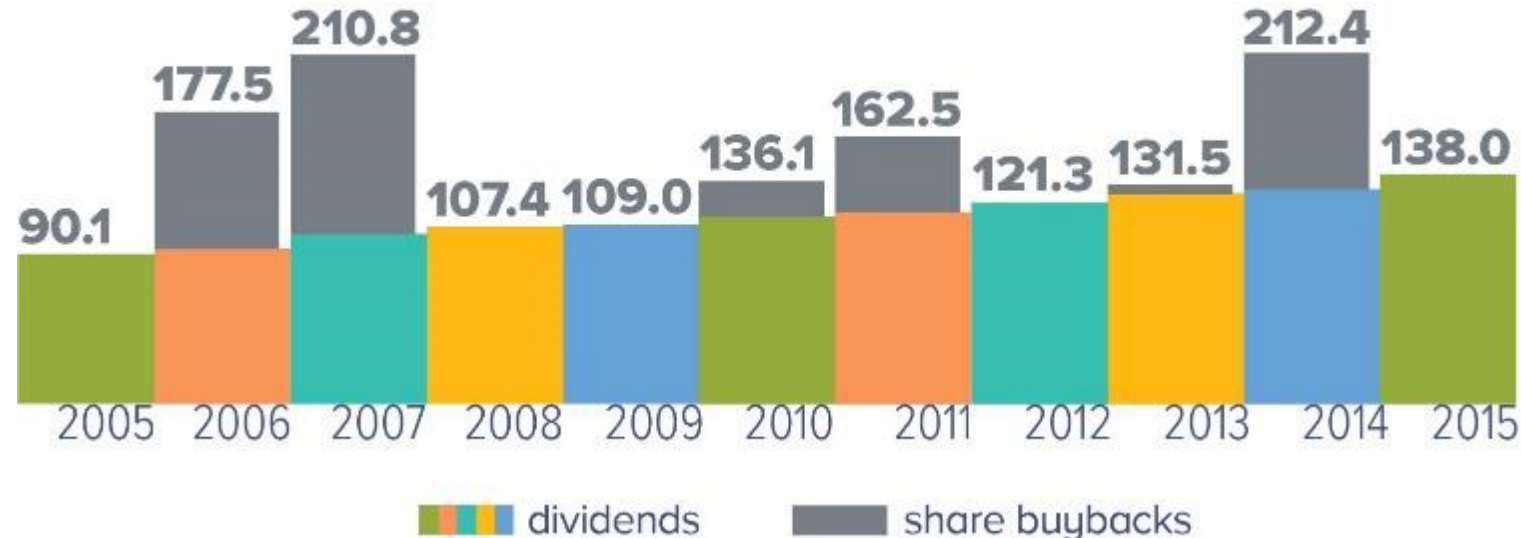
	<p>Grow</p> <ul style="list-style-type: none">• Market Focused• Achieve higher than market average growth
	<p>Margin Improvement</p> <ul style="list-style-type: none">• Grow operating margins to 9% to 10%
	<p>Maximize Free Cash Flow Generation and Target Capital Deployment</p> <ul style="list-style-type: none">• Grow core businesses while returning cash to shareholders
	<p>Optimize the Portfolio</p> <ul style="list-style-type: none">• Grow targeted Consumer Packaging/Protective Solutions businesses• Further shift the mix of businesses to Consumer

Capital Deployment Strategy

- Target capital spending on profitable growth (\$200 million projected in 2016)
- Pursue accretive acquisitions in targeted growth areas – Flexible Packaging and Protective Solutions
- Returning \$240 million in free cash flow in 2016 to shareholders
 - Increased dividends
 - Share repurchases at \$100 million

DIVIDENDS AND STOCK REPURCHASES

millions of dollars



Cash Dividend Increased

Board Authorizes Increased Dividend

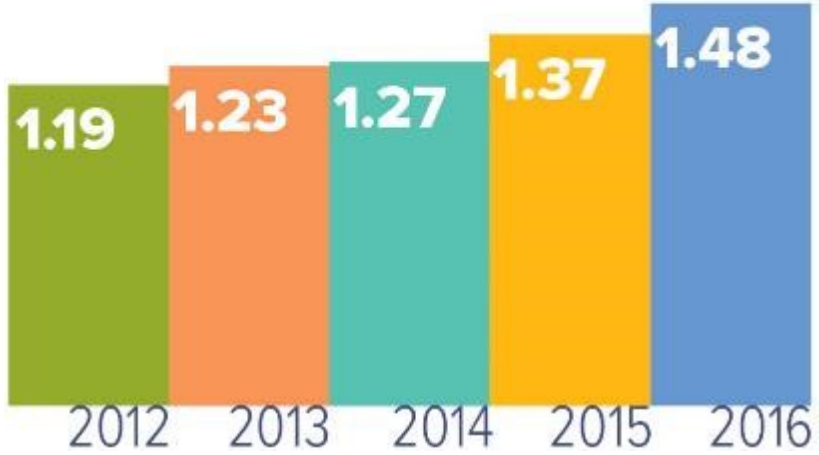


\$1.48 per year = <6% increase

364th consecutive quarterly dividend paid

34 consecutive years of increase

CASH DIVIDEND PAID
dollars per share



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Questions