



COMPANY OVERVIEW

Founded in 1899, Sonoco is a \$4.1 billion global manufacturer of consumer and industrial packaging products and provider of packaging services, with more than 300 operations in 35 countries, serving customers in 85 nations.

MISSION STATEMENT

Sonoco intends to be the low-cost global leader in providing customer-preferred packaging solutions to selected value-added segments, where we expect to be either number one or two in market share.

Shareholder return, customer and employee satisfaction, commitment to excellence, integrity, environmental stewardship and a safe workplace are the hallmarks of Sonoco's culture.

OPERATIONS OVERVIEW

Sonoco's operations consist of three reporting segments, Consumer Packaging, Tubes and Cores/Paper and Packaging Services. Several smaller businesses are discussed as All Other Sonoco. While Sonoco's businesses provide a variety of products and services, these businesses coordinate their offerings and leverage synergies to provide customers with beginning-to-end packaging and services to meet their supply chain needs. This Total Solutions strategy is unique in the packaging industry.

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Founded in 1899, Sonoco today serves industrial and consumer customers in 85 nations. From our headquarters in Hartsville, S.C., and from approximately 334 manufacturing and sales locations in 35 countries, our approximately 18,600 employees produce packaging for a variety of industries and for many of the world's most recognized brands.

1. RIGID PAPER PACKAGING

The world's largest producer of composite cans and a leader in rigid paperboard containers

Products and Services: Round and shaped composite paperboard cans, paperboard pails, single-wrap paperboard packages, fiber cartridges **Markets: Food:** Powdered beverages and infant formulas, cereal, coffee, snacks, nuts, cookies and crackers, confectionery, frozen concentrates, refrigerated dough, spices/seasonings, nutritional supplements, pet foods **Nonfood:** Adhesives, caulks, cleansers, chemicals, lawn and garden, automotive, pet products

2. BLOW-MOLDED PLASTIC

A leading manufacturer of extrusion blow-molded plastic containers

Products and Services: Monolayer and multilayer bottles and jars **Markets: Food:** Noncarbonated, high-barrier beverages/ready-to-drink products, condiments **Nonfood:** Health and beauty, household chemicals, automotive, adhesives and specialty products

3. THERMOFORMED PLASTIC

A global manufacturer of consumer and institutional thermoformed packaging

Products and Services: Monolayer, coated and barrier and non-barrier laminated tubs, cups, consumer and institutional trays **Markets:** Processed foods, sauces and dips, pet foods, snacks and nuts, fresh-cut produce, desserts

4. MOLDED AND EXTRUDED PLASTIC

A leading innovative solutions provider of engineered plastic products

Products and Services: Product design, tool design and fabrication; manufacturing in both injection molding and extrusion technologies **Markets: Consumer:** Food, food service, medical devices and disposables **Industrial:** Textiles, wire and cable, fiber optics, filtration and automotive

5. ENDS AND CLOSURES

A world leader in convenience closure technology and manufacturing

Products and Services: Aluminum, steel and peelable membrane easy-open closures for composite, metal and plastic containers **Markets:** Pet food, vegetables, fruit, seafood, poultry, soup and pasta, dairy, powdered infant formula, coffee

6. PRINTED FLEXIBLE PACKAGING

A provider of printed high-barrier, high-performance innovative flexible packaging solutions

Products and Services: Flexible packaging made from thin-gauge, high-value-added rotogravure, flexographic and combination printed film including high-performance laminations, rotogravure cylinder engraving **Markets:** Confectionery and gum, hard-baked goods, coffee, processed foods, beverages, snack foods, pet foods, home and personal care



7. TUBES AND CORES

The world's largest producer of tubes and cores

Products and Services: Paperboard tubes, cores, roll packaging, molded plugs, pallet components, concrete forms, void forms, rotary die boards **Markets:** Construction, film, flowable products, metal, paper mill, shipping and storage, tape and label, textiles, converters

8. PAPER

A global manufacturer of uncoated recycled paperboard for Sonoco's fiber-based packaging divisions and the external converting industry

Products and Services: Recycled paperboard, chipboard, tubeboard, lightweight coestock, boxboard, linerboard, specialty grades, recovered paper **Markets:** Converted paper products, spiral winders, beverage insulators

9. SONOCO RECYCLING

One of the largest packaging recyclers annually collecting, processing and selling more than 3 million tons of old corrugated containers, paper, plastic, metal, glass and other recyclable materials



10. SERVICE CENTERS

Provider of fee-for-service arrangements for supply chain management

Services: Packaging supply chain management, including custom packing, fulfillment, primary package filling, scalable service centers, global brand artwork management **Markets:** Personal care, baby care, beauty, healthcare, food, electronics, hosiery, office supplies, toys

11. POINT-OF-PURCHASE (P-O-P)

A leading provider of P-O-P displays, including fulfillment operations, for a "one-stop" display needs solution

Products and Services: Designing, manufacturing, assembling, packing and distributing temporary, semi-permanent and permanent P-O-P displays, as well as contract packaging, co-packing and fulfillment services **Markets:** Automotive, beverages, confectionery, electronics, cosmetics, food, fragrances, healthcare, home and garden, liquor, medical, office supply, over-the-counter drugs, personal care, sporting goods, tobacco

12. WIRE AND CABLE REELS

The leading producer of wooden, composite and metal reels in North America for the wire and cable industry

Products and Services: Steel, nailed wooden, plywood, recycled and polyfiber reels **Markets:** Wire and cable manufacturers



13. PROTECTIVE PACKAGING

A leading provider of custom-designed and engineered protective packaging solutions

Products and Services: Proprietary Sonopost® technology, Sonobase® carriers and Sonopop® systems (sold by Sonoco CorrFlex), concept, design, testing and manufacturing of multimaterial total solutions packaging, on-site engineering, ISTA- and Sears-certified engineering and testing facilities **Markets:** Household appliances, heating and air conditioning, office furnishings, automotive, fitness equipment, lawn and garden, promotional and palletized distribution

14. PAPERBOARD SPECIALTIES

A leading supplier of paper amenities for food service, hospitality and beverage markets in North America

Products and Services: Custom-printed Stancap® glass covers, Rixie™ coasters, other paper amenities **Markets:** Hotels and resorts, food and beverage, healthcare facilities, catering services, transportation, advertising



RECOGNITION

The Institute of Packaging Professionals (IOPP) honored the sleek Linearpak® container that Sonoco designed and is producing for Target's Archer Farms® brand cereals with a 2008 AmeriStar Award. The innovative cereal package was also named Package of the Year by *Food and Beverage Packaging* magazine.

The Flexible Packaging Association presented Sonoco's peelable Ultrapeel™ convenience closure, designed especially for heat-and-eat foods, with a Gold Award in its 2008 Achievement Awards.

Sonoco was ranked number 27 on *Corporate Responsibility Officer (CRO)* magazine's 100 Best Corporate Citizens for 2009 list.

Sonoco's point-of-purchase (P-O-P) display business won three Outstanding Merchandising Awards—a gold and two silver awards—at the 51st Annual Point of Purchasing Advertising International (POPAl) design competition for designing innovative temporary, semipermanent and permanent P-O-P displays that boost sales.

The seven-color matte-finished, three-ply foil-based flexible bags that Sonoco designed and is producing for PJ's Coffee received an Honorable Mention in the Flexible Packaging – Bags category of the PLGA 2009 Global Print Quality Awards.

Fortune magazine named Sonoco the fifth most admired company in the packaging industry.

The Coca-Cola Company presented Sonoco with its Partners in the Promise Award for its support of Coca-Cola's diversity initiatives.