

Barclays High-Grade Consumer Conference

June 5, 2013



Forward-looking statements

This slide presentation contains a number of forward-looking statements. The words “will,” “expect,” “opportunity,” “growth,” “potential,” “preserve,” and similar expressions are intended to identify our forward-looking statements. Examples of forward-looking statements include, but are not limited to, statements we make about our virtuous cycle; our future growth and expansion, including growth or expansion in organic net revenue, operating income, operating EPS, operating income margin, and gross margin; our plans for achieving such growth and expansion; our investments in emerging markets and ongoing restructuring and the results of such investments; maintaining our investment-grade rating; and our future free cash flow generation and uses. These forward-looking statements involve risks and uncertainties, many of which are beyond our control, and important factors that could cause actual results to differ materially from those in our forward-looking statements include, but are not limited to, continued global economic weakness, increased competition, continued volatility of commodity and other input costs, pricing actions, risks from operating globally, and tax law changes. For additional information on these and other factors that could affect our forward-looking statements, see our risk factors, as they may be amended from time to time, set forth in our filings with the SEC, including our most recently filed Annual Report on Form 10-K. We disclaim and do not undertake any obligation to update or revise any forward-looking statement in this slide presentation, except as required by applicable law or regulation.

Mondelēz International is a unique investment vehicle...



**Advantaged
Geographic
Footprint**

**Fast-
Growing
Categories**

**Favorite
Snacks
Brands**

**Proven
Innovation
Platforms**

**Strong
Routes-to-
Market**

**World-Class
Talent &
Capabilities**

... with top-tier revenue and earnings potential

Long-Term Targets

Organic Net
Revenue Growth

5%-7%

Operating
Income Growth

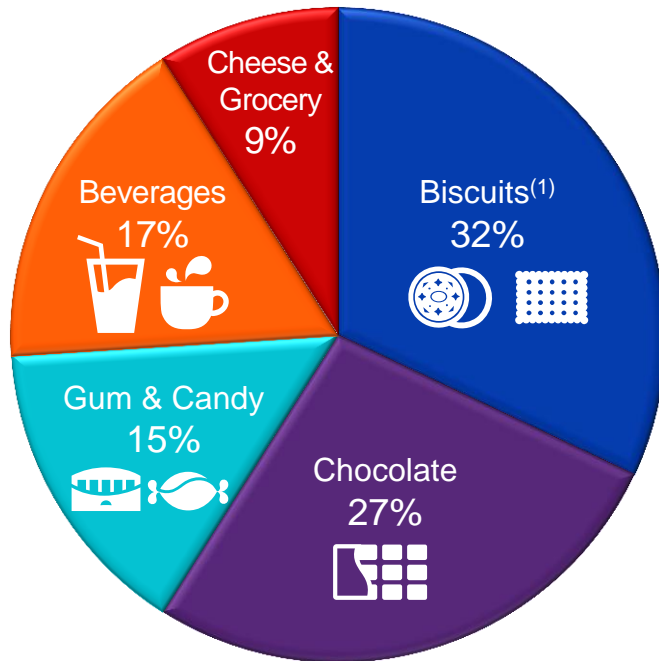
High Single-Digit
(constant FX)

Operating
EPS Growth

Double-Digit
(constant FX)



We are a global snacks powerhouse ...









**\$35 Billion
in 2012 Revenues**

- Nearly 75% of revenues in fast-growing snacks categories
- Beverages provide multi-region scale, attractive growth and strong margins

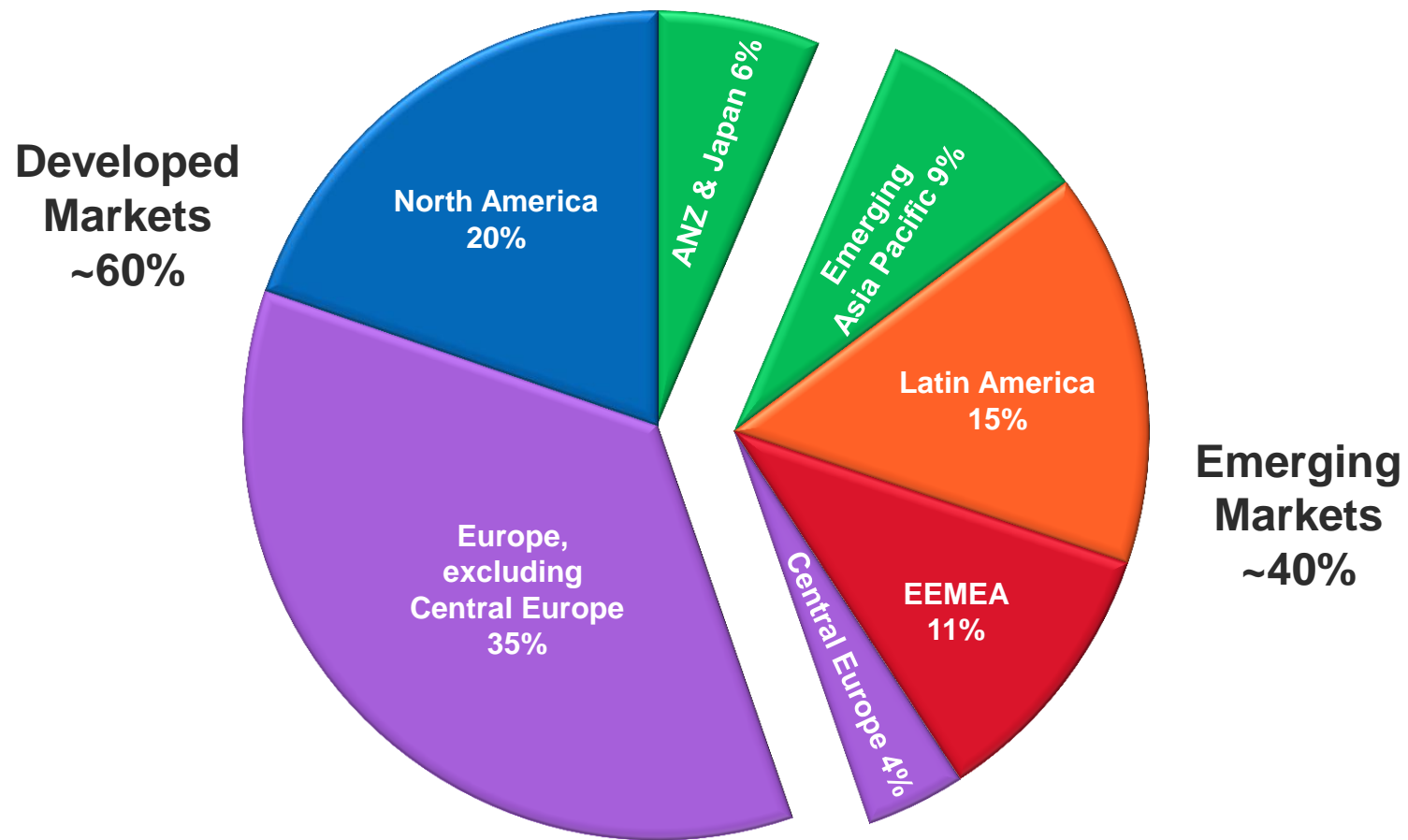
(1) Biscuits includes salted/other snacks

... and a leader in our categories

	North America	Europe	Latin America	Asia Pacific	Eastern Europe	Middle East & Africa	Global	Market Share
 Biscuits	#1	#1	#1	#1	#1	#1	#1	18%
 Chocolate	#5	#1	#2	#1	#2	#1	#1	15%
 Gum	#2	#3	#1	#3	#2	#1	#2	30%
 Candy	#3	#2	#2	#3	--	#1	#1	7%
 Coffee	--	#2	--	#2	#2	#3	#2	11%
 Powdered Beverages	--	--	#1	#1	#3	#2	#1	16%

Source: Euromonitor

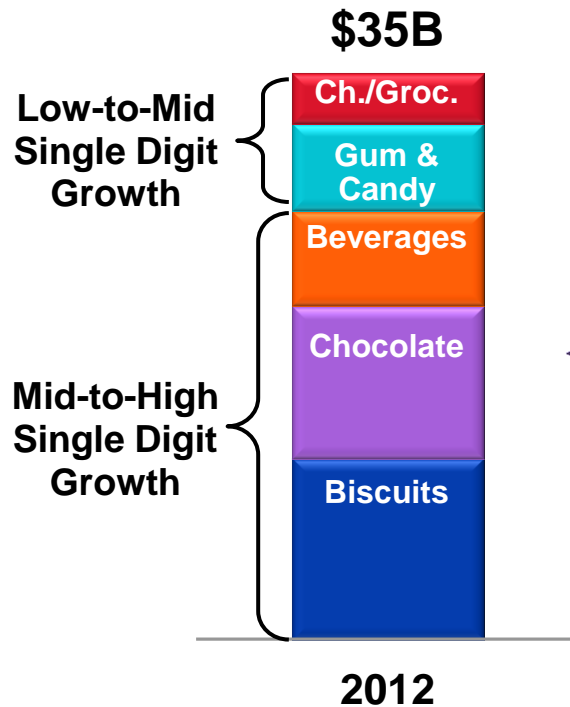
Nearly 40% of portfolio in emerging markets



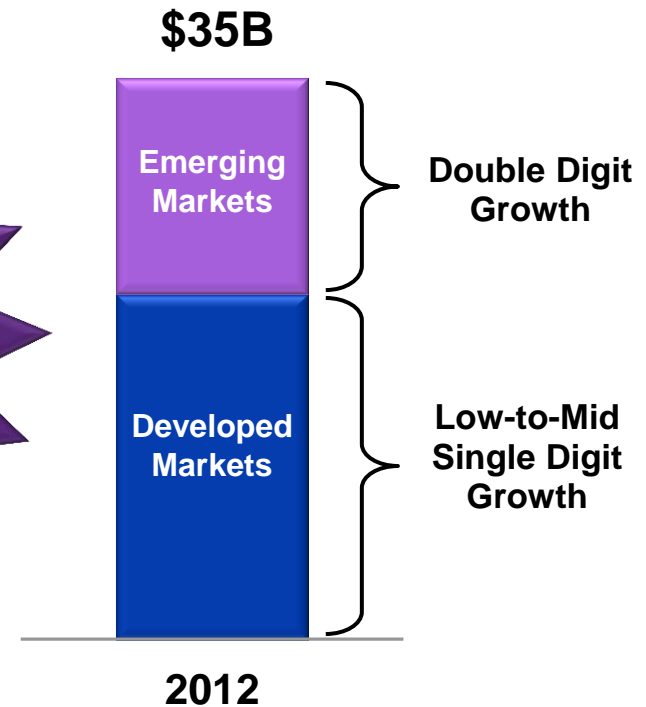
**\$35 Billion in
2012 Net Revenues**

Top-tier revenue growth is clearly achievable

By Category



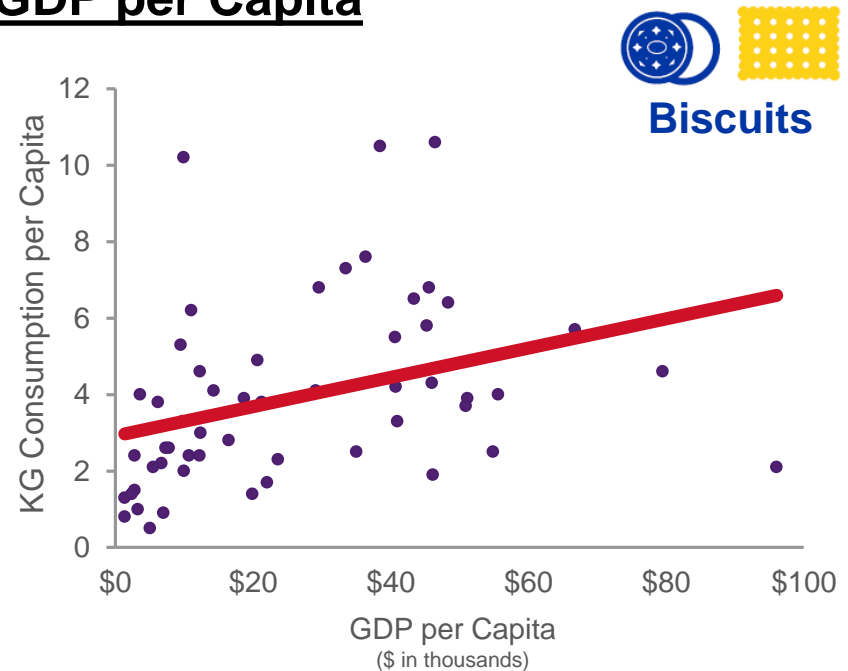
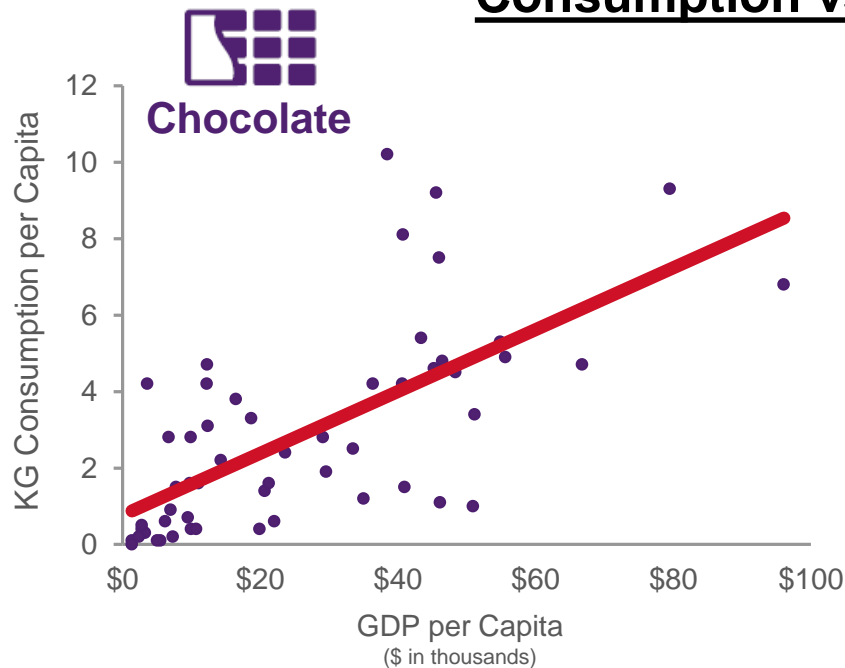
By Geography



Emerging markets are highly attractive

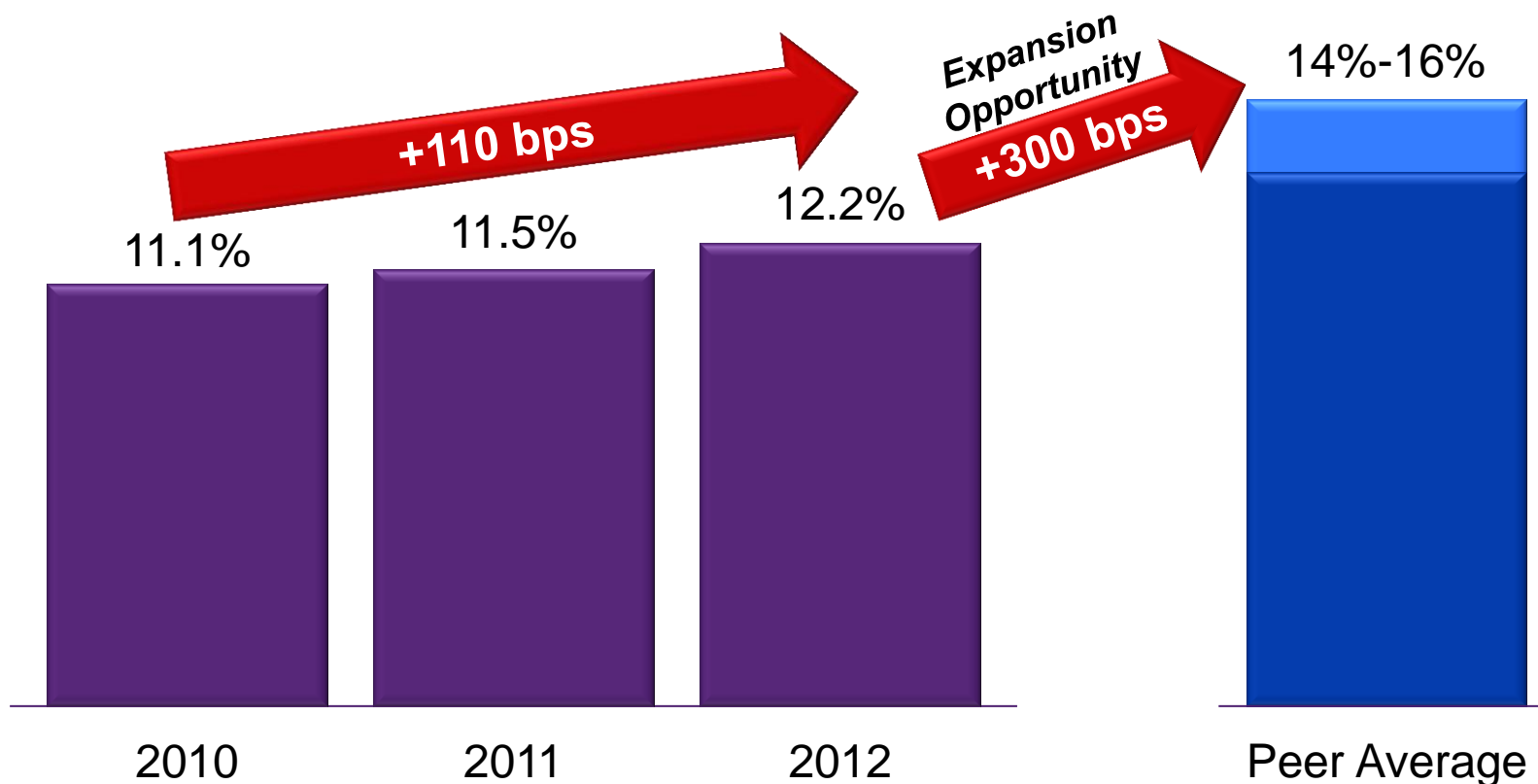
- Snacks categories growing at high single digits / double digits
- Rising GDP fuels rapidly growing per capita snacks consumption
- Opportunity for high rates of return

Consumption vs. GDP per Capita



Steady improvement in OI margin with significant expansion opportunity

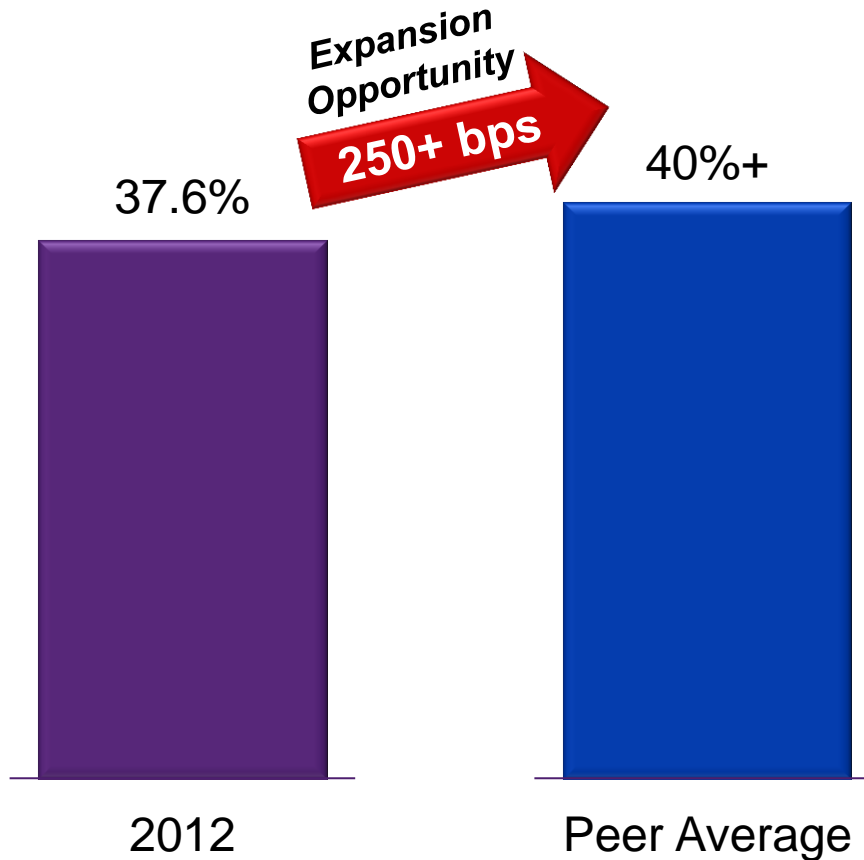
Adjusted Operating Income Margin



Note: Please see the GAAP to non-GAAP reconciliations provided at the end of this presentation.

Gross margin is our biggest opportunity

Adjusted Gross Profit Margin

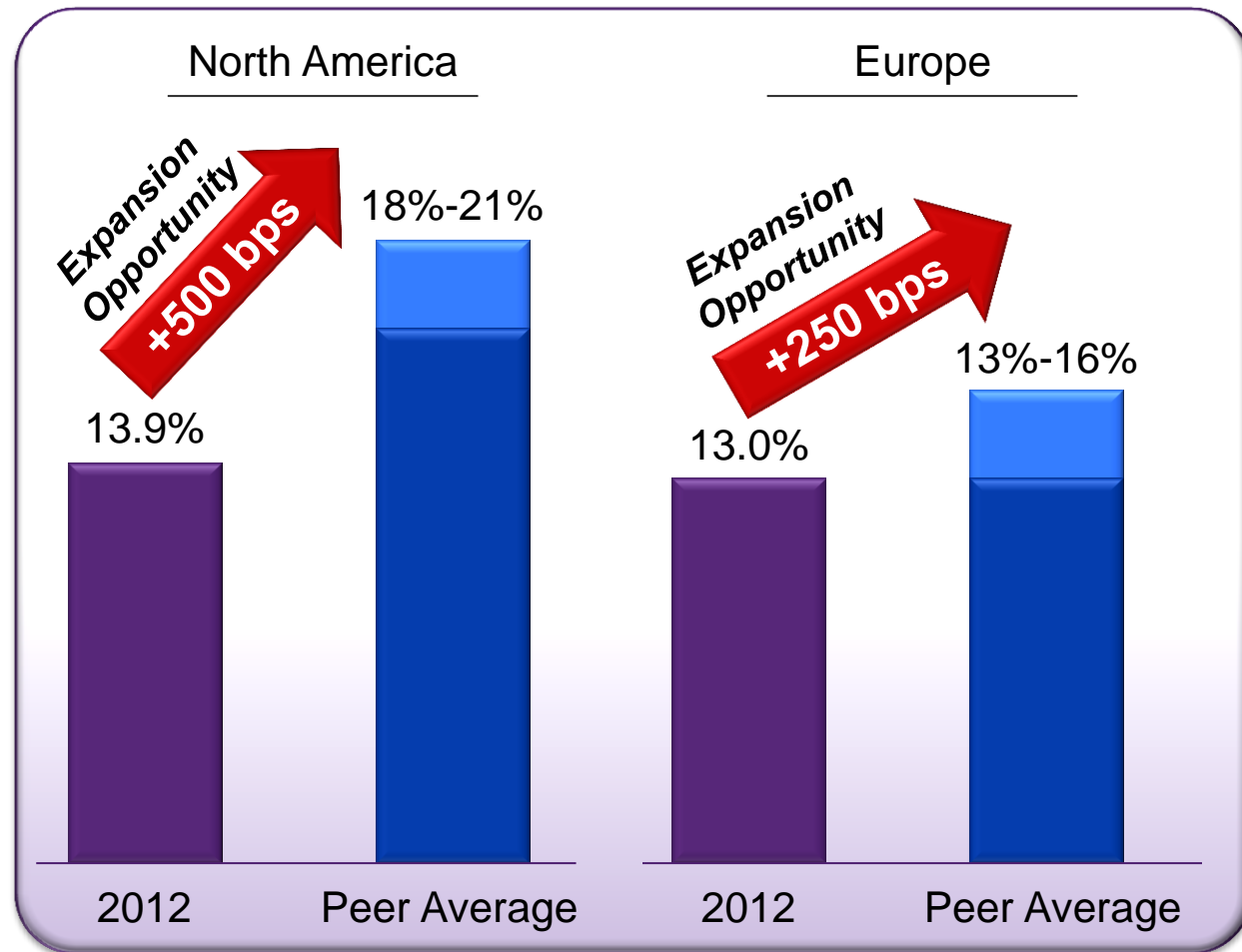
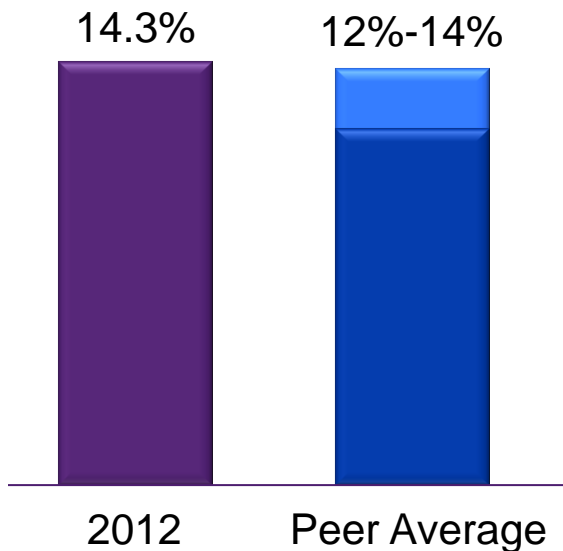


Note: Please see the GAAP to non-GAAP reconciliations provided at the end of this presentation.

Opportunity is largely in North America and Europe

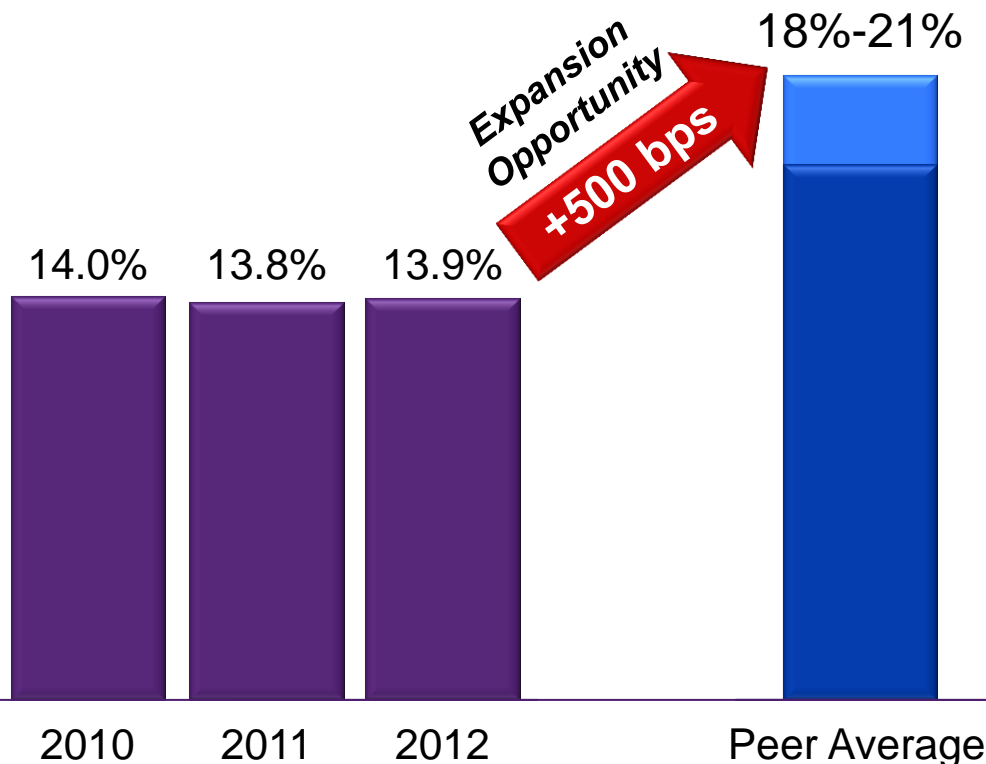
Adjusted Operating Income Margin

LA, AP, EEMEA
Combined



NORTH AMERICA: Significant opportunity for margin expansion

Adjusted Segment Operating Income Margin



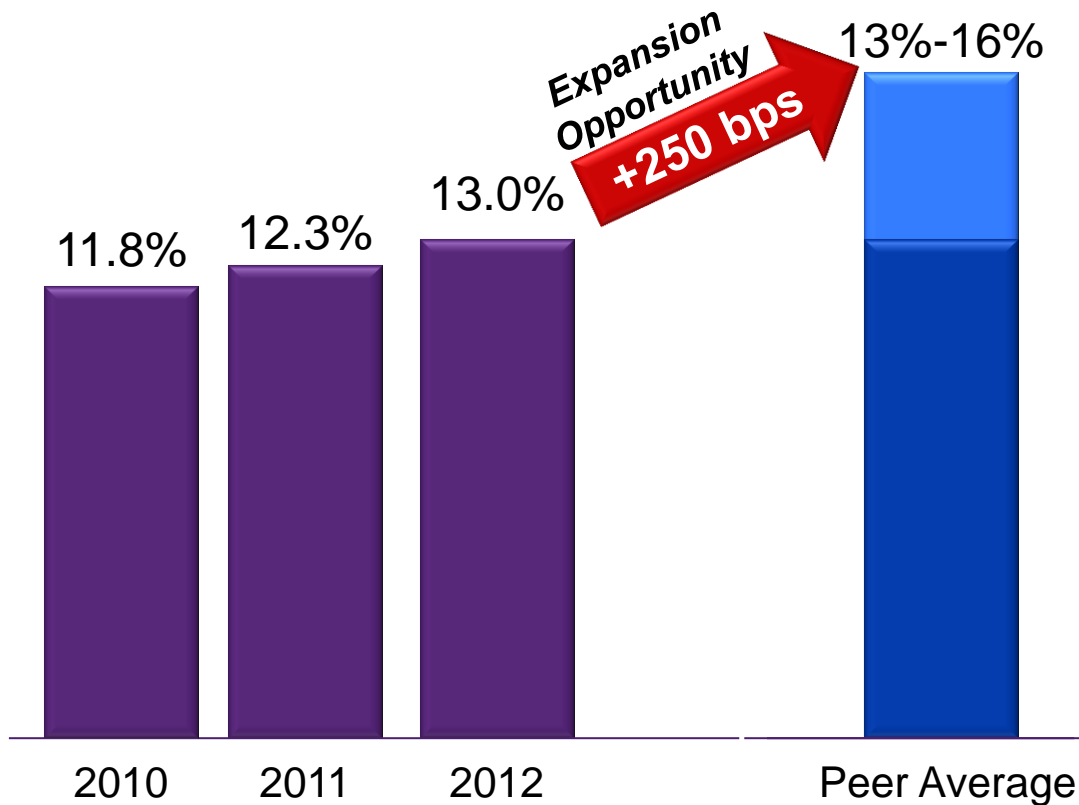
Note: Please see the GAAP to non-GAAP reconciliations provided at the end of this presentation.

Key Drill Sites

- 1 Drive Power Brands and product mix
- 2 Cost Management and Overheads
 - Target 4%+ COGS productivity
 - Remove dis-synergies
- 3 Reinvent Supply Chain
 - Install new technology
 - Repatriate production

EUROPE: Continue steady margin progress

Adjusted Segment Operating Income Margin



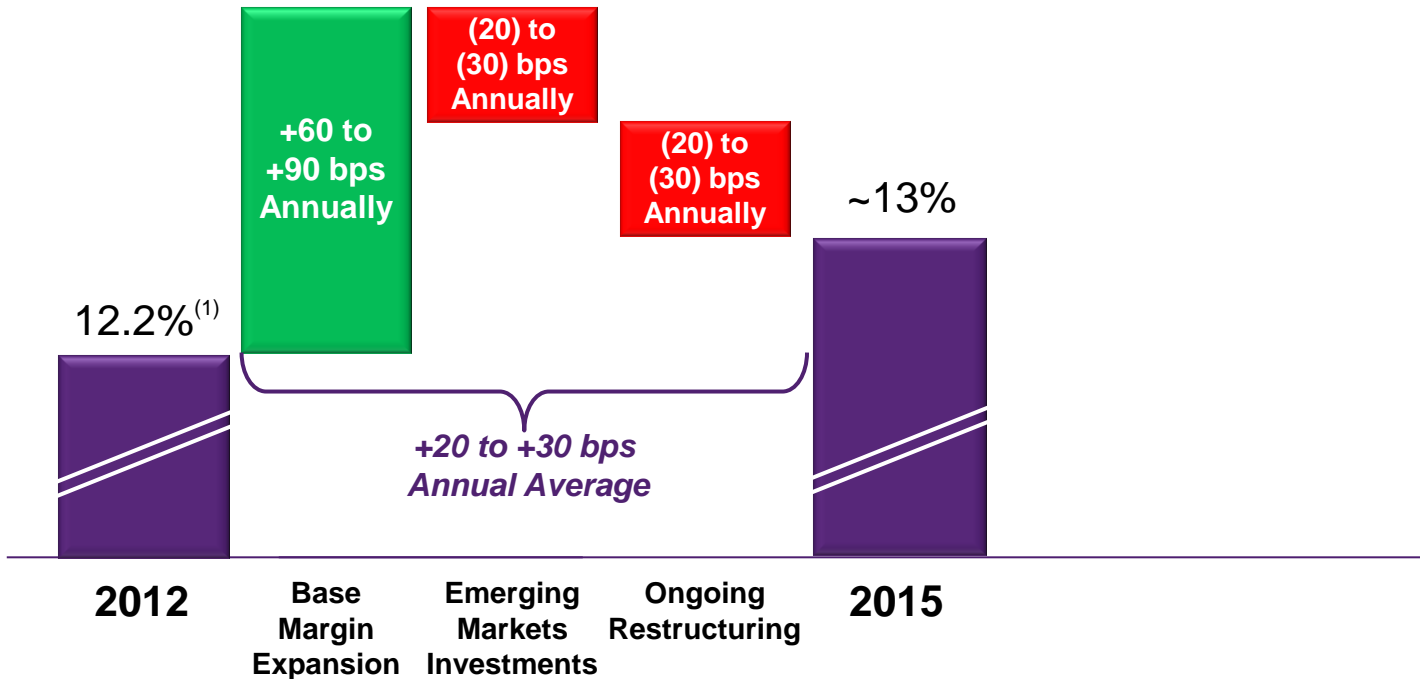
Key Drill Sites

- 1 Expand Gross Margin
 - Drive Power Brands and product mix
 - Target 4%+ COGS productivity
 - Streamline supply chain
- 2 Reduce overheads
 - Integrate Central Europe into category model
 - Leverage service centers in low cost locations

Note: Please see the GAAP to non-GAAP reconciliations provided at the end of this presentation.

Expect moderate margin expansion over the next three years

Adjusted Operating Income Margin

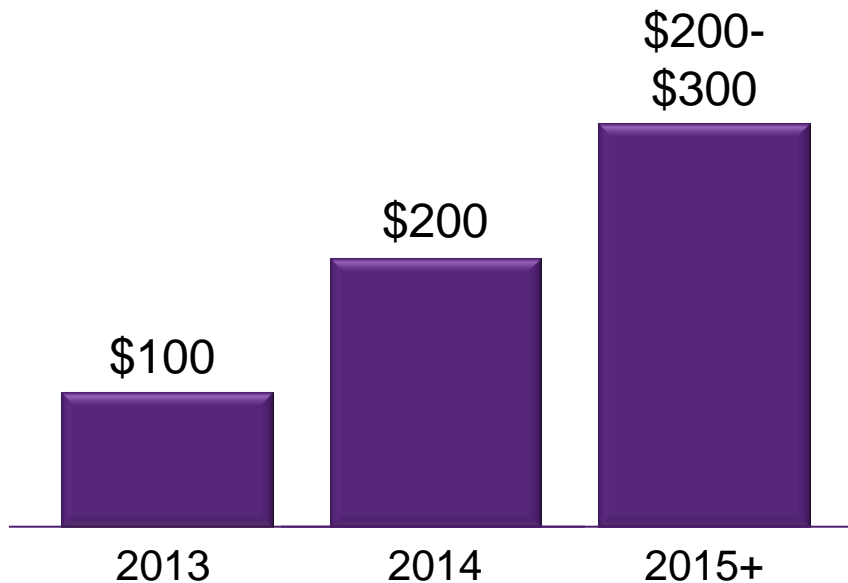


(1) Please see the GAAP to non-GAAP reconciliations provided at the end of this presentation.

Focused emerging markets investments provide growth and attractive returns

Incremental Investments in Emerging Markets

(\$ millions)

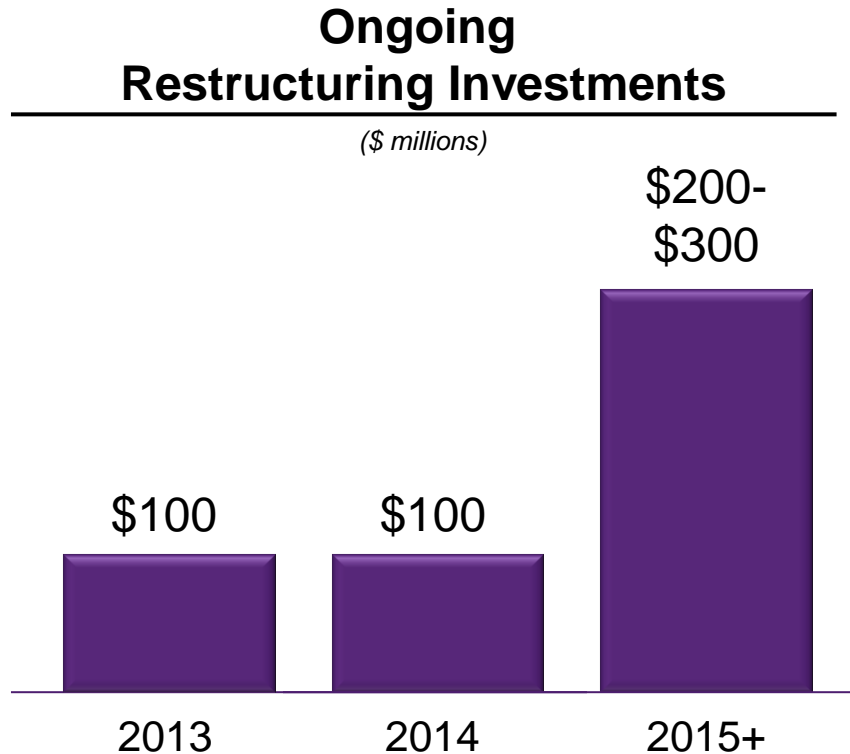


- Opportunities:

	Payback
Boost Power Brand Support	~1 year
RTM, Sales Expansion	1-2 years
White Space Entries	3-5 years

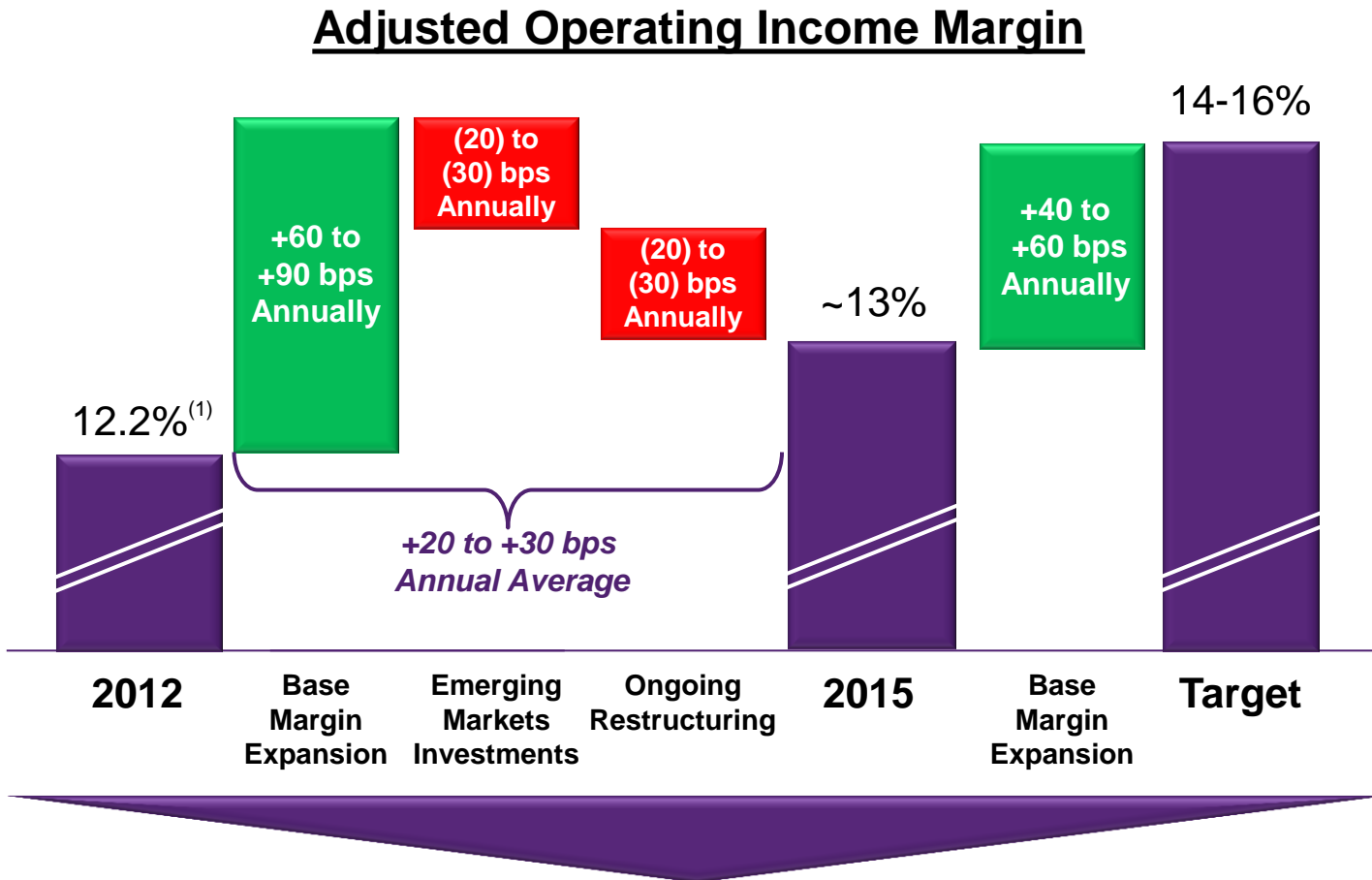
- Disciplined approach with attractive returns
 - IRR well in excess of cost of capital

Ongoing restructuring will continue to drive long-term efficiency



- Moving to “Pay as You Go” model once 2012–2014 program completed
- Included in long-term growth algorithm and guidance

Significant margin opportunities longer term



Double Digit EPS Growth*

Barbara Brasier

SVP, Corporate Treasury and Tax

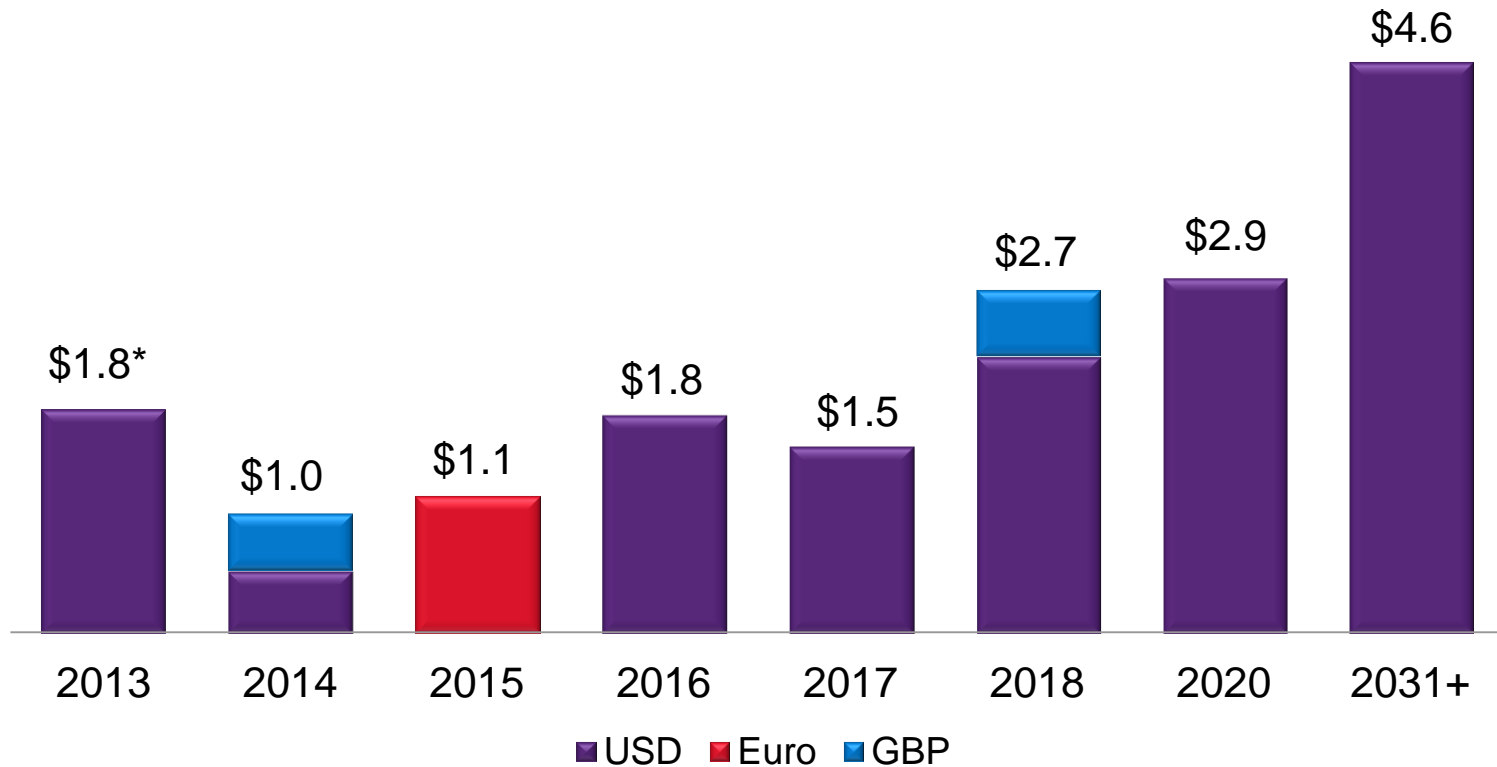
Preserving balance sheet flexibility



- Maintain investment-grade rating with A2/P2 CP access
- Used cash-on-hand to pay off \$1.8B of notes due 1H 2013
- Possible further debt pay down to build additional flexibility

About 40% of LT debt due in next 5 years

Long-Term Debt Maturities (\$ billions)



Expect strong Free Cash Flow generation over next 2 years

(\$ in billions)

**Combined
2013 and 2014**

Cash from Operating Activities	~ \$8.0
Capital Expenditure (<i>excl. Restructuring Program</i>)	~ 4.0
Free Cash Flow, Pre-Restructuring	~ \$4.0
2012-2014 Restructuring Program, cash impact	~ 1.0
Dividends @ \$0.52 per share	~ 2.0
Cash Available for Deployment	~ \$1.0

Net Debt to EBITDA of 3x

	LTM 3/31/13		As of 3/31/13
Adjusted EBIT*	\$4.1	Total Debt	\$18.5
Add: Depreciation & Amortization**	1.1	Less: Cash & Equivalents	2.8
Adjusted EBITDA	\$5.2	Net Debt	\$15.7

Gross Debt to EBITDA 3.6x
Net Debt to EBITDA 3.0x

Priorities for use of Free Cash Flow

- 1 Reinvest in the business to drive top-tier growth
- 2 Tack-on M&A, especially in Developing Markets
- 3 Return of capital to shareholders – dividends and share repurchases
- 4 Pay down debt to preserve balance sheet flexibility

Disciplined Capital Deployment

Returning capital to shareholders

Dividends

- Modest dividend increasing over time
- Minimum payout ratio of 30% of net earnings

Share Repurchases

- Authorized 3 year, \$1.2B program to offset dilution from equity programs



GAAP to Non-GAAP Reconciliation

Gross Profit To Adjusted Gross Profit

Mondelēz International, Inc. and Subsidiaries
For the Twelve Months Ended December 31,
(\$ in millions, except percentages) (Unaudited)

	As Revised (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	2012-2014 Restructuring Program costs ⁽³⁾	Impact from Divestitures ⁽⁴⁾	As Adjusted (Non-GAAP)
2012						
Net Revenues	\$ 35,015	\$ -	\$ -	\$ -	\$ (244)	\$ 34,771
Gross Profit	\$ 13,076	\$ 28	\$ 33	\$ 2	\$ (71)	\$ 13,068
Gross Profit Margin	37.3%					37.6%

(1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.

(2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments include the pension adjustment defined as the estimated benefit plan expense associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

(3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing-related costs.

(4) Reflects divestitures that occurred in 2012.

GAAP to Non-GAAP Reconciliation

Operating Income To Adjusted Operating Income

Mondelēz International, Inc. and Subsidiaries
For the Twelve Months Ended December 31,
(\$ in millions, except percentages) (Unaudited)

	As Revised (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	2012 - 2014 Restructuring Program costs ⁽³⁾	Impact from Divestitures ⁽⁴⁾	Gain on Divestitures, net	Acquisition- related costs	As Adjusted (Non-GAAP)
2012								
Net Revenues	\$ 35,015	\$ -	\$ -	\$ -	\$ (244)	\$ -	\$ -	\$ 34,771
Operating Income	\$ 3,637	\$ 140	\$ 512	\$ 110	\$ (58)	\$ (107)	\$ 1	\$ 4,235
Operating Income Margin	10.4%							12.2%
2011								
Net Revenues	\$ 35,810	\$ 1	\$ -	\$ -	\$ (316)	\$ -	\$ -	\$ 35,495
Operating Income	\$ 3,498	\$ 521	\$ 137	\$ -	\$ (59)	\$ -	\$ -	\$ 4,097
Operating Income Margin	9.8%							11.5%
2010								
Net Revenues	\$ 31,489	\$ 1	\$ -	\$ -	\$ (395)	\$ -	\$ -	\$ 31,095
Operating Income	\$ 2,496	\$ 646	\$ 91	\$ -	\$ (56)	\$ -	\$ 273	\$ 3,450
Operating Income Margin	7.9%							11.1%

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⁽³⁾ Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing-related costs.

⁽⁴⁾ Reflects divestitures that occurred in 2012 and in prior years.

GAAP to Non-GAAP Reconciliation

Segment Operating Income To Adjusted Segment Operating Income

For the Twelve Months Ended December 31,
(\$ in millions, except percentages) (Unaudited)

	As Revised (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	2012-2014 Restructuring Program costs ⁽³⁾	Impact from Divestitures ⁽⁴⁾	Acquisition- related costs	As Adjusted (Non-GAAP)
2012							
<u>Europe</u>							
Net Revenues	\$ 13,817	\$ -	\$ -	\$ -	\$ (197)	\$ -	\$ 13,620
Segment Operating Income	\$ 1,762	\$ 47	\$ 1	\$ 6	\$ (51)	\$ -	\$ 1,765
Segment Operating Income Margin	12.8%						13.0%
<u>North America</u>							
Net Revenues	\$ 6,903	\$ -	\$ -	\$ -	\$ (47)	\$ -	\$ 6,856
Segment Operating Income	\$ 781	\$ 6	\$ 77	\$ 98	\$ (7)	\$ -	\$ 955
Segment Operating Income Margin	11.3%						13.9%
2011							
<u>Europe</u>							
Net Revenues	\$ 14,874	\$ 1	\$ -	\$ -	\$ (255)	\$ -	\$ 14,620
Segment Operating Income	\$ 1,586	\$ 260	\$ -	\$ -	\$ (52)	\$ -	\$ 1,794
Segment Operating Income Margin	10.7%						12.3%
<u>North America</u>							
Net Revenues	\$ 6,833	\$ -	\$ -	\$ -	\$ (61)	\$ -	\$ 6,772
Segment Operating Income	\$ 787	\$ 66	\$ 91	\$ -	\$ (7)	\$ -	\$ 937
Segment Operating Income Margin	11.5%						13.8%
2010							
<u>Europe</u>							
Net Revenues	\$ 13,111	\$ -	\$ -	\$ -	\$ (345)	\$ -	\$ 12,766
Segment Operating Income	\$ 1,253	\$ 279	\$ -	\$ -	\$ (48)	\$ 25	\$ 1,509
Segment Operating Income Margin	9.6%						11.8%
<u>North America</u>							
Net Revenues	\$ 6,441	\$ -	\$ -	\$ -	\$ (50)	\$ -	\$ 6,391
Segment Operating Income	\$ 749	\$ 54	\$ 91	\$ -	\$ (8)	\$ 7	\$ 893
Segment Operating Income Margin	11.6%						14.0%

(1) Integration Program costs are defined as the costs associated with combining the Mondelez International and Cadbury businesses, and are separate from those costs associated with the acquisition.

(2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelez International business. Spin-Off related adjustments include the pension adjustment defined as the estimated benefit plan expense associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

(3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing-related costs.

Reflects divestitures that occurred in 2012 and in prior years.

GAAP to Non-GAAP Reconciliation

Segment Operating Income To Adjusted Segment Operating Income

For the Twelve Months Ended December 31,
(\$ in millions, except percentages) (Unaudited)

	As Revised (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	2012-2014 Restructuring Program costs ⁽³⁾	Impact from Divestitures ⁽⁴⁾	As Adjusted (Non-GAAP)
2012						
<u>Latin America</u>						
Net Revenues	\$ 5,396	\$ -	\$ -	\$ -	\$ -	\$ 5,396
Segment Operating Income	\$ 769	\$ 30	\$ 8	\$ 7	\$ -	\$ 814
Segment Operating Income Margin	14.3%					15.1%
<u>Asia Pacific</u>						
Net Revenues	\$ 5,164	\$ -	\$ -	\$ -	\$ -	\$ 5,164
Segment Operating Income	\$ 657	\$ 40	\$ 19	\$ -	\$ -	\$ 716
Segment Operating Income Margin	12.7%					13.9%
<u>Eastern Europe, Middle East & Africa</u>						
Net Revenues	\$ 3,735	\$ -	\$ -	\$ -	\$ -	\$ 3,735
Segment Operating Income	\$ 506	\$ 13	\$ -	\$ -	\$ -	\$ 519
Segment Operating Income Margin	13.5%					13.9%
<u>LA, AP and EEMEA Combined</u>						
Net Revenues	\$ 14,295	\$ -	\$ -	\$ -	\$ -	\$ 14,295
Segment Operating Income	\$ 1,932	\$ 83	\$ 27	\$ 7	\$ -	\$ 2,049
Segment Operating Income Margin	13.5%					14.3%

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⁽²⁾ Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments include the pension adjustment defined as the estimated benefit plan expense associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

⁽³⁾ Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing-related costs.

⁽⁴⁾ Reflects divestitures that occurred in 2012.

GAAP to Non-GAAP Reconciliation

Operating Income (EBIT) To Adjusted Operating Income (EBIT)

Mondelēz International, Inc. and Subsidiaries

(\$ in millions, except percentages) (Unaudited)

	As Revised (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	2012 - 2014 Restructuring Program costs ⁽³⁾	Impact from Divestitures ⁽⁴⁾	Gain on Acquisitions ⁽⁵⁾ / Divestitures	Acquisition- related costs	As Adjusted (Non-GAAP)
Three months ended June 30, 2012	\$ 937	\$ 35	\$ 123	\$ 29	\$ (18)	\$ -	\$ -	\$ 1,106
Three months ended September 30, 2012	838	(14)	248	18	(23)	-	-	1,067
Three months ended December 31, 2012	959	76	79	41	(3)	(107)	1	1,046
Three months ended March 31, 2013	834	21	9	44	7	(22)	2	895
Latest Twelve Months ended March 31, 2013	\$ 3,568	\$ 118	\$ 459	\$ 132	\$ (37)	\$ (129)	\$ 3	\$ 4,114

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⁽²⁾ Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments include the pension adjustment defined as the estimated benefit plan expense associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

⁽³⁾ Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing-related costs.

⁽⁴⁾ For the three months ended March 31, 2013 reflects divestitures that occurred in 2013; for the three months ended December 31, 2012, September 30, 2012 and June 30, 2012 reflects divestitures that occurred in 2012 only.

⁽⁵⁾ On February 22, 2013 the company acquired the remaining interest in a biscuit operation in Morocco, which is now a wholly owned subsidiary with the EEMEA segment. A pre-tax gain of \$22 million was recorded in the three months ended March 31, 2013 in connection with the acquisition.