Mondelēz International Q3 2014 Results

November 5, 2014

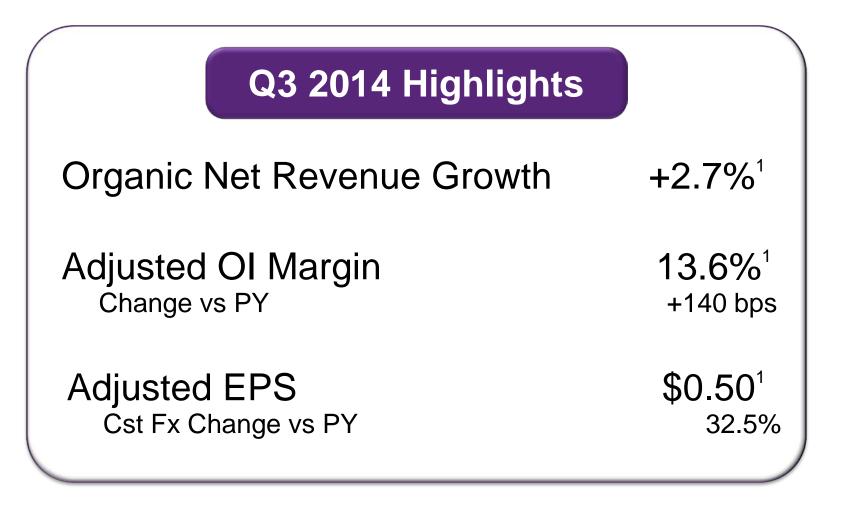


Forward-looking statements

This slide presentation contains a number of forward-looking statements. Words, and variations of words, such as "will," "may," "expect," "plan," "project," "estimate," "deliver," "target," "outlook," "guidance" and similar expressions are intended to identify our forward-looking statements, including, but not limited to, statements about: our future performance, including our future revenue growth, operating income, earnings per share, margins, taxes and cash flow; our productivity and productivity savings; economic conditions; the operating environment; commercial disputes; commodity prices; pricing actions; category growth; market share performance; shareholder value; overhead costs; our operating model; the timeframe for completing the coffee transactions; return of capital to shareholders; and our Outlook, including 2014 Organic Net Revenue growth, Adjusted Operating Income growth, Adjusted Operating Income margin and Adjusted EPS. These forwardlooking statements are subject to a number of risks and uncertainties, many of which are beyond our control, which could cause our actual results to differ materially from those indicated in our forward-looking statements. Such factors include, but are not limited to, risks from operating globally and in emerging markets, continued volatility of commodity and other input costs, pricing actions, weakness in economic conditions, weakness in consumer spending, customer and consumer dislocation, other unanticipated disruptions to our business, increased competition and tax law changes. Please also 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. Mondelez International disclaims and does not undertake any obligation to update or revise any forwardlooking statement in this slide presentation, except as required by applicable law or regulation.



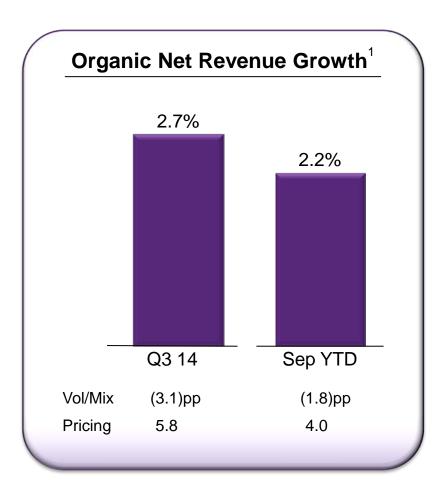
Solid top-line and strong bottom-line







Solid organic growth in a challenging environment



- Broad-based pricing
- Lower volume/mix
 - Price elasticity
 - Customer disruptions mostly resolved in Q4
- Q3 emerging markets +9.0%
- Q3 developed markets (1.3)%





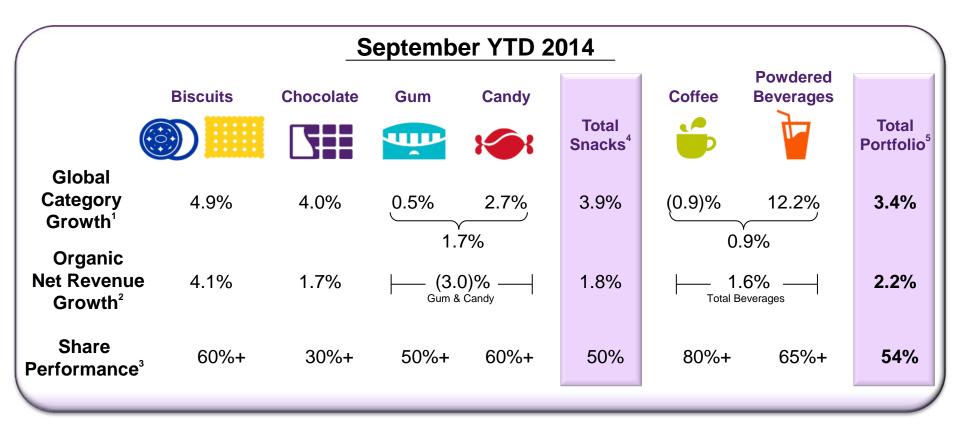
Solid organic growth in a challenging environment

Organic Net Revenue Growth ¹					
	Q3 14	Sep YTD			
Europe	(2.4)%	(1.8)%			
North America	(0.2)	1.6			
EEMEA	5.6	6.5			
Latin America	18.5	15.0			
Asia Pacific	1.3	(3.3)			
Mondelēz International	2.7 %	2.2 %			





Category growth remains below long-term trends



 Global Category Growth based on available Nielsen Global Data through September 2014 for measured channels in key markets where the company competes. The company has adjusted the Global Category Growth calculation to reflect current rather than average 2013 currency rates for the hyperinflationary markets of Venezuela and Argentina in order to better represent underlying category growth for the Total Portfolio. Absent the adjustment in the calculation, for the September YTD 2014 period, Global Category Growth would have been 4.8% for Total Snacks and 4.3% for the Total Portfolio.

2. See GAAP to Non-GAAP reconciliation at the end of this presentation.

3. Share Performance based on available Nielsen Global Data through September 2014 for measured channels in key markets where the company competes. Share Performance defined as percentage of revenues with share either increasing or holding versus the same prior year period.

4. Combined biscuits, chocolate, gum and candy categories.

5. Global Category Growth defined as biscuits, chocolate, gum, candy, coffee, powdered beverage and cream cheese categories in key markets. Organic Net Revenue growth is total company.



YTD market share performance remains positive



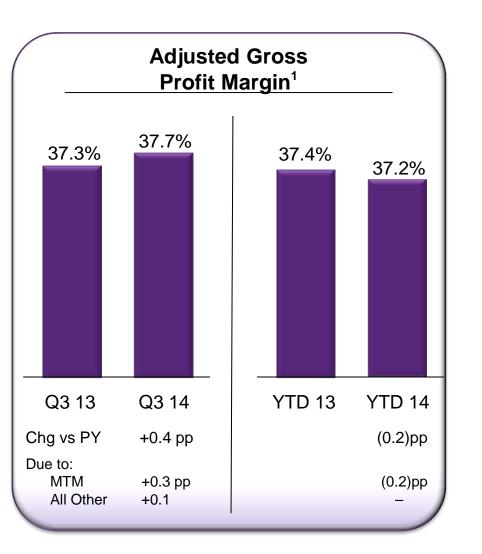
- Shares softened as pricing implemented
 - Q3 market share performance: 49%
- Emerging markets' share performance improved
 - Consumers adjusting to new pricing
 - Most competitors have also priced

1. Market share performance based on available Nielsen Global Data through the period noted for measured channels in key markets where the company competes. Market share performance defined as percentage of revenues with share either increasing or holding versus the same prior year period.





Q3 Adjusted Gross Profit margin up

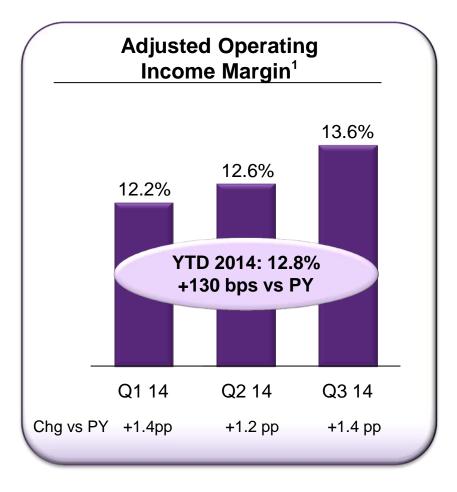




- Adjusted Gross Profit¹(Cst Fx): Q3 +3.1%; YTD +1.3%
 - Pricing offset input cost inflation
- Strong net productivity contribution: ~2.5% of COGS YTD
- Denominator effect of higher pricing over (100)bps headwind YTD



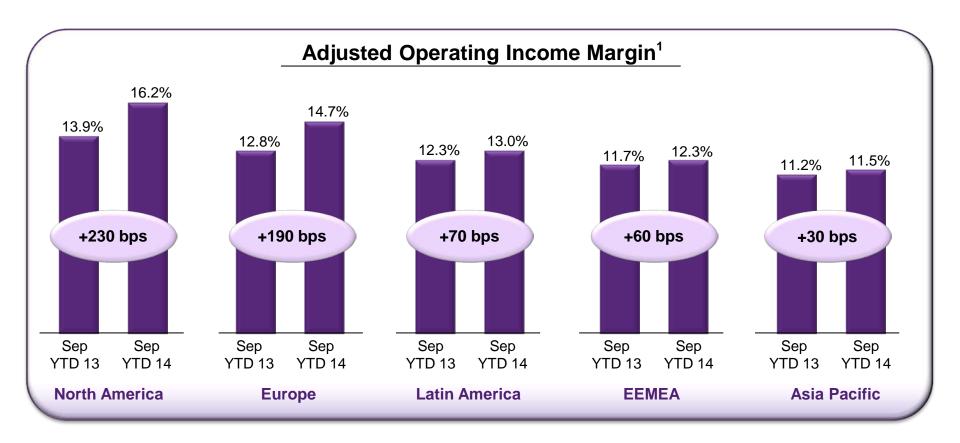
Strong Adjusted OI margin expansion for three consecutive quarters



- Adjusted Ol¹(Cst Fx): Q3 +16.5%, YTD +14.7%
- Significant savings from cost programs:
 - Overheads
 - Non-working media



Each region delivered Adjusted OI margin expansion



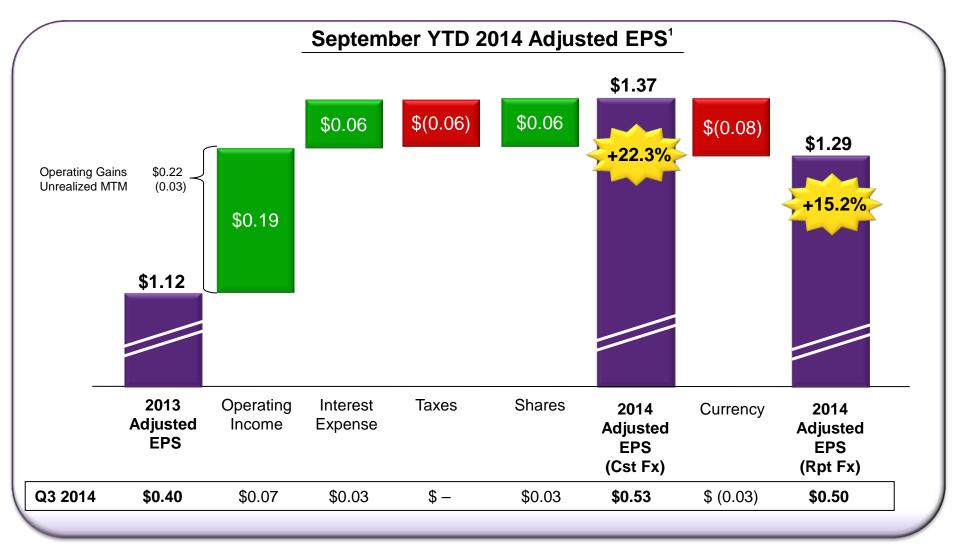
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Operating gains drove double-digit EPS growth



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Free Cash Flow on track; returning capital to shareholders

Free Cash Flow

- On track to deliver 2013/2014 combined Free Cash Flow excluding items¹ target of \$3.7B
 - CCC favorable 21 days versus PY driven by DSO and DPO

Return to Shareholders

- Returned \$1.9B to shareholders Sep YTD; expect \$2.5-3B in FY 2014
 - Repurchased \$1.2B of shares, 34 million shares
 @ \$35.33 avg. price YTD
 - Expect to repurchase \$1.5-2B of shares in 2014
 - Paid \$0.7B in dividends to date

1. Free Cash Flow excluding items is defined as Free Cash Flow (net cash provided by operating activities less capital expenditures) excluding net cash received due to the resolution of the Starbucks arbitration.



Raising 2014 earnings outlook

	Prior Guidance	Current Guidance	
Organic Net Revenue Growth	2.0 – 2.5%	2.0 – 2.5%	 No change
Adjusted Operating Income Growth – Constant Fx	High-Single Digits	~10%	Higher margins
Adjusted Operating Income Margin	High 12%	~13%	• YTD Adjusted OI margin: 12.8% ¹
Adjusted EPS – Constant Fx	\$1.73 – \$1.78	\$1.82 – \$1.87	 Passing through tax and interest favorability Expect high-teens FY effective tax rate
Estimated Currency	\$(0.09)	\$(0.15)	 Dollar strengthening





Welcome to our incoming CFO, Brian Gladden







Update on strategic initiatives

Focusing the Portfolio

- Expect coffee transaction to close in 2015
- Brearton to lead formation and launch of JV

Expanding Margins to Fuel Growth

- Salinas, Mexico plant: first two lines to start production
- Implementing policies to deliver cost benchmarks
- Completing first budget using ZBB tools

Simplifying the Operating Model

- Simplify and standardize ways of working
- Named all region category leaders and top staff
- Category-led model in each region as of Jan. 1, 2015

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Average foreign currency rates for key countries

		Full Year 2013 ¹	October 31 Spot ²	Impact vs FY 2013
•	Argentine Peso	5.48 / \$US	8.51 / \$US	+
* *	Australian Dollar	US\$0.96 / AUD	US\$0.88 / AUD	-
	Brazilian Real	2.16 / \$US	2.47 / \$US	+
*	Canadian Dollar	US\$0.97 / \$CDN	US\$0.89 / \$CDN	-
****	Euro	US\$1.33 / €	US\$1.26 / €	-
۲	Indian Rupee	58.57 / \$US	61.42/ \$US	➡
	Mexican Peso	12.76 / \$US	13.48 / \$US	➡
	Russian Ruble	31.86 / \$US	43.42 / \$US	♣
	Pound Sterling	US\$1.56/ £	US\$1.60/ £	
9 .****	Venezuelan Bolivar	6.30 / \$US	11.50 / \$US³	-

Source: Oanda

International

1. Basis for current 2014 FY guidance of \$1.82 - \$1.87

2. Actual rates for Q3 year-to-date and October 31 spot rates for Q4 were used to estimate \$(0.15) unfavorable impact to current guidance

3. Based on the SICAD I rate

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Net Revenues to Organic Net Revenues

	Latin America	Asia Pacific	EEMEA	Europe	North America	Mondelēz International
For the Three Months Ended September 30, 2014 Reported (GAAP)	\$ 1,315	\$ 1,153	\$ 894	\$ 3,215	\$ 1,760	\$ 8,337
Divestitures	ə 1,315 -	φ 1,155 -	φ 094 -	\$ 3,215	φ 1,700 -	ə 0,337
Currency	235	(2)	107	(21)	12	331
Organic (Non-GAAP)	\$ 1,550	\$ 1,151	\$ 1,001	\$ 3,194	\$ 1,772	\$ 8,668
	ψ 1,000	<u> </u>	ψ 1,001	ψ 3,134	Ψ 1,772	<u>ψ 0,000</u>
For the Three Months Ended September 30, 2013						
Reported (GAAP)	\$ 1,308	\$ 1,136	\$ 948	\$ 3,295	\$ 1,785	\$ 8,472
Divestitures	-	-	-	(3)	(9)	(12)
Accounting calendar change	-	-	-	(19)	-	(19)
Organic (Non-GAAP)	\$ 1,308	\$ 1,136	\$ 948	\$ 3,273	\$ 1,776	\$ 8,441
% Change						
Reported (GAAP)	0.5 %	1.5 %	(5.7)%	(2.4)%	(1.4)%	(1.6)%
Divestitures	- pp	- pp	(3.7)%	0.1 pp	0.5 pp	0.1 pp
Accounting calendar change	- pp -		- pp	0.1 pp 0.6	0.5 pp -	0.1 pp 0.2
Currency	18.0	(0.2)	11.3	(0.7)	0.7	4.0
Organic (Non-GAAP)	18.5 %	1.3 %	5.6 %	(0.7)	(0.2)%	2.7 %
Organic (Non-GAAF)	10.3 //	1.3 //	5.0 /8	(2.4)/8	(0.2)/8	2.1 /0
Vol/Mix	(3.1)pp	(2.3)pp	(2.3)pp	(5.5)pp	0.3 pp	(3.1)pp
Pricing	21.6	3.6	7.9	3.1	(0.5)	5.8
	Latin	Asia		_	North	Mondelēz
For the Nine Months Ended September 30, 2014 Reported (GAAP)	Latin America \$3,913	Asia Pacific \$3,460	EEMEA \$ 2,740	Europe \$ 10,151	North America \$ 5,150	Mondelēz International \$25,414
Reported (GAAP) Divestitures	America	Pacific	\$ 2,740	<u> </u>	America	International \$ 25,414
Reported (GAAP) Divestitures Acquisitions	America \$ 3,913 -	Pacific \$ 3,460 -	\$ 2,740 (14)	\$ 10,151 -	<u>America</u> \$ 5,150 -	International \$ 25,414 - (14)
Reported (GAAP) Divestitures Acquisitions Currency	America \$ 3,913 - - 738	Pacific \$ 3,460 - - 158	\$ 2,740 - (14) 289	\$ 10,151 (331)	America \$ 5,150 - - 48	International \$ 25,414 - (14) 902
Reported (GAAP) Divestitures Acquisitions	America \$ 3,913 -	Pacific \$ 3,460 -	\$ 2,740 (14)	\$ 10,151 -	<u>America</u> \$ 5,150 -	International \$ 25,414 - (14)
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Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP)	America \$ 3,913 - - 738	Pacific \$ 3,460 - - 158	\$ 2,740 - (14) 289	\$ 10,151 (331)	America \$ 5,150 - - 48	International \$ 25,414 - (14) 902
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 - 158 \$ 3,618	\$ 2,740 (14) 289 \$ 3,015	\$ 10,151 	America \$ 5,150 - - 48 \$ 5,198	International \$ 25,414 (14) 902 \$ 26,302
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP)	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 - 158 \$ 3,618	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850	\$ 10,151 (331) \$ 9,820 \$ 10,026	America \$ 5,150 - - - - - - - - - - - - -	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 - 158 \$ 3,618	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9)	America \$ 5,150 - - - - - - - - - - - - -	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60)
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20)	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19)	America \$ 5,150 - - - - - - - - - - - - -	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60) (19)
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP)	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20)	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19)	America \$ 5,150 - - - - - - - - - - - - -	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60) (19)
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 - 158 \$ 3,618 \$ 3,743 - \$ 3,743 - \$ 3,743	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) \$ 2,830	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998	America \$ 5,150 - - 48 \$ 5,198 \$ 5,147 (31) - \$ 5,116	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP)	America \$ 3,913 - - - - - - - - - - - - -	Pacific \$ 3,460 158 \$ 3,618 \$ 3,743 (7.6)%	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) - \$ 2,830 (3.9)%	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998 1.2 %	America \$ 5,150 - - 48 \$ 5,198 \$ 5,198 \$ 5,147 (31) - - \$ 5,116 0.1 %	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732 (1.5)%
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures	America \$ 3,913 - 738 \$ 4,651 \$ 4,045 - \$ 4,045 - \$ 4,045 - \$ 4,045 - \$ - \$ 4,045 - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	Pacific \$ 3,460 158 \$ 3,618 \$ 3,743 (7.6)%	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) \$ 2,830 (3.9)% 0.7 pp	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998 1.2 % 0.1 pp	America \$ 5,150 - 48 \$ 5,198 \$ 5,147 (31) - \$ 5,116 0.1 % 0.6 pp	International \$ 25,414 (14) 902 \$ 26,302 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732 (1.5)% 0.2 pp
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures Acquisitions	America \$ 3,913 - 738 \$ 4,651 \$ 4,045 - \$ 4,045 - \$ 4,045 - \$ 4,045 - \$ - \$ 4,045 - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	Pacific \$ 3,460 158 \$ 3,618 \$ 3,743 (7.6)%	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) \$ 2,830 (3.9)% 0.7 pp	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998 1.2 % 0.1 pp	America \$ 5,150 - 48 \$ 5,198 \$ 5,147 (31) - \$ 5,116 0.1 % 0.6 pp	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732 (1.5)% 0.2 pp (0.1)
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures Acquisitions Acquisitions Accounting calendar change	America \$ 3,913 - 738 \$ 4,651 \$ 4,045 - \$ 4,045 - (3.3)% - pp -	Pacific \$ 3,460 - 158 \$ 3,618 \$ 3,743 - \$ 3,743 - \$ 3,743 - <	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) - \$ 2,830 (3.9)% 0.7 pp (0.5)	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998 1.2 % 0.1 pp - 0.2	America \$ 5,150 - - 48 - \$ 5,198 \$ 5,147 (31) - - - \$ 5,116 0.1 % 0.6 pp - -	International \$ 25,414 (14) 902 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732 (1.5)% 0.2 pp (0.1) 0.1
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures Acquisitions Acquisitions Acquisitions Accounting calendar change Currency	America \$ 3,913 - - - - - - - - \$ 4,045 - - - - - - - - - - - - -	Pacific \$ 3,460 - 158 \$ 3,618 \$ 3,743 - \$ 3,743 - \$ 3,743 - \$ 3,743 - - \$ 3,743 -	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) 5 2,830 (3.9)% 0.7 pp (0.5) - 10.2 6.5 %	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998 1.2 % 0.1 pp - 0.2 (3.3) (1.8)%	America \$ 5,150 - - 48 - \$ 5,198 \$ 5,198 \$ 5,147 (31) - - - \$ 5,116 0.1 % 0.6 pp - - 0.9 - 1.6 % -	International \$ 25,414 (14) 902 \$ 26,302 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732 (1.5)% 0.2 pp (0.1) 0.1 3.5 2.2 %
Reported (GAAP) Divestitures Acquisitions Currency Organic (Non-GAAP) For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP) % Change Reported (GAAP) Divestitures Acquisitions Accounting calendar change Currency Organic (Non-GAAP)	America \$ 3,913 - - 738 \$ 4,651 \$ 4,045 - - \$ 4,045 - -	Pacific \$ 3,460 - 158 \$ 3,618 \$ 3,743 - \$ 3,743 - \$ 3,743 - <	\$ 2,740 (14) 289 \$ 3,015 \$ 2,850 (20) 5 2,830 (3.9)% 0.7 pp (0.5) - 10.2	\$ 10,151 (331) \$ 9,820 \$ 10,026 (9) (19) \$ 9,998 1.2 % 0.1 pp - 0.2 (3.3)	America \$ 5,150 - 48 \$ 5,198 \$ 5,198 \$ 5,147 (31) - - •	International \$ 25,414 (14) 902 \$ 26,302 \$ 26,302 \$ 25,811 (60) (19) \$ 25,732 (1.5)% 0.2 pp (0.1) 0.1 3.5

Gross Profit/Operating Income To Adjusted Gross Profit/Operating Income

	For the Three Months Ended September 30, 2014					
	Net Revenues	Gross Profit	Gross Profit Margin	Operating Income	Operating Income margin	
Reported (GAAP)	\$ 8,337	\$ 3,142	37.7%	\$ 853	10.2%	
Integration Program and other acquisition integration costs	-	-		(1)		
Spin-Off Costs	-	-		4		
2012-2014 Restructuring Program	-	3		186		
Remeasurement of net monetary assets in Venezuela	-	-		19		
2014-2018 Restructuring Program	-	1		67		
Costs associated with the JDE coffee transactions				10		
Adjusted (Non-GAAP)	\$ 8,337	\$ 3,146	37.7%	\$ 1,138	13.6%	
Currency		110		64		
Adjusted @ Constant FX (Non-GAAP)		\$ 3,256		\$ 1,202		

	For the Three Months Ended September 30, 2013				
	Net Revenues	Gross Profit	Gross Profit Margin	Operating Income	Operating Income margin
Reported (GAAP)	\$ 8,472	\$ 3,144	37.1%	\$ 1,262	14.9%
Integration Program and other acquisition integration costs	-	13		36	
Spin-Off Costs	-	-		9	
2012-2014 Restructuring Program	-	2		63	
Net Benefit from Indemnification Resolution	-	-		(336)	
Divestitures	(12)	(2)		(2)	
Adjusted (Non-GAAP)	\$ 8,460	\$ 3,157	37.3%	\$ 1,032	12.2%
Currency					
Adjusted @ Constant FX (Non-GAAP)		\$ 3,157		\$ 1,032	

	Gross	Operating	
	Profit	Income	
% Change - Reported (GAAP)	(0.1)%	(32.4)%	
% Change - Adjusted (Non-GAAP)	(0.3)%	10.3 %	
% Change - Adjusted @ Constant FX (Non-GAAP)	3.1 %	16.5 %	

Gross Profit/Operating Income To Adjusted Gross Profit/Operating Income

	For the Nine Months Ended September 30, 2014						
	Gross Net Gross Profit			Operating	Operating Income		
	Revenues	Profit	Margin	Income	margin		
Reported (GAAP)	\$ 25,414	\$ 9,451	37.2%	\$ 2,653	10.4%		
Integration Program and other acquisition integration costs	-	-		(3)			
Spin-Off Costs	-	-		23			
2012-2014 Restructuring Program	-	9		325			
Remeasurement of net monetary assets in Venezuela	-	-		161			
2014-2018 Restructuring Program	-	1		77			
Costs associated with the JDE coffee transactions				15			
Adjusted (Non-GAAP)	\$ 25,414	\$ 9,461	37.2%	\$ 3,251	12.8%		
Currency		303		138			
Adjusted @ Constant FX (Non-GAAP)		\$ 9,764		\$ 3,389			

	For the Nine Months Ended September 30, 2013					
	Net Revenues	Gross Profit	Gross Profit Margin	Operating Income	Operating Income margin	
Reported (GAAP)	\$ 25,811	\$ 9,617	37.3%	\$ 2,961	11.5%	
Integration Program and other acquisition integration costs	-	38		110		
Spin-Off Costs	-	-		33		
2012-2014 Restructuring Program	-	2		162		
Acquisition-related costs	-	-		2		
Net Benefit from Indemnification Resolution	-	-		(336)		
Remeasurement of net monetary assets in Venezuela	-	-		54		
Gains on acquisition and divestitures, net	-	-		(28)		
Divestitures	(60)	(15)		(4)		
Adjusted (Non-GAAP)	\$ 25,751	\$ 9,642	37.4%	\$ 2,954	11.5%	
Currency						
Adjusted @ Constant FX (Non-GAAP)		\$ 9,642		\$ 2,954		

	Gross Profit	Operating Income
% Change - Reported (GAAP)	(1.7)%	(10.4)%
% Change - Adjusted (Non-GAAP)	(1.9)%	10.1 %
% Change - Adjusted @ Constant FX (Non-GAAP)	1.3 %	14.7 %

Operating Income To Adjusted Operating Income (in millions of U.S. dollars) (Unaudited)

	For the Three Months Ended March 31, 2014			
	Net Revenues	Operating Income	Operating Income margin	
Reported (GAAP)	\$ 8,641	\$ 843	9.8%	
Integration Program and other acquisition integration costs	-	(1)		
Spin-Off Costs	-	3		
2012-2014 Restructuring Program	-	66		
Remeasurement of net monetary assets in Venezuela	-	142		
Divestitures				
Adjusted (Non-GAAP)	\$ 8,641	\$ 1,053	12.2%	

	For the Three Months Ended March 31, 2013			
	Net Revenues	Operating Income	Operating Income margin	
Reported (GAAP)	\$ 8,744	\$ 834	9.5%	
Integration Program and other acquisition integration costs	-	21		
Spin-Off Costs	-	9		
2012-2014 Restructuring Program	-	44		
Remeasurement of net monetary assets in Venezuela	-	54		
Gain on acquisition	-	(22)		
Divestitures	(34)	1		
Acquisition-related costs		2		
Adjusted (Non-GAAP)	\$ 8,710	\$ 943	10.8%	

	For the	Three Months June 30, 2014	
Reported (GAAP)	Net Revenues	Operating Income	Operating Income margin
Reported (GAAP)	\$ 8,436	\$ 957	11.3%
Integration Program and other acquisition integration costs	-	(1)	
Spin-Off Costs	-	16	
2012-2014 Restructuring Program	-	73	
Remeasurement of net monetary assets in Venezuela	-	-	
2014-2018 Restructuring Program	-	10	
Costs associated with the JDE coffee transactions		5	
Adjusted (Non-GAAP)	\$ 8,436	\$ 1,060	12.6%

		Three Months June 30, 2013	
-	Net Revenues	Operating Income	Operating Income margin
Reported (GAAP)	\$ 8,595	\$ 865	10.1%
Integration Program and other acquisition integration costs	-	53	
Spin-Off Costs	-	15	
2012-2014 Restructuring Program	-	55	
Gains on acquisition and divestitures, net	-	(6)	
Divestitures	(14)	(3)	
Adjusted (Non-GAAP)	\$ 8,581	\$ 979	11.4%

Diluted EPS to Adjusted EPS

(Unaudited)

	For the Thi Ended Sep	ree Months tember 30,	For the Nine Months Ended September 30,						
	Diluted EPS	% Growth	Diluted EPS	% Growth					
2013 Diluted EPS Attributable to Mondelez International (GAAP)	\$ 0.56		\$ 1.20						
Integration Program and other acquisition integration costs	0.01		0.05						
Spin-Off Costs	-		0.01						
2012-2014 Restructuring Program costs	0.03		0.07						
Acquisition-related costs	-		-						
Net Benefit from Indemnification Resolution	(0.20)		(0.20)						
Remeasurement of net monetary assets in Venezuela	-		0.03						
Gains on acquisition and divestitures, net			(0.04)						
2013 Adjusted EPS (Non-GAAP)	0.40		1.12						
Increase in operations	0.06		0.22						
Gain on sale of property in 2014	-		-						
Unrealized gains/(losses) on hedging activities	0.01		(0.03)						
Lower interest and other expense, net	0.03		0.06						
Changes in shares outstanding	0.03		0.06						
Changes in income taxes			(0.06)						
2014 Adjusted EPS (Constant Currency) (Non-GAAP)	0.53	32.5%	1.37	22.3%					
Unfavorable foreign currency - translation	(0.03)		(0.08)						
2014 Adjusted EPS (Non-GAAP)	0.50	25.0%	1.29	15.2%					
Integration Program and other acquisition integration costs	-		-						
Spin-Off Costs	-		(0.01)						
2012-2014 Restructuring Program costs	(0.08)		(0.15)						
Remeasurement of net monetary assets in Venezuela	(0.01)		(0.09)						
Loss on debt extinguishment and related expenses	-		(0.18)						
2014-2018 Restructuring Program costs	(0.03)		(0.03)						
Income / (costs) associated with the JDE coffee transactions	0.15		0.15						
2014 Diluted EPS Attributable to Mondelēz International (GAAP)	\$ 0.53	(5.4)%	\$ 0.98	(18.3)%					

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Net Revenues to Organic Net Revenues by Consumer Sector

For the Nine Months Ended September 30, 2014	Ві	scuits	Gum & Chocolate Candy		Gum & Total Candy Snacks		Cheese & Beverage Grocery			ondelēz rnational	
Reported (GAAP)	\$	8,726	\$	6,731	\$	3,495	\$ 18,952	\$ 4,173	\$ 2,289	\$	25,414
Divestitures		-		-		-	-	-	-		-
Acquistions		(14)		-		-	(14)	-	-		(14)
Currency		303		156		149	608	176	118		902
Organic (Non-GAAP)	\$	9,015	\$	6,887	\$	3,644	\$ 19,546	\$ 4,349	\$ 2,407	\$	26,302
For the Nine Months Ended September 30, 2013 Reported (GAAP) Divestitures Accounting calendar change Organic (Non-GAAP)	\$ \$	8,713 (48) (4) 8,661	\$ \$	6,791 (9) (7) 6,775	\$ \$	3,762 (3) (1) 3,758	\$ 19,266 (60) (12) \$ 19,194	\$ 4,285 - (5) \$ 4,280	\$ 2,260 - (2) \$ 2,258	\$	25,811 (60) (19) 25,732
<u>% Change</u>											
Reported (GAAP) Organic (Non-GAAP)		0.1% 4.1%		(0.9)% 1.7%		(7.1)% (3.0)%	(1.6)% 1.8%	(2.6)% 1.6%	1.3% 6.6%		(1.5)% 2.2%

Segment Data Operating Income Margin To Adjusted Operating Income Margin

	For the Nine Months Ended September 30, 2014											
	Latin Asia									North		
	An	America		Pacific		EEMEA		urope	Am	nerica		
Net Revenue												
Reported (GAAP)	\$ 3,913		\$3,460		\$2,740		\$10,151		\$ 5,150			
Divestitures	_	-					-		-			
Adjusted (Non-GAAP)	\$ 3,913		\$3,460		\$2,740		\$10,151		\$ 5,150			
Operating Income												
Reported (GAAP)	\$	304	\$	364	\$	303	\$	1,294	\$	744		
Integration Program and other acquisition integration costs		-		-		3		(5)		-		
Spin-Off Costs		-		-		-		-		-		
2012-2014 Restructuring Program		8		29		28		170		90		
Remeasurement of net monetary assets in Venezuela		161		-		-		-		-		
2014-2018 Restructuring Program		34		4		3		14		1		
Costs associated with the JDE coffee transactions		-		-				15		-		
Adjusted (Non-GAAP)	\$	507	\$	397	\$	337	\$	1,488	\$	835		
Currency		134		13		33		(50)		4		
Adjusted @ Constant FX (Non-GAAP)	\$	641	\$	410	\$	370	\$	1,438	\$	839		
% Change - Reported (GAAP)	(2)	8.5)%	(8	3.8)%	-	7.4 %		9.8 %	15	5.7 %		
% Change - Adjusted (Non-GAAP)	`	2.2 %	``	5.7)%		1.5 %		15.6 %		7.8 %		
% Change - Adjusted @ Constant FX (Non-GAAP)	2	9.2 %	•	2.6)%	1	1.4 %		11.7 %	18	3.3 %		
Operating Income Margin												
Reported %		7.8 %	10).5 %	1.	1.1 %		12.7 %	14	4.4 %		
Reported pp change		2.7)pp).2)pp		1.2 pp		1.0 pp		1.9 pp		
Adjusted %		3.0 %		.5 %		2.3 %		14.7 %		5.2 %		
•		0.7 pp	((

	_	atin. nerica	-	Asia acific	EE	MEA	Е	urope		orth nerica
Net Revenue										
Reported (GAAP)	\$	4,045	\$3	3,743	\$2	2,850	\$	10,026	\$	5,147
Divestitures		-		-		(20)		(9)		(31
Adjusted (Non-GAAP)	\$	4,045	\$3	3,743	\$2	2,830	\$	10,017	\$	5,116
Operating Income										
Reported (GAAP)	\$	425	\$	399	\$	282	\$	1,178	\$	643
Integration Program and other acquisition integration costs		8		22		36		42		1
Spin-Off Costs		-		-		-		-		-
2012-2014 Restructuring Program		9		-		7		69		75
Acquisition-related costs		-		-		-		-		-
Benefit from indemnification resolution		-		-		-		-		-
Remeasurement of net monetary assets in Venezuela		54		-		-		-		-
Gains on acquisition and divestitures, net		-		-		-		-		-
Divestitures		-		-		7		(2)		(10
Adjusted (Non-GAAP)	\$	496	\$	421	\$	332	\$	1,287	\$	709
Currency		-		-		-		-		-
Adjusted @ Constant FX (Non-GAAP)	\$	496	\$	421	\$	332	\$	1,287	\$	709
Operating Income Margin										
Reported %	1	0.5 %	10).7 %	ç	9.9 %		11.7 %	1	2.5 %
Adjusted %		2.3 %		1.2 %		1.7 %		12.8 %		3.9 %