

# INTRODUCTION TO MONDELEZ INTERNATIONAL FOR INVESTORS

**April 2024** 



# FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. All statements other than statements of historical fact are "forward-looking statements" for purposes of federal and state securities laws. Words, and variations of words, such as "will," "may," "expect," "would," "could," "intend," "plan," "believe," "likely," "estimate," "anticipate," "objective," "project," "froject," "drive," "seek," "aim," "target," "potential," "commitment," "outlook," "continue" or any other similar words are intended to identify our forward-looking statements. Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results or outcomes could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and to inherent risks and uncertainties, many of which are beyond our control, which could cause our actual results to differ materially from those indicated in these forward-looking statements. We disclaim and do not undertake any obligation to update or revise any forward-looking statement in this presentation except as required by applicable law or regulation. In addition, historical, current and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve, and assumptions that are subject to change in the future. For important information on forward-looking statements, please see our earnings release for Q4 2023 on our investor website at https://www.mondelezinternational.com/investors.

# **NON-GAAP FINANCIAL MEASURES**

All results shared with this presentation are non-GAAP unless noted as "reported," "net revenue," "net revenues" or when reporting absolute revenue numbers, in which case we are referring to our results on a GAAP basis. Please see GAAP to non-GAAP reconciliations at the end of this presentation for comparable GAAP measures. Refer to the definitions of these measures in our earnings release for Q4 2023 on our investor website at www.mondelezinternational.com/investors.



# INTRODUCTION TO MONDELĒZ INTERNATIONAL FOR INVESTORS

Snacking leader with clear competitive advantages

2 Strategy progress & long-term algorithm

3 Capital allocation priorities





# LEADER IN ATTRACTIVE AND RESILIENT CATEGORIES

**Strong Positions in our Core Snacks Categories, Significant Headroom** 

MDLZ Global Position & Share<sup>1</sup>

Market Size<sup>1</sup>



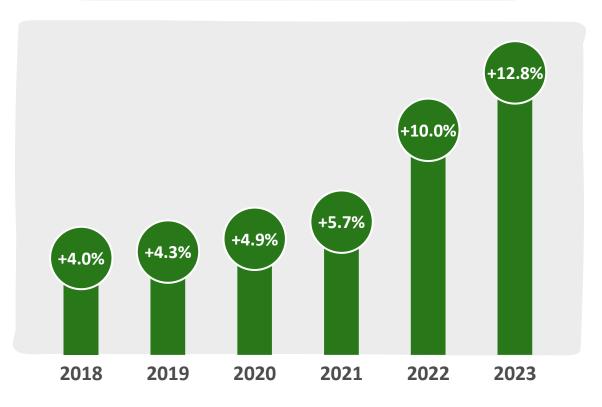






# Core Snacks Categories have Accelerated

**Growth of MDLZ Core Snacks Categories**<sup>2</sup>

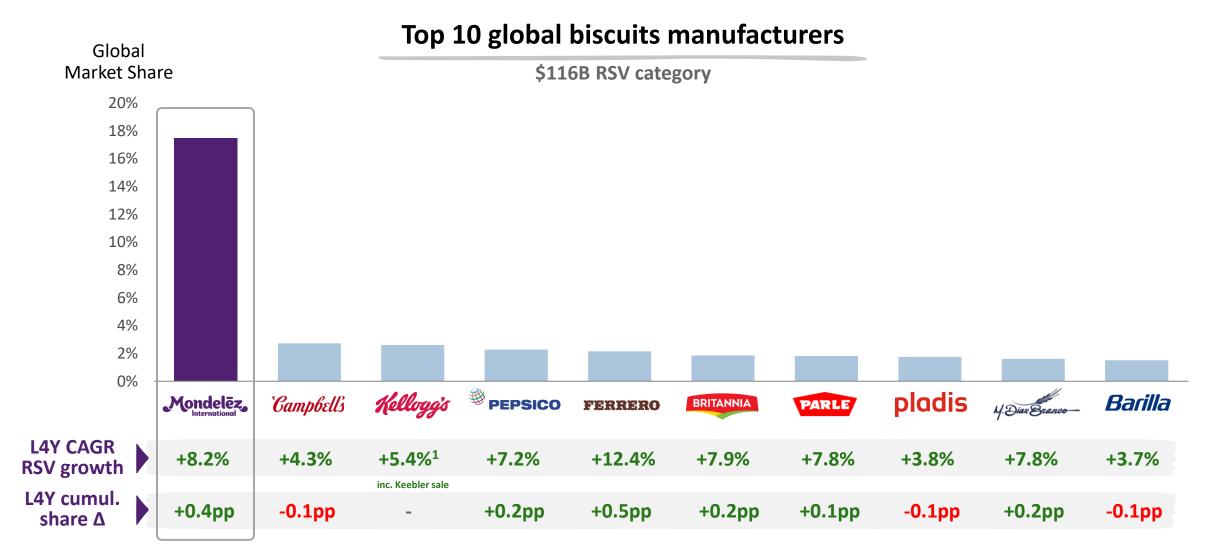


<sup>2.</sup> Source Nielsen Global Data 2023, Category growth is NR weighted retail sales value growth based on available Nielsen Global Data for measured channels in key markets where the company competes for the chocolate, biscuits, and baked snacks categories. Market data excludes some channels not measured by Nielsen (e.g., World Travel Retail). Category growth data for India has been substituted with MDLZ revenue growth data due to data collection issues.



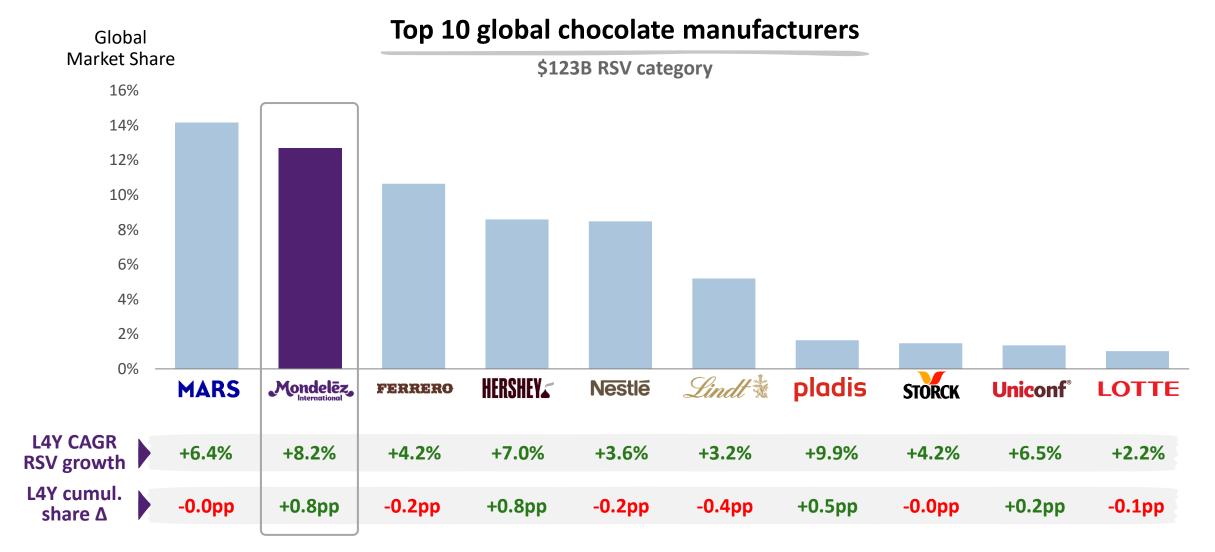
<sup>1.</sup> Source: Euromonitor 2023

# CLEAR LEADER IN GLOBAL BISCUIT CATEGORY





# ON TRACK TO REACH #1 POSITION IN ATTRACTIVE & RESILIENT CATEGORY





# **SNACKING CONTINUES TO GROW - PLAYS TO OUR STRENGTHS**

it's growing

**88%** of consumers snack daily<sup>1</sup>

**94%** of Gen Z and Millennials<sup>1</sup>

it's durable

66% more conscious of

prices, but still prioritize snacks<sup>1</sup>

it's brand focussed

**76**%

report longtime loyalty to specific snacks or brands<sup>1</sup>

**84%** in North America<sup>1</sup>

it's mindful

67%

look for snacks that are portion controlled<sup>1</sup>

> +5% from 2022<sup>1</sup>









 State of Snacking, 2023, Mondelēz International & The Harris Poll.

# VERY STRONG POSITIONS AND BEST PORTFOLIO TO WIN



Leading
"Taste
of Nation"
Local
Jewels















Biscuits, Protein/Energy Snack Bars



**Biscuits, Cakes & Pastries** 



**Chocolate** 



**Biscuits** 



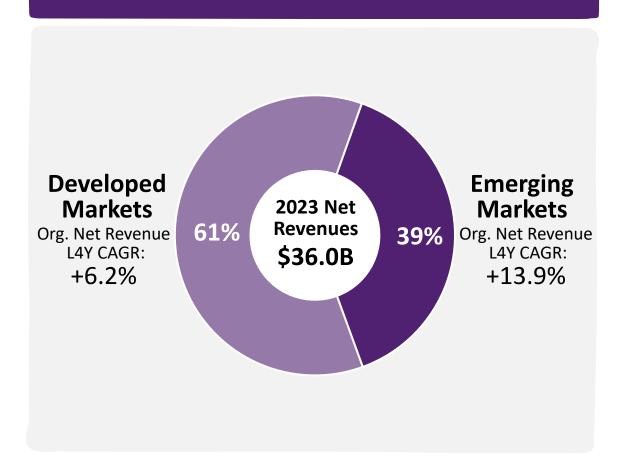
**Chocolate** 



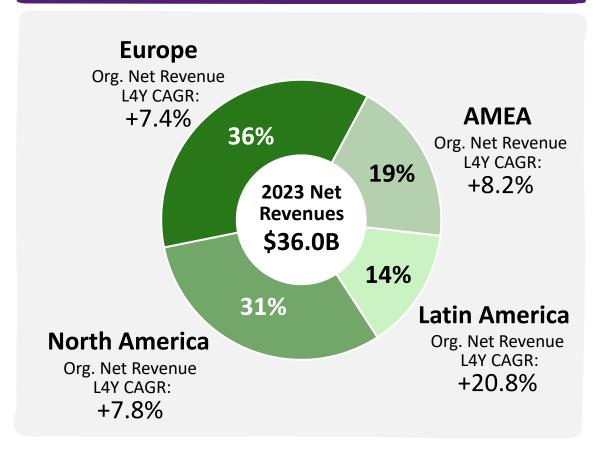


# ATTRACTIVE EXPOSURE TO HIGH-GROWTH EMERGING MARKETS; ROBUST DEVELOPED MARKETS DRIVEN BY STRONG BRANDS

# **Emerging Markets Growing Double Digits**



# **All Regions Growing Above Algorithm**





# MAKING STRONG PROGRESS ON SUSTAINABILITY GOALS















# AT THE SAME TIME SOLID PROGRESS VS OUR SNACKING MADE RIGHT GOALS

### 2023 Progress<sup>1</sup> **2025** Goals<sup>1</sup> **Ingredients** ~85% 100% Cocoa volume sourced via Cocoa Life ~100% 100% Palm Oil volume RSPO<sup>3</sup> certification Social **Child Labor Monitoring & Remediation Systems (CLMRS)** ~>75% 100% in Cocoa Life communities in West Africa Climate ~-30% **Net Zero** CO<sub>2e</sub> Emissions reduction from scope 1&2 (vs 2018) by 2050<sup>2</sup> ~-27% **Reduction in food waste in manufacturing (vs 2018)** -15% ~-15% -10% **Reduction in water usage in priority sites (vs 2018) Packaging** ~96%<sup>3</sup> Packaging designed to be recyclable 100%



<sup>1.</sup> Additional detail about our ESG goals and progress against our goals can be found in our 2022 Snacking Made Right report under "Our ESG Progress" and "About Our ESG Goals" on pages 10-11 and 78. The 2023 progress is preliminary estimated information, subject to change; final 2023 information will be published in our Snacking Made Right report in Q2 2024

<sup>2.</sup> As part of joining SBTi Business Ambition for 1.5°C, we are currently updating our Scope 3 footprint to capture and reflect the impact of our ongoing mitigation strategies

<sup>3.</sup> Indicator covers Nov '22 to Oct '23 period

# COMPETITIVE ADVANTAGES PROVIDE CONFIDENCE IN LONG-TERM ALGORITHM

# **Competitive Advantages Footprint Brands Categories Capabilities** Culture









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Snacking leader with clear competitive advantages

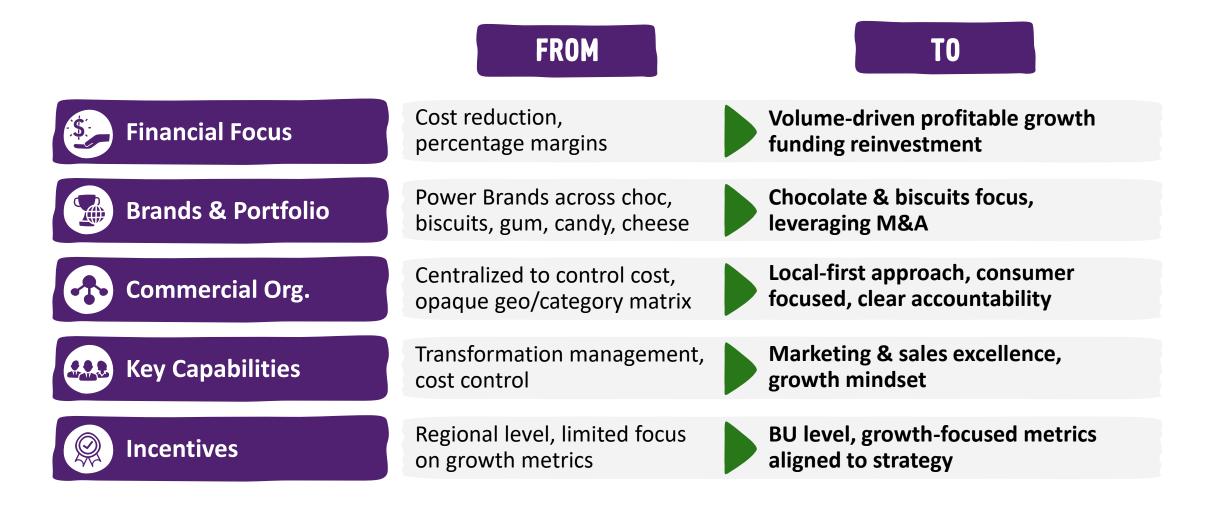
2 Strategy progress & long-term algorithm

3 Capital allocation priorities





# SUCCESSFUL REPOSITIONING OF THE BUSINESS HAS DRIVEN GROWTH





# CONSISTENT DELIVERY AGAINST LT ALGO SINCE 2018 STRATEGY LAUNCH

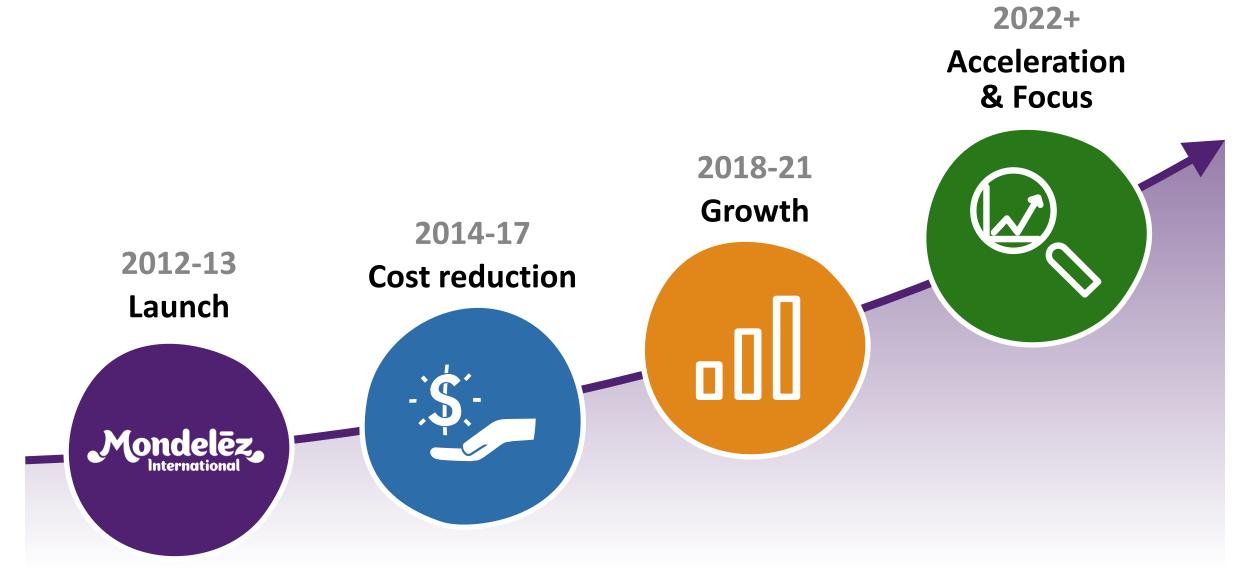
| Key Performance Metric                    | 2018-20231          | Consistent with LT Algo |
|---|---------------------|-------------------------|
| Volume Growth <sup>2</sup>                | +2.4%               |                         |
| Organic Net Revenue Growth                | +8.1%               |                         |
| Adjusted Gross Profit Growth <sup>3</sup> | +8.5%               |                         |
| A&C Change in Spend <sup>3</sup>          | +10.9%              |                         |
| Adjusted EPS Growth <sup>3</sup>          | +11.8%              |                         |
| Free Cash Flow                            | \$3.2B <sup>4</sup> |                         |







# ADVANCING TO THE NEXT PHASE OF OUR EVOLUTION





# **EVOLVING OUR STRATEGY & ENHANCING OUR LONG-TERM ALGORITHM**



Accelerate consumer-centric growth



Drive operational excellence



Build a winning growth culture



Scale sustainable snacking



# HOW WE BELIEVE WE CAN ACHIEVE AN ENHANCED LONG-TERM ALGORITHM

1

Accelerating & increasing focus on the core of chocolate & biscuits

2

Filling geographic white spaces

3

Expanding presence in high growth channels

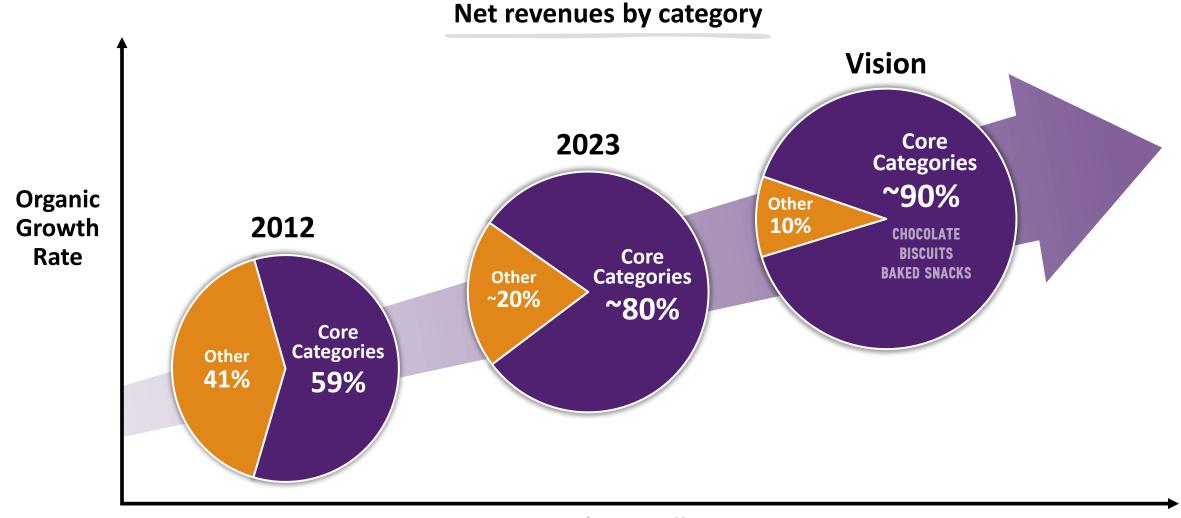
4

Increasing presence in under-represented segments & price tiers

Sustain & accelerate LT profitable growth

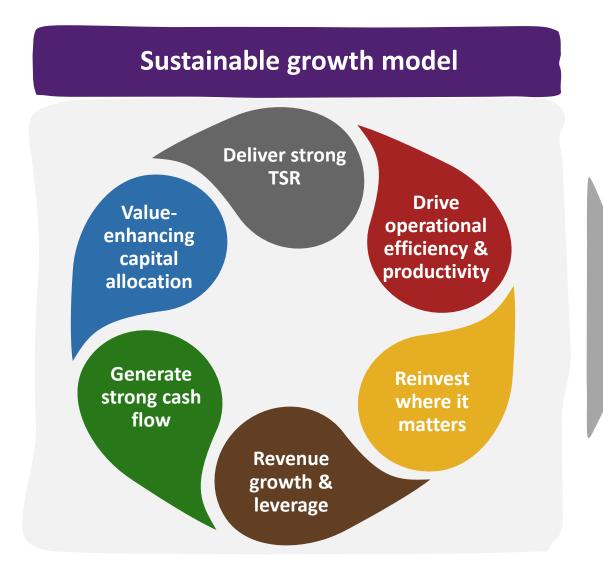


# SUCCESSFUL REPOSITIONING DRIVING ACCELERATED GROWTH





# WE ARE CONFIDENT IN DELIVERING SUSTAINABLE EARNINGS GROWTH



# **Desired outcomes**

- Strong resilient, categories
- Share gains
- Strong reinvestment and flow through to OI/EPS
- Targeting 100% NI to FCF conversion
- Dividend growth > Adj. EPS
- Double-digit TSR



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# CAPITAL ALLOCATION PRIORITIES SUPPORT GROWTH ALGORITHM

# Invest to drive top-tier growth

- Advertising Consumer
- Digital
- Route to market
- Capabilities



## M&A

- High-growth platforms & capabilities
- Adjacencies
- Announced the sale of developed market gum



# **Shareholder Return**

- Target dividend growthAdj. EPS growth
- Balance repurchase flexibility with M&A needs



# Maintain strong balance sheet

- Maintain solid IG rating & tier 2 CP access
- Vast majority of debt fixed at attractive rates
- Flexibility for opportunistic acquisitions





# DRIVING VALUE THROUGH \$3B IN TARGETED ACQUISITIONS

# Our M&A Playbook

- 1 Acquire right opportunities
- Realize value through strong integration
- 3 Accelerate growth
- 4 Divest non-core assets

















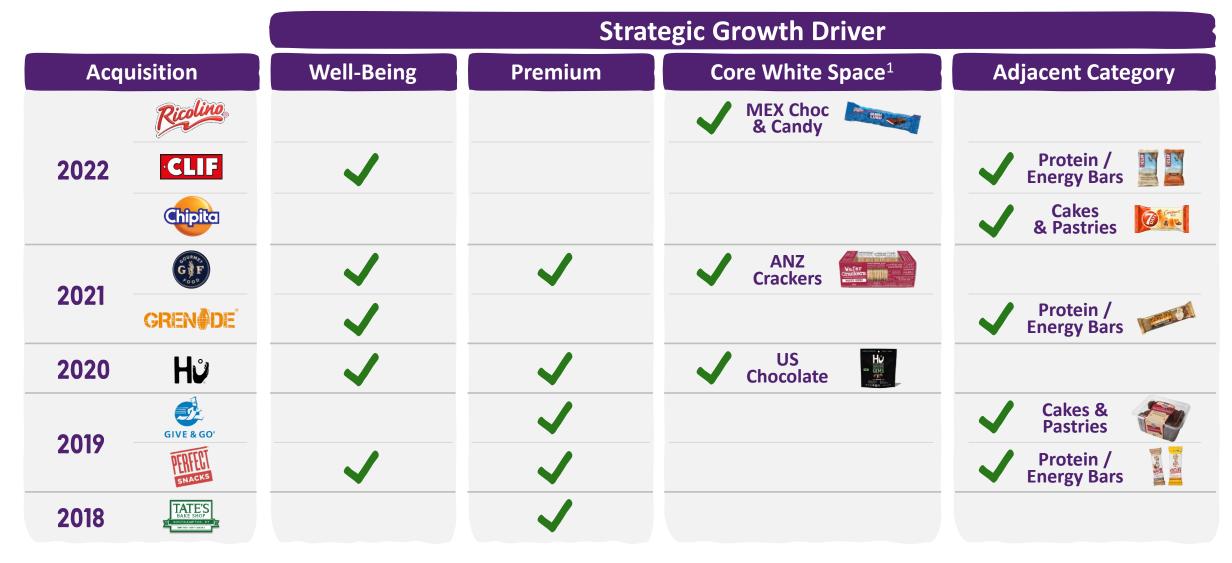






23

# TARGETED ACQUISITIONS STRENGTHEN PORTFOLIO & FILL KEY GAPS





# ATTRACTIVE, SUSTAINABLE AND VALUE ENHANCING CAPITAL RETURN



10.3% CAGR past 5 years

+DD increase 8 of past 9 years

Opportunistic Share Repurchase

13%
Reduction in share count<sup>1</sup>

\$10B+ returned since 2018

**Strong TSR** 



+6.3pp vs. Peer Median<sup>2,3</sup>

Cumulative capital return of \$21.1B via share repurchase & dividends (2018-23)



<sup>1.</sup> Percentage based only on the amount of shares repurchased by the company under Board of Directors approved share repurchase programs during 2018 to 2023

<sup>2.</sup> Represents 5-year annualized basis ending 2023

<sup>3.</sup> Represents proxy performance peer group for year ended 2023

# POSITIONED FOR CONTINUED ACCELERATION & VALUE CREATION



Proven track record of results



Strong, growing & durable portfolio



Superior brands & advantaged footprint



Investing in brands, capabilities & talent



Portfolio reshaping / M&A firepower





# Mondelez, International SNACKING MADE RIGHT

# **Net Revenues to Organic Net Revenue**

| Mondelēz International                   | Developed Markets |          |            |        |           |                | Emerging Markets |        |    |        |    |        |    |        |                |  |
|--|-------------------|----------|------------|--------|-----------|----------------|------------------|--------|----|--------|----|--------|----|--------|----------------|--|
| For the Twelve Months Ended December 31, | 2020              | 2021     |            | 2022   | 2023      | 4 Year<br>CAGR |                  | 2020   |    | 2021   |    | 2022   |    | 2023   | 4 Year<br>CAGR |  |
| Reported (GAAP)                          | \$ 17,484         | \$ 18,58 | 3 \$       | 19,312 | \$ 22,005 |                | \$               | 9,097  | \$ | 10,132 | \$ | 12,184 | \$ | 14,011 |                |  |
| Divestitures                             | (446)             | (48      | 6)         | (471)  | (479)     |                |                  | (36)   |    | (47)   |    | (27)   |    | (5)    |                |  |
| Short-term distributor agreements        | -                 |          | -          | -      | (20)      |                |                  | -      |    | -      |    | -      |    | (2)    |                |  |
| Acquisitions                             | (445)             | (25      | <b>!</b> ) | (620)  | (529)     |                |                  | -      |    | -      |    | (596)  |    | (507)  |                |  |
| Currency                                 | (109)             | (52      | 3)         | 1,139  | (42)      | _              |                  | 739    |    | 64     |    | 743    |    | 1,138  |                |  |
| Organic (Non-GAAP)                       | \$ 16,484         | \$ 17,32 | <u> </u>   | 19,360 | \$ 20,935 | =              | \$               | 9,800  | \$ | 10,149 | \$ | 12,304 | \$ | 14,635 |                |  |
| For the Twelve Months Ended December 31, | 2019              | 2020     |            | 2021   | 2022      |                |                  | 2019   |    | 2020   |    | 2021   |    | 2022   |                |  |
| Reported (GAAP)                          | \$ 16,193         | \$ 17,48 | - <u> </u> | 18,588 | \$ 19,312 | _              | \$               | 9,675  | \$ | 9,097  | \$ | 10,132 | \$ | 12,184 |                |  |
| Divestitures                             | (572)             | (44)     | 5)         | (486)  | (471)     | _              |                  | (95)   |    | (36)   |    | (47)   |    | (27)   |                |  |
| Organic (Non-GAAP)                       | \$ 15,621         | \$ 17,03 | \$         | 18,102 | \$ 18,841 | =              | \$               | 9,580  | \$ | 9,061  | \$ | 10,085 | \$ | 12,157 |                |  |
| % Change - Reported (GAAP)               | 8.0 %             | 6.3 %    | ,<br>D     | 3.9 %  | 13.9 %    | 8.0 %          |                  | (6.0)% |    | 11.4 % |    | 20.3 % |    | 15.0 % | 9.7 %          |  |
| % Change - Organic (Non-GAAP)            | 5.5 %             | 1.7 %    | ,<br>D     | 6.9 %  | 11.1 %    | 6.2 %          |                  | 2.3 %  |    | 12.0 % |    | 22.0 % |    | 20.4 % | 13.9 %         |  |



### **Net Revenues to Organic Net Revenues**

|  |    | Latin<br>merica      |          | AMEA                 | E  | urope           |    | North<br>merica       |
|--|----|----------------------|----------|----------------------|----|-----------------|----|-----------------------|
| For the Twelve Months Ended December 31, 2023            | _  |                      | _        |                      | _  |                 |    |                       |
| Reported (GAAP) Divestitures                             | \$ | 5,006                | \$       | 7,075                | \$ | 12,857          | \$ | 11,078                |
| Short-term distributor agreements                        |    |                      |          | -                    |    | (174)<br>(22)   |    | (310)                 |
| Acquisitions   |    | (507)                |          | -                    |    | (22)            |    | (529)                 |
| Currency   |    | 363                  |          | 486                  |    | 216             |    | 31                    |
| Organic (Non-GAAP)                                       | \$ | 4,862                | \$       | 7,561                | \$ | 12,877          | \$ | 10,270                |
| For the Twelve Months Ended December 31, 2022            |    |                      |          |                      |    |                 |    |                       |
| Reported (GAAP)  | \$ | 3,629                | \$       | 6,767                | \$ | 11,420          | \$ | 9,680                 |
| Divestitures   |    | (22)                 |          |                      |    | (178)           |    | (298)                 |
| Organic (Non-GAAP)                                       | \$ | 3,607                | \$       | 6,767                | \$ | 11,242          | \$ | 9,382                 |
| % Change - Reported (GAAP)                               |    | 37.9 %               |          | 4.6 %                |    | 12.6 %          |    | 14.4 %                |
| % Change - Organic (Non-GAAP)                            |    | 34.8 %               |          | 11.7 %               |    | 14.5 %          |    | 9.5 %                 |
| For the Tayolas Months Forded December 24, 0000          |    |                      |          |                      |    |                 |    |                       |
| For the Twelve Months Ended December 31, 2022            | \$ | 3.629                | \$       | 6.767                | \$ | 11.420          | \$ | 9.680                 |
| Reported (GAAP) Divestitures                             | Þ  | (22)                 | Þ        | 6,767                | Þ  | (178)           | Þ  | (298)                 |
| Acquisitions   |    | (98)                 |          | (15)                 |    | (707)           |    | (396)                 |
| Currency   |    | 123                  |          | 483                  |    | 1,241           |    | 35                    |
| Organic (Non-GAAP)                                       | \$ | 3,632                | \$       | 7,235                | \$ | 11,776          | \$ | 9,021                 |
| For the Twelve Months Ended December 31, 2021            |    | 5,555                | <u> </u> | -,                   |    | ,               |    | 0,021                 |
| Reported (GAAP)  | \$ | 2,797                | \$       | 6,465                | \$ | 11,156          | \$ | 8,302                 |
| Divestitures   |    | (43)                 |          | (35)                 |    | (179)           |    | (276)                 |
| Organic (Non-GAAP)                                       | \$ | 2,754                | \$       | 6,430                | \$ | 10,977          | \$ | 8,026                 |
| % Change - Reported (GAAP)                               |    | 29.7 %               |          | 4.7 %                |    | 2.4 %           |    | 16.6 %                |
| % Change - Organic (Non-GAAP)                            |    | 31.9 %               |          | 12.5 %               |    | 7.3 %           |    | 12.4 %                |
|  |    |                      |          |                      |    |                 |    |                       |
| For the Twelve Months Ended December 31, 2021            |    |                      |          |                      |    |                 |    |                       |
| Reported (GAAP)  | \$ | 2,797                | \$       | 6,465                | \$ | 11,156          | \$ | 8,302                 |
| Divestitures   |    | (43)                 |          | (35)                 |    | (179)           |    | (276)                 |
| Acquisitions   |    | -                    |          | (47)                 |    | (63)            |    | (144)                 |
| Currency Organic (Non-GAAP)                              | \$ | 176<br><b>2,930</b>  | \$       | (222)<br>6,161       | \$ | (370)<br>10,544 | \$ | 7,834                 |
| For the Twelve Months Ended December 31, 2020            | à  | 2,930                | Þ        | 0, 101               | Þ  | 10,544          | ð  | 7,034                 |
| Reported (GAAP)  | \$ | 2.477                | \$       | 5.740                | \$ | 10.207          | \$ | 8.157                 |
| Divestitures   | Ψ  | (32)                 | Ψ        | 3,740                | Ψ  | (180)           | Ψ  | (270)                 |
| Organic (Non-GAAP)                                       | \$ | 2.445                | \$       | 5,740                | \$ | 10,027          | \$ | 7,887                 |
| % Change - Reported (GAAP)                               |    | 12.9 %               | _        | 12.6 %               | _  | 9.3 %           |    | 1.8 %                 |
| % Change - Reported (GAAP) % Change - Organic (Non-GAAP) |    | 19.8 %               |          | 7.3 %                |    | 9.3 %<br>5.2 %  |    | (0.7)%                |
| % change - Organic (Non-GAAF)                            |    | 19.0 /0              |          | 1.5 /0               |    | 5.2 /6          |    | (0.7)76               |
| For the Twelve Months Ended December 31, 2020            |    |                      |          |                      |    |                 |    |                       |
| Reported (GAAP)  | \$ | 2,477                | \$       | 5,740                | \$ | 10,207          | \$ | 8,157                 |
| Divestitures   |    | (32)                 |          | -                    |    | (180)           |    | (270)                 |
| Acquisitions   |    | -                    |          | -                    |    | -               |    | (445)                 |
| Currency   | _  | 536                  | _        | 70                   | _  | 17              | _  | 7                     |
| Organic (Non-GAAP)                                       | \$ | 2,981                | \$       | 5,810                | \$ | 10,044          | \$ | 7,449                 |
| For the Twelve Months Ended December 31, 2019            |    |                      | _        |                      | _  |                 |    |                       |
| Reported (GAAP)  | \$ | 3,018                | \$       | 5,770                | \$ | 9,972           | \$ | 7,108                 |
| Divestitures Organic (Non-GAAP)                          | \$ | (36)<br><b>2,982</b> | \$       | (55)<br><b>5,715</b> | \$ | (221)<br>9,751  | \$ | (355)<br><b>6,753</b> |
| • ,  | φ  |                      | φ        |                      | φ  |                 | φ  |                       |
| % Change - Reported (GAAP)                               |    | (17.9)%              |          | (0.5)%               |    | 2.4 %           |    | 14.8 %                |
| % Change - Organic (Non-GAAP)                            |    | 0.0 %                |          | 1.7 %                |    | 3.0 %           |    | 10.3 %                |
| 4 Year CAGR  |    |                      |          |                      |    |                 |    |                       |
| % Change - Reported (GAAP)                               |    | 13.5 %               |          | 5.2 %                |    | 6.6 %           |    | 11.7 %                |
| % Change - Organic (Non-GAAP)                            |    | 20.8 %               |          | 8.2 %                |    | 7.4 %           |    | 7.8 %                 |
| - , ,  |    |                      |          |                      |    |                 |    |                       |



# **Net Revenues to Organic Net Revenue**

|  | Mondelēz International |        |      |        |      |        |      |         |      |         |                |  |  |  |
|--|------------------------|--------|------|--------|------|--------|------|---------|------|---------|----------------|--|--|--|
| For the Twelve Months Ended December 31, |                        | 2019   |      | 2020   |      | 2021   |      | 2022    |      | 2023    | 5 Year<br>CAGR |  |  |  |
| Reported (GAAP)                          | \$                     | 25,868 | \$   | 26,581 | \$   | 28,720 | \$   | 31,496  | \$   | 36,016  |                |  |  |  |
| Divestitures                             |                        | (667)  |      | (482)  |      | (533)  |      | (498)   |      | (484)   |                |  |  |  |
| Short-term distributor agreements        |                        | -      |      | -      |      | -      |      | -       |      | (22)    |                |  |  |  |
| Acquisitions                             |                        | (88)   |      | (445)  |      | (254)  |      | (1,216) |      | (1,036) |                |  |  |  |
| Currency                                 |                        | 1,114  |      | 630    |      | (464)  |      | 1,882   |      | 1,096   |                |  |  |  |
| Organic (Non-GAAP)                       | \$                     | 26,227 | \$   | 26,284 | \$   | 27,469 | \$   | 31,664  | \$   | 35,570  |                |  |  |  |
| For the Twelve Months Ended December 31, |                        | 2018   | 2019 |        | 2020 |        | 2021 |         | 2022 |         |                |  |  |  |
| Reported (GAAP)                          | \$                     | 25,938 | \$   | 25,868 | \$   | 26,581 | \$   | 28,720  | \$   | 31,496  |                |  |  |  |
| Divestitures                             |                        | (805)  |      | (667)  |      | (482)  |      | (533)   |      | (498)   |                |  |  |  |
| Organic (Non-GAAP)                       | \$                     | 25,133 | \$   | 25,201 | \$   | 26,099 | \$   | 28,187  | \$   | 30,998  |                |  |  |  |
| % Change - Reported (GAAP)               |                        | (0.3)% |      | 2.8 %  |      | 8.0 %  |      | 9.7 %   |      | 14.4 %  | 6.8 %          |  |  |  |
| % Change - Organic (Non-GAAP)            |                        | 4.4 %  |      | 4.3 %  |      | 5.2 %  |      | 12.3 %  |      | 14.7 %  | 8.1 %          |  |  |  |



# **Gross Profit To Adjusted Gross Profit**

|   | Mondelēz International |        |    |         |    |        |    |         |    |         |                |  |  |  |
|---|------------------------|--------|----|---------|----|--------|----|---------|----|---------|----------------|--|--|--|
| For the Twelve Months Ended December 31,                                    |                        | 2019   |    | 2020    |    | 2021   |    | 2022    |    | 2023    | 5 Year<br>CAGR |  |  |  |
| Reported (GAAP)   | \$                     | 10,337 | \$ | 10.446  | \$ | 11,254 | \$ | 11,312  | \$ | 13,764  | CAGK           |  |  |  |
| Simplify to Grow Program  | Ψ                      | 10,337 | Ψ  | 90      | Ψ  | 11,234 | Ψ  | 45      | Ψ  | 9       |                |  |  |  |
| Mark-to-market (gains)/losses from derivatives                              |                        | (92)   |    | (16)    |    | (279)  |    | 324     |    | (185)   |                |  |  |  |
| Acquisition integration costs and contingent consideration adjustments      |                        | (32)   |    | (10)    |    | (273)  |    | 6       |    | 25      |                |  |  |  |
| Inventory step-up   |                        | _      |    | ·<br>-  |    | · -    |    | 25      |    | -       |                |  |  |  |
| Acquisition-related costs   |                        | _      |    | _       |    | _      |    | 72      |    | _       |                |  |  |  |
| Divestiture-related costs   |                        | 1      |    | _       |    | _      |    | 3       |    | _       |                |  |  |  |
| Operating results from divestitures   |                        | (330)  |    | (218)   |    | (238)  |    | (251)   |    | (274)   |                |  |  |  |
| Operating results from short-term distributor agreements                    |                        | (555)  |    | (= : 0) |    | (200)  |    | (=0:)   |    | (5)     |                |  |  |  |
| 2017 Malware incident recoveries, net                                       |                        | _      |    | _       |    | _      |    | (25)    |    | -       |                |  |  |  |
| Incremental costs due to war in Ukraine                                     |                        | _      |    | _       |    | _      |    | 36      |    | _       |                |  |  |  |
| Impact from pension participation changes                                   |                        | _      |    | _       |    | 20     |    | (1)     |    | _       |                |  |  |  |
| Rounding  |                        | _      |    | _       |    | 1      |    | -       |    | _       |                |  |  |  |
| Adjusted (Non-GAAP)   | \$                     | 10,017 | \$ | 10,303  | \$ | 10,873 | \$ | 11,546  | \$ | 13,334  |                |  |  |  |
| Currency  | •                      | 437    | *  | 181     | •  | (209)  | •  | 653     | •  | 383     |                |  |  |  |
| Adjusted @ Constant FX (Non-GAAP)   | \$                     | 10,454 | \$ | 10,484  | \$ | 10,664 | \$ | 12,199  | \$ | 13,717  |                |  |  |  |
|   |                        |        |    | -       |    |        |    |         |    |         |                |  |  |  |
| For the Twelve Months Ended December 31,                                    |                        | 2018   |    | 2019    |    | 2020   |    | 2021    |    | 2022    |                |  |  |  |
| Reported (GAAP)   | \$                     | 10,352 | \$ | 10,337  | \$ | 10,446 | \$ | 11,254  | \$ | 11,312  |                |  |  |  |
| Simplify to Grow Program  |                        | 189    |    | 101     |    | 90     |    | 114     |    | 45      |                |  |  |  |
| Mark-to-market (gains)/losses from derivatives                              |                        | (140)  |    | (92)    |    | (16)   |    | (279)   |    | 324     |                |  |  |  |
| Acquisition integration costs and contingent consideration adjustments      |                        | -      |    | -       |    | 1      |    | 1       |    | 6       |                |  |  |  |
| Inventory step-up   |                        |        |    |         |    |        |    |         |    | 25      |                |  |  |  |
| Acquisition-related costs   |                        |        |    |         |    |        |    |         |    | 72      |                |  |  |  |
| Divestiture-related costs   |                        | 1      |    | 1       |    | -      |    | -       |    | 3       |                |  |  |  |
| Operating results from divestitures   |                        | (382)  |    | (330)   |    | (218)  |    | (238)   |    | (251)   |                |  |  |  |
| 2017 Malware incident recoveries, net                                       |                        |        |    |         |    |        |    |         |    | (25)    |                |  |  |  |
| Incremental costs due to war in Ukraine                                     |                        |        |    |         |    |        |    |         |    | 36      |                |  |  |  |
| Impact from pension participation changes                                   |                        | -      |    | -       |    | -      |    | 20      |    | (1)     |                |  |  |  |
| Impacts from resolution of tax matters                                      |                        | (1)    |    | -       |    | -      |    | -       |    | -       |                |  |  |  |
| Rounding  |                        |        |    | -       |    |        |    | 1_      |    | -       |                |  |  |  |
| Adjusted (Non-GAAP)   | \$                     | 10,019 | \$ | 10,017  | \$ | 10,303 | \$ | 10,873  | \$ | 11,546  |                |  |  |  |
| % Change - Reported (GAAP)  |                        | (0.1)% |    | 1.1 %   |    | 7.7 %  |    | 0.5 %   |    | 21.7 %  | 5.9 %          |  |  |  |
| % Change - Adjusted (Non-GAAP)  |                        | 0.0 %  |    | 2.9 %   |    | 5.5 %  |    | 6.2 %   |    | 15.5 %  | 5.9 %          |  |  |  |
| % Change - Adjusted (Non-GAAP) % Change - Adjusted @ Constant FX (Non-GAAP) |                        | 4.3 %  |    | 4.7 %   |    | 3.5 %  |    | 12.2 %  |    | 18.8 %  | 3.5 %<br>8.5 % |  |  |  |
| // Onlings - Adjusted & Constant I A (Non-GAAI )                            |                        | 7.5 /0 |    | 7.7 /0  |    | J.J /0 |    | 12.2 /0 |    | 10.0 /0 | 0.5 /6         |  |  |  |



# Advertising and Consumer Promotions To Adjusted Advertising and Consumer Promotions

(in millions of U.S. dollars) (Unaudited)

Mondelēz International

| For the Twelve Months Ended December 31,     |    | 2019  |          | 2020  |      | 2021   |      | 2022   | 2023 |        | 5 Year<br>CAGR |
|--|----|-------|----------|-------|------|--------|------|--------|------|--------|----------------|
| Reported (GAAP)                              | \$ | 2,227 | \$       | 2,236 | \$   | 2,483  | \$   | 2,635  | \$   | 3,126  |                |
| Operating results from divestitures          |    | (88)  |          | (75)  |      | (78)   |      | (69)   |      | (58)   |                |
| Incremental costs due to war in Ukraine      |    | . ,   |          | ` -   |      |        |      | (1)    |      |        |                |
| Adjusted (Non-GAAP)                          | \$ | 2,139 | \$       | 2,161 | \$   | 2,405  | \$   | 2,565  | \$   | 3,068  |                |
| Currency                                     |    | 88    |          | 36    |      | (50)   |      | 155    |      | 52     |                |
| Adjusted @ Constant FX (Non-GAAP)            | \$ | 2,227 | \$       | 2,197 | \$   | 2,355  | \$   | 2,720  | \$   | 3,120  |                |
| For the Twelve Months Ended December 31,     |    | 2018  | 018 2019 |       | 2020 |        | 2021 |        | 2022 |        |                |
| Reported (GAAP)                              | \$ | 2,118 | \$       | 2,227 | \$   | 2,236  | \$   | 2,483  | \$   | 2,635  |                |
| Operating results from divestitures          |    | (78)  |          | (88)  |      | (75)   |      | (78)   |      | (69)   |                |
| Incremental costs due to war in Ukraine      |    | -     |          | -     |      | _      |      | -      |      | (1)    |                |
| Adjusted (Non-GAAP)                          | \$ | 2,040 | \$       | 2,139 | \$   | 2,161  | \$   | 2,405  | \$   | 2,565  |                |
| % Change - Reported (GAAP)                   |    | 5.1 % |          | 0.4 % |      | 11.0 % |      | 6.1 %  |      | 18.6 % | 8.1 %          |
| % Change - Adjusted (Non-GAAP)               |    | 4.9 % |          | 1.0 % |      | 11.3 % |      | 6.7 %  |      | 19.6 % | 8.5 %          |
| % Change - Adjusted @ Constant FX (Non-GAAP) |    | 9.2 % |          | 2.7 % |      | 9.0 %  |      | 13.1 % |      | 21.6 % | 10.9 %         |



### **Diluted EPS to Adjusted EPS**

(Unaudited)

|   | Mondelēz International |  |          |  |          |   |    |  |          |   |                           |  |  |
|---|------------------------|--|----------|--|----------|---|----|--|----------|---|---------------------------|--|--|
| For the Twelve Months Ended December 31.  | 20 <sup>-</sup>        | 10   |          | 2020   |          | 2021  |    | 2022   | ,        | 023   | 5 Year<br>CAGR            |  |  |
| Diluted EPS attributable to Mondelez International (GAAP)   | \$                     | 2.69   | \$       | 2.47   | \$       | 3.04  | \$ | 1.96   | \$       | 3.62  | CAGR                      |  |  |
| Simplify to Grow Program  | *                      | 0.24   | *        | 0.20   | *        | 0.17  | •  | 0.07   | •        | 0.08  |                           |  |  |
| Intangible asset impairment charges   |                        | 0.03   |          | 0.08   |          | 0.02  |    | 0.05   |          | 0.01  |                           |  |  |
| Mark-to-market (gains)/losses from derivatives  |                        | (0.05)   |          | (0.01)   |          | (0.17)  |    | 0.19   |          | (0.12)  |                           |  |  |
| Acquisition integration costs and contingent consideration adjustments  |                        | -  |          | -  |          | (0.02)  |    | 0.05   |          | 0.14  |                           |  |  |
| Inventory step-up   |                        | -  |          | -  |          | ` -   |    | 0.01   |          | -   |                           |  |  |
| Acquisition-related costs   |                        | -  |          | 0.01   |          | 0.01  |    | 0.19   |          | -   |                           |  |  |
| Net gain on acquisition and divestitures  |                        | (0.03)   |          | -  |          | -   |    | -  |          | (0.08)  |                           |  |  |
| Divestiture-related costs   |                        | -  |          | -  |          | 0.01  |    | 0.01   |          | 0.04  |                           |  |  |
| Operating results from divestitures   |                        | (0.25)   |          | (0.18)   |          | (0.17)  |    | (0.16)   |          | (0.13)  |                           |  |  |
| Costs associated with the JDEP coffee business transactions   |                        | -  |          | 0.20   |          | -   |    | -  |          | -   |                           |  |  |
| 2017 Malware incident net recoveries  |                        | -  |          | -  |          | -   |    | (0.02)   |          | -   |                           |  |  |
| European Commission legal matter  |                        | -  |          | -  |          | -   |    | 0.23   |          | 0.01  |                           |  |  |
| Incremental costs due to war in Ukraine   |                        | -  |          | -  |          | -   |    | 0.09   |          | -   |                           |  |  |
| Remeasurement of net monetary position  |                        | -  |          | 0.01   |          | 0.01  |    | 0.03   |          | 0.07  |                           |  |  |
| Impact from pension participation changes   |                        | (0.02)   |          | 0.01   |          | 0.02  |    | 0.01   |          | 0.01  |                           |  |  |
| CEO transition renumeration   |                        | 0.01   |          | -  |          | -   |    |  |          | -   |                           |  |  |
| Loss on debt extinguishment and related expenses  |                        | -  |          | 0.10   |          | 0.07  |    | 0.07   |          | -   |                           |  |  |
| Loss related to interest rate swaps   |                        | 0.08   |          | 0.05   |          | -   |    | -  |          | -   |                           |  |  |
| Impact from resolution of tax matters   |                        | 0.05   |          | (0.02)   |          |   |    |  |          |   |                           |  |  |
| Initial impacts from enacted tax law changes  |                        | (0.52)   |          | 0.02   |          | 0.07  |    | 0.01   |          | 0.06  |                           |  |  |
| Gain on marketable securities   |                        |  |          | -  |          | -   |    |  |          | (0.34)  |                           |  |  |
| (Gain)/loss on equity method investment transactions  |                        | 0.01   |          | (0.55)   |          | (0.39)  |    | 0.02   |          | (0.25)  |                           |  |  |
| Equity method investee items  | _                      | (0.02)   |          | 0.03   | _        | 0.03  | _  | (0.02)   | _        | 0.07  |                           |  |  |
| Adjusted EPS (Non-GAAP)   | \$                     | 2.22   | \$       | 2.42   | \$       | 2.70  | \$ | 2.79   | \$       | 3.19  |                           |  |  |
| Impact of unfavorable currency  | \$                     | 0.13<br><b>2.35</b>  | \$       | 0.04<br><b>2.46</b>  | \$       | (0.08)<br>2.62  | \$ | 0.23<br><b>3.02</b>  | \$       | 0.13  |                           |  |  |
| Adjusted EPS @ Constant FX (Non-GAAP)   | <u> </u>               | 2.33   | <u> </u> | 2.40   | <u> </u> | 2.02  | ð  | 3.02   | <u> </u> | 3.32  |                           |  |  |
|   |                        | 40   |          |  |          | 0000  |    |  |          |   |                           |  |  |
| For the Twelve Months Ended December 31,  | 20                     |  |          | 2019   |          | 2020  |    | 2021   |          | 022   |                           |  |  |
| Diluted EPS attributable to Mondelez International (GAAP)   | \$                     | 2.23   | \$       | 2.69   | \$       | 2.47  | \$ | 3.04   | \$       | 1.96  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP)<br>Simplify to Grow Program   |                        | <b>2.23</b> 0.32   |          | <b>2.69</b> 0.24   | \$       | <b>2.47</b> 0.20  | \$ | <b>3.04</b> 0.17   |          | <b>1.96</b> 0.07  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges  |                        | 2.23<br>0.32<br>0.03   |          | 2.69<br>0.24<br>0.03   | \$       | 2.47<br>0.20<br>0.08  | \$ | 3.04<br>0.17<br>0.02   |          | 1.96<br>0.07<br>0.05  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives   |                        | <b>2.23</b> 0.32   |          | <b>2.69</b> 0.24   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)   |          | 1.96<br>0.07<br>0.05<br>0.19  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments  |                        | 2.23<br>0.32<br>0.03   |          | 2.69<br>0.24<br>0.03<br>(0.05)   | \$       | 2.47<br>0.20<br>0.08  | \$ | 3.04<br>0.17<br>0.02   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up  |                        | 2.23<br>0.32<br>0.03<br>(0.09)   |          | 2.69<br>0.24<br>0.03   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs  |                        | 2.23<br>0.32<br>0.03   |          | 2.69<br>0.24<br>0.03<br>(0.05)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures   |                        | 2.23<br>0.32<br>0.03<br>(0.09)   |          | 2.69<br>0.24<br>0.03<br>(0.05)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01   |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01  |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures   |                        | 2.23<br>0.32<br>0.03<br>(0.09)   |          | 2.69<br>0.24<br>0.03<br>(0.05)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01<br>-<br>(0.29)  |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>0.01<br>-<br>(0.18)<br>0.20  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>-<br>0.01<br>(0.17)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries  |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01<br>-<br>(0.29)  |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>0.01<br>-<br>(0.18)<br>0.20  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)  |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19<br>-<br>0.01<br>(0.16)<br>-<br>(0.02)  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01<br>-<br>(0.29)  |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>-<br>(0.25)  | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20   | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>-<br>0.01<br>(0.17)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19<br>-<br>0.01<br>(0.16)<br>-<br>(0.02)  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01<br>-<br>(0.29)  |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20   | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>-<br>0.01<br>(0.17)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19<br>-<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.23<br>0.09  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position  |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01<br>-<br>(0.29)<br>-<br>-<br>-   |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>-<br>(0.25)  | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20<br>-<br>-   | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19<br>-<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.23<br>0.09  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes  |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>0.01<br>-<br>(0.29)<br>-<br>0.01<br>0.01  |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>(0.25)<br>-<br>-<br>-<br>(0.02)  | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20   | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>-<br>0.01<br>(0.17)   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19<br>-<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.23<br>0.09  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration  |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>   |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>-<br>(0.25)  | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>-<br>-  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>-<br>-<br>0.01<br>(0.17)<br>-<br>-<br>-  |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>0.02<br>0.23<br>0.09<br>0.03   |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>0.01<br>-<br>-<br>(0.29)<br>-<br>-<br>0.01<br>-<br>-<br>0.29<br>-<br>-<br>0.01   |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>-<br>(0.25)<br>-<br>-<br>-<br>(0.02)<br>0.01   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>0.01<br>0.01  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.19<br>-<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.23<br>0.09  |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>-<br>0.01<br>0.22<br>0.01<br>0.22<br>0.01<br>0.07<br>(0.01)  |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>   | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>-<br>0.01<br>0.01<br>0.01   | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>-<br>-<br>0.01<br>(0.17)<br>-<br>-<br>-  |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>0.02<br>0.23<br>0.09<br>0.03   |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>0.01<br>0.22<br>0.01<br>0.02<br>0.01<br>0.02<br>0.01<br>0.02                                       |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>(0.25)<br>-<br>-<br>-<br>(0.02)<br>0.01  | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>0.01<br>0.01<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>0.02<br>-<br>0.07   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.23<br>0.09<br>0.03<br>0.01   |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters Initial impacts from enacted tax law changes  |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>-<br>0.01<br>0.02<br>0.01<br>0.07<br>(0.07)<br>(0.07)<br>(0.01)<br>0.02                            |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>-<br>(0.25)<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>0.01<br>0.01<br>0.01<br>0.05<br>(0.02)   | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>0.07  |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>0.02<br>0.23<br>0.09<br>0.03<br>0.01   |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>0.01<br>0.22<br>0.01<br>0.02<br>0.01<br>0.02<br>0.01<br>0.02                                       |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>(0.25)<br>-<br>-<br>-<br>(0.02)<br>0.01  | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>0.01<br>0.01<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>0.02<br>-<br>0.07   |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.23<br>0.09<br>0.03<br>0.01   |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters Initial impacts from enacted tax law changes (Gain)/loss on equity method investment transactions   |                        | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>(0.29)<br>-<br>-<br>0.01<br>0.22<br>0.01<br>0.02<br>0.01<br>0.07<br>(0.01)<br>0.02<br>0.03<br>0.03 |          | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>-<br>(0.03)<br>-<br>(0.25)<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | \$       | 2.47<br>0.20<br>0.08<br>(0.01)<br>-<br>-<br>0.01<br>-<br>(0.18)<br>0.20<br>-<br>-<br>-<br>0.01<br>0.01<br>0.05<br>(0.02)<br>0.02<br>(0.55)  | \$ | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>0.02<br>-<br>0.01<br>(0.07)<br>-<br>0.01<br>0.01<br>0.02      |          | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>(0.16)<br>-<br>(0.02)<br>0.03<br>0.03<br>0.01<br>-<br>0.07<br>-<br>0.01                               |                           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters Initial impacts from enacted tax law changes (Gain)/loss on equity method investment transactions Equity method investee items Adjusted EPS (Non-GAAP)                            | \$                     | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>(0.22)<br>0.01<br>0.07<br>(0.01)<br>0.02<br>(0.01)<br>0.02<br>(0.09)                               | \$       | 2.69<br>0.24<br>0.03<br>(0.05)<br>   | _        | 2.47<br>0.20<br>0.08<br>(0.01)<br>  |    | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>0.02<br>-<br>0.07<br>-<br>0.07<br>(0.39)<br>0.03<br>2.70      | \$       | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>0.02<br>0.23<br>0.09<br>0.03<br>0.01<br>-<br>0.07<br>-<br>0.01<br>0.02<br>0.05 | 10.2%                     |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters Initial impacts from enacted tax law changes (Gain)/loss on equity method investment transactions Equity method investee items Adjusted EPS (Non-GAAP) % Change - Reported (GAAP) | \$<br>2                | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>(0.29)<br>-<br>-<br>0.01<br>0.22<br>0.01<br>0.07<br>(0.01)<br>(0.001)<br>(0.02)<br>0.02<br>2.15    | \$       | 2.69<br>0.24<br>0.03<br>(0.05)<br>-<br>(0.03)<br>-<br>(0.25)<br>-<br>-<br>(0.02)<br>0.01<br>-<br>0.08<br>0.05<br>(0.52)<br>0.01<br>(0.02)                        | _        | 2.47 0.20 0.08 (0.01) 0.01 - (0.18) 0.20 0.01 0.01 - 0.10 0.05 (0.02) 0.02 (0.55) 0.03 2.42   |    | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>-<br>0.01<br>0.02<br>-<br>0.01<br>0.07<br>-<br>0.03<br>2.70<br>(0.37) | \$       | 1.96 0.07 0.05 0.19 0.05 0.01 0.19 - 0.01 (0.16) - (0.02) 0.07 - 0.01 0.02 (0.02) 2.79  | 10.2 %<br>8 2 %           |  |  |
| Diluted EPS attributable to Mondelēz International (GAAP) Simplify to Grow Program Intangible asset impairment charges Mark-to-market (gains)/losses from derivatives Acquisition integration costs and contingent consideration adjustments Inventory step-up Acquisition-related costs Net gain on acquisition and divestitures Divestiture-related costs Operating results from divestitures Costs associated with the JDEP coffee business transactions 2017 Malware incident net recoveries European Commission legal matter Incremental costs due to war in Ukraine Remeasurement of net monetary position Impact from pension participation changes CEO transition renumeration Loss on debt extinguishment and related expenses Loss related to interest rate swaps Impact from resolution of tax matters Initial impacts from enacted tax law changes (Gain)/loss on equity method investment transactions Equity method investee items Adjusted EPS (Non-GAAP)                            | <b>\$</b>              | 2.23<br>0.32<br>0.03<br>(0.09)<br>-<br>-<br>(0.29)<br>-<br>-<br>(0.22)<br>0.01<br>0.07<br>(0.01)<br>0.02<br>(0.01)<br>0.02<br>(0.09)                               | \$       | 2.69<br>0.24<br>0.03<br>(0.05)<br>   | _        | 2.47<br>0.20<br>0.08<br>(0.01)<br>  |    | 3.04<br>0.17<br>0.02<br>(0.17)<br>(0.02)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>(0.17)<br>-<br>0.01<br>0.02<br>-<br>0.07<br>-<br>0.07<br>(0.39)<br>0.03<br>2.70      | \$       | 1.96<br>0.07<br>0.05<br>0.19<br>0.05<br>0.01<br>0.01<br>(0.16)<br>-<br>0.02<br>0.23<br>0.09<br>0.03<br>0.01<br>-<br>0.07<br>-<br>0.01<br>0.02<br>0.05 | 10.2 %<br>8.2 %<br>11.8 % |  |  |



# **Net Cash Provided by Operating Activities to Free Cash Flow**

(Unaudited)

|  | Mondelēz International |       |    |       |    |       |    |       |    |         |  |  |  |
|--|------------------------|-------|----|-------|----|-------|----|-------|----|---------|--|--|--|
| For the Twelve Months Ended December 31,         |                        | 2019  |    | 2020  |    | 2021  |    | 2022  |    | 2023    |  |  |  |
| Net Cash Provided by Operating Activities (GAAP) | \$                     | 3,965 | \$ | 3,964 | \$ | 4,141 | \$ | 3,908 | \$ | 4,714   |  |  |  |
| Capital Expenditures                             |                        | (925) |    | (863) |    | (965) |    | (906) |    | (1,112) |  |  |  |
| Free Cash Flow (Non-GAAP)                        | \$                     | 3,040 | \$ | 3,101 | \$ | 3,176 | \$ | 3,002 | \$ | 3,602   |  |  |  |
| 5 Year average                                   |                        |       |    |       |    |       |    |       | \$ | 3,184   |  |  |  |

