
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

**Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): February 19, 2013

MONDELÉZ INTERNATIONAL, INC.

(Exact name of registrant as specified in its charter)

Virginia
(State or other jurisdiction
of incorporation)

1-16483
(Commission
File Number)

52-2284372
(I.R.S. Employer
Identification No.)

Three Parkway North, Deerfield, Illinois
(Address of Principal executive offices)

60015
(Zip Code)

Registrant's Telephone number, including area code: (847) 943-4000

Not Applicable
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01. Regulation FD Disclosure.

This information will not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

On February 19, 2013, Mondelez International, Inc. issued a press release relating to the presentation made by Mondelez International executives at the Consumer Analyst Group of New York 2013 Conference. A copy of the press release is being furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The presentation will be available via a live audio webcast within the Investor Center section of our Web site, www.mondelezinternational.com. An archived rebroadcast and the presentation slides will be available for one year following the webcast. The presentation slides, including Regulation G reconciliations, used in the presentation are being furnished as Exhibit 99.2 to this Current Report on Form 8-K.

Item 9.01. Financial Statements and Exhibits.

(d) The following exhibits are being furnished with this Current Report on Form 8-K.

<u>Exhibit Number</u>	<u>Description</u>
99.1	Mondelez International, Inc. Press Release, dated February 19, 2013.
99.2	Mondelez International, Inc. Slide Presentation, dated February 19, 2013.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

MONDELEZ INTERNATIONAL, INC.

Date: February 19, 2013

/s/ Carol J. Ward

Name: Carol J. Ward

Title: Vice President and Corporate Secretary



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Mondelēz International Highlights Strategies to Deliver Sustainable, Profitable Growth at CAGNY

BOCA RATON, Fla. – Feb. 19, 2013 – At the Consumer Analyst Group of New York (CAGNY) conference today, executives of Mondelēz International, Inc. (NASDAQ: MDLZ) highlighted the company’s competitive advantages as a more focused, growth company.

“I’m bullish about our future,” said Irene Rosenfeld, Chairman and CEO. “Although our top-line growth was disappointing in the back half last year, the quality of underlying revenue and earnings growth provides strong momentum as we enter 2013.”

Rosenfeld affirmed the company’s 2013 organic revenue growth outlook at the low end of its long-term target of 5 to 7 percent. She noted that growth will accelerate in the second half as the impact of lower coffee pricing and capacity constraints begin to abate by mid-year.

Multiple Competitive Advantages

“We have an advantaged geographic footprint, an enviable portfolio of iconic brands and innovation platforms, a virtuous cycle driving strong underlying operating momentum and a long runway of growth opportunities,” Rosenfeld said. “As a result, we’re well-positioned for sustainable, profitable growth, and I’m confident in our ability to deliver top-tier financial results.”

Rosenfeld showcased Mondelēz International’s leading positions in fast-growing categories, with nearly three-quarters of its net revenue coming from snacks. Globally, the Biscuits and Chocolate categories have each grown 6 percent annually since 2009. Gum and Candy grew 5 percent, while Coffee and Powdered Beverages were up 10 percent and 7 percent, respectively.

GDP growth per capita in developing markets will continue to be a key driver of these gains. With more than 40 percent of the company’s sales from developing markets, Mondelēz International is well-positioned to take advantage of this growth.

Rosenfeld also highlighted several ongoing growth opportunities. She cited examples of how the company is leveraging iconic Power Brands such as *Oreo* and global innovation platforms like *Bubbly* chocolate to drive growth. She also discussed how the company is increasing distribution in modern and traditional trade channels as well as entering white-space markets.

Generating Strong Cash Flow, Returning Cash to Shareholders, Improving ROIC

Dave Brearton, Executive Vice President and CFO, provided investors with an update on the company's cash flow and capital structure. He said the company expects to generate about \$4 billion of free cash flow over the next two years. This will fund the cash impact of the company's 2012-2014 Restructuring Program as well as cash to pay dividends, leaving approximately \$1 billion available for other uses.

Reinvesting in the business to drive growth will continue to be the top priority for cash. To support this growth, the company plans to increase capital investments to approximately 5 percent of net revenues in 2013 and 2014, focusing on expanding capacity in developing markets.

Even after funding growth opportunities, Brearton noted opportunities to return cash to shareholders through dividend increases and/or share repurchases. He said the current annual dividend of \$0.52 per share will increase over time at a lower rate than EPS growth, but with a dividend payout ratio that would not fall below 30 percent.

In addition, Brearton said that management would ask the board for a multi-year authorization to repurchase shares to offset dilution from stock options later this year. The cash cost of such a program would be approximately \$300-400 million per year.

Brearton underscored that the company would maintain an investment-grade rating with access to A2/P2 commercial paper.

Brearton concluded with a commitment to steady improvement in return on invested capital, targeting an increase of 30 to 50 basis points per year. Double-digit earnings growth and tight management of working capital and capital expenditures will drive the improvement.

Mondelēz International's presentation was accompanied by slides. Access to a replay of the CAGNY webcast with accompanying slides is available at www.mondelezinternational.com.

About Mondelez International

Mondelez International, Inc. (NASDAQ: MDLZ) is a global snacking powerhouse, with 2012 revenue of \$35 billion. Creating delicious moments of joy in 165 countries, Mondelez International is a world leader in chocolate, biscuits, gum, candy, coffee and powdered beverages, with billion-dollar brands such as *Cadbury*, *Cadbury Dairy Milk* and *Milka* chocolate, *Jacobs* coffee, *LU*, *Nabisco* and *Oreo* biscuits, *Tang* powdered beverages and *Trident* gum. Mondelez International is a proud member of the Standard and Poor's 500, NASDAQ 100 and Dow Jones Sustainability Index. Visit www.mondelezinternational.com and www.facebook.com/mondelezinternational.

Forward-Looking Statements

This press release contains a number of forward-looking statements. Words, and variations of words such as “deliver,” “affirmed,” “will,” “expects,” “priority,” “plans,” “commitment” and similar expressions are intended to identify our forward-looking statements, including but not limited to, statements that we are bullish about the future; strong momentum as we enter 2013; 2013 organic revenue growth; second half growth; competitive advantages; sustainable, profitable growth; top-tier financial results; GDP growth per capita in developing markets; ongoing growth opportunities; modern and traditional trade channels and white space; cash flow; priorities for cash; plans for capital investments; dividends; share repurchase plans; investment grade ratings; and steady improvement in return on invested capital. These forward-looking 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, increased competition, continued volatility in input costs, pricing actions, continued weakness in economic conditions, risks from operating globally 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 and subsequent reports on Forms 10-Q and 8-K. Mondelez International disclaims and does not undertake any obligation to update or revise any forward-looking statement in this press release, except as required by applicable law or regulation.



Mondelez International

CAGNY Conference

February 19, 2013



Forward-looking statements

This slide presentation contains a number of forward-looking statements. The words “deliver,” “accelerating,” “leverage,” “drive,” “expand,” “create,” “expect,” “opportunity,” “achievable,” and “increase” and similar expressions are intended to identify our forward-looking statements. Examples of our forward-looking statements include, but are not limited to, sustainable profitable growth; H2 2013 growth; long runway for growth; Power Brands; innovation platforms; Hot Zone penetration; Traditional Trade coverage; Next Wave markets; long-term growth target; Free Cash Flow; use of capital; balance sheet; and ROIC. These forward-looking statements involve risks and uncertainties, many of which are beyond our control, and important factors that could cause actual results to differ materially from those in the forward-looking statements include, but are not limited to, increased competition, pricing actions, continued volatility in commodity costs, continued weak economic conditions, risks from operating globally and tax law changes. For additional information on these and other factors that could affect our forward-looking statements, see our risk factors, as they may be amended from time to time, set forth in our filings with the SEC, including our most recently filed Annual Report on Form 10-K and subsequent reports on Forms 10-Q and 8-K. We disclaim and do not undertake any obligation to update or revise any forward-looking statement in this slide presentation, except as required by applicable law or regulation.



Irene Rosenfeld Chairman & CEO



Ingredients in place for sustainable, profitable growth



**Advantaged
Geographic
Footprint**

**Fast-
Growing
Categories**

**Favorite
Snacks
Brands**

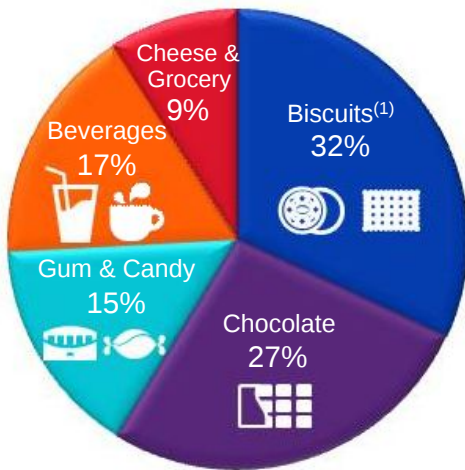
**Proven
Innovation
Platforms**

**Strong
Routes-to-
Market**

**World-Class
Talent &
Capabilities**



We are a global snacks powerhouse...



\$35 Billion
in 2012 Revenues

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



(1) Biscuits includes salted/other snacks



... and a leader in our categories

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

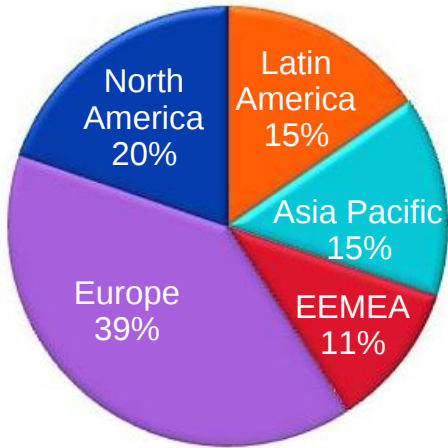
Source: Euromonitor market share

We offer many of the world's favorite brands



Advantaged geographic footprint

Based on 2013 Reporting Segments *



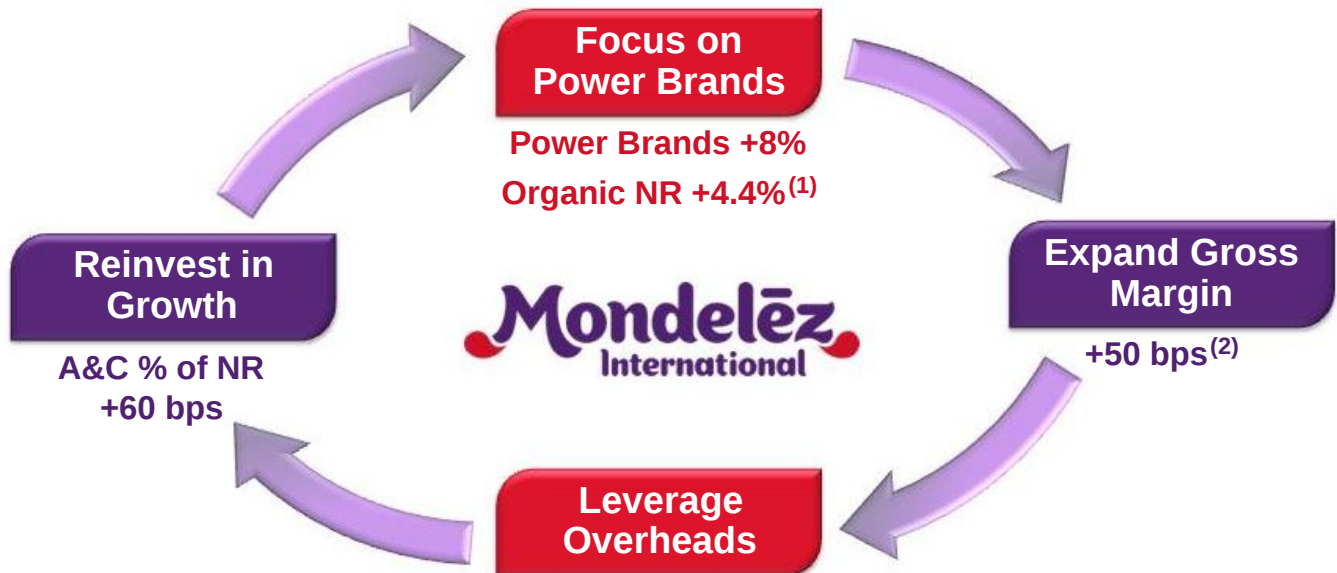
\$35 Billion
in 2012 Revenues

- Large, growing developing markets footprint
- Strong positions in North America and Europe

* In December 2012, we announced a reorganization of our management and reporting structure following the Spin-Off of Kraft Foods Group. Beginning in 2013, our operations, management and operating segments will reflect: Asia Pacific; Eastern Europe, Middle East & Africa ("EEMEA"); Europe; Latin America and North America. Accordingly, we will begin reporting on our new segment structure during the first quarter of 2013, including all historical periods we present. For purposes of this presentation the above pie chart reflects this structure based on our 2012 Net Revenues.



Track record of strong performance



Note: All figures based on FY 2012 results.

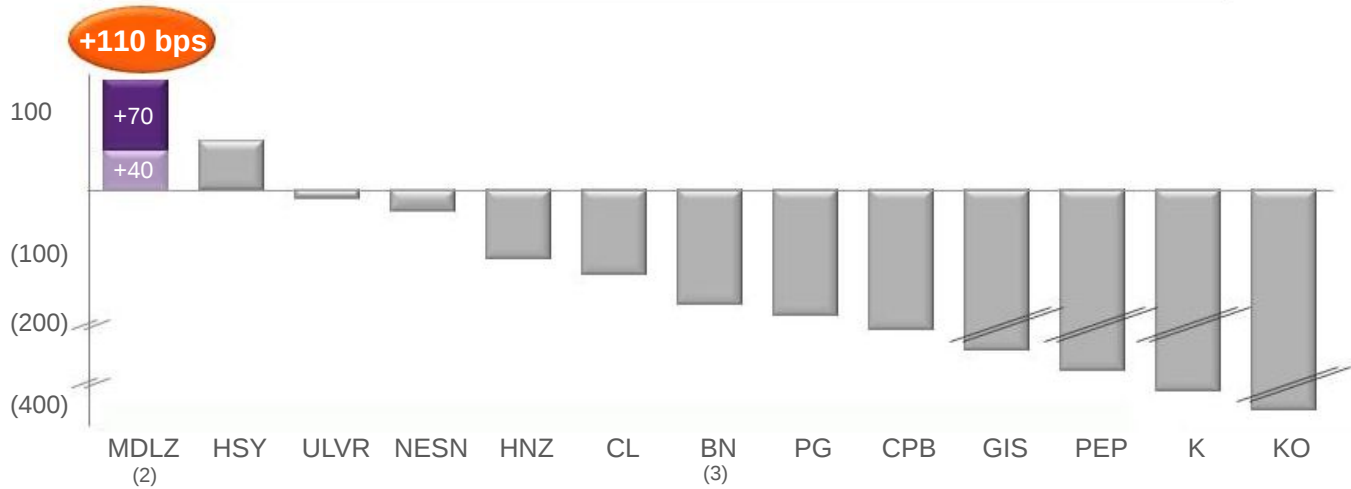
1) Reported net revenues decreased (2.2)% for FY 2012. See GAAP to Non-GAAP reconciliation at the end of the presentation.

2) Reflects Adjusted Gross Margin. Reported gross profit margin increased 70 bps. See GAAP to Non-GAAP reconciliation at the end of the presentation.



Led the peer group in margin performance over the past two years

Basis Points Increase in Operating Income Margin 2010 to 2012⁽¹⁾



- 1) Operating Income Margins exclude certain items as defined by the individual companies as sourced from their respective company reports.
- 2) Reflects Adjusted Operating Income Margin which excludes Integration Program costs, 2012-2014 Restructuring Program costs, Spin-Off Costs, Spin-Off-related pension adjustment, operating income from divestitures and gains & losses from divestitures, net. Reported Operating Income Margin was 7.9% in FY 2010; 9.8% in 2011; and 10.4% in FY 2012. See GAAP to Non-GAAP reconciliation at the end of this presentation.
- 3) Through 1H 2012.

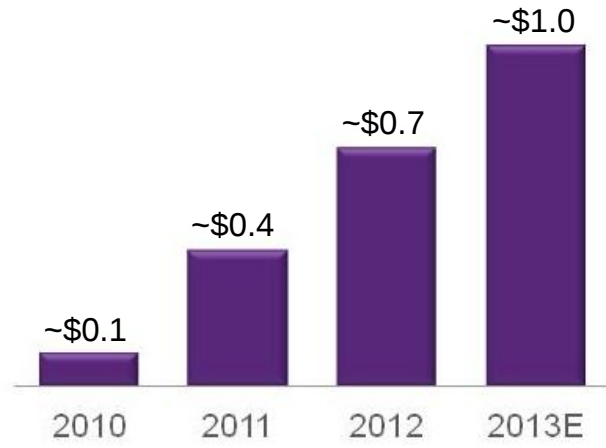
Successfully integrated Cadbury

(\$ in billions)

Cost Synergies
(Cumulative P&L Impact)



Revenue Synergies



Growth accelerating in H2 2013

H2 2012

- Growth tempered by:
 - Lower coffee pricing
 - Capacity constraints
 - Missteps in Brazil, Russia and Canada

H1 2013

- Lower coffee pricing and capacity constraints continue
- Improvement in Brazil, Russia and Canada

H2 2013






- Cycle lower coffee pricing
- New capacity on-stream

**FY 2013
Organic Revenue
growth at
low end of
5%-7% range**

We have a long runway for growth

- Leverage fast-growing categories
- Drive Power Brands and advantaged global innovation platforms
- Expand distribution
- Capitalize on numerous white space opportunities

Category growth remains robust...

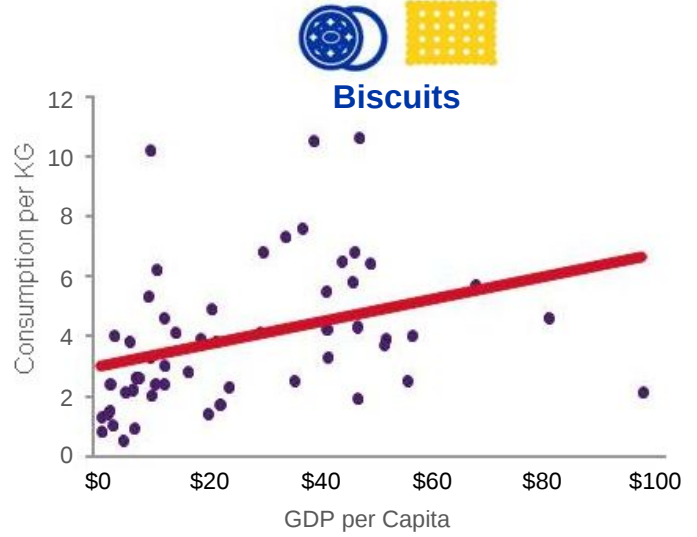
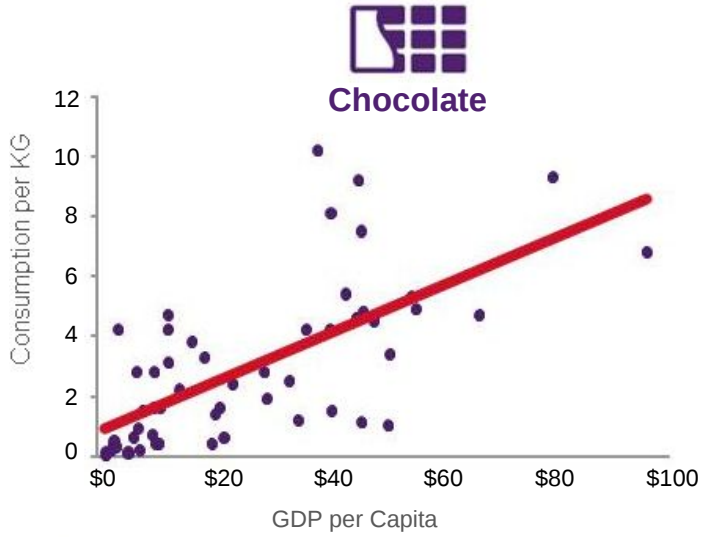
Category	Global Category CAGR (2009-2012)	MLDZ Market Position
 <p>Biscuits</p>	+6%	#1
 <p>Chocolate</p>	+6%	#1
 <p>Gum & Candy</p>	+5%	#2
 <p>Coffee</p>	+10%	#2
 <p>Powdered Beverages</p>	+7%	#1

Source: Euromonitor 2009-2011 actual and 2012 estimates



... driven by income growth in developing markets

Consumption vs. GDP per Capita



Source: Euromonitor 2011



Leverage Power Brands to drive top-tier growth

Capitalize on
Strengths in
Existing Markets

- \$1B in revenues in developing markets, up 20% in 2012
- Leverage successful U.S. experience, up 6% in 2012

Seize White Space
Opportunities




- Drive growth in Europe
- Expanding into other developing markets in 2013






Roll-out innovation platforms globally



Increase Hot Zone penetration in Modern Trade

Hot Zone Presence in MDLZ Covered Outlets			
	2013E	Increase '13E vs. '11	% Outlets Covered '13E
	1,800	+300	59%
	6,200	+3,100	62%
	56,700	+34,400	52%

Significant opportunity to expand Traditional Trade coverage

MDLZ Coverage of Traditional Trade Outlets			
	2013E	Increase '13E vs. '11	% Outlets Covered '13E
	274,000	+18,000	32%
	1,000,000	+298,000	14%
	450,000	+348,000	20%

Initiated white space launches in India and China










				
	Brazil	Russia	India	China
 Biscuits	✓	✓	2011 	✓
 Chocolate	✓	✓	✓	
 Gum	✓	✓		2012 



✓ Significant current market presence



Significant white space opportunities in Next Wave markets

	 Colombia	 Gulf Region	 Indonesia	 Nigeria	 Philippines	 S. Africa
 Biscuits			✓			
 Chocolate		✓				✓
 Gum						✓



✓ Significant current market presence



Long-term growth target is achievable

By Geography

By Category



Well-positioned for sustainable, profitable growth

- Advantaged geographic footprint
- Portfolio of iconic brands
- Virtuous cycle in full swing
- Long runway of future growth opportunities

Dave Brearton EVP and CFO



Generating cash to fund growth and drive solid returns

- Delivering solid Free Cash Flow
- Prioritizing uses of Free Cash Flow
- Focusing on Return on Invested Capital

Expect strong Free Cash Flow generation over next 2 years

	Combined 2013 and 2014
Cash from Operating Activities	~ \$8.0
Capital Expenditure (<i>excl. Restructuring Program</i>)	~ 4.0
Free Cash Flow, Pre-Restructuring	~ 4.0
2012-2014 Restructuring Program, cash impact	~ 1.0
Dividends @ \$0.52 per share	~ 2.0
Cash Available for Deployment	~ \$1.0

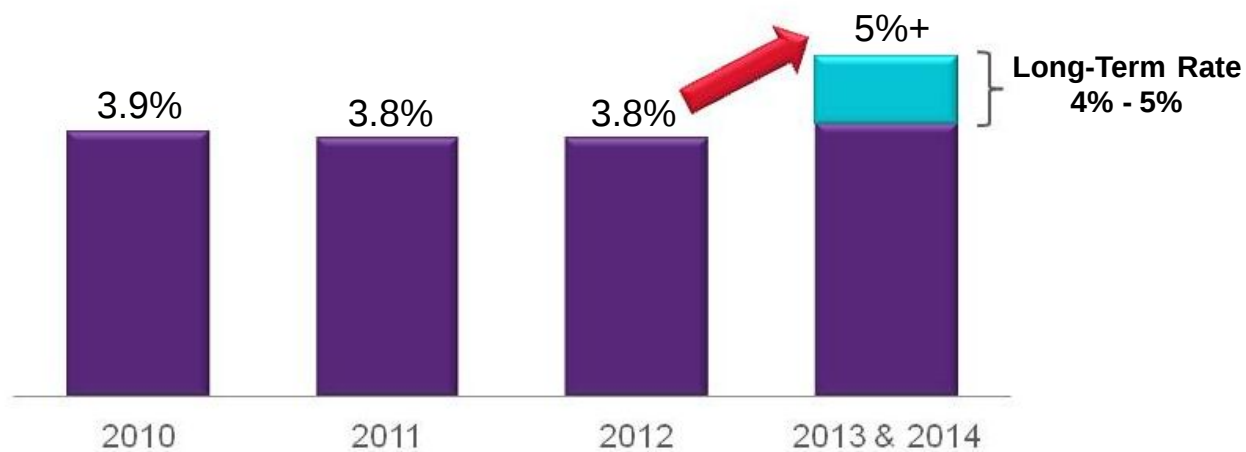
Priorities for use of Free Cash Flow

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

Disciplined Capital Deployment

Stepping-up capital investments to support growth

Capital Expenditures as Percentage of Net Revenue



Expanding capacity in developing markets

LA
MEA
AP

New Plants

-  Multi-Category
-  Multi-Category
-  Multi-Category
-  Multi-Category

Plant Expansions

-  Chocolate
-  Biscuits
-  Chocolate
-  Multi-Category
-  Chocolate
-  Gum
-  Biscuits
-  Biscuits
-  Biscuits
-  Gum

Returning capital to shareholders

Dividends

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

Share Repurchases

- Later this year will seek multi-year authorization to offset dilution

Preserve balance sheet flexibility



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

ROIC improvement will be driven by earnings growth and disciplined capital deployment

- ROIC currently at 7%
 - Total invested capital of \$47B at December 31, 2012
- ROIC to improve 30-50 bps per annum
 - Double-digit EPS growth
 - Tight management of working capital and capex
 - Return of capital to shareholders

Well-positioned for sustainable, profitable growth

- Advantaged geographic footprint
- Portfolio of iconic brands
- Virtuous cycle in full swing
- Long runway of future growth opportunities
- Generate strong cash flow

Mondelez International



GAAP to Non-GAAP Reconciliation

Net Revenues to Organic Net Revenues

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

	<u>As Restated (GAAP)</u>	<u>Impact of Divestitures</u>	<u>Impact of Integration Program</u>	<u>Impact of Accounting Calendar Changes⁽¹⁾</u>	<u>Impact of Currency</u>	<u>Organic (Non-GAAP)</u>	<u>% Change</u>	
							<u>As Restated (GAAP)</u>	<u>Organic (Non-GAAP)</u>
2012								
Mondelēz International	\$ 35,015	\$ (244)	\$ -	\$ -	\$ 1,576	\$ 36,347	(2.2)%	4.4%
2011								
Mondelēz International	\$ 35,810	\$ (316)	\$ 1	\$ (679)	\$ -	\$ 34,816		

⁽¹⁾ Includes the impacts of accounting calendar changes and the 53rd week of shipments in 2011.

GAAP to Non-GAAP Reconciliation

Net Revenues to Organic Net Revenues

For the Six Months Ended June 30,
(\$ in millions, except percentages) (Unaudited)

	As Restated (GAAP)	Impact of Divestitures	Impact of Integration Program	Impact of Accounting Calendar Changes ⁽¹⁾	Impact of Currency	Organic (Non-GAAP)	% Change	
							As Restated (GAAP)	Organic (Non-GAAP)
2012								
Mondelēz International	\$ 17,194	\$ (157)	\$ -	\$ -	\$ 841	\$ 17,878	(0.9)%	6.2%
2011								
Mondelēz International	\$ 17,353	\$ (176)	\$ -	\$ (349)	\$ -	\$ 16,828		

⁽¹⁾ Includes the impacts of accounting calendar changes and the 53rd week of shipments in 2011.

GAAP to Non-GAAP Reconciliation

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

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

	2012							
	As Restated (GAAP)	Integration Program costs ⁽¹⁾	Acquisition-Related costs	Spin-Off Costs and Related Adjustments ⁽²⁾	2012 - 2014 Restructuring Program costs ⁽³⁾	Operating Income from Divested Businesses ⁽⁴⁾	G/(L) on Divestitures, net	Adjusted (Non-GAAP)
Mondelēz International								
Gross Profit	\$ 13,076	\$ 28	\$ -	\$ 33	\$ 2	\$ (71)	\$ -	\$ 13,068
Gross Profit Margin	37.3%							37.6%
Operating Income	\$ 3,637	\$ 140	\$ 1	\$ 512	\$ 110	\$ (58)	\$ (107)	\$ 4,235
Operating Income Margin	10.4%							12.2%

⁽¹⁾ Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition. For the twelve months ended December 31, 2012, \$28 million was recorded in Cost of Sales and \$112 million was recorded in Selling, General and Administrative expenses.

⁽²⁾ Spin-Off Costs represent non-recurring transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group Business and the Mondelēz International Business. Spin-Off related adjustments refers to the pension adjustment defined as the estimated benefit plan expense based on market conditions and benefit plan assumptions as of January 1, 2012, associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

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

⁽⁴⁾ Reflects divestitures that occurred in 2012.

GAAP to Non-GAAP Reconciliation

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

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

	2011				
	As Restated (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	Operating Income from Divested Businesses ⁽³⁾	Adjusted (Non-GAAP)
Mondelēz International					
Gross Profit	\$ 13,100	\$ 110	\$ 43	\$ (83)	\$ 13,170
Gross Profit Margin	36.6%				37.1%
Operating Income	\$ 3,498	\$ 521	\$ 137	\$ (59)	\$ 4,097
Operating Income Margin	9.8%				11.5%

⁽¹⁾ Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition. For the twelve months ended December 31, 2011, \$1 million was recorded in Revenue, \$109 million was recorded in Cost of Sales and \$411 million was recorded in Selling, General and Administrative expenses.

⁽²⁾ Spin-Off Costs represent non-recurring transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group Business and the Mondelēz International Business. Spin-Off related adjustments refers to the pension adjustment defined as the estimated benefit plan expense based on market conditions and benefit plan assumptions as of January 1, 2012, associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

⁽³⁾ Reflects divestitures that occurred in 2012.

GAAP to Non-GAAP Reconciliation

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

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

	2010				
	As Restated (GAAP)	Integration Program costs ⁽¹⁾	Spin-Off Costs and Related Adjustments ⁽²⁾	Operating Income from Divested Businesses ⁽³⁾	Adjusted (Non-GAAP)
Mondelēz International					
Gross Profit	\$ 11,872	\$ 49	\$ 99	\$ (109)	\$ 11,911
Gross Profit Margin	37.7%				38.3%
Operating Income	\$ 2,496	\$ 646	\$ 364	\$ (56)	\$ 3,450
Operating Income Margin	7.9%				11.1%

⁽¹⁾ Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition. For the twelve months ended December 31, 2010, \$1 million was recorded in Revenue, \$48 million was recorded in Cost of Sales and \$597 million was recorded in Selling, General and Administrative expenses.

⁽²⁾ Spin-Off Costs represent non-recurring transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group Business and the Mondelēz International Business. Spin-Off related adjustments refers to the pension adjustment defined as the estimated benefit plan expense based on market conditions and benefit plan assumptions as of January 1, 2012, associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

⁽³⁾ Reflects divestitures that occurred in 2010 and 2012.

GAAP to Non-GAAP Reconciliation

Condensed Consolidated Statements of Earnings

Reported to Adjusted

For the Twelve Months Ended December 31, 2012
(in millions of dollars, except per share data) (Unaudited)

	As Reported	Integration Program Costs ⁽¹⁾	Spin-Off Costs ⁽²⁾	2012-2014 Restructuring Program Costs ⁽³⁾	Acquisition- Related Costs	Spin-Off Pension Adjustment ⁽²⁾	Spin-Off Interest Adjustment ⁽²⁾	Operating Income from Divested Businesses	Gain on Divestitures, net	As Adjusted
Net revenues	\$ 35,015	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (244)	\$ -	\$34,771
Cost of sales	21,939	(28)	-	(2)	-	(33)	-	(173)	-	21,703
Gross profit	13,076	28	-	2	-	(33)	-	(71)	-	13,068
Gross profit margin	37.3%									37.6%
Selling, general and administrative expenses	9,176	(112)	(444)	(7)	(1)	(35)	-	(13)	-	8,564
Asset impairment and exit costs	153	-	-	(101)	-	-	-	-	-	52
(Gains) / losses on divestitures, net	(107)	-	-	-	-	-	-	-	107	-
Amortization of intangibles	217	-	-	-	-	-	-	-	-	217
Operating income	3,637	140	444	110	1	68	-	(58)	(107)	4,235
Operating income margin	10.4%									12.2%
Interest and other expense, net	1,863	-	(609)	-	-	-	(161)	-	-	1,093
Earnings from continuing operations before income taxes	1,774	140	1,053	110	1	68	161	(58)	(107)	3,142
Provision for income taxes	207	6	347	40	-	26	60	(13)	(48)	625
Effective tax rate	11.7%									19.9%
Earnings from continuing operations	\$ 1,567	\$ 134	\$ 706	\$ 70	\$ 1	\$ 42	\$ 101	\$ (45)	\$ (59)	\$ 2,517
Noncontrolling interest	27	-	-	-	-	-	-	-	-	27
Net earnings attributable to Mondelez International	\$ 1,540	\$ 134	\$ 706	\$ 70	\$ 1	\$ 42	\$ 101	\$ (45)	\$ (59)	\$ 2,490
Per share data:										
Diluted earnings per share attributable to Mondelez International:										
- Continuing operations	\$ 0.86	\$ 0.08	\$ 0.39	\$ 0.04	\$ -	\$ 0.02	\$ 0.06	\$ (0.03)	\$ (0.03)	\$ 1.39
Average shares outstanding:										
Diluted	1,789									

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

⁽²⁾ Spin-Off Costs represent non-recurring transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group Business and the Mondelez International Business. Spin-Off related adjustments refers to the pension adjustment defined as the estimated benefit plan expense based on market conditions and benefit plan assumptions as of January 1, 2012, associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.

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

GAAP to Non-GAAP Reconciliation

Condensed Consolidated Statements of Earnings

Reported to Adjusted

For the Twelve Months Ended December 31, 2011
(in millions of dollars, except per share data) (Unaudited)

	As Reported	Integration Program Costs ⁽¹⁾	Spin-Off Costs ⁽²⁾	Spin-Off Pension Adjustment ⁽²⁾	Spin-Off Interest Adjustment ⁽²⁾	Operating Income from Divested Businesses	As Adjusted
Net revenues	\$ 35,810	\$ 1	\$ -	\$ -	\$ -	\$ (316)	\$ 35,495
Cost of sales	22,710	(109)	-	(43)	-	(233)	22,325
Gross profit	13,100	110	-	43	-	(83)	13,170
Gross profit margin	36.6%						37.1%
Selling, general and administrative expenses	9,382	(411)	(46)	(48)	-	(24)	8,853
Asset impairment and exit costs	(5)	-	-	-	-	-	(5)
(Gains) / losses on divestitures, net	-	-	-	-	-	-	-
Amortization of intangibles	225	-	-	-	-	-	225
Operating income	3,498	521	46	91	-	(59)	4,097
Operating income margin	9.8%						11.5%
Interest and other expense, net	1,618	-	-	-	(310)	-	1,308
Earnings from continuing operations before income taxes	1,880	521	46	91	310	(59)	2,789
Provision for income taxes	143	24	13	34	117	(14)	317
Effective tax rate	7.6%						11.4%
Earnings from continuing operations	\$ 1,737	\$ 497	\$ 33	\$ 57	\$ 193	\$ (45)	\$ 2,472
Noncontrolling interest	20	-	-	-	-	-	20
Net earnings attributable to Mondelez International	\$ 1,717	\$ 497	\$ 33	\$ 57	\$ 193	\$ (45)	\$ 2,452
Per share data:							
Diluted earnings per share attributable to Mondelez International:							
- Continuing operations	\$ 0.97	\$ 0.28	\$ 0.02	\$ 0.03	\$ 0.11	\$ (0.03)	\$ 1.38
Average shares outstanding:							
Diluted	1,772						

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

⁽²⁾ Spin-Off Costs represent non-recurring transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group Business and the Mondelez International Business. Spin-Off related adjustments refers to the pension adjustment defined as the estimated benefit plan expense based on market conditions and benefit plan assumptions as of January 1, 2012, associated with certain benefit plan obligations transferred to Kraft Foods Group in the Spin-Off.