Mondelēz International Q3 2015 Results

October 28, 2015



Forward-looking statements

This presentation contains a number of forward-looking statements. Words, and variations of words, such as "will," "expect," "would," "estimate," "anticipate," "deliver," "drive," "position," "target," "guidance," "outlook" and similar expressions are intended to identify our forward-looking statements, including, but not limited to, statements about: our future performance, including our future revenue growth, earnings per share, margins, cash flow, interest expense and taxes; currency and the effect of foreign exchange translation on our results of operations; startup challenges related to the coffee joint venture; investments; cost savings; market share; overheads; inventory; acquisitions; stranded overhead costs; share repurchases; and our Outlook, including 2015 Organic Net Revenue growth, Adjusted Operating Income margin, Adjusted EPS and Free Cash Flow excluding items. 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, risks from operating globally including in emerging markets; changes in currency exchange rates, controls and restrictions; continued volatility of commodity and other input costs; weakness in economic conditions; weakness in consumer spending; pricing actions; unanticipated disruptions to our business; competition; the restructuring program and our other transformation initiatives not yielding the anticipated benefits; changes in the assumptions on which the restructuring program is based; and tax law changes. Please also see our risk factors, as they may be amended from time to time, set forth in our filings with the SEC, including our most recently filed Annual Report on Form 10-K. Mondelez International disclaims and does not undertake any obligation to update or revise any forward-looking statement in this presentation, except as required by applicable law or regulation.











Strong margin expansion and solid top-line growth in Q3

Organic
Net Revenue
Growth

+3.7%

Adjusted
Gross Profit
Margin

39.1%1

+180 bps

Adjusted
Operating
Income Margin

14.1%

+170 bps

Adjusted EPS

\$0.42¹

Flat vs. PY at cst FX

1. See GAAP to Non-GAAP reconciliations at the end of this presentation.















Progressing Transformation Agenda

Focus Portfolio



- Created coffee joint venture
- Acquired Kinh Do biscuits business
- Acquired Enjoy Life Foods

Reduce Costs



- Delivering strong net productivity
- Exceeding indirect overhead savings targets
- Migrating to global shared services

Invest for Growth



- Increasing advertising & consumer support
- Accelerating rollout of growth platforms
- Expanding route-to-market capabilities











Sharpening focus on Cost, Growth and Execution

Cost Savings

Growth

Commercial Execution

Brian Gladden

Chief Financial Officer **Tim Cofer**

Chief Growth Officer **Mark Clouse**

Chief Commercial Officer





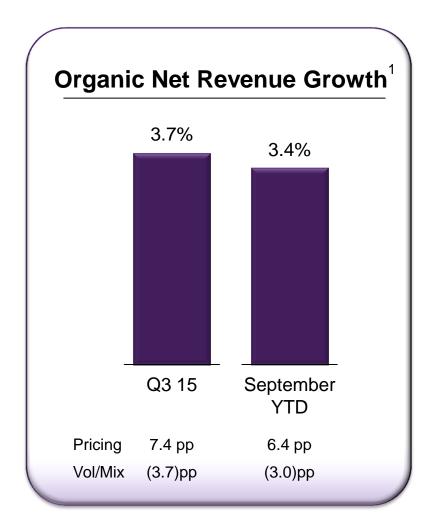








Pricing drove Q3 Organic Net Revenue growth



- Currency-driven pricing in highly inflationary markets to protect profitability
- Lower volume/mix due to elasticity, strategic decisions to improve revenue mix
- Power Brands: +5.1%¹
- Emerging markets: +10.3%¹
- Developed markets: (0.5)%¹

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













Emerging markets drove revenue growth

Q3 2015 Organic Net Revenue Growth¹

Latin America +17.4%

EEMEA +6.3

Asia Pacific +3.1

Europe (1.6)

North America +0.6

Total MDLZ +3.7%



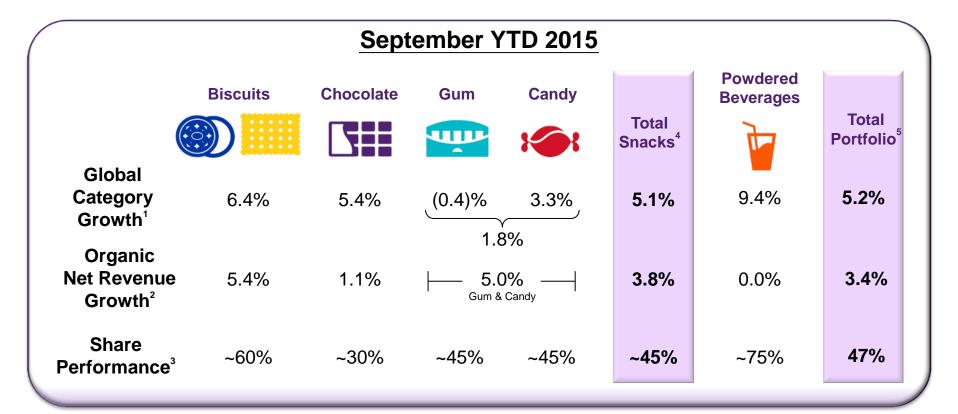








Share performance improving in response to narrowing price gaps and incremental A&C support



^{1.} Global Category Growth based on available Nielsen Global Data through September 2015 for measured channels in key markets where the company competes. The company has adjusted the Global Category Growth calculation to reflect current rather than average September YTD 2014 currency rates for the hyperinflationary markets of Venezuela and Argentina in order to better represent underlying category growth for the Total Portfolio. Absent the adjustment in the calculation, for September YTD 2015 Global Category Growth would have been 5.4% for Total Snacks and 5.5% for the Total Portfolio.

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

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

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





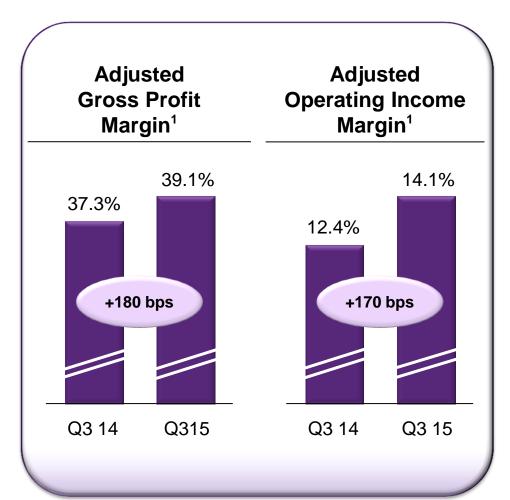






^{3.} Share Performance based on available Nielsen Global Data through September 2015 for measured channels in key markets where the company competes. Share Performance defined as percentage of revenues with share either increasing or holding versus the same prior year period.

Increased margins while stepping up growth investments



- Adjusted Gross Profit Margin +180 bps¹
 - Delivered strong net productivity
 - Includes mark-to-market impact of (40) bps
 - Adjusted Gross Profit +9%¹ (cst Fx)
- Adjusted OI Margin +170 bps¹
 - ZBB driving down overheads as % revenue
 - Increased A&C +50 bps to 8.5%+ revenue
 - Adjusted OI +18%¹ (cst Fx)

1. See GAAP to Non-GAAP reconciliations at the end of this presentation.





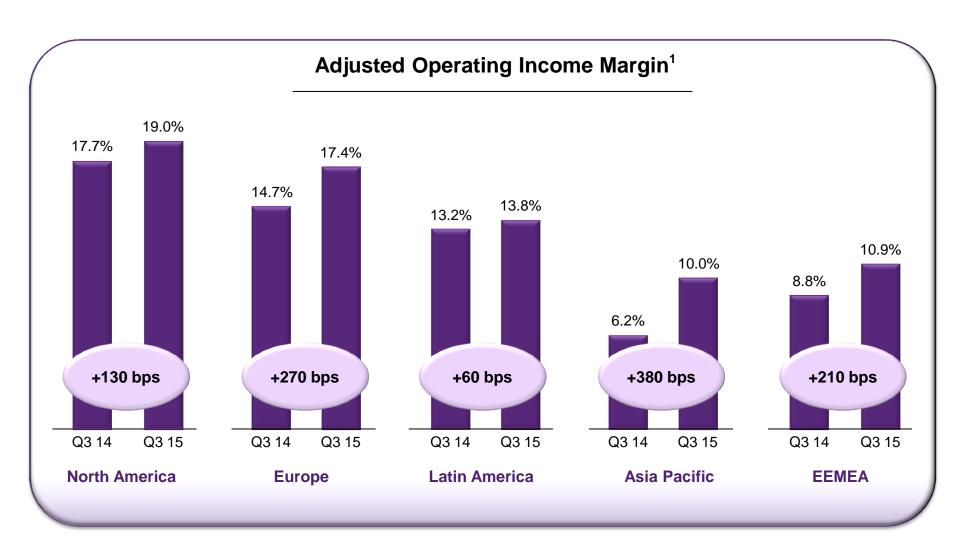








Expanded Adjusted OI margin across all regions



1. See GAAP to Non-GAAP reconciliations at the end of this presentation.







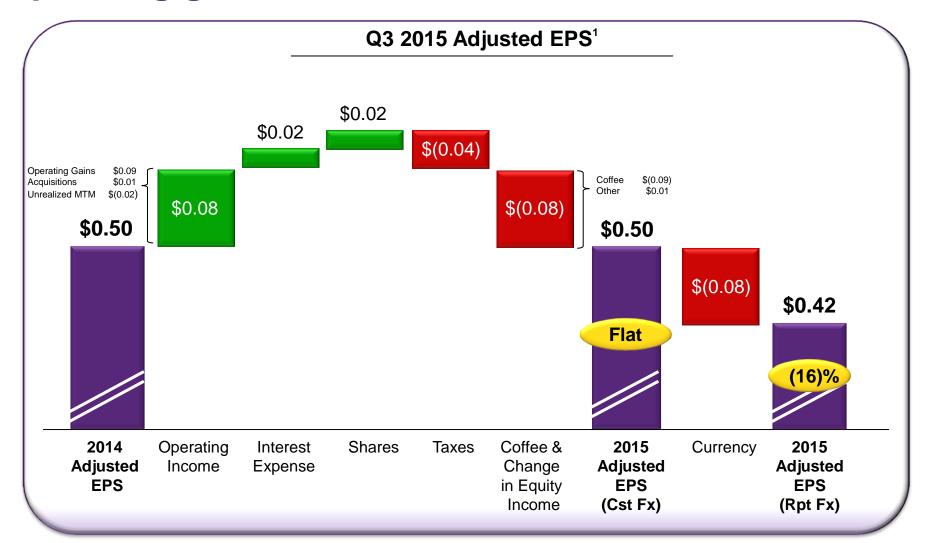








Coffee dilution and higher taxes offset strong operating gains





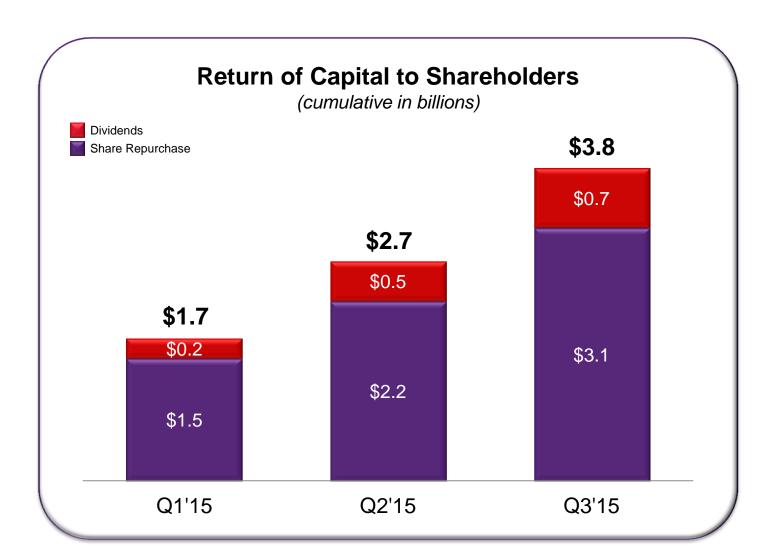








Committed to returning capital to shareholders













Reaffirming 2015 Outlook & 2016 Margin Target

Metric	2015 Outlook
Organic Net Revenue Growth	3%+ ~(13) pp FX headwind
Adj. Operating Income Margin	~14% excluding (20)-(30) bps of stranded costs 2016 Target: 15%-16%
Adj. EPS Growth (constant FX)	Double-Digit Growth ~\$(0.33) FX headwind
Free Cash Flow ex. items	~\$1.0B
Other Financial Modeling Items	
Interest Expense	~\$700MM
Tax Rate	Low 20s
Share Buybacks	~\$2B from H2'15 through H1'16













Delivered solid quarter in a volatile and challenging environment

- Continuing to make excellent progress against transformation agenda
- In Q3, significantly stepped up growth investments while delivering strong margin expansion in each region
- On track to deliver 2015 Outlook and 2016 Adjusted Operating Income margin target of 15%-16%











Mondelez, International



Average foreign currency rates for key countries

		Full Year 2014 ¹	Oct 26 th Rate ²	Impact vs FY 2014
0	Argentine Peso	8.12 / \$US	9.52 / \$US	•
* *	Australian Dollar	US\$0.90 / AUD	US\$0.72 / AUD	•
	Brazilian Real	2.35 / \$US	3.88 / \$US	•
*	Canadian Dollar	US\$0.91 / \$CDN	US\$0.76 / \$CDN	•
* * * * * * *	Euro	US\$1.33 / €	US\$1.10 / €	•
(a)	Indian Rupee	61.03 / \$US	64.95/ \$US	•
	Mexican Peso	13.31 / \$US	16.59 / \$US	•
	Russian Ruble	38.58 / \$US	62.04 / \$US	•
	Pound Sterling	US\$1.65/£	US\$1.53/£	•
₩	Venezuelan Bolivar	9.87 / \$US³	12.00 / \$US³	•

Source: Oanda

Mondelez

- 1. Basis for current 2015 FY guidance
- 2. Oct 26 published rates were used to estimate \$(0.33) unfavorable impact to current guidance
- 3. Based on the SICAD rate



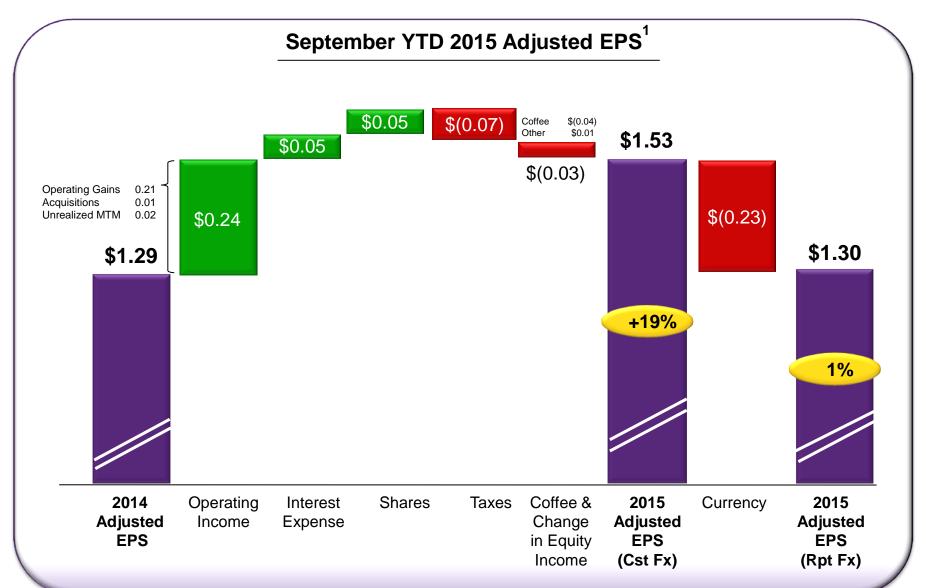








Operating gains drove double-digit EPS growth













Net Revenues to Organic Net Revenue

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

	Latin	America	Asia	a Pacific	E	EEMEA	E	Europe	North	America		ondelēz rnational
For the Three Months Ended September 30, 2015 Reported (GAAP) Historical coffee business	\$	1,233	\$	1,101	\$	\$ 586		2,173	\$	1,756	\$	6,849
Acquisitions Accounting calendar change		-		(74)		-		-		(10) (19)		(84) (19)
Currency Organic (Non-GAAP)	\$	311 1,544	\$	145 1,172	\$	185 771	\$	331 2,504	\$	43 1,770	\$	1,015 7,761
	Ψ	1,544		1,172	Ψ		Ψ	2,304	<u> </u>	1,770	<u> </u>	7,701
For the Three Months Ended September 30, 2014 Reported (GAAP)	\$	1,315	\$	1,153	\$	894	\$	3,215	\$	1,760	\$	8,337
Historical coffee business Acquisitions		-		(16) -		(169) -		(670) -		-		(855) -
Accounting calendar change Currency		-		-		-		-		-		-
Organic (Non-GAAP)	\$	1,315	\$	1,137	\$	725	\$	2,545	\$	1,760	\$	7,482
% Change												
Reported (GAAP) Historical coffee business		(6.2)%		(4.5)% 1.3 pp		(34.5)% 15.3 pp		(32.4)% 17.8 pp		(0.2)% - pp		(17.8)% 9.3 pp
Acquisitions		- pp -		(6.5)		-		- -		(0.6)		(1.1)
Accounting calendar change Currency		- 23.6		- 12.8		- 25.5		- 13.0		(1.0) 2.4		(0.3) 13.6
Organic (Non-GAAP)		17.4 %		3.1 %		6.3 %		(1.6)%		0.6 %		3.7 %
Vol/Mix		(10.0)pp		(2.4)pp		(7.5)pp	(2.4)pp					(3.7)pp
Pricing		27.4		5.5		13.8		0.8		0.4		7.4













Net Revenues to Organic Net Revenue

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

For the Nine Months Funded Contember 20, 2015	Latin	America	Asia	a Pacific	 EEMEA		Europe	North	America	Mondelēz International	
For the Nine Months Ended September 30, 2015 Reported (GAAP) Historical coffee business Acquisitions	\$	3,730 - -	\$	3,278 (33) (74)	\$ 2,150 (246) -	\$	7,963 (1,348)	\$	5,151 (25)	\$	22,272 (1,627) (99)
Accounting calendar change Currency		913		310	 480		- 1,185		(58) 93		(58) 2,981
Organic (Non-GAAP)	\$	4,643	\$	3,481	\$ 2,384	\$	7,800	\$	5,161	\$	23,469
For the Nine Months Ended September 30, 2014											
Reported (GAAP)	\$	3,913	\$	3,460	\$ 2,740	\$	10,151	\$	5,150	\$	25,414
Historical coffee business		(2)		(43)	(496)		(2,172)		-		(2,713)
Acquisitions		-		-	-		-		-		-
Accounting calendar change Currency		-		-	-		-		-		-
Organic (Non-GAAP)	\$	3,911	\$	3,417	\$ 2,244	\$	7,979	\$	5,150	\$	22,701
% Change											
Reported (GAAP)		(4.7)%		(5.3)%	(21.5)%		(21.6)%		-		(12.4)%
Historical coffee business		0.1 pp		0.3 pp	6.3 pp		4.5 pp		- pp		3.3 pp
Acquisitions		-		(2.1)	-		-		(0.5)		(0.5)
Accounting calendar change		-		-	-		-		(1.1)		(0.2)
Currency		23.3		9.0	 21.4		14.9		1.8		13.2
Organic (Non-GAAP)		18.7 %	====	1.9 %	 6.2 %	-	(2.2)%		0.2 %		3.4 %
Vol/Mix		(6.7)pp		(2.5)pp	(4.3)pp		(3.2)pp		0.1 pp		(3.0)pp
Pricing		25.4		4.4	10.5		1.0		0.1		6.4













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

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

For the Three Months Ended September 30, 2015 Gross Profit

Margin

39.0%

39.1%

Operating

Income

7,802

221

54 (7,122)

965

131 1,096 Operating

Income margin

113.9%

14.1%

	Net Re	evenues	Gros	s Profit
Reported (GAAP)	\$	6,849	\$	2,670
2012-2014 Restructuring Program costs		-		-
2014-2018 Restructuring Program costs		-		9
Integration Program and other acquisition integration costs		-		-
Costs associated with the coffee business transactions		-		-
Gain on the coffee business transactions		-		-
Acquisition-related costs				-
Adjusted (Non-GAAP)	\$	6,849	\$	2,679
Currency				363
Adjusted @ Constant FX (Non-GAAP)			\$	3,042

			For	the Three N	Months Ended Septer	mber 30,	2014	
	Net Re	evenues	Gros	s Profit	Gross Profit Margin		ating ome	Operating Income margin
Reported (GAAP)	\$	\$ 8,337		3,142	37.7%	\$	853	10.2%
Spin-Off Costs		-		-			4	
2012-2014 Restructuring Program costs		-		3			186	
2014-2018 Restructuring Program costs		-		1			67	
Integration Program and other acquisition integration costs		-		-			(1)	
Remeasurement of net monetary assets in Venezuela		-		-			19	
Costs associated with the coffee business transactions		-		-			10	
Operating income from historical coffee business		(855)		(356)			(184)	
Operating income from divestiture		-		-			(1)	
Reclassification of equity method investment earnings							(22)	
Adjusted (Non-GAAP)	\$	7,482	\$	2,790	37.3%	\$	931	12.4%
Currency		<u>-</u>		-				
Adjusted @ Constant FX (Non-GAAP)			\$	2,790		\$	931	

		-
	Gross Profit	Income
% Change - Reported (GAAP)	(15.0)%	814.7 %
% Change - Adjusted (Non-GAAP)	(4.0)%	3.7 %
% Change - Adjusted @ Constant FX (Non-GAAP)	9.0 %	17.7 %





Operating











Diluted EPS to Adjusted EPS

(Unaudited)

	For the Three Ended Sept		For the Nine Months Ended September 30,					
	Diluted EPS	% Growth	Diluted EPS	% Growth				
2014 Diluted EPS Attributable to Mondelēz International (GAAP)	\$ 0.53		\$ 0.98					
Spin-Off Costs	-		0.01					
2012-2014 Restructuring Program costs	0.08		0.15					
2014-2018 Restructuring Program costs	0.03		0.03					
Integration Program and other acquisition integration costs	-		-					
Remeasurement of net monetary assets in Venezuela	0.01		0.09					
(Income) / costs associated with the coffee business transactions	(0.15)		(0.15)					
Net earnings from divestiture	-		-					
Loss on debt extinguishment and related expenses			0.18					
2014 Adjusted EPS (Non-GAAP)	0.50		1.29					
Increase in operations	0.09		0.20					
Decrease in operations from historical coffee business	(0.08)		(0.03)					
and equity method investments								
Change unrealized gains / (losses) on hedging activities	(0.02)		0.02					
Acquisitions	0.01		0.01					
Accounting calendar change	-		0.01					
Gain on sale of property in 2014	-		-					
Lower interest and other expense / (income)	0.02		0.05					
Changes in shares outstanding	0.02		0.05					
Changes in income taxes	(0.04)		(0.07)					
2015 Adjusted EPS (Constant Currency) (Non-GAAP)	0.50	0.0%	1.53	18.6%				
Unfavorable foreign currency - translation	(0.08)		(0.23)					
2015 Adjusted EPS (Non-GAAP)	0.42	(16.0)%	1.30	0.8%				
2012-2014 Restructuring Program costs	-		-					
2014-2018 Restructuring Program costs	(0.11)		(0.29)					
Remeasurement of net monetary assets in Venezuela	-		(0.01)					
Income / (costs) associated with the coffee business transactions	(0.04)		0.03					
Loss related to interest rate swaps	-		(0.01)					
Gain on the coffee business transactions	4.25		4.21					
Net earnings from divestiture	-		(0.02)					
Loss on divestiture	-		(0.01)					
Equity method investee acquisition-related and other adjustments	(0.06)		(0.06)					
Acquisition-related costs	-		-					
Loss on debt extinguishment and related expenses			(0.28)					
2015 Diluted EPS Attributable to Mondelez International (GAAP)	\$ 4.46	741.5%	\$ 4.86	395.9%				















Net Revenues to Organic Net Revenue

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

	Power Brands		n-Power Brands	ondelēz rnational	Emerging markets		veloped narkets	Mondelēz International	
For the Three Months Ended September 30, 2015 Reported (GAAP) Historical coffee business	\$	4,594	\$ 2,255	\$ 6,849	\$	2,742	\$ 4,107	\$	6,849
Acquisitions		- (45)	(84)	(84)		(74)	(10)		(84)
Accounting calendar change Currency		(15) 685	(4) 330	(19) 1,015		- 579	(19) 436		(19) 1,015
Organic (Non-GAAP)	\$	5,264	\$ 2,497	\$ 7,761	\$	3,247	\$ 4,514	\$	7,761
For the Three Months Ended September 30, 2014									
Reported (GAAP)	\$	5,618	\$ 2,719	\$ 8,337	\$	3,205	\$ 5,132	\$	8,337
Historical coffee business Accounting calendar change		(611)	(244)	(855)		(260)	(595)		(855)
Organic (Non-GAAP)	\$	5,007	\$ 2,475	\$ 7,482	\$	2,945	\$ 4,537	\$	7,482
% Change									
Reported (GAAP)		(18.2)%	(17.1)%	(17.8)%		(14.4)%	(20.0)%		(17.8)%
Historical coffee business		10.0 pp	8.2 pp	9.3 pp		7.5 pp	10.5 pp		9.3 pp
Acquisitions		-	(3.4)	(1.1)		(2.5)	(0.2)		(1.1)
Accounting calendar change		(0.3)	(0.1)	(0.3)		-	(0.4)		(0.3)
Currency		13.6	 13.3	 13.6		19.7	 9.6		13.6
Organic (Non-GAAP)		5.1 %	 0.9 %	 3.7 %		10.3 %	 (0.5)%		3.7 %















Net Revenues to Organic Net Revenue by Consumer Sector

(in millions, except percentages) (Unaudited)

For the Nine Months Ended September 30, 2015
Reported (GAAP)
Historical coffee business
Acquisitions
Accounting calendar change
Currency
Organic (Non-GAAP)
For the Nine Months Ended September 30, 2014
Reported (GAAP)
Historical coffee business
Accounting calendar change
Organic (Non-GAAP)

	5	0.1									neese &		ondelēz
	Biscuits	Cł	nocolate	Gum	. & Candy	Tota	al Snacks	B	everage	G	rocery	Inte	rnational
\$	8,469 -	\$	5,746 -	\$	3,207	\$	17,422 -	\$	2,889 (1,627)	\$	1,961 -	\$	22,272 (1,627)
	(99)		-		-		(99)		-		-		(99)
	(46)		(2)		(10)		(58)		-		-		(58)
	877		1,087		472		2,436		198		347		2,981
\$	9,201	\$	6,831	\$	3,669	\$	19,701	\$	1,460	\$	2,308	\$	23,469
	0.700	Φ.	0.750	Φ.	0.404	•	40.000	Φ.	4.470	Φ.	0.004	•	05.444
\$	8,728	\$	6,758	\$	3,494	\$	18,980	\$	4,173	\$	2,261	\$	25,414
	-		-		-		-		(2,713)		-		(2,713)
\$	8,728	\$	6,758	\$	3,494	\$	18,980	\$	1,460	\$	2,261	\$	22,701
Ψ	0,720	- P	0,730	<u> </u>	3,434	Ψ	10,300	-	1,400	-	2,201	Þ	22,701
	(3.0)%		(15.0)%		(8.2)%		(8.2)%		(30.8)%		(13.3)%		(12.4)%
	5.4%		1.1%		5.0%		3.8%		0.0%		2.1%		3.4%



% Change

Reported (GAAP)
Organic (Non-GAAP)











Segment Data

Operating Income Margin To Adjusted Operating Income Margin

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

For the Three Months Ended September 30, 2015

	Latin America		Asia Pacific				Europe		North America		Unrealized G/(L) on Hedging Activities		General Corporate Expenses		Amortization of Intangibles		Other Items		ondelēz rnational
Net Revenue																			
Reported (GAAP)	\$	1,233	\$	1,101	\$	586	\$	2,173	\$	1,756	\$	-	\$	-	\$	-	\$	-	\$ 6,849
Historical coffee business																			 -
Adjusted (Non-GAAP)	\$	1,233	\$	1,101	\$	586	\$	2,173	\$	1,756	\$		\$	<u> </u>	\$		\$	<u> </u>	\$ 6,849
Operating Income																			
Reported (GAAP)	\$	134	\$	71	\$	52	\$	298	\$	275	\$	(4)	\$	(95)	\$	(45)	\$	7,116	\$ 7,802
2014-2018 Restructuring Program costs		36		36		8		54		58		-		29		-		-	221
Integration Program and other acquisition integration costs		-		3		-		-		-		-		1		-		-	4
Costs associated with the coffee business transactions		-		-		4		27		-		-		23		-		-	54
Gain on the coffee business transactions		-		-		-		-		-		-		-		-		(7,122)	(7,122)
Acquisition-related costs		-		-		-		-		-		-		-		-		6	6
Adjusted (Non-GAAP)	\$	170	\$	110	\$	64	\$	379	\$	333	\$	(4)	\$	(42)	\$	(45)	\$	-	\$ 965
Currency		41		24		17		57		6				(8)		(6)			131
Adjusted @ Constant FX (Non-GAAP)	\$	211	\$	134	\$	81	\$	436	\$	339	\$	(4)	\$	(50)	\$	(51)	\$		\$ 1,096
% Change - Reported (GAAP)		11.7 %		9.2 %	(44.1)%	(19.0)%		1.1 %		n/m		(69.6)%		6.3 %		n/m	814.7 %
% Change - Adjusted (Non-GAAP)		(2.3)%		57.1 %		0.0 %		1.6 %		7.1 %		n/m		(2.4)%		6.3 %		n/m	3.7 %
% Change - Adjusted @ Constant FX (Non-GAAP)		21.3 %		91.4 %		26.6 %		16.9 %		9.0 %		n/m		(22.0)%		(6.3)%		n/m	17.7 %
Operating Income Margin																			
Reported %		10.9 %		6.4 %		8.9 %		13.7 %		15.7 %									113.9 %
Reported pp change		1.8 pp		0.8 pp		(1.5)pp		2.3 pp		0.2 pp									103.7 pp
Adjusted %		13.8 %		10.0 %		10.9 %		17.4 %		19.0 %									14.1 %
Adjusted pp change		0.6 pp		3.8 pp		2.1 pp		2.7 pp		1.3 pp									1.7 pp















Segment Data

Operating Income Margin To Adjusted Operating Income Margin

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

For the Three Months Ended September 30, 2014

											······ –	.aca cop								
	Latin America		Asia Pacific		EEMEA		Europe		North America		Unrealized G/(L) on Hedging Activities		General Corporate Expenses		Amortization of Intangibles		Other Items		Mondelēz International	
Net Revenue																				
Reported (GAAP)	\$	1,315	\$ 1,1	153	\$ 8	94	\$	3,215	\$	1,760	\$	-	\$	-	\$	-	\$	-	\$	8,337
Divestitures	<u></u>			(16)	(1	69)		(670)												(855)
Adjusted (Non-GAAP)	\$	1,315	\$ 1,1	137	\$ 7	25	\$	2,545	\$	1,760	\$		\$		\$		\$		\$	7,482
Operating Income																				
Reported (GAAP)	\$	120	\$	65	\$	93	\$	368	\$	272	\$	39	\$	(56)	\$	(48)	\$	-	\$	853
Spin-Off Costs		-		-		-		-		-		-		4		-		-		4
2012-2014 Restructuring Program costs		3		28		14		99		41		-		1		-		-		186
2014-2018 Restructuring Program costs		32		4		3		14		1		-		13		-		-		67
Remeasurement of net monetary assets in Venezuela		19		-		-		-		-		-		-		-		-		19
Integration Program and other acquisition integration costs		-		-		-		-		-		-		(1)		-		-		(1)
Costs associated with the coffee business transactions		-		-		-		10		-		-		-		-		-		10
Operating income from historical coffee business		-		(8)	((45)		(118)		-		(11)		(2)		-		-		(184)
Operating income from divestiture		-		(1)		-		-		-		-		-		-		-		(1)
Reclassification of equity method investment earnings		-		(18)		(1)		-		(3)		-		-		-		-		(22)
Adjusted (Non-GAAP)	\$	174	\$	70	\$	64	\$	373	\$	311	\$	28	\$	(41)	\$	(48)	\$		\$	931
Currency		-		-		-		-		-		-		-		-		-		-
Adjusted @ Constant FX (Non-GAAP)	\$	174	\$	70	\$	64	\$	373	\$	311	\$	28	\$	(41)	\$	(48)	\$	-	\$	931
Operating Income Margin																				
Reported %		9.1 %	5.6	6 %	10.4	%		11.4 %		15.5 %										10.2 %
Adjusted %		13.2 %	6.2	2 %	8.8	%		14.7 %		17.7 %										12.4 %













