

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): January 1, 2013



Mondelēz 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))

Item 7.01. Regulation FD Disclosure.

This information, including Exhibit 99.1, will not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities under that section and it will not be 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.

Business Reorganization following Spin-Off

On December 3, 2012, Mondelēz International, Inc. and subsidiaries (collectively, “Mondelēz International”) announced a reorganization of our business and reporting structure following the spin-off of Kraft Foods Group, Inc. on October 1, 2012 (the “Spin-Off”).

Effective January 1, 2013, our operations and management were reorganized into five segments:

- Latin America (formerly in our Developing Markets segment)
- Asia Pacific (formerly in our Developing Markets segment)
- Eastern Europe, Middle East & Africa (“EEMEA”) (formerly in our Developing Markets segment)
- Europe (now includes certain European operations formerly in our Developing Markets segment) and
- North America

Following the Spin-Off, we changed our operating structure to reflect our greater concentration of operations in high-growth developing markets and we flattened our structure to further enhance collaboration across regions, expedite decision making and drive greater efficiencies to fuel our growth. We will begin to report our results of operations under the new segment structure in our quarterly report for the first quarter of 2013.

Segment Operating Income

We use segment operating income to evaluate segment performance and allocate resources. We believe it is appropriate to disclose this measure to help investors analyze segment performance and trends. Coincident with the change in segment structure, segment operating income for our North America region will also change to include all U.S. pension plan expenses, a portion of which was previously excluded from segment operating results evaluated by management as the costs were centrally managed. With this change, segment operating income is defined as:

Segment operating income—operating income by segment excluding general corporate expenses (which are a component of selling, general and administrative expenses), amortization of intangibles, gains and losses on divestitures, acquisition-related costs (which are a component of selling, general and administrative expenses) and unrealized gains and losses on hedging activities (which are a component of cost of sales). See additional information on our segment operating income within Note 16, *Segment Reporting*, to the consolidated financial statements in our Annual Report on Form 10-K for the year ended December 31, 2012.

Non-GAAP Financial Measures

We use additional non-GAAP financial information and believe it is useful to investors as it provides additional information to facilitate comparisons of historical operating results, identify trends in our underlying operating results and provide additional transparency on how we evaluate our business.

Our use of these non-GAAP financial measures is not meant to be considered in isolation or as a substitute for any U.S. GAAP financial measure. A limitation of the non-GAAP financial measures is they do not include all items of income and expense that affect us and have an impact on our U.S. GAAP reported results. The best way to address this limitation is by evaluating our non-GAAP financial measures in combination with our U.S. GAAP reported results and carefully evaluating the reconciliations of U.S. GAAP reported figures to the non-GAAP financial measures.

Our non-GAAP financial measures, Organic Net Revenue, Adjusted Operating Income and Operating EPS, are defined within our Annual Report on Form 10-K for the year ended December 31, 2012, and as it relates to the 2012 and 2011 periods presented, are defined as follows—

Organic Net Revenues—net revenues excluding the impact of acquisitions, divestitures, Integration Program costs, accounting calendar changes (including a 53rd week in 2011) and foreign currency rate fluctuations.

Adjusted Operating Income—operating income excluding the impact of Spin-Off Costs, the 2012-2014 Restructuring Program, Integration Program, acquisition-related costs, gains / losses on divestitures, pension costs related to obligations transferred in the Spin-Off and operating income from divested businesses. We also evaluate growth in our Adjusted Operating Income on a constant currency basis.

Operating EPS—diluted earnings per share (EPS) attributable to Mondelēz International from continuing operations excluding the impact of Spin-Off Costs, the 2012-2014 Restructuring Program, Integration Program, acquisition-related costs, gains / losses on divestitures, pension costs related to the obligations transferred in the Spin-Off, interest expense adjustment related to the Spin-Off transaction and operating income from divested businesses.

Financial Schedules

Enclosed within Exhibit 99.1 to this Form 8-K are Financial Schedules which provide net revenue and segment operating income under the new and former segment reporting structures for the years ended December 31, 2012, 2011 and 2010, and for the quarters in 2012 and 2011. The Financial Schedules also include our non-GAAP financial measures, Organic Net Revenues, Adjusted Operating Income and Operating EPS, for the same periods. The Financial Schedules present our results on a continuing operations basis. Refer to our Annual Report on Form 10-K for the year ended December 31, 2012 for further details of our discontinued operations.

Item 9.01. Financial Statements and Exhibits.

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

| <u>Exhibit Number</u> | <u>Description</u> |
|-----------------------|---------------------|
| 99.1 | Financial Schedules |

Mondelēz International, Inc. and Subsidiaries
Segment Realignment
Quarterly and Full Year 2012
(\$ in millions) (Unaudited)

| | 2012 | | | | |
|--|-----------------|-----------------|-----------------|-----------------|------------------|
| | Q1 | Q2 | Q3 | Q4 | Year |
| Net Revenues - As Reported | | | | | |
| Developing Markets | 3,882 | 3,838 | 3,709 | 4,226 | 15,655 |
| Europe | 3,151 | 3,004 | 2,849 | 3,453 | 12,457 |
| North America | <u>1,634</u> | <u>1,685</u> | <u>1,768</u> | <u>1,816</u> | <u>6,903</u> |
| Net Revenues - As Reported | \$ 8,667 | \$ 8,527 | \$ 8,326 | \$ 9,495 | \$ 35,015 |
| Segment Realignment | | | | | |
| <i>Developing Markets (to Europe, Latin America, Asia Pacific, Eastern Europe, Middle East & Africa)</i> | (3,882) | (3,838) | (3,709) | (4,226) | (15,655) |
| <i>Latin America (from Developing Markets)</i> | 1,370 | 1,340 | 1,286 | 1,400 | 5,396 |
| <i>Asia Pacific (from Developing Markets)</i> | 1,320 | 1,222 | 1,228 | 1,394 | 5,164 |
| <i>Eastern Europe, Middle East & Africa (from Developing Markets)</i> | 849 | 965 | 886 | 1,035 | 3,735 |
| <i>Europe (from Developing Markets)</i> | 343 | 311 | 309 | 397 | 1,360 |
| Net Revenues - As Revised | | | | | |
| Latin America | 1,370 | 1,340 | 1,286 | 1,400 | 5,396 |
| Asia Pacific | 1,320 | 1,222 | 1,228 | 1,394 | 5,164 |
| Eastern Europe, Middle East & Africa | 849 | 965 | 886 | 1,035 | 3,735 |
| Europe | 3,494 | 3,315 | 3,158 | 3,850 | 13,817 |
| North America | <u>1,634</u> | <u>1,685</u> | <u>1,768</u> | <u>1,816</u> | <u>6,903</u> |
| Net Revenues - As Revised | \$ 8,667 | \$ 8,527 | \$ 8,326 | \$ 9,495 | \$ 35,015 |

Mondelēz International, Inc. and Subsidiaries
Segment Realignment
Full Year 2010 and Quarterly and Full Year 2011
(\$ in millions) (Unaudited)

| | 2010 | 2011 | | | | Year |
|--|------------------|-----------------|-----------------|-----------------|-----------------|------------------|
| | Year | Q1 | Q2 | Q3 | Q4 | |
| Net Revenues - As Reported | | | | | | |
| Developing Markets | 13,420 | 3,572 | 3,990 | 3,944 | 4,115 | 15,621 |
| Europe | 11,628 | 3,016 | 3,525 | 3,099 | 3,716 | 13,356 |
| North America | 6,441 | 1,602 | 1,648 | 1,735 | 1,848 | 6,833 |
| Net Revenues - As Reported | \$ 31,489 | \$ 8,190 | \$ 9,163 | \$ 8,778 | \$ 9,679 | \$ 35,810 |
| <i>Segment Realignment</i> | | | | | | |
| <i>Developing Markets (to Europe, Latin America, Asia Pacific, Eastern Europe, Middle East & Africa)</i> | (13,420) | (3,572) | (3,990) | (3,944) | (4,115) | (15,621) |
| <i>Latin America (from Developing Markets)</i> | 4,541 | 1,256 | 1,415 | 1,379 | 1,353 | 5,403 |
| <i>Asia Pacific (from Developing Markets)</i> | 4,042 | 1,190 | 1,172 | 1,249 | 1,253 | 4,864 |
| <i>Eastern Europe, Middle East & Africa (from Developing Markets)</i> | 3,354 | 796 | 1,015 | 959 | 1,066 | 3,836 |
| <i>Europe (from Developing Markets)</i> | 1,483 | 330 | 388 | 357 | 443 | 1,518 |
| Net Revenues - As Revised | | | | | | |
| Latin America | 4,541 | 1,256 | 1,415 | 1,379 | 1,353 | 5,403 |
| Asia Pacific | 4,042 | 1,190 | 1,172 | 1,249 | 1,253 | 4,864 |
| Eastern Europe, Middle East & Africa | 3,354 | 796 | 1,015 | 959 | 1,066 | 3,836 |
| Europe | 13,111 | 3,346 | 3,913 | 3,456 | 4,159 | 14,874 |
| North America | 6,441 | 1,602 | 1,648 | 1,735 | 1,848 | 6,833 |
| Net Revenues - As Revised | \$ 31,489 | \$ 8,190 | \$ 9,163 | \$ 8,778 | \$ 9,679 | \$ 35,810 |

Mondelēz International, Inc. and Subsidiaries
Segment Realignment
Quarterly and Full Year 2012
(\$ in millions) (Unaudited)

| | 2012 | | | | |
|--|---------------|---------------|---------------|---------------|-----------------|
| | Q1 | Q2 | Q3 | Q4 | Year |
| Operating Income - As Reported | | | | | |
| Developing Markets | 512 | 534 | 525 | 496 | 2,067 |
| Europe | 384 | 396 | 415 | 418 | 1,613 |
| North America | 173 | 209 | 263 | 228 | 873 |
| Unrealized G/(L) on hedging activities | 18 | 23 | 1 | (41) | 1 |
| Certain U.S. pension plan costs | (25) | (25) | (29) | (13) | (92) |
| General corporate expenses | (103) | (147) | (283) | (181) | (714) |
| Amortization of intangibles | (56) | (53) | (54) | (54) | (217) |
| Gain/(Loss) on divestitures, net | — | — | — | 107 | 107 |
| Acquisition-related costs | — | — | — | (1) | (1) |
| Operating Income - As Reported | \$ 903 | \$ 937 | \$ 838 | \$ 959 | \$ 3,637 |
| Segment Realignment | | | | | |
| <i>Developing Markets (to Europe, Latin America, Asia Pacific, Eastern Europe, Middle East & Africa, General Corporate Expenses)</i> | (512) | (534) | (525) | (496) | (2,067) |
| <i>Latin America (from Developing Markets)</i> | 163 | 206 | 187 | 213 | 769 |
| <i>Asia Pacific (from Developing Markets)</i> | 177 | 150 | 198 | 132 | 657 |
| <i>Eastern Europe, Middle East & Africa (from Developing Markets)</i> | 138 | 141 | 107 | 120 | 506 |
| <i>Europe (from Developing Markets)</i> | 42 | 36 | 34 | 37 | 149 |
| <i>General Corporate Expenses (from Developing Markets)</i> | (8) | 1 | (1) | (6) | (14) |
| Certain U.S. Pension Plan Costs Restatement | | | | | |
| <i>Certain U.S. pension plan costs (to North America)</i> | 25 | 25 | 29 | 13 | 92 |
| <i>North America (from Certain U.S. pension plan costs)</i> | (25) | (25) | (29) | (13) | (92) |
| Operating Income - As Revised | | | | | |
| Latin America | 163 | 206 | 187 | 213 | 769 |
| Asia Pacific | 177 | 150 | 198 | 132 | 657 |
| Eastern Europe, Middle East & Africa | 138 | 141 | 107 | 120 | 506 |
| Europe | 426 | 432 | 449 | 455 | 1,762 |
| North America | 148 | 184 | 234 | 215 | 781 |
| Unrealized G/(L) on hedging activities | 18 | 23 | 1 | (41) | 1 |
| General corporate expenses | (111) | (146) | (284) | (187) | (728) |
| Amortization of intangibles | (56) | (53) | (54) | (54) | (217) |
| Gain/(Loss) on divestitures, net | — | — | — | 107 | 107 |
| Acquisition-related costs | — | — | — | (1) | (1) |
| Operating Income - As Revised | \$ 903 | \$ 937 | \$ 838 | \$ 959 | \$ 3,637 |

Mondelēz International, Inc. and Subsidiaries
Segment Realignment
Full Year 2010 and Quarterly and Full Year 2011
(\$ in millions) (Unaudited)

| | 2010 Year | 2011 | | | | Year |
|--|-----------------|---------------|---------------|---------------|---------------|-----------------|
| | | Q1 | Q2 | Q3 | Q4 | |
| Operating Income - As Reported | | | | | | |
| Developing Markets | 1,533 | 393 | 506 | 570 | 534 | 2,003 |
| Europe | 1,115 | 308 | 415 | 334 | 349 | 1,406 |
| North America | 805 | 201 | 203 | 225 | 234 | 863 |
| Unrealized G/(L) on hedging activities | 38 | 65 | (72) | 17 | (46) | (36) |
| Certain U.S. pension plan costs | (56) | (15) | (19) | (21) | (21) | (76) |
| General corporate expenses | (511) | (68) | (61) | (134) | (174) | (437) |
| Amortization of intangibles | (210) | (57) | (57) | (58) | (53) | (225) |
| Gain/(Loss) on divestitures, net | — | — | — | — | — | — |
| Acquisition-related costs | (218) | — | — | — | — | — |
| Operating Income - As Reported | \$ 2,496 | \$ 827 | \$ 915 | \$ 933 | \$ 823 | \$ 3,498 |
| Segment Realignment | | | | | | |
| <i>Developing Markets (to Europe, Latin America, Asia Pacific, Eastern Europe, Middle East & Africa, General Corporate Expenses)</i> | (1,533) | (393) | (506) | (570) | (534) | (2,003) |
| <i>Latin America (from Developing Markets)</i> | 506 | 156 | 214 | 200 | 189 | 759 |
| <i>Asia Pacific (from Developing Markets)</i> | 565 | 174 | 166 | 183 | 159 | 682 |
| <i>Eastern Europe, Middle East & Africa (from Developing Markets)</i> | 350 | 27 | 101 | 146 | 159 | 433 |
| <i>Europe (from Developing Markets)</i> | 138 | 41 | 33 | 47 | 59 | 180 |
| <i>General Corporate Expenses (from Developing Markets)</i> | (26) | (5) | (8) | (6) | (32) | (51) |
| Certain U.S. Pension Plan Costs Restatement | | | | | | |
| <i>Certain U.S. pension plan costs (to North America)</i> | 56 | 15 | 19 | 21 | 21 | 76 |
| <i>North America (from Certain U.S. pension plan costs)</i> | (56) | (15) | (19) | (21) | (21) | (76) |
| Operating Income - As Revised | | | | | | |
| Latin America | 506 | 156 | 214 | 200 | 189 | 759 |
| Asia Pacific | 565 | 174 | 166 | 183 | 159 | 682 |
| Eastern Europe, Middle East & Africa | 350 | 27 | 101 | 146 | 159 | 433 |
| Europe | 1,253 | 349 | 448 | 381 | 408 | 1,586 |
| North America | 749 | 186 | 184 | 204 | 213 | 787 |
| Unrealized G/(L) on hedging activities | 38 | 65 | (72) | 17 | (46) | (36) |
| General corporate expenses | (537) | (73) | (69) | (140) | (206) | (488) |
| Amortization of intangibles | (210) | (57) | (57) | (58) | (53) | (225) |
| Gain/(Loss) on divestitures, net | — | — | — | — | — | — |
| Acquisition-related costs | (218) | — | — | — | — | — |
| Operating Income - As Revised | \$ 2,496 | \$ 827 | \$ 915 | \$ 933 | \$ 823 | \$ 3,498 |

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Net Revenues
For the Twelve Months Ended December 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Impact of Divestitures ⁽¹⁾ | Impact of Integration Program | Impact of Accounting Calendar Changes ⁽²⁾ | Impact of Currency | Organic (Non-GAAP) | Organic Growth Drivers | |
|--------------------------------------|----------------------|--|-------------------------------------|---|-----------------------|-----------------------|------------------------|--------------|
| | | | | | | | Vol / Mix | Price |
| 2012 | | | | | | | | |
| Latin America | \$ 5,396 | \$ — | \$ — | \$ — | \$ 469 | \$ 5,865 | | |
| Asia Pacific | 5,164 | — | — | — | 82 | 5,246 | | |
| Eastern Europe, Middle East & Africa | 3,735 | — | — | — | 177 | 3,912 | | |
| Europe | 13,817 | (197) | — | — | 838 | 14,458 | | |
| North America | 6,903 | (47) | — | — | 10 | 6,866 | | |
| Mondelēz International | \$ 35,015 | \$ (244) | \$ — | \$ — | \$ 1,576 | \$ 36,347 | | |
| 2011 | | | | | | | | |
| Latin America | \$ 5,403 | \$ — | \$ — | \$ (24) | \$ — | \$ 5,379 | | |
| Asia Pacific | 4,864 | — | — | — | — | 4,864 | | |
| Eastern Europe, Middle East & Africa | 3,836 | — | — | (96) | — | 3,740 | | |
| Europe | 14,874 | (255) | 1 | (491) | — | 14,129 | | |
| North America | 6,833 | (61) | — | (68) | — | 6,704 | | |
| Mondelēz International | \$ 35,810 | \$ (316) | \$ 1 | \$ (679) | \$ — | \$ 34,816 | | |
| % Change | | | | | | | | |
| Latin America | (0.1)% | — pp | — pp | 0.4pp | 8.7pp | 9.0% | (0.5)pp | 9.5pp |
| Asia Pacific | 6.2% | — | — | — | 1.7 | 7.9% | 4.0 | 3.9 |
| Eastern Europe, Middle East & Africa | (2.6)% | — | — | 2.6 | 4.6 | 4.6% | 2.5 | 2.1 |
| Europe | (7.1)% | 0.3 | — | 3.4 | 5.7 | 2.3% | 1.5 | 0.8 |
| North America | 1.0% | 0.2 | — | 1.0 | 0.2 | 2.4% | (1.2) | 3.6 |
| Mondelēz International | (2.2)% | 0.2pp | — pp | 2.0pp | 4.4pp | 4.4% | 1.1pp | 3.3pp |

(1) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

(2) Reflects changes to accounting calendar close schedule and includes the 53rd week of shipments in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Net Revenues
For the Three Months Ended December 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Impact of Divestitures ⁽¹⁾ | Impact of Integration Program | Impact of Accounting Calendar Changes ⁽²⁾ | Impact of Currency | Organic (Non-GAAP) | Organic Growth Drivers | |
|--------------------------------------|----------------------|--|-------------------------------------|---|-----------------------|-----------------------|------------------------|--------------|
| | | | | | | | Vol / Mix | Price |
| 2012 | | | | | | | | |
| Latin America | \$ 1,400 | \$ — | \$ — | \$ — | \$ 92 | \$ 1,492 | | |
| Asia Pacific | 1,394 | — | — | — | (4) | 1,390 | | |
| Eastern Europe, Middle East & Africa | 1,035 | — | — | — | 12 | 1,047 | | |
| Europe | 3,850 | (10) | — | — | 72 | 3,912 | | |
| North America | 1,816 | (4) | — | — | (10) | 1,802 | | |
| Mondelēz International | \$ 9,495 | \$ (14) | \$ — | \$ — | \$ 162 | \$ 9,643 | | |
| 2011 | | | | | | | | |
| Latin America | \$ 1,353 | \$ — | \$ — | \$ — | \$ — | \$ 1,353 | | |
| Asia Pacific | 1,253 | — | — | — | — | 1,253 | | |
| Eastern Europe, Middle East & Africa | 1,066 | — | — | (45) | — | 1,021 | | |
| Europe | 4,159 | (38) | 1 | (217) | — | 3,905 | | |
| North America | 1,848 | (16) | — | (68) | — | 1,764 | | |
| Mondelēz International | \$ 9,679 | \$ (54) | \$ 1 | \$ (330) | \$ — | \$ 9,296 | | |
| % Change | | | | | | | | |
| Latin America | 3.5% | — pp | — pp | — pp | 6.8pp | 10.3% | 1.9pp | 8.4pp |
| Asia Pacific | 11.3% | — | — | — | (0.4) | 10.9% | 6.8 | 4.1 |
| Eastern Europe, Middle East & Africa | (2.9)% | — | — | 4.3 | 1.1 | 2.5% | 4.1 | (1.6) |
| Europe | (7.4)% | 0.7 | (0.1) | 5.3 | 1.7 | 0.2% | 1.7 | (1.5) |
| North America | (1.7)% | 0.6 | — | 3.8 | (0.5) | 2.2% | (1.0) | 3.2 |
| Mondelēz International | (1.9)% | 0.4pp | — pp | 3.5pp | 1.7pp | 3.7% | 2.1pp | 1.6pp |

(1) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

(2) Reflects changes to accounting calendar close schedule and includes the 53rd week of shipments in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Net Revenues
For the Three Months Ended September 30,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Impact of Divestitures ⁽¹⁾ | Impact of Accounting Calendar Changes ⁽²⁾ | Impact of Currency | Organic (Non-GAAP) | Organic Growth Drivers | |
|--------------------------------------|----------------------|--|---|-----------------------|-----------------------|------------------------|--------------|
| 2012 | | | | | | Vol / Mix | Price |
| Latin America | \$ 1,286 | \$ — | \$ — | \$ 143 | \$ 1,429 | | |
| Asia Pacific | 1,228 | — | — | 45 | 1,273 | | |
| Eastern Europe, Middle East & Africa | 886 | — | — | 61 | 947 | | |
| Europe | 3,158 | (60) | — | 318 | 3,416 | | |
| North America | 1,768 | (13) | — | 6 | 1,761 | | |
| Mondelēz International | \$ 8,326 | \$ (73) | \$ — | \$ 573 | \$ 8,826 | | |
| 2011 | | | | | | | |
| Latin America | \$ 1,379 | \$ — | \$ — | \$ — | \$ 1,379 | | |
| Asia Pacific | 1,249 | — | — | — | 1,249 | | |
| Eastern Europe, Middle East & Africa | 959 | — | — | — | 959 | | |
| Europe | 3,456 | (72) | — | — | 3,384 | | |
| North America | 1,735 | (14) | — | — | 1,721 | | |
| Mondelēz International | \$ 8,778 | \$ (86) | \$ — | \$ — | \$ 8,692 | | |
| % Change | | | | | | | |
| Latin America | (6.7)% | — pp | — pp | 10.3pp | 3.6% | (4.5)pp | 8.1pp |
| Asia Pacific | (1.7)% | — | — | 3.6 | 1.9% | (2.7) | 4.6 |
| Eastern Europe, Middle East & Africa | (7.6)% | — | — | 6.3 | (1.3)% | (1.4) | 0.1 |
| Europe | (8.6)% | 0.1 | — | 9.4 | 0.9% | 1.7 | (0.8) |
| North America | 1.9% | 0.1 | — | 0.3 | 2.3% | (0.2) | 2.5 |
| Mondelēz International | (5.1)% | 0.0pp | — pp | 6.6pp | 1.5% | (0.7)pp | 2.2pp |

- (1) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.
(2) Reflects changes to accounting calendar close schedule.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Net Revenues

For the Three Months Ended June 30,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Impact of Divestitures ⁽¹⁾ | Impact of Accounting Calendar Changes ⁽²⁾ | Impact of Currency | Organic (Non-GAAP) | Organic Growth Drivers | |
|--------------------------------------|----------------------|--|---|-----------------------|-----------------------|------------------------|--------------|
| 2012 | | | | | | Vol / Mix | Price |
| Latin America | \$ 1,340 | \$ — | \$ — | \$ 168 | \$ 1,508 | | |
| Asia Pacific | 1,222 | — | — | 56 | 1,278 | | |
| Eastern Europe, Middle East & Africa | 965 | — | — | 72 | 1,037 | | |
| Europe | 3,315 | (78) | — | 341 | 3,578 | | |
| North America | 1,685 | (17) | — | 13 | 1,681 | | |
| Mondelēz International | \$ 8,527 | \$ (95) | \$ — | \$ 650 | \$ 9,082 | | |
| 2011 | | | | | | | |
| Latin America | \$ 1,415 | \$ — | \$ (24) | \$ — | \$ 1,391 | | |
| Asia Pacific | 1,172 | — | — | — | 1,172 | | |
| Eastern Europe, Middle East & Africa | 1,015 | — | (51) | — | 964 | | |
| Europe | 3,913 | (99) | (274) | — | 3,540 | | |
| North America | 1,648 | (16) | — | — | 1,632 | | |
| Mondelēz International | \$ 9,163 | \$ (115) | \$ (349) | \$ — | \$ 8,699 | | |
| % Change | | | | | | | |
| Latin America | (5.3)% | — pp | 1.8pp | 11.9pp | 8.4% | (1.6)pp | 10.0pp |
| Asia Pacific | 4.3% | — | — | 4.7 | 9.0% | 5.7 | 3.3 |
| Eastern Europe, Middle East & Africa | (4.9)% | — | 5.4 | 7.1 | 7.6% | 4.5 | 3.1 |
| Europe | (15.3)% | 0.2 | 7.3 | 8.9 | 1.1% | (1.7) | 2.8 |
| North America | 2.2% | — | — | 0.8 | 3.0% | (2.4) | 5.4 |
| Mondelēz International | (6.9)% | 0.1pp | 4.0pp | 7.2pp | 4.4% | (0.1)pp | 4.5pp |

(1) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

(2) Reflects changes to accounting calendar close schedule.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Net Revenues

For the Three Months Ended March 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Impact of Divestitures ⁽¹⁾ | Impact of Accounting Calendar Changes ⁽²⁾ | Impact of Currency | Organic (Non-GAAP) | Organic Growth Drivers | |
|--------------------------------------|----------------------|--|---|-----------------------|-----------------------|------------------------|--------------|
| 2012 | | | | | | Vol / Mix | Price |
| Latin America | \$ 1,370 | \$ — | \$ — | \$ 66 | \$ 1,436 | | |
| Asia Pacific | 1,320 | — | — | (15) | 1,305 | | |
| Eastern Europe, Middle East & Africa | 849 | — | — | 32 | 881 | | |
| Europe | 3,494 | (49) | — | 107 | 3,552 | | |
| North America | 1,634 | (13) | — | 1 | 1,622 | | |
| Mondelēz International | \$ 8,667 | \$ (62) | \$ — | \$ 191 | \$ 8,796 | | |
| 2011 | | | | | | | |
| Latin America | \$ 1,256 | \$ — | \$ — | \$ — | \$ 1,256 | | |
| Asia Pacific | 1,190 | — | — | — | 1,190 | | |
| Eastern Europe, Middle East & Africa | 796 | — | — | — | 796 | | |
| Europe | 3,346 | (46) | — | — | 3,300 | | |
| North America | 1,602 | (15) | — | — | 1,587 | | |
| Mondelēz International | \$ 8,190 | \$ (61) | \$ — | \$ — | \$ 8,129 | | |
| % Change | | | | | | | |
| Latin America | 9.1% | — pp | — pp | 5.2pp | 14.3% | 2.7pp | 11.6pp |
| Asia Pacific | 10.9% | — | — | (1.2) | 9.7% | 6.0 | 3.7 |
| Eastern Europe, Middle East & Africa | 6.7% | — | — | 4.0 | 10.7% | 2.7 | 8.0 |
| Europe | 4.4% | — | — | 3.2 | 7.6% | 4.7 | 2.9 |
| North America | 2.0% | 0.1 | — | 0.1 | 2.2% | (1.3) | 3.5 |
| Mondelēz International | 5.8% | 0.1pp | — pp | 2.3pp | 8.2% | 3.2pp | 5.0pp |

- (1) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.
(2) Reflects changes to accounting calendar close schedule.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Net Revenues
For the Twelve Months Ended December 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Impact of Acquisitions | Impact of Divestitures ⁽¹⁾ | Impact of Integration | Impact of Accounting Calendar Changes ⁽²⁾ | Impact of Currency | Organic (Non-GAAP) | Organic Growth Drivers | | |
|---|----------------------|---------------------------|--|--------------------------|---|-----------------------|-----------------------|-------------------------------|--------------|--------------|
| | | | | | | | | Vol / Mix | Price | |
| 2011 | | | | | | | | | | |
| Latin America | \$ 5,403 | \$ (104) | \$ — | \$ — | \$ (24) | \$ (88) | \$ 5,187 | | | |
| Asia Pacific | 4,864 | (200) | — | — | — | (283) | 4,381 | | | |
| Eastern Europe, Middle East & Africa | 3,836 | (75) | — | — | (96) | 19 | 3,684 | | | |
| Europe | 14,874 | (201) | — | 1 | (466) | (677) | 13,531 | | | |
| North America | 6,833 | (117) | — | — | (69) | (45) | 6,602 | | | |
| Mondelēz International | \$ 35,810 | \$ (697) | \$ — | \$ 1 | \$ (655) | \$ (1,074) | \$ 33,385 | | | |
| 2010 | | | | | | | | | | |
| Latin America | \$ 4,541 | \$ — | \$ — | \$ — | \$ (38) | \$ — | \$ 4,503 | | | |
| Asia Pacific | 4,042 | — | — | — | (110) | — | 3,932 | | | |
| Eastern Europe, Middle East & Africa | 3,354 | — | — | 1 | — | — | 3,355 | | | |
| Europe | 13,111 | — | (105) | — | (45) | — | 12,961 | | | |
| North America | 6,441 | — | — | — | — | — | 6,441 | | | |
| Mondelēz International | \$ 31,489 | \$ — | \$ (105) | \$ 1 | \$ (193) | \$ — | \$ 31,192 | | | |
| | | | | | | | | Organic Growth Drivers | | |
| | | | | | | | | Vol / Mix | | Price |
| % Change | | | | | | | | | | |
| Latin America | 19.0% | (2.3)pp | — pp | — pp | 0.5pp | (2.0)pp | 15.2% | 4.4pp | 10.8pp | |
| Asia Pacific | 20.3% | (5.1) | — | — | 3.2 | (7.0) | 11.4% | 8.6 | 2.8 | |
| Eastern Europe, Middle East & Africa | 14.4% | (2.2) | — | (0.1) | (2.9) | 0.6 | 9.8% | 1.8 | 8.0 | |
| Europe | 13.4% | (1.6) | 0.9 | 0.1 | (3.2) | (5.2) | 4.4% | (0.3) | 4.7 | |
| North America | 6.1% | (1.8) | — | — | (1.1) | (0.7) | 2.5% | (1.0) | 3.5 | |
| Mondelēz International | 13.7% | (2.3)pp | 0.4pp | — pp | (1.4)pp | (3.4)pp | 7.0% | 1.5pp | 5.5pp | |

(1) Reflects divestitures that occurred in 2010; there were no divestitures that occurred in 2011.

(2) Reflects changes to accounting calendar close schedule and includes the 53rd week of shipments in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income
For the Twelve Months Ended December 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Integration Program costs ⁽¹⁾ | Spin-Off Costs and Related Adjustments ⁽²⁾ | 2012-2014 Restructuring Program costs ⁽³⁾ | Operating income from divested businesses ⁽⁴⁾ | Gain on divestitures, net | Acquisition-related costs | As Adjusted (Non-GAAP) | Impact of Currency | As Adjusted @ Constant FX (Non-GAAP) | % Change | | | |
|--|-------------------|--|---|--|--|---------------------------|---------------------------|------------------------|--------------------|--------------------------------------|-------------------|------------------------|--------------------------------------|--|
| | | | | | | | | | | | As Revised (GAAP) | As Adjusted (Non-GAAP) | As Adjusted @ Constant FX (Non-GAAP) | |
| 2012 | | | | | | | | | | | | | | |
| Latin America | \$ 769 | \$ 30 | \$ 8 | \$ 7 | \$ — | \$ — | \$ — | \$ 814 | \$ 46 | \$ 860 | 1.3% | (1.2)% | 4.4% | |
| Asia Pacific | 657 | 40 | 19 | — | — | — | — | 716 | 6 | 722 | (3.7)% | (2.1)% | (1.2)% | |
| Eastern Europe, Middle East & Africa | 506 | 13 | — | — | — | — | — | 519 | 19 | 538 | 16.9% | 9.0% | 13.0% | |
| Europe | 1,762 | 47 | 1 | 6 | (51) | — | — | 1,765 | 98 | 1,863 | 11.1% | (1.6)% | 3.8% | |
| North America | 781 | 6 | 77 | 98 | (7) | — | — | 955 | 3 | 958 | (0.8)% | 1.9% | 2.2% | |
| Unrealized G/(L) on hedging activities | 1 | — | — | — | — | — | — | 1 | — | 1 | 100.0+% | 100.0+% | 100.0+% | |
| General corporate expenses | (728) | 4 | 407 | (1) | — | — | — | (318) | (8) | (326) | (49.2)% | 21.3% | 19.3% | |
| Amortization of intangibles | (217) | — | — | — | — | — | — | (217) | (11) | (228) | 3.6% | 3.6% | (1.3)% | |
| Gain on divestitures, net | 107 | — | — | — | — | (107) | — | — | — | — | 100.0% | — | — | |
| Acquisition-related costs | (1) | — | — | — | — | — | 1 | — | — | — | (100.0)% | — | — | |
| Mondelēz International | \$ 3,637 | \$ 140 | \$ 512 | \$ 110 | \$ (58) | \$ (107) | \$ 1 | \$ 4,235 | \$ 153 | \$ 4,388 | 4.0% | 3.4% | 7.1% | |
| 2011 | | | | | | | | | | | | | | |
| Latin America | \$ 759 | \$ 65 | \$ — | \$ — | \$ — | \$ — | \$ — | \$ 824 | \$ — | \$ 824 | | | | |
| Asia Pacific | 682 | 49 | — | — | — | — | — | 731 | — | 731 | | | | |
| Eastern Europe, Middle East & Africa | 433 | 43 | — | — | — | — | — | 476 | — | 476 | | | | |
| Europe | 1,586 | 260 | — | — | (52) | — | — | 1,794 | — | 1,794 | | | | |
| North America | 787 | 66 | 91 | — | (7) | — | — | 937 | — | 937 | | | | |
| Unrealized G/(L) on hedging activities | (36) | — | — | — | — | — | — | (36) | — | (36) | | | | |
| General corporate expenses | (488) | 38 | 46 | — | — | — | — | (404) | — | (404) | | | | |
| Amortization of intangibles | (225) | — | — | — | — | — | — | (225) | — | (225) | | | | |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | — | | | | |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | — | | | | |
| Mondelēz International | \$ 3,498 | \$ 521 | \$ 137 | \$ — | \$ (59) | \$ — | \$ — | \$ 4,097 | \$ — | \$ 4,097 | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments 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 restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income
For the Three Months Ended December 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Integration Program costs ⁽¹⁾ | Spin-Off Costs and Related Adjustments ⁽²⁾ | 2012-2014 Restructuring Program costs ⁽³⁾ | Operating income from divested businesses ⁽⁴⁾ | Gain on divestitures, net | Acquisition-related costs | As Adjusted (Non-GAAP) | Impact of Currency | As Adjusted @ Constant FX (Non-GAAP) | % Change | | | |
|--|-------------------|--|---|--|--|---------------------------|---------------------------|------------------------|--------------------|--------------------------------------|-------------------|------------------------|--------------------------------------|--|
| | | | | | | | | | | | As Revised (GAAP) | As Adjusted (Non-GAAP) | As Adjusted @ Constant FX (Non-GAAP) | |
| 2012 | | | | | | | | | | | | | | |
| Latin America | \$ 213 | \$ 10 | \$ 2 | \$ — | \$ — | \$ — | \$ — | \$ 225 | \$ 16 | \$ 241 | 12.7% | 8.2% | 15.9% | |
| Asia Pacific | 132 | 17 | — | — | — | — | — | 149 | (3) | 146 | (17.0)% | (13.4)% | (15.1)% | |
| Eastern Europe, Middle East & Africa | 120 | 7 | — | — | — | — | — | 127 | 3 | 130 | (24.5)% | (24.0)% | (22.2)% | |
| Europe | 455 | 38 | 1 | 6 | (5) | — | — | 495 | 3 | 498 | 11.5% | 0.2% | 0.8% | |
| North America | 215 | 2 | 9 | 37 | 1 | — | — | 264 | — | 264 | 0.9% | 1.9% | 1.9% | |
| Unrealized G/(L) on hedging activities | (41) | — | — | — | — | — | — | (41) | — | (41) | 10.9% | 10.9% | 10.9% | |
| General corporate expenses | (187) | 2 | 67 | (2) | 1 | — | — | (119) | 4 | (115) | 9.2% | 19.0% | 21.8% | |
| Amortization of intangibles | (54) | — | — | — | — | — | — | (54) | (3) | (57) | (1.9)% | (1.9)% | (7.5)% | |
| Gain on divestitures, net | 107 | — | — | — | — | (107) | — | — | — | — | 100.0% | — | — | |
| Acquisition-related costs | (1) | — | — | — | — | — | 1 | — | — | — | (100.0)% | — | — | |
| Mondelēz International | \$ 959 | \$ 76 | \$ 79 | \$ 41 | \$ (3) | \$ (107) | \$ 1 | \$ 1,046 | \$ 20 | \$ 1,066 | 16.5% | (0.8)% | 1.1% | |
| 2011 | | | | | | | | | | | | | | |
| Latin America | \$ 189 | \$ 19 | \$ — | \$ — | \$ — | \$ — | \$ — | \$ 208 | \$ — | \$ 208 | | | | |
| Asia Pacific | 159 | 13 | — | — | — | — | — | 172 | — | 172 | | | | |
| Eastern Europe, Middle East & Africa | 159 | 8 | — | — | — | — | — | 167 | — | 167 | | | | |
| Europe | 408 | 91 | — | — | (5) | — | — | 494 | — | 494 | | | | |
| North America | 213 | 25 | 23 | — | (2) | — | — | 259 | — | 259 | | | | |
| Unrealized G/(L) on hedging activities | (46) | — | — | — | — | — | — | (46) | — | (46) | | | | |
| General corporate expenses | (206) | 13 | 46 | — | — | — | — | (147) | — | (147) | | | | |
| Amortization of intangibles | (53) | — | — | — | — | — | — | (53) | — | (53) | | | | |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | — | | | | |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | — | | | | |
| Mondelēz International | \$ 823 | \$ 169 | \$ 69 | \$ — | \$ (7) | \$ — | \$ — | \$ 1,054 | \$ — | \$ 1,054 | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments 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 restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income
For the Three Months Ended September 30,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Integration Program costs ⁽¹⁾ | Spin-Off Costs and Related Adjustments ⁽²⁾ | 2012-2014 Restructuring Program costs ⁽³⁾ | Operating income from divested businesses ⁽⁴⁾ | Gain on divestitures, net | As Adjusted (Non-GAAP) | Impact of Currency | As Adjusted @ Constant FX (Non-GAAP) | % Change | | |
|--|-------------------|--|---|--|--|---------------------------|------------------------|--------------------|--------------------------------------|-------------------|------------------------|--------------------------------------|
| | | | | | | | | | | As Revised (GAAP) | As Adjusted (Non-GAAP) | As Adjusted @ Constant FX (Non-GAAP) |
| 2012 | | | | | | | | | | | | |
| Latin America | \$ 187 | \$ 5 | \$ 6 | \$ 2 | \$ — | \$ — | \$ 200 | \$ 15 | \$ 215 | (6.5)% | (5.7)% | 1.4% |
| Asia Pacific | 198 | 4 | 19 | — | — | — | 221 | 5 | 226 | 8.2% | 15.1% | 17.7% |
| Eastern Europe, Middle East & Africa | 107 | 2 | — | — | — | — | 109 | 5 | 114 | (26.7)% | (29.2)% | (26.0)% |
| Europe | 449 | (28) | — | — | (19) | — | 402 | 35 | 437 | 17.8% | (3.8)% | 4.5% |
| North America | 234 | 3 | 23 | 15 | (3) | — | 272 | (1) | 271 | 14.7% | 11.5% | 11.1% |
| Unrealized G/(L) on hedging activities | 1 | — | — | — | — | — | 1 | — | 1 | (94.1)% | (94.1)% | (94.1)% |
| General corporate expenses | (284) | — | 200 | 1 | (1) | — | (84) | (3) | (87) | (100.0+)% | 37.3% | 35.1% |
| Amortization of intangibles | (54) | — | — | — | — | — | (54) | (1) | (55) | 6.9% | 6.9% | 5.2% |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | — | — | — |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | — | — | — |
| Mondelēz International | \$ 838 | \$ (14) | \$ 248 | \$ 18 | \$ (23) | \$ — | \$ 1,067 | \$ 55 | \$ 1,122 | (10.2)% | 2.1% | 7.4% |
| 2011 | | | | | | | | | | | | |
| Latin America | \$ 200 | \$ 12 | \$ — | \$ — | \$ — | \$ — | \$ 212 | \$ — | \$ 212 | | | |
| Asia Pacific | 183 | 9 | — | — | — | — | 192 | — | 192 | | | |
| Eastern Europe, Middle East & Africa | 146 | 8 | — | — | — | — | 154 | — | 154 | | | |
| Europe | 381 | 58 | — | — | (21) | — | 418 | — | 418 | | | |
| North America | 204 | 19 | 22 | — | (1) | — | 244 | — | 244 | | | |
| Unrealized G/(L) on hedging activities | 17 | — | — | — | — | — | 17 | — | 17 | | | |
| General corporate expenses | (140) | 6 | 1 | — | (1) | — | (134) | — | (134) | | | |
| Amortization of intangibles | (58) | — | — | — | — | — | (58) | — | (58) | | | |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | | | |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | | | |
| Mondelēz International | \$ 933 | \$ 112 | \$ 23 | \$ — | \$ (23) | \$ — | \$ 1,045 | \$ — | \$ 1,045 | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments 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 restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income
For the Three Months Ended June 30,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Integration Program costs ⁽¹⁾ | Spin-Off Costs and Related Adjustments ⁽²⁾ | 2012-2014 Restructuring Program costs ⁽³⁾ | Operating income from divested businesses ⁽⁴⁾ | Gain on divestitures, net | As Adjusted (Non-GAAP) | Impact of Currency | As Adjusted @ Constant FX (Non-GAAP) | % Change | | |
|--|-------------------|--|---|--|--|---------------------------|------------------------|--------------------|--------------------------------------|-------------------|------------------------|--------------------------------------|
| | | | | | | | | | | As Revised (GAAP) | As Adjusted (Non-GAAP) | As Adjusted @ Constant FX (Non-GAAP) |
| 2012 | | | | | | | | | | | | |
| Latin America | \$ 206 | \$ 6 | \$ — | \$ 5 | \$ — | \$ — | \$ 217 | \$ 21 | \$ 238 | (3.7)% | (6.9)% | 2.1% |
| Asia Pacific | 150 | 9 | — | — | — | — | 159 | 5 | 164 | (9.6)% | (12.6)% | (9.9)% |
| Eastern Europe, Middle East & Africa | 141 | 2 | — | — | — | — | 143 | 11 | 154 | 39.6% | 18.2% | 27.3% |
| Europe | 432 | 18 | — | — | (16) | — | 434 | 45 | 479 | (3.6)% | (10.9)% | (1.6)% |
| North America | 184 | (2) | 22 | 23 | (2) | — | 225 | 4 | 229 | — | 1.8% | 3.6% |
| Unrealized G/(L) on hedging activities | 23 | — | — | — | — | — | 23 | — | 23 | 100.0+% | 100.0+% | 100.0+% |
| General corporate expenses | (146) | 2 | 101 | 1 | — | — | (42) | (8) | (50) | (100.0+)% | 31.1% | 18.0% |
| Amortization of intangibles | (53) | — | — | — | — | — | (53) | (8) | (61) | 7.0% | 7.0% | (7.0)% |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | — | — | — |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | — | — | — |
| Mondelēz International | \$ 937 | \$ 35 | \$ 123 | \$ 29 | \$ (18) | \$ — | \$ 1,106 | \$ 70 | \$ 1,176 | 2.4% | 4.9% | 11.6% |
| 2011 | | | | | | | | | | | | |
| Latin America | \$ 214 | \$ 19 | \$ — | \$ — | \$ — | \$ — | \$ 233 | \$ — | \$ 233 | | | |
| Asia Pacific | 166 | 16 | — | — | — | — | 182 | — | 182 | | | |
| Eastern Europe, Middle East & Africa | 101 | 20 | — | — | — | — | 121 | — | 121 | | | |
| Europe | 448 | 58 | — | — | (19) | — | 487 | — | 487 | | | |
| North America | 184 | 14 | 23 | — | — | — | 221 | — | 221 | | | |
| Unrealized G/(L) on hedging activities | (72) | — | — | — | — | — | (72) | — | (72) | | | |
| General corporate expenses | (69) | 9 | (1) | — | — | — | (61) | — | (61) | | | |
| Amortization of intangibles | (57) | — | — | — | — | — | (57) | — | (57) | | | |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | | | |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | | | |
| Mondelēz International | \$ 915 | \$ 136 | \$ 22 | \$ — | \$ (19) | \$ — | \$ 1,054 | \$ — | \$ 1,054 | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments 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 restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income
For the Three Months Ended March 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Integration Program costs ⁽¹⁾ | Spin-Off Costs and Related Adjustments ⁽²⁾ | 2012-2014 Restructuring Program costs ⁽³⁾ | Operating income from divested businesses ⁽⁴⁾ | Gain on divestitures, net | As Adjusted (Non-GAAP) | Impact of Currency | As Adjusted @ Constant FX (Non-GAAP) | % Change | | |
|--|-------------------|--|---|--|--|---------------------------|------------------------|--------------------|--------------------------------------|-------------------|------------------------|--------------------------------------|
| | | | | | | | | | | As Revised (GAAP) | As Adjusted (Non-GAAP) | As Adjusted @ Constant FX (Non-GAAP) |
| 2012 | | | | | | | | | | | | |
| Latin America | \$ 163 | \$ 9 | \$ — | \$ — | \$ — | \$ — | \$ 172 | \$ (6) | \$ 166 | 4.5% | 0.6% | (2.9)% |
| Asia Pacific | 177 | 10 | — | — | — | — | 187 | (1) | 186 | 1.7% | 1.1% | 0.5% |
| Eastern Europe, Middle East & Africa | 138 | 2 | — | — | — | — | 140 | — | 140 | 100.0+% | 100.0+% | 100.0+% |
| Europe | 426 | 19 | — | — | (11) | — | 434 | 15 | 449 | 22.1% | 9.9% | 13.7% |
| North America | 148 | 3 | 23 | 23 | (3) | — | 194 | — | 194 | (20.4)% | (8.9)% | (8.9)% |
| Unrealized G/(L) on hedging activities | 18 | — | — | — | — | — | 18 | — | 18 | (72.3)% | (72.3)% | (72.3)% |
| General corporate expenses | (111) | — | 39 | (1) | — | — | (73) | (1) | (74) | (52.1)% | (17.7)% | (19.4)% |
| Amortization of intangibles | (56) | — | — | — | — | — | (56) | 1 | (55) | 1.8% | 1.8% | 3.5% |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | — | — | — |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | — | — | — |
| Mondelēz International | \$ 903 | \$ 43 | \$ 62 | \$ 22 | \$ (14) | \$ — | \$ 1,016 | \$ 8 | \$ 1,024 | 9.2% | 7.6% | 8.5% |
| 2011 | | | | | | | | | | | | |
| Latin America | \$ 156 | \$ 15 | \$ — | \$ — | \$ — | \$ — | \$ 171 | \$ — | \$ 171 | | | |
| Asia Pacific | 174 | 11 | — | — | — | — | 185 | — | 185 | | | |
| Eastern Europe, Middle East & Africa | 27 | 7 | — | — | — | — | 34 | — | 34 | | | |
| Europe | 349 | 53 | — | — | (7) | — | 395 | — | 395 | | | |
| North America | 186 | 8 | 23 | — | (4) | — | 213 | — | 213 | | | |
| Unrealized G/(L) on hedging activities | 65 | — | — | — | — | — | 65 | — | 65 | | | |
| General corporate expenses | (73) | 10 | — | — | 1 | — | (62) | — | (62) | | | |
| Amortization of intangibles | (57) | — | — | — | — | — | (57) | — | (57) | | | |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | | | |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | | | |
| Mondelēz International | \$ 827 | \$ 104 | \$ 23 | \$ — | \$ (10) | \$ — | \$ 944 | \$ — | \$ 944 | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments 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 restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income
For the Twelve Months Ended December 31,
(\$ in millions) (Unaudited)

| | As Revised (GAAP) | Integration Program costs ⁽¹⁾ | Spin-Off Costs and Related Adjust- ments ⁽²⁾ | Operating income from divested busi- nesses ⁽³⁾ | Gain on dive- stures, net | Acquisition- related costs | As Adjusted (Non-GAAP) | Impact of Currency | As Adjusted @ Constant FX (Non-GAAP) | % Change | | |
|---|----------------------|--|--|---|------------------------------------|----------------------------------|------------------------------|-----------------------|---|-------------------------|------------------------------|---|
| | | | | | | | | | | As Revised (GAAP) | As Adjusted (Non-GAAP) | As Adjusted @ Constant FX (Non-GAAP) |
| 2011 | | | | | | | | | | | | |
| Latin America | \$ 759 | \$ 65 | \$ — | \$ — | \$ — | \$ — | \$ 824 | \$ (41) | \$ 783 | 50.0% | 46.9% | 39.6% |
| Asia Pacific | 682 | 49 | — | — | — | — | 731 | (49) | 682 | 20.7% | 13.2% | 5.6% |
| Eastern Europe, Middle East & Africa | 433 | 43 | — | — | — | — | 476 | 2 | 478 | 23.7% | 20.5% | 21.0% |
| Europe | 1,586 | 260 | — | — | — | — | 1,846 | (80) | 1,766 | 26.6% | 18.9% | 13.7% |
| North America | 787 | 66 | 91 | — | — | — | 944 | (7) | 937 | 5.1% | 4.8% | 4.0% |
| Unrealized G/(L) on hedging activities | (36) | — | — | — | — | — | (36) | — | (36) | (100.0+)% | (100.0+)% | (100.0+)% |
| General corporate expenses | (488) | 38 | 46 | — | — | — | (404) | 4 | (400) | 9.1% | (5.8)% | (4.7)% |
| Amortization of intangibles | (225) | — | — | — | — | — | (225) | 12 | (213) | (7.1)% | (7.1)% | (1.4)% |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | — | — | — |
| Acquisition-related costs | — | — | — | — | — | — | — | — | — | 100.0% | — | — |
| Mondelēz International | \$ 3,498 | \$ 521 | \$ 137 | \$ — | \$ — | \$ — | \$ 4,156 | \$ (159) | \$ 3,997 | 40.1% | 18.7% | 14.1% |
| 2010 | | | | | | | | | | | | |
| Latin America | \$ 506 | \$ 47 | \$ — | \$ — | \$ — | \$ 8 | \$ 561 | \$ — | \$ 561 | | | |
| Asia Pacific | 565 | 72 | — | — | — | 9 | 646 | — | 646 | | | |
| Eastern Europe, Middle East & Africa | 350 | 39 | — | — | — | 6 | 395 | — | 395 | | | |
| Europe | 1,253 | 279 | — | (4) | — | 25 | 1,553 | — | 1,553 | | | |
| North America | 749 | 54 | 91 | — | — | 7 | 901 | — | 901 | | | |
| Unrealized G/(L) on hedging activities | 38 | — | — | — | — | — | 38 | — | 38 | | | |
| General corporate expenses | (537) | 155 | — | — | — | — | (382) | — | (382) | | | |
| Amortization of intangibles | (210) | — | — | — | — | — | (210) | — | (210) | | | |
| Gain on divestitures, net | — | — | — | — | — | — | — | — | — | | | |
| Acquisition-related costs | (218) | — | — | — | — | 218 | — | — | — | | | |
| Mondelēz International | \$ 2,496 | \$ 646 | \$ 91 | \$ (4) | \$ — | \$ 273 | \$ 3,502 | \$ — | \$ 3,502 | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments 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; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
 Reconciliation of GAAP to Non-GAAP Measures
 Operating Income/Net Earnings/Earnings per Share
 For the Twelve Months Ended December 31, 2012
 (in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | 2012-2014 Restructuring Program Costs ⁽³⁾ | Operating Income from Divested Businesses | Gain on Divestitures, net | Acquisition- Related Costs | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|--|---|---|--|---------------------------------|----------------------------------|---------------------------|
| Operating income | \$ 3,637 | \$ 140 | \$ 444 | \$ 68 | \$ — | \$ 110 | \$ (58) | \$ (107) | \$ 1 | \$ 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 | 68 | 161 | 110 | (58) | (107) | 1 | 3,142 |
| Provision for income taxes | 207 | 6 | 347 | 26 | 60 | 40 | (13) | (48) | — | 625 |
| Effective tax rate | 11.7% | | | | | | | | | 19.9% |
| Earnings from continuing operations | \$ 1,567 | \$ 134 | \$ 706 | \$ 42 | \$ 101 | \$ 70 | \$ (45) | \$ (59) | \$ 1 | \$ 2,517 |
| Noncontrolling interest | 27 | — | — | — | — | — | — | — | — | 27 |
| Net earnings attributable to Mondelēz International | \$ 1,540 | \$ 134 | \$ 706 | \$ 42 | \$ 101 | \$ 70 | \$ (45) | \$ (59) | \$ 1 | \$ 2,490 |

| | As Reported (GAAP) | | | | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|---------|---------|---------|---------|-----------|-----------|------|-------------------------|
| Per share data: | | | | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | | | | |
| - Continuing operations | \$ 0.86 | \$ 0.08 | \$ 0.39 | \$ 0.02 | \$ 0.06 | \$ 0.04 | \$ (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 Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) an interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012.

Mondelēz International, Inc. and Subsidiaries
 Reconciliation of GAAP to Non-GAAP Measures
 Operating Income/Net Earnings/Earnings per Share
 For the Three Months Ended December 31, 2012
 (in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | 2012-2014 Restructuring Program Costs ⁽³⁾ | Operating Income from Divested Businesses ⁽⁴⁾ | Gain on Divestitures, net | Acquisition-Related Costs | As Adjusted (Non-GAAP) |
|--|---------------------------|--|-------------------------------|--|---|--|--|---------------------------|---------------------------|-----------------------------|
| Operating income | \$ 959 | \$ 76 | \$ 79 | \$ — | \$ — | \$ 41 | \$ (3) | \$ (107) | \$ 1 | \$ 1,046 |
| Operating income margin | 10.1% | | | | | | | | | 11.0% |
| Interest and other expense, net | 295 | — | 10 | — | (26) | — | — | — | — | 279 |
| Earnings from continuing operations before income taxes | 664 | 76 | 69 | — | 26 | 41 | (3) | (107) | 1 | 767 |
| Provision for income taxes | 103 | 10 | 17 | — | 10 | 15 | (1) | (48) | — | 106 |
| Effective tax rate | 15.5% | | | | | | | | | 13.8% |
| Earnings from continuing operations | \$ 561 | \$ 66 | \$ 52 | \$ — | \$ 16 | \$ 26 | \$ (2) | \$ (59) | \$ 1 | \$ 661 |
| Noncontrolling interest | 9 | — | — | — | — | — | — | — | — | 9 |
| Net earnings attributable to Mondelēz International | \$ 552 | \$ 66 | \$ 52 | \$ — | \$ 16 | \$ 26 | \$ (2) | \$ (59) | \$ 1 | \$ 652 |
| | As Reported (GAAP) | | | | | | | | | Operating (Non-GAAP) |
| Per share data: | | | | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | | | | |
| - Continuing operations | \$ 0.31 | \$ 0.03 | \$ 0.03 | \$ — | \$ 0.01 | \$ 0.01 | \$ — | \$ (0.03) | \$ — | \$ 0.36 |
| Average shares outstanding: | | | | | | | | | | |
| Diluted | 1,793 | | | | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) an interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012.

Mondelēz International, Inc. and Subsidiaries
 Reconciliation of GAAP to Non-GAAP Measures
 Operating Income/Net Earnings/Earnings per Share
 For the Three Months Ended September 30, 2012
 (in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | 2012-2014 Restructuring Program Costs ⁽³⁾ | Operating Income from Divested Businesses ⁽⁴⁾ | Gain on Divestitures, net | Acquisition- Related Costs | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|--|---|---|---|---------------------------------|----------------------------------|---------------------------|
| Operating income | \$ 838 | \$ (14) | \$ 226 | \$ 22 | \$ — | \$ 18 | \$ (23) | \$ — | \$ — | \$ 1,067 |
| Operating income margin | 10.1% | | | | | | | | | 12.9% |
| Interest and other expense, net | 737 | — | (457) | — | (26) | — | — | — | — | (254) |
| Earnings from continuing operations before income taxes | 101 | (14) | 683 | 22 | 26 | 18 | (23) | — | — | 813 |
| Provision for income taxes | (76) | (9) | 231 | 8 | 10 | 7 | (5) | — | — | 166 |
| Effective tax rate | -75.2% | | | | | | | | | 20.4% |
| Earnings from continuing operations | \$ 177 | \$ (5) | \$ 452 | \$ 14 | \$ 16 | \$ 11 | \$ (18) | \$ — | \$ — | \$ 647 |
| Noncontrolling interest | 7 | — | — | — | — | — | — | — | — | 7 |
| Net earnings attributable to Mondelēz International | \$ 170 | \$ (5) | \$ 452 | \$ 14 | \$ 16 | \$ 11 | \$ (18) | \$ — | \$ — | \$ 640 |

| | As Reported (GAAP) | | | | | | | | | Operating (Non-GAAP) |
|--|--------------------------|------|---------|---------|---------|---------|-----------|------|------|-------------------------|
| Per share data: | | | | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | | | | |
| - Continuing operations | \$ 0.10 | \$ — | \$ 0.25 | \$ 0.01 | \$ 0.01 | \$ 0.01 | \$ (0.01) | \$ — | \$ — | \$ 0.36 * |
| Average shares outstanding: | | | | | | | | | | |
| Diluted | 1,789 | | | | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) an interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012.
- * Does not foot across due to rounding

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income/Net Earnings/Earnings per Share
For the Three Months Ended June 30, 2012
(in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | 2012-2014 Restructuring Program Costs ⁽³⁾ | Operating Income from Divested Businesses ⁽⁴⁾ | Gain on Divestitures, net | Acquisition- Related Costs | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|--|---|---|---|---------------------------------|----------------------------------|---------------------------|
| Operating income | \$ 937 | \$ 35 | \$ 100 | \$ 23 | \$ — | \$ 29 | \$ (18) | \$ — | \$ — | \$ 1,106 |
| Operating income margin | 11.0% | | | | | | | | | 13.1% |
| Interest and other expense, net | 344 | — | (28) | — | (36) | — | — | — | — | 280 |
| Earnings from continuing operations before income taxes | 593 | 35 | 128 | 23 | 36 | 29 | (18) | — | — | 826 |
| Provision for income taxes | 103 | 2 | 39 | 9 | 13 | 10 | (4) | — | — | 172 |
| Effective tax rate | 17.4% | | | | | | | | | 20.8% |
| Earnings from continuing operations | \$ 490 | \$ 33 | \$ 89 | \$ 14 | \$ 23 | \$ 19 | \$ (14) | \$ — | \$ — | \$ 654 |
| Noncontrolling interest | 5 | — | — | — | — | — | — | — | — | 5 |
| Net earnings attributable to Mondelēz International | \$ 485 | \$ 33 | \$ 89 | \$ 14 | \$ 23 | \$ 19 | \$ (14) | \$ — | \$ — | \$ 649 |

| | As Reported (GAAP) | | | | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|---------|---------|---------|---------|-----------|------|------|-------------------------|
| Per share data: | | | | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | | | | |
| - Continuing operations | \$ 0.27 | \$ 0.02 | \$ 0.05 | \$ 0.01 | \$ 0.01 | \$ 0.01 | \$ (0.01) | \$ — | \$ — | \$ 0.36 |
| Average shares outstanding: | | | | | | | | | | |
| Diluted | 1,786 | | | | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) an interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income/Net Earnings/Earnings per Share
For the Three Months Ended March 31, 2012
(in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | 2012-2014 Restructuring Program Costs ⁽³⁾ | Operating Income from Divested Businesses ⁽⁴⁾ | Gain on Divestitures, net | Acquisition- Related Costs | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|--|---|---|---|---------------------------------|----------------------------------|---------------------------|
| Operating income | \$ 903 | \$ 43 | \$ 39 | \$ 23 | \$ — | \$ 22 | \$ (14) | \$ — | \$ — | \$ 1,016 |
| Operating income margin | 10.4% | | | | | | | | | 11.8% |
| Interest and other expense, net | 487 | — | (134) | — | (73) | — | — | — | — | 280 |
| Earnings from continuing operations before income taxes | 416 | 43 | 173 | 23 | 73 | 22 | (14) | — | — | 736 |
| Provision for income taxes | 77 | 3 | 60 | 9 | 27 | 8 | (3) | — | — | 181 |
| Effective tax rate | 18.5% | | | | | | | | | 24.6% |
| Earnings from continuing operations | \$ 339 | \$ 40 | \$ 113 | \$ 14 | \$ 46 | \$ 14 | \$ (11) | \$ — | \$ — | \$ 555 |
| Noncontrolling interest | 6 | — | — | — | — | — | — | — | — | 6 |
| Net earnings attributable to Mondelēz International | \$ 333 | \$ 40 | \$ 113 | \$ 14 | \$ 46 | \$ 14 | \$ (11) | \$ — | \$ — | \$ 549 |

| | As Reported (GAAP) | | | | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|---------|---------|---------|---------|-----------|------|------|-------------------------|
| Per share data: | | | | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | | | | |
| - Continuing operations | \$ 0.19 | \$ 0.02 | \$ 0.06 | \$ 0.01 | \$ 0.03 | \$ 0.01 | \$ (0.01) | \$ — | \$ — | \$ 0.31 |
| Average shares outstanding: | | | | | | | | | | |
| Diluted | 1,783 | | | | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) an interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Restructuring Program costs represent restructuring and related implementation costs reflecting primarily severance, asset disposals and other manufacturing related costs.
- (4) Reflects divestitures that occurred in 2012.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income/Net Earnings/Earnings per Share
For the Twelve Months Ended December 31, 2011
(in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | Operating Income from Divested Businesses ⁽³⁾ | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|--|---|---|---------------------------|
| 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 Mondelēz International | \$ 1,717 | \$ 497 | \$ 33 | \$ 57 | \$ 193 | \$ (45) | \$ 2,452 |

| | As Reported (GAAP) | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|---------|---------|---------|-----------|-------------------------|
| Per share data: | | | | | | | |
| Diluted earnings per share attributable to Mondelēz 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 Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) and interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
 Reconciliation of GAAP to Non-GAAP Measures
 Operating Income/Net Earnings/Earnings per Share
For the Three Months Ended December 31, 2011
 (in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | Operating Income from Divested Businesses ⁽³⁾ | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|---|--|---|---------------------------|
| Operating income | \$ 823 | \$ 169 | \$ 46 | \$ 23 | \$ — | \$ (7) | \$ 1,054 |
| Operating income margin | 8.5% | | | | | | 10.9% |
| Interest and other expense, net | 504 | — | — | — | (77) | — | 427 |
| Earnings from continuing operations before income taxes | 319 | 169 | 46 | 23 | 77 | (7) | 627 |
| Provision for income taxes | (140) | 17 | 13 | 8 | 29 | (3) | (76) |
| Effective tax rate | -43.9% | | | | | | -12.1% |
| Earnings from continuing operations | \$ 459 | \$ 152 | \$ 33 | \$ 15 | \$ 48 | \$ (4) | \$ 703 |
| Noncontrolling interest | 12 | — | — | — | — | — | 12 |
| Net earnings attributable to Mondelēz International | \$ 447 | \$ 152 | \$ 33 | \$ 15 | \$ 48 | \$ (4) | \$ 691 |

| | As Reported (GAAP) | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|---------|---------|---------|------|-------------------------|
| Per share data: | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | |
| - Continuing operations | \$ 0.25 | \$ 0.08 | \$ 0.02 | \$ 0.01 | \$ 0.03 | \$ — | \$ 0.39 |
| Average shares outstanding: | | | | | | | |
| Diluted | 1,779 | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) and interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income/Net Earnings/Earnings per Share
For the Three Months Ended September 30, 2011
(in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | Operating Income from Divested Businesses ⁽³⁾ | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|---|--|---|---------------------------|
| Operating income | \$ 933 | \$ 112 | \$ — | \$ 23 | \$ — | \$ (23) | \$ 1,045 |
| Operating income margin | 10.6% | | | | | | 12.0% |
| Interest and other expense, net | 359 | — | — | — | (78) | — | 281 |
| Earnings from continuing operations before income taxes | 574 | 112 | — | 23 | 78 | (23) | 764 |
| Provision for income taxes | 66 | 1 | — | 9 | 30 | (5) | 101 |
| Effective tax rate | 11.5% | | | | | | 13.2% |
| Earnings from continuing operations | \$ 508 | \$ 111 | \$ — | \$ 14 | \$ 48 | \$ (18) | \$ 663 |
| Noncontrolling interest | 5 | — | — | — | — | — | 5 |
| Net earnings attributable to Mondelēz International | \$ 503 | \$ 111 | \$ — | \$ 14 | \$ 48 | \$ (18) | \$ 658 |

| | As Reported (GAAP) | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|------|---------|---------|-----------|-------------------------|
| Per share data: | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | |
| - Continuing operations | \$ 0.28 | \$ 0.06 | \$ — | \$ 0.01 | \$ 0.03 | \$ (0.01) | \$ 0.37 |
| Average shares outstanding: | | | | | | | |
| Diluted | 1,777 | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) and interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
 Reconciliation of GAAP to Non-GAAP Measures
 Operating Income/Net Earnings/Earnings per Share
 For the Three Months Ended June 30, 2011
 (in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | Operating Income from Divested Businesses ⁽³⁾ | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|---|--|---|---------------------------|
| Operating income | \$ 915 | \$ 136 | \$ — | \$ 22 | \$ — | \$ (19) | \$ 1,054 |
| Operating income margin | 10.0% | | | | | | 11.6% |
| Interest and other expense, net | 375 | — | — | — | (77) | — | 298 |
| Earnings from continuing operations before income taxes | 540 | 136 | — | 22 | 77 | (19) | 756 |
| Provision for income taxes | 95 | 16 | — | 8 | 29 | (4) | 144 |
| Effective tax rate | 17.6% | | | | | | 19.0% |
| Earnings from continuing operations | \$ 445 | \$ 120 | \$ — | \$ 14 | \$ 48 | \$ (15) | \$ 612 |
| Noncontrolling interest | — | — | — | — | — | — | — |
| Net earnings attributable to Mondelēz International | \$ 445 | \$ 120 | \$ — | \$ 14 | \$ 48 | \$ (15) | \$ 612 |

| | As Reported (GAAP) | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|------|---------|---------|-----------|-------------------------|
| Per share data: | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | |
| - Continuing operations | \$ 0.25 | \$ 0.07 | \$ — | \$ 0.01 | \$ 0.03 | \$ (0.01) | \$ 0.35 |
| Average shares outstanding: | | | | | | | |
| Diluted | 1,771 | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) and interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.

Mondelēz International, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Measures
Operating Income/Net Earnings/Earnings per Share
For the Three Months Ended March 31, 2011
(in millions of dollars, except per share data) (Unaudited)

| | As Reported (GAAP) | Integration Program Costs ⁽¹⁾ | Spin-Off Costs ⁽²⁾ | Spin-Off Pension Adjustment ⁽²⁾ | Spin-Off Interest Adjustment ⁽²⁾ | Operating Income from Divested Businesses ⁽³⁾ | As Adjusted (Non-GAAP) |
|---|--------------------------|--|----------------------------------|---|--|---|---------------------------|
| Operating income | \$ 827 | \$ 104 | \$ — | \$ 23 | \$ — | \$ (10) | \$ 944 |
| Operating income margin | 10.1% | | | | | | 11.6% |
| Interest and other expense, net | 380 | — | — | — | (78) | — | 302 |
| Earnings from continuing operations before income taxes | 447 | 104 | — | 23 | 78 | (10) | 642 |
| Provision for income taxes | 122 | (10) | — | 9 | 29 | (2) | 148 |
| Effective tax rate | 27.3% | | | | | | 23.1% |
| Earnings from continuing operations | \$ 325 | \$ 114 | \$ — | \$ 14 | \$ 49 | \$ (8) | \$ 494 |
| Noncontrolling interest | 3 | — | — | — | — | — | 3 |
| Net earnings attributable to Mondelēz International | \$ 322 | \$ 114 | \$ — | \$ 14 | \$ 49 | \$ (8) | \$ 491 |

| | As Reported (GAAP) | | | | | | Operating (Non-GAAP) |
|--|--------------------------|---------|------|---------|---------|------|-------------------------|
| Per share data: | | | | | | | |
| Diluted earnings per share attributable to Mondelēz International: | | | | | | | |
| - Continuing operations | \$ 0.18 | \$ 0.06 | \$ — | \$ 0.01 | \$ 0.03 | \$ — | \$ 0.28 |
| Average shares outstanding: | | | | | | | |
| Diluted | 1,760 | | | | | | |

- (1) Integration Program costs are defined as the costs associated with combining the Mondelēz International and Cadbury businesses, and are separate from those costs associated with the acquisition.
- (2) Spin-Off Costs represent transaction and transition costs associated with preparing the businesses for independent operations consisting primarily of financial advisory fees, legal fees, accounting fees, tax services and information systems infrastructure duplication, and financing and related costs to redistribute debt and secure investment grade ratings for both the Kraft Foods Group business and the Mondelēz International business. Spin-Off related adjustments refers to: (a) a 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; and (b) and interest adjustment defined as the interest expense associated with the assumed reduction of the \$6 billion of our debt on January 1, 2011, from the utilization of funds received from the \$6 billion of notes Kraft Foods Group issued directly and cash proceeds distributed to us in June 2012 in connection with our Spin-Off capitalization plan.
- (3) Reflects divestitures that occurred in 2012; there were no divestitures that occurred in 2011.