



Contacts: Tracey Noe (Media)
1-847-943-5678
news@mdlz.com

Shep Dunlap (Investors)
1-847-943-5454
ir@mdlz.com

Mondelēz International Reports Q3 2024 Results

Net Revenues increased +1.9%
Organic Net Revenue¹ grew +5.4%

Volume/Mix grew +0.3%

Diluted EPS declined -12.5% to \$0.63
Adjusted EPS¹ on a constant currency basis up +28.6% to \$0.99

YTD cash from operating activities \$3.5 billion
YTD Free Cash Flow¹ \$2.5 billion

Agreed to acquire a majority stake in Evirth

CHICAGO, Ill. – October 29, 2024 – Mondelēz International, Inc. (Nasdaq: MDLZ) today reported its third quarter 2024 results.

“We posted robust results for Q3, with accelerated top-line growth, strong earnings and attractive cash flow generation. These results were driven by our commitment to executing with excellence across our categories, markets and brands,” said Dirk Van de Put, Chair and Chief Executive Officer. “We remain focused on reinvesting behind our brands, driving distribution, expanding our capabilities and maintaining cost discipline. We continue working to accelerate our core business while strategically reshaping our portfolio – for example, through our expanded partnership with Evirth, a leading manufacturer of cakes and pastries in China. We are excited about the opportunity to further leverage our iconic brands and distribution to create more premium offerings in the fast-growing cakes and pastries space.”

Net Revenue

| \$ in millions | Reported Net Revenues | | Organic Net Revenue Growth | | |
|-------------------------------|-----------------------|--------------|----------------------------|-----------------|---------------|
| | Q3 2024 | % Chg vs PY | Q3 2024 | Vol/Mix | Pricing |
| Quarter 3 | | | | | |
| Latin America | \$ 1,204 | (7.7) % | 2.0 % | (3.9) pp | 5.9 pp |
| Asia, Middle East & Africa | 1,851 | 3.4 | 5.8 | 0.7 | 5.1 |
| Europe | 3,323 | 7.7 | 8.1 | 0.5 | 7.6 |
| North America | 2,826 | (0.7) | 3.7 | 1.7 | 2.0 |
| Mondelēz International | \$ 9,204 | 1.9 % | 5.4 % | 0.3 pp | 5.1 pp |
| Emerging Markets | \$ 3,530 | 0.1 % | 4.9 % | (1.0) pp | 5.9 pp |
| Developed Markets | \$ 5,674 | 3.1 % | 5.6 % | 1.0 pp | 4.6 pp |
| September Year-to-Date | | | | | |
| | YTD 2024 | | YTD 2024 | | |
| Latin America | \$ 3,755 | 0.3 % | 4.5 % | (2.7) pp | 7.2 pp |
| Asia, Middle East & Africa | 5,388 | 0.9 | 5.4 | (0.4) | 5.8 |
| Europe | 9,565 | 2.6 | 5.1 | (2.1) | 7.2 |
| North America | 8,129 | (2.1) | 1.8 | (0.5) | 2.3 |
| Mondelēz International | \$ 26,837 | 0.5 % | 4.0 % | (1.4) pp | 5.4 pp |
| Emerging Markets | \$ 10,523 | 0.9 % | 6.0 % | (1.0) pp | 7.0 pp |
| Developed Markets | \$ 16,314 | 0.3 % | 2.8 % | (1.6) pp | 4.4 pp |

Operating Income and Diluted EPS

| \$ in millions, except per share data | Reported | | Adjusted | | |
|---------------------------------------|-----------------|----------------|-----------------|----------------|----------------|
| | Q3 2024 | vs PY (Rpt Fx) | Q3 2024 | vs PY (Rpt Fx) | vs PY (Cst Fx) |
| Quarter 3 | | | | | |
| Gross Profit | \$ 2,999 | (14.2) % | \$ 3,729 | 10.3 % | 11.2 % |
| Gross Profit Margin | 32.6 % | (6.1) pp | 40.5 % | 2.3 pp | |
| Operating Income | \$ 1,153 | (16.4) % | \$ 1,738 | 20.9 % | 22.0 % |
| Operating Income Margin | 12.5 % | (2.8) pp | 18.9 % | 2.7 pp | |
| Net Earnings ² | \$ 853 | (13.3) % | \$ 1,326 | 25.0 % | 25.8 % |
| Diluted EPS | \$ 0.63 | (12.5) % | \$ 0.99 | 28.6 % | 28.6 % |
| September Year-to-Date | | | | | |
| | YTD 2024 | | YTD 2024 | | |
| Gross Profit | \$ 10,546 | 2.4 % | \$ 10,741 | 9.6 % | 11.4 % |
| Gross Profit Margin | 39.3 % | 0.7 pp | 40.1 % | 2.7 pp | |
| Operating Income | \$ 4,734 | 9.9 % | \$ 4,940 | 16.8 % | 20.1 % |
| Operating Income Margin | 17.6 % | 1.5 pp | 18.4 % | 2.3 pp | |
| Net Earnings | \$ 2,866 | (28.5) % | \$ 3,782 | 17.4 % | 20.8 % |
| Diluted EPS | \$ 2.12 | (27.4) % | \$ 2.80 | 19.1 % | 23.0 % |

Third Quarter Commentary

- **Net revenues** increased 1.9 percent as Organic Net Revenue growth of 5.4 percent was partially offset by the impact of our 2023 divestiture of the developed market gum business and unfavorable currency-related items. Organic Net Revenue growth was driven by higher net pricing and favorable volume/mix.
- **Gross profit** decreased \$495 million, and gross profit margin decreased 610 basis points to 32.6 percent primarily driven by unfavorable year-over-year change in mark-to-market impacts from derivatives and the impact of our 2023 divestiture of the developed market gum business, partially offset by an increase in Adjusted Gross Profit¹ margin. Adjusted Gross Profit increased \$378 million at constant currency, and Adjusted Gross Profit margin increased 230 basis points to 40.5 percent due primarily to higher pricing and lower manufacturing costs driven by productivity, partially offset by higher raw material and transportation costs.
- **Operating income** decreased \$226 million, and operating income margin was 12.5 percent, down 280 basis points primarily due to unfavorable year-over-year change in mark-to-market gains/(losses) from currency and commodity hedging activities, higher intangible asset impairment charges, the impact of our 2023 divestiture of the developed market gum business and costs incurred for the ERP Systems Implementation program. These unfavorable items were partially offset by favorable year-over-year change in acquisition integration costs and contingent consideration adjustments, higher Adjusted Operating Income margin, lower divestiture-related costs, lower remeasurement loss of net monetary position and lower costs incurred for the Simplify to Grow program. Adjusted Operating Income increased \$316 million at constant currency while Adjusted Operating Income margin increased 270 basis points to 18.9 percent, driven primarily by higher net pricing, lower manufacturing costs driven by productivity and overhead leverage, partially offset by higher input cost inflation.
- **Diluted EPS** was \$0.63, down 12.5 percent, primarily due to an unfavorable year-over-year change in mark-to-market impacts from currency and commodity derivatives, higher intangible asset impairment charges, lapping prior-year operating results from the developed market gum business divested in 2023, cost incurred for the ERP Systems Implementation program and lapping prior-year gain on marketable securities. These unfavorable items were partially offset by an increase in Adjusted EPS, favorable year-over-year change in acquisition integration costs and contingent consideration adjustments, lower equity method investee items, favorable year-over-year change in initial impacts from enacted tax law changes and lower remeasurement loss of net monetary position.

- **Adjusted EPS** was \$0.99, up 28.6 percent on a constant currency basis driven by strong operating gains, fewer shares outstanding, lower interest expense and lower taxes.
- **Capital Return:** The company returned \$2.9 billion to shareholders in cash dividends and share repurchases in the first nine months of 2024.

2024 Outlook

Mondelēz International provides its outlook on a non-GAAP basis, as the company cannot predict some elements that are included in reported GAAP results, including the impact of foreign exchange. Refer to the Outlook section in the discussion of non-GAAP financial measures below for more details.

For 2024, the company reaffirms Organic Net Revenue growth to be at the upper end of 3 to 5 percent and high single-digit Adjusted EPS growth on a constant currency basis based on 2023 Adjusted EPS incl. developed market gum¹. The company expects 2024 Free Cash Flow of \$3.5+ billion. The company estimates currency translation would decrease 2024 net revenue growth by approximately 1.5 percent³ with a negative \$0.11 impact to Adjusted EPS³.

Outlook is provided in the context of greater than usual volatility, including due to geopolitical uncertainty and commodity prices.

Conference Call

Mondelēz International will host a conference call for investors with accompanying slides to review its results at 5 p.m. ET today. A listen-only webcast will be provided at www.mondelezinternational.com. An archive of the webcast will be available on the company's web site.

About Mondelēz International

Mondelēz International, Inc. (Nasdaq: MDLZ) empowers people to snack right in over 150 countries around the world. With 2023 net revenues of approximately \$36 billion, MDLZ is leading the future of snacking with iconic global and local brands such as *Oreo*, *Ritz*, *LU*, *Clif Bar* and *Tate's Bake Shop* biscuits and baked snacks, as well as *Cadbury Dairy Milk*, *Milka* and *Toblerone* chocolate. Mondelēz International is a proud member of the Standard and Poor's 500, Nasdaq 100 and Dow Jones Sustainability Index. Visit www.mondelezinternational.com or follow the company on Twitter at www.twitter.com/MDLZ.

End Notes

1. Organic Net Revenue, Adjusted Gross Profit (and Adjusted Gross Profit margin), Adjusted Operating Income (and Adjusted Operating Income margin), Adjusted EPS, Adjusted EPS incl. developed market gum, Free Cash Flow and presentation of amounts in constant currency are non-GAAP financial measures. Please see discussion of non-GAAP financial measures at the end of this press release for more information.

2. Earnings attributable to Mondelēz International.
3. Currency estimate is based on published rates from XE.com on October 22, 2024.

Additional Definitions

Emerging markets consist of the Latin America region in its entirety; the Asia, Middle East and Africa region excluding Australia, New Zealand and Japan; and the following countries from the Europe region: Russia, Ukraine, Türkiye, Kazakhstan, Georgia, Poland, Czech Republic, Slovak Republic, Hungary, Bulgaria, Romania, the Baltics and the East Adriatic countries.

Developed markets include the entire North America region, the Europe region excluding the countries included in the emerging markets definition, and Australia, New Zealand and Japan from the Asia, Middle East and Africa region.

Forward-Looking Statements

This press release contains contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact are “forward-looking statements” for purposes of federal and state securities laws, including any projections of earnings, revenue or other financial items; any statements of the plans, strategies and objectives of management, including for future operations, capital expenditures or share repurchases; any statements concerning proposed new products, services, or developments; any statements regarding future economic conditions or performance; any statements of belief or expectation; and any statements of assumptions underlying any of the foregoing or other future events. Forward-looking statements may include, among others, the words, and variations of words, “will,” “may,” “expect,” “would,” “could,” “might,” “intend,” “plan,” “believe,” “likely,” “estimate,” “anticipate,” “objective,” “predict,” “project,” “drive,” “seek,” “aim,” “target,” “potential,” “commitment,” “outlook,” “continue” or any other similar words.

Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results or outcomes could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and to inherent risks and uncertainties, many of which are beyond our control. Important factors that could cause our actual results or performance to differ materially from those contained in or implied by our forward-looking statements include, but are not limited to, the following:

- weakness in macroeconomic conditions in our markets, including as a result of inflation (and related monetary policy actions by governments in response to inflation) and the instability of certain financial institutions;
- volatility of commodity and other input costs and availability of commodities, including but not limited to cocoa;

- geopolitical uncertainty, including the impact of ongoing or new developments in Ukraine and the Middle East, related current and future sanctions imposed by governments and other authorities and related impacts, including on our business operations, employees, reputation, brands, financial condition and results of operations;
- competition and our response to channel shifts and pricing and other competitive pressures;
- pricing actions and customer and consumer responses to such actions;
- promotion and protection of our reputation and brand image;
- weakness in consumer spending and/or changes in consumer preferences and demand and our ability to predict, identify, interpret and meet these changes;
- risks from operating globally, including in emerging markets, such as political, economic and regulatory risks;
- the outcome and effects on us of legal and tax proceedings and government investigations;
- use of information technology and third party service providers;
- unanticipated disruptions to our business, such as malware incidents, cyberattacks or other security breaches, and supply, commodity, labor and transportation constraints;
- our ability to identify, complete, implement, manage and realize the full extent of the benefits, cost savings, efficiencies and/or synergies presented by strategic transactions and initiatives, such as our ERP System Implementation program;
- our investments and our ownership interests in those investments, including JDE Peet's;
- the restructuring program and our other transformation initiatives not yielding the anticipated benefits;
- changes in the assumptions on which the restructuring program is based;
- the impact of climate change on our supply chain and operations;
- global or regional health pandemics or epidemics;
- consolidation of retail customers and competition with retailer and other economy brands;
- changes in our relationships with customers, suppliers or distributors;
- management of our workforce and shifts in labor availability or labor costs;
- compliance with legal, regulatory, tax and benefit laws and related changes, claims or actions;
- perceived or actual product quality issues or product recalls;
- failure to maintain effective internal control over financial reporting or disclosure controls and procedures;
- our ability to protect our intellectual property and intangible assets;
- tax matters including changes in tax laws and rates, disagreements with taxing authorities and imposition of new taxes;
- changes in currency exchange rates, controls and restrictions;
- volatility of and access to capital or other markets, rising interest rates, the effectiveness of our cash management programs and our liquidity;
- pension costs;
- significant changes in valuation factors that may adversely affect our impairment testing of goodwill and intangible assets; and

- the risks and uncertainties, as they may be amended from time to time, set forth in our filings with the U.S. Securities and Exchange Commission, including our most recently filed Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q.

There may be other factors not presently known to us or which we currently consider to be immaterial that could cause our actual results to differ materially from those projected in any forward-looking statements we make. We disclaim and do not undertake any obligation to update or revise any forward-looking statement in this press release except as required by applicable law or regulation. In addition, historical, current and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve, and assumptions that are subject to change in the future.