

**PepsiCo, Inc. Q2 2019 Earnings Call**  
**Reconciliation of GAAP and Non-GAAP Information (unaudited)**<sup>1</sup>

In discussing financial results and guidance, the Company refers to the following measures which are not in accordance with U.S. Generally Accepted Accounting Principles (GAAP): core results, core constant currency results, free cash flow and organic results. We use these non-GAAP financial measures internally to make operating and strategic decisions, including the preparation of our annual operating plan, evaluation of our overall business performance and as a factor in determining compensation for certain employees. We believe presenting non-GAAP financial measures provides additional information to facilitate comparison of our historical operating results and trends in our underlying operating results, and provides additional transparency on how we evaluate our business. We also believe presenting these measures allows investors to view our performance using the same measures that we use in evaluating our financial and business performance and trends.

We consider quantitative and qualitative factors in assessing whether to adjust for the impact of items that may be significant or that could affect an understanding of our ongoing financial and business performance or trends. Examples of items for which we may make adjustments include: amounts related to mark-to-market gains or losses (non-cash); charges related to restructuring programs; charges or adjustments related to the enactment of new laws, rules or regulations, such as significant tax law changes; amounts related to the resolution of tax positions; tax benefits related to reorganizations of our operations; amounts associated with mergers, acquisitions, divestitures and other structural changes; debt redemptions, cash tender or exchange offers; pension and retiree medical related items; asset impairments (non-cash); and remeasurements of net monetary assets.

Non-GAAP information should be considered as supplemental in nature and is not meant to be considered in isolation or as a substitute for the related financial information prepared in accordance with U.S. GAAP. In addition, our non-GAAP financial measures may not be the same as or comparable to similar non-GAAP measures presented by other companies.

*Free cash flow*

Free cash flow: Net cash provided by operating activities less capital spending, plus sales of property, plant and equipment. Since net capital spending is essential to our product innovation initiatives and maintaining our operational capabilities, we believe that it is a recurring and necessary use of cash. As such, we believe investors should also consider net capital spending when evaluating our cash from operating activities.

Free cash flow is used by us primarily for financing activities, including debt repayments, dividends and share repurchases. Free cash flow is not a measure of cash available for discretionary expenditures since we have certain non-discretionary obligations such as debt service that are not deducted from the measure.

*Net capital spending:* Capital spending less cash proceeds from sales of property, plant and equipment.

*2019 guidance and long-term financial performance targets*

Our 2019 organic revenue growth guidance and our long-term organic revenue growth target exclude the impact of acquisitions, divestitures and other structural changes and foreign exchange translation. Our 2019 core tax rate guidance, our 2019 core constant currency EPS performance guidance, our long-term core constant currency EPS growth target and our long-term core operating margin expansion target exclude the commodity mark-to-market net impact included in corporate unallocated expenses and restructuring and impairment charges. Our 2019 core constant currency EPS performance guidance and long-term core constant currency EPS growth target also exclude the impact of foreign exchange translation. We are unable to reconcile our full year projected 2019 or our long-term organic revenue growth to our full year projected 2019 and long-term reported net revenue growth because we are unable to predict the 2019 and long-term impact of foreign exchange due to the unpredictability of future changes in foreign exchange rates and because we are unable to predict the occurrence or impact of any acquisitions, divestitures or other structural changes. We are also not able to reconcile our full year projected 2019 core tax rate to our full year projected 2019 reported tax rate, our full year projected 2019 or long-term core constant currency EPS performance to our full year projected 2019 and long-term reported EPS performance or our long-term core operating margin performance to our long-term reported operating margin performance because we are unable to predict the 2019 and long-term impact of foreign exchange or the mark-to-market net impact on commodity derivatives due to the unpredictability of future changes in foreign exchange rates and commodity prices. Therefore, we are unable to provide a reconciliation of these measures.

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<sup>1</sup> For a full discussion of our second quarter 2019 financial results, including definitions we use in discussing our financial results, please refer to our press release issued July 9, 2019 and our quarterly report on Form 10-Q filed with the Securities and Exchange Commission on July 9, 2019.

**PepsiCo, Inc. and Subsidiaries**  
**Reconciliation of GAAP and Non-GAAP Information**  
**(unaudited)**

Net Revenue Growth Reconciliation	12 Weeks Ended 6/15/2019			
	Reported % Change, GAAP Measure	Impact of		Organic % Change, Non-GAAP Measure
		Foreign exchange translation	Acquisitions and divestitures	
<b>PepsiCo</b>	<b>2%</b>	<b>3</b>	<b>(1)</b>	<b>4.5%</b>
Frito-Lay North America	4.5 %	—	—	5 %
PepsiCo Beverages North America	2.5 %	—	(0.5)	2 %
Quaker Foods North America	2.5 %	0.5	—	3 %
Developing and Emerging Markets	1 %	8	—	8 %

Net Revenue Growth Reconciliations	12 Weeks Ended 6/15/2019			
	Reported Net Revenue Growth	Impact of		Organic Revenue Growth
		Foreign exchange Translation	Acquisitions and divestitures	
Latin America				
Mexico	HSD %	LSD %	— %	HSD %
Brazil	6 %	15 %	— %	21 %
Asia, Middle East and North Africa				
China	MSD %	HSD %	— %	DD %
India	(HSD) %	MSD %	HSD %	MSD %
Europe Sub-Saharan Africa				
Russia	(LSD) %	HSD %	— %	HSD %

**Net Cash Provided by Operating Activities Reconciliation (in billions)**

	2019 Guidance
Net cash provided by operating activities	\$ ~ 9
Net capital spending	~ (4.5)
Free cash flow	\$ ~ 5

Note – Certain amounts above may not sum due to rounding.