



## PepsiCo Reports First-Quarter 2023 Results; Raises Full-Year Guidance

### Reported (GAAP) First-Quarter 2023 Results

	First-Quarter
Net revenue growth	10.2%
Foreign exchange impact on net revenue	(2.5)%
Earnings per share (EPS)	\$1.40
EPS change	(54)%
Foreign exchange impact on EPS	(2)%

### Organic/Core (non-GAAP)<sup>1</sup> First-Quarter 2023 Results

	First-Quarter
Organic revenue growth	14.3%
Core EPS	\$1.50
Core constant currency EPS change	18%

**PURCHASE, N.Y. - April 25, 2023** - PepsiCo, Inc. (NASDAQ: PEP) today reported results for the first quarter 2023.

“We are very pleased with our performance and business momentum as our categories and geographies remained resilient during the first quarter. Given our strong start to the year, we now expect our full-year 2023 organic revenue to increase 8 percent (previously 6 percent) and core constant currency EPS to increase 9 percent (previously 8 percent),” said Chairman and CEO Ramon Laguarta.

Laguarta continued, “Our results demonstrate that the investments we have made to become an even Faster, even Stronger, and even Better organization by Winning with pep+ are laying the foundation for durable and sustainable growth. We remain committed to our strategic agenda and will continue to invest in our people, brands, supply chain, go-to-market systems, and digitization initiatives to build competitive advantages and win in the marketplace.”

<sup>1</sup> Please refer to the Glossary for the definitions of non-GAAP financial measures, including “Organic revenue growth,” “Core” and “Constant currency,” and to “Guidance and Outlook” for additional information regarding PepsiCo’s full-year 2023 financial guidance. PepsiCo provides guidance on a non-GAAP basis as we cannot predict certain elements which are included in reported GAAP results, including the impact of foreign exchange and commodity mark-to-market net impacts. Please refer to PepsiCo’s Quarterly Report on Form 10-Q for the 12 weeks ended March 25, 2023 (Q1 2023 Form 10-Q) filed with the Securities and Exchange Commission (SEC) for additional information regarding PepsiCo’s financial results.

## Summary First-Quarter 2023 Performance

	Revenue				Volume <sup>(a)</sup>	
	GAAP Reported % Change	Percentage Point Impact		Organic % Change	% Change	
		Foreign Exchange Translation	Acquisitions and Divestitures		Convenient Foods	Beverages
Frito-Lay North America	15	—	—	16	—	
Quaker Foods North America	9	1	—	10	(5)	
PepsiCo Beverages North America	8	—	3	12		(2)
Latin America	21	(6)	1	16	1	5
Europe	5	5	4	14	(5)	(11)
Africa, Middle East and South Asia	2	28	—	29	(8)	15
Asia Pacific, Australia and New Zealand and China Region	(1)	6	—	4	4	2
<b>Total</b>	<b>10</b>	<b>2.5</b>	<b>2</b>	<b>14</b>	<b>(3)</b>	<b>1</b>

## Operating Profit and EPS

	GAAP Reported % Change	Percentage Point Impact		Core Constant Currency % Change
		Items Affecting Comparability	Foreign Exchange Translation	
Frito-Lay North America	23	—	—	24
Quaker Foods North America	18	—	—	19
PepsiCo Beverages North America	(86)	95	1	10
Latin America	13	(1)	(6)	6
Europe	n/m	n/m	11	159
Africa, Middle East and South Asia	(6)	(6)	23	11
Asia Pacific, Australia and New Zealand and China Region	5.5	—	6	11
Corporate unallocated expenses	132	(102)	—	30
<b>Total</b>	<b>(50)</b>	<b>67</b>	<b>2</b>	<b>19</b>
<b>EPS</b>	<b>(54)</b>	<b>70</b>	<b>2</b>	<b>18</b>

(a) Excludes the impact of acquisitions and divestitures. In certain instances, the volume change shown here differs from the impact of organic volume on net revenue growth disclosed in the Organic Revenue Growth Rates table on page A-8, due to the impacts of product mix, nonconsolidated joint venture volume, and, for our franchise-owned beverage businesses, temporary timing differences between bottler case sales (BCS) and concentrate shipments and equivalents (CSE). We report net revenue from our franchise-owned beverage businesses based on CSE. The volume sold by our nonconsolidated joint ventures has no direct impact on our net revenue.

n/m - Not meaningful due to the impact of impairment and other charges in 2022.

Note: Amounts may not sum due to rounding.

Organic revenue and core constant currency results are non-GAAP financial measures. Please refer to the reconciliation of GAAP and non-GAAP information in the attached exhibits and to the Glossary for definitions of "Organic revenue growth," "Core" and "Constant currency."

## Guidance and Outlook

The Company provides guidance on a non-GAAP basis as we cannot predict certain elements which are included in reported GAAP results, including the impact of foreign exchange translation and commodity mark-to-market net impacts.

For fiscal year 2023, the Company now expects to deliver 8 percent organic revenue growth (previously 6 percent), and 9 percent core constant currency EPS growth (previously 8 percent).

Consistent with its previous guidance for 2023, the Company continues to expect:

- A core annual effective tax rate of 20 percent; and
- Total cash returns to shareholders of approximately \$7.7 billion, comprised of dividends of \$6.7 billion and share repurchases of \$1.0 billion.

In addition, the Company continues to expect an approximate 2-percentage-point foreign exchange translation headwind to impact reported net revenue and core EPS growth based on current market consensus rates.

This assumption and the guidance above imply 2023 core EPS of \$7.27 (previously \$7.20), a 7 percent increase (previously 6 percent) compared to 2022 core EPS of \$6.79.

## Prepared Management Remarks and Live Question and Answer Webcast

At approximately 6:30 a.m. (Eastern time) on April 25, 2023, the Company will post prepared management remarks (in pdf format) of its first quarter 2023 results and business update, including its outlook for 2023, at [www.pepsico.com/investors](http://www.pepsico.com/investors). At 8:15 a.m. (Eastern time) on April 25, 2023, the Company will host a live question and answer session with investors and financial analysts. Further details will be accessible on the Company's website at [www.pepsico.com/investors](http://www.pepsico.com/investors).

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**PepsiCo, Inc. and Subsidiaries**  
**Condensed Consolidated Statement of Income**  
**(in millions except per share amounts, unaudited)**

	12 Weeks Ended	
	3/25/2023	3/19/2022
<b>Net Revenue</b>	\$ 17,846	\$ 16,200
Cost of sales	7,988	7,433
Gross profit	9,858	8,767
Selling, general and administrative expenses <sup>(a)</sup>	7,229	6,580
Gain associated with the Juice Transaction <sup>(b)</sup>	—	(3,322)
Impairment of intangible assets <sup>(c)</sup>	—	242
<b>Operating Profit</b>	<b>2,629</b>	<b>5,267</b>
Other pension and retiree medical benefits income	61	134
Net interest expense and other	(200)	(240)
Income before income taxes	2,490	5,161
Provision for income taxes	546	888
Net income	1,944	4,273
Less: Net income attributable to noncontrolling interests	12	12
<b>Net Income Attributable to PepsiCo</b>	<b>\$ 1,932</b>	<b>\$ 4,261</b>
Diluted		
Net income attributable to PepsiCo per common share	\$ 1.40	\$ 3.06
Weighted-average common shares outstanding	1,384	1,391

- (a) The increase in selling, general and administrative expenses for the 12 weeks ended March 25, 2023, as compared to the 12 weeks ended March 19, 2022, primarily reflects higher selling and distribution costs.
- (b) In the 12 weeks ended March 19, 2022, we sold our Tropicana, Naked and other select juice brands to PAI Partners for \$3.5 billion in cash and a 39% noncontrolling interest in a joint venture operating across North America and Europe (Juice Transaction).
- (c) In the 12 weeks ended March 19, 2022, we recorded pre-tax impairment charges of \$242 million, primarily related to the repositioning or discontinuation of certain juice and dairy brands in Russia.

**PepsiCo, Inc. and Subsidiaries**  
**Supplemental Financial Information**  
**(in millions and unaudited)**

	12 Weeks Ended	
	3/25/2023	3/19/2022
<b>Net Revenue</b>		
Frito-Lay North America	\$ 5,583	\$ 4,839
Quaker Foods North America	777	713
PepsiCo Beverages North America	5,798	5,353
Latin America	1,777	1,474
Europe	1,886	1,797
Africa, Middle East and South Asia	1,019	1,004
Asia Pacific, Australia and New Zealand and China Region	1,006	1,020
<b>Total</b>	<b>\$ 17,846</b>	<b>\$ 16,200</b>
<b>Operating Profit/(Loss)</b>		
Frito-Lay North America	\$ 1,599	\$ 1,296
Quaker Foods North America	188	159
PepsiCo Beverages North America	483	3,434
Latin America	364	323
Europe	71	(136)
Africa, Middle East and South Asia	168	180
Asia Pacific, Australia and New Zealand and China Region	227	215
Corporate unallocated expenses	(471)	(204)
<b>Total</b>	<b>\$ 2,629</b>	<b>\$ 5,267</b>

**PepsiCo, Inc. and Subsidiaries**  
**Condensed Consolidated Statement of Cash Flows**  
(in millions, unaudited)

	12 Weeks Ended	
	3/25/2023	3/19/2022
<b>Operating Activities</b>		
Net income	\$ 1,944	\$ 4,273
Depreciation and amortization	590	555
Gain associated with the Juice Transaction	—	(3,322)
Impairment and other (credits)/charges	(13)	482
Operating lease right-of-use asset amortization	116	103
Share-based compensation expense	93	81
Restructuring and impairment charges	112	27
Cash payments for restructuring charges	(64)	(32)
Acquisition and divestiture-related charges	2	56
Cash payments for acquisition and divestiture-related charges	(4)	(17)
Pension and retiree medical plan expense/(income)	30	(1)
Pension and retiree medical plan contributions	(175)	(178)
Deferred income taxes and other tax charges and credits	78	257
Change in assets and liabilities:		
Accounts and notes receivable	(348)	(837)
Inventories	(542)	(549)
Prepaid expenses and other current assets	(288)	(190)
Accounts payable and other current liabilities	(2,259)	(1,238)
Income taxes payable	290	489
Other, net	46	(133)
<b>Net Cash Used for Operating Activities</b>	<b>(392)</b>	<b>(174)</b>
<b>Investing Activities</b>		
Capital spending	(581)	(522)
Sales of property, plant and equipment	19	3
Acquisitions, net of cash acquired, investments in noncontrolled affiliates and purchases of intangible and other assets	(16)	(13)
Proceeds associated with the Juice Transaction	—	3,456
Other divestitures, sales of investments in noncontrolled affiliates and other assets	85	5
Short-term investments, by original maturity:		
More than three months - purchases	(158)	—
More than three months - maturities	100	—
Three months or less, net	19	22
Other investing, net	—	4
<b>Net Cash (Used for)/Provided by Investing Activities</b>	<b>(532)</b>	<b>2,955</b>

(Continued on following page)

**PepsiCo, Inc. and Subsidiaries**  
**Condensed Consolidated Statement of Cash Flows (continued)**  
(in millions, unaudited)

	12 Weeks Ended	
	3/25/2023	3/19/2022
<b>Financing Activities</b>		
Proceeds from issuances of long-term debt	2,986	—
Payments of long-term debt	(1,251)	(1,251)
Short-term borrowings, by original maturity:		
More than three months - proceeds	393	559
More than three months - payments	(1)	—
Three months or less, net	491	647
Cash dividends paid	(1,608)	(1,505)
Share repurchases - common	(160)	(193)
Proceeds from exercises of stock options	46	49
Withholding tax payments on restricted stock units and performance stock units converted	(116)	(85)
Other financing	(3)	(1)
<b>Net Cash Provided by/(Used for) Financing Activities</b>	<b>777</b>	<b>(1,780)</b>
Effect of exchange rate changes on cash and cash equivalents and restricted cash	(116)	(17)
<b>Net (Decrease)/Increase in Cash and Cash Equivalents and Restricted Cash</b>	<b>(263)</b>	<b>984</b>
<b>Cash and Cash Equivalents and Restricted Cash, Beginning of Year</b>	<b>5,100</b>	<b>5,707</b>
<b>Cash and Cash Equivalents and Restricted Cash, End of Period</b>	<b>\$ 4,837</b>	<b>\$ 6,691</b>
<b>Supplemental Non-Cash Activity</b>		
Right-of-use assets obtained in exchange for lease obligations	\$ 213	\$ 100

**PepsiCo, Inc. and Subsidiaries**  
**Condensed Consolidated Balance Sheet**  
(in millions except per share amounts)

(unaudited)  
3/25/2023      12/31/2022

ASSETS		
<b>Current Assets</b>		
Cash and cash equivalents	\$ 4,770	\$ 4,954
Short-term investments	434	394
Accounts and notes receivable, net	10,469	10,163
Inventories:		
Raw materials and packaging	2,435	2,366
Work-in-process	115	114
Finished goods	3,147	2,742
	<u>5,697</u>	<u>5,222</u>
Prepaid expenses and other current assets	1,057	806
<b>Total Current Assets</b>	22,427	21,539
<b>Property, Plant and Equipment, net</b>	24,228	24,291
<b>Amortizable Intangible Assets, net</b>	1,250	1,277
<b>Goodwill</b>	18,089	18,202
<b>Other Indefinite-Lived Intangible Assets</b>	14,273	14,309
<b>Investments in Noncontrolled Affiliates</b>	3,123	3,073
<b>Deferred Income Taxes</b>	4,211	4,204
<b>Other Assets</b>	5,441	5,292
<b>Total Assets</b>	<u>\$ 93,042</u>	<u>\$ 92,187</u>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Short-term debt obligations	\$ 4,281	\$ 3,414
Accounts payable and other current liabilities	21,556	23,371
<b>Total Current Liabilities</b>	25,837	26,785
<b>Long-Term Debt Obligations</b>	37,486	35,657
<b>Deferred Income Taxes</b>	4,039	4,133
<b>Other Liabilities</b>	8,505	8,339
<b>Total Liabilities</b>	<u>75,867</u>	<u>74,914</u>
Commitments and contingencies		
<b>PepsiCo Common Shareholders' Equity</b>		
Common stock, par value 1 <sup>2</sup> / <sub>3</sub> ¢ per share (authorized 3,600 shares; issued, net of repurchased common stock at par value: 1,378 and 1,377 shares, respectively)	23	23
Capital in excess of par value	3,996	4,134
Retained earnings	68,142	67,800
Accumulated other comprehensive loss	(15,601)	(15,302)
Repurchased common stock, in excess of par value (489 and 490 shares, respectively)	(39,518)	(39,506)
<b>Total PepsiCo Common Shareholders' Equity</b>	<u>17,042</u>	<u>17,149</u>
Noncontrolling interests	133	124
<b>Total Equity</b>	<u>17,175</u>	<u>17,273</u>
<b>Total Liabilities and Equity</b>	<u>\$ 93,042</u>	<u>\$ 92,187</u>

## **Non-GAAP Measures**

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): organic revenue growth, core results and core constant currency results. We use 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 plans; charges associated with acquisitions and divestitures; gains associated with divestitures; asset impairment charges (non-cash); pension and retiree medical-related amounts, including all settlement and curtailment gains and losses; charges or adjustments related to the enactment of new laws, rules or regulations, such as tax law changes; amounts related to the resolution of tax positions; tax benefits related to reorganizations of our operations; debt redemptions, cash tender or exchange offers; and remeasurements of net monetary assets. See below for a description of adjustments to our GAAP financial measures included herein.

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 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.

## **Glossary**

We use the following definitions when referring to our non-GAAP financial measures, which may not be the same as or comparable to similar measures presented by other companies:

Acquisitions and divestitures: mergers and acquisition activity, as well as divestitures and other structural changes, including changes in ownership or control in consolidated subsidiaries and nonconsolidated equity investees.

Bottler case sales (BCS): Measure of physical beverage volume shipped to retailers and independent distributors from both PepsiCo and our independent bottlers.

Concentrate shipments and equivalents (CSE): Measure of our physical beverage volume shipments to independent bottlers.

Constant currency: Financial results assuming constant foreign currency exchange rates used for translation based on the rates in effect for the comparable prior-year period. In order to compute our constant currency results, we multiply or divide, as appropriate, our current-year U.S. dollar results by the current-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates.

Core: Core results are non-GAAP financial measures which exclude certain items from our financial results. For further information regarding these excluded items, refer to “Items Affecting Comparability” in “Item 2 – Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Q1 2023 Form 10-Q and in “Item 7 – Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our annual report on Form 10-K for the fiscal year ended December 31, 2022. For the periods presented, core results exclude the following items:

### *Mark-to-market net impact*

Mark-to-market net gains and losses on commodity derivatives in corporate unallocated expenses. These gains and losses are subsequently reflected in division results when the divisions recognize the cost of the underlying commodity in operating profit.

### *Restructuring and impairment charges*

Expenses related to the multi-year productivity plan publicly announced in 2019, which was expanded and extended through the end of 2028 to take advantage of additional opportunities within the initiatives of the plan.

### *Acquisition and divestiture-related charges*

Acquisition and divestiture-related charges include merger and integration charges and costs associated with divestitures. Divestiture-related charges reflect transaction expenses, including consulting, advisory and other professional fees.

### *Gain associated with the Juice Transaction*

We recognized a gain associated with the Juice Transaction in our PepsiCo Beverages North America and Europe divisions.

### *Impairment and other charges/credits*

We recognized Russia-Ukraine conflict charges, brand portfolio impairment charges and other impairment charges as described below.

#### *Russia-Ukraine conflict charges*

In connection with the deadly conflict in Ukraine, we recognized charges related to indefinite-lived intangible assets and property, plant and equipment impairment, allowance for expected credit losses, inventory write-downs and other costs.

#### *Brand portfolio impairment charges*

We recognized intangible asset, investment and property, plant and equipment impairments and other charges as a result of management's decision to reposition or discontinue the sale/distribution of certain brands and to sell an investment. We also recognized adjustments to the charges recorded in the prior year related to the sale of a non-strategic brand.

#### *Other impairment charges*

We recognized impairment charges related to certain of our indefinite-lived intangible assets which reflected an increase in the weighted-average cost of capital as well as our estimates of future financial performance as of the fourth quarter of 2022.

### *Pension and retiree medical-related impact*

Pension and retiree medical-related impact primarily includes settlement charges related to lump sum distributions exceeding the total of annual service and interest costs, as well as curtailment gains.

### *Tax benefit related to the IRS audit*

We recognized a non-cash tax benefit resulting from our agreement with the Internal Revenue Service (IRS) to settle one of the issues assessed in the 2014 through 2016 tax audit. The agreement covers tax years 2014 through 2019.

### *Tax expense related to the TCJ Act*

Tax expense related to the Tax Cuts and Jobs Act (TCJ Act) reflects adjustments to the mandatory transition tax liability under the TCJ Act.

Effective net pricing: Reflects the year-over-year impact of discrete pricing actions, sales incentive activities and mix resulting from selling varying products in different package sizes and in different countries.

Organic revenue growth: A measure that adjusts for the impacts of foreign exchange translation, acquisitions and divestitures and every five or six years, the impact of an additional week of results (53<sup>rd</sup> reporting week), including in our fourth quarter 2022 financial results. We believe organic revenue growth provides useful information in evaluating the results of our business because it excludes items that we believe are not indicative of ongoing performance or that we believe impact comparability with the prior year.

### *2023 guidance*

Our 2023 organic revenue growth guidance excludes the impact of acquisitions and divestitures, foreign exchange translation and the impact of a 53<sup>rd</sup> reporting week in 2022. Our 2023 core effective tax rate guidance and 2023 core constant currency EPS growth guidance exclude the mark-to-market net impact included in corporate unallocated expenses, restructuring and impairment charges, and other items noted above. Our 2023 core constant currency EPS growth guidance also excludes the impact of foreign exchange translation. We are unable to reconcile our full year projected 2023 organic revenue growth to our full year projected 2023 reported net revenue growth because we are unable to predict the 2023 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 and divestitures. We are also not able to reconcile our full year projected 2023 core effective tax rate to our full year projected 2023 reported effective tax rate and our full year projected 2023 core constant currency EPS growth to our full year projected 2023 reported EPS growth because we are unable to predict the 2023 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.

**PepsiCo, Inc. and Subsidiaries**  
**Reconciliation of GAAP and Non-GAAP Information**  
**Organic Revenue Growth Rates**  
**12 Weeks Ended March 25, 2023**  
**(unaudited)**

	12 Weeks Ended 3/25/2023					
	Reported % Change, GAAP Measure	Impact of		Organic % Change, Non-GAAP Measure <sup>(b)</sup>	Impact of	
		Foreign exchange translation	Acquisitions and divestitures		Organic volume <sup>(c)</sup>	Effective net pricing
<b>Net Revenue Year over Year % Change</b>						
Frito-Lay North America	15 %	—	—	16 %	—	16
Quaker Foods North America	9 %	1	—	10 %	(5)	15
PepsiCo Beverages North America	8 %	—	3	12 %	(3)	15
Latin America	21 %	(6)	1	16 %	1	15
Europe	5 %	5	4	14 %	(9)	23
Africa, Middle East and South Asia	2 %	28	—	29 %	(2)	31
Asia Pacific, Australia and New Zealand and China Region	(1)%	6	—	4 %	2	2.5
Total <sup>(a)</sup>	10 %	2.5	2	14 %	(2)	16

(a) Acquisitions and divestitures primarily reflect the Juice Transaction in PepsiCo Beverages North America and Europe.

(b) A financial measure that is not in accordance with GAAP. See pages A-6 through A-7 for further discussion.

(c) Excludes the impact of acquisitions and divestitures. In certain instances, the impact of organic volume on net revenue growth shown here differs from the volume change disclosed in the Summary First-Quarter 2023 Performance table on page 2, due to the impacts of product mix, nonconsolidated joint venture volume, and, for our franchise-owned beverage businesses, temporary timing differences between BCS and CSE. We report net revenue from our franchise-owned beverage businesses based on CSE. The volume sold by our nonconsolidated joint ventures has no direct impact on our net revenue.

Note – Amounts may not sum due to rounding.

**PepsiCo, Inc. and Subsidiaries**  
**Reconciliation of GAAP and Non-GAAP Information (continued)**  
**Year over Year Growth Rates**  
**12 Weeks Ended March 25, 2023**  
**(unaudited)**

12 Weeks Ended 3/25/2023

Year over Year % Change	Impact of Items Affecting Comparability						Impact of		Core Constant Currency % Change, Non-GAAP Measure <sup>(a)</sup>
	Reported % Change, GAAP Measure	Mark-to-market net impact	Restructuring and impairment charges	Acquisition and divestiture-related charges	Gain associated with the Juice Transaction	Impairment and other charges/credits	Core % Change, Non-GAAP Measure <sup>(a)</sup>	Foreign exchange translation	
Frito-Lay North America	23 %	—	—	—	—	—	24 %	—	24 %
Quaker Foods North America	18 %	—	—	—	—	—	18 %	—	19 %
PepsiCo Beverages North America	(86)%	—	—	(1)	96	—	9 %	1	10 %
Latin America	13 %	—	(1)	—	—	—	12 %	(6)	6 %
Europe	n/m	—	n/m	n/m	n/m	n/m	148 %	11	159 %
Africa, Middle East and South Asia	(6)%	—	2	—	—	(7)	(12)%	23	11 %
Asia Pacific, Australia and New Zealand and China Region	5.5 %	—	1	(1)	—	—	5.5 %	6	11 %
Corporate unallocated expenses	132 %	(105)	3	1	—	—	30 %	—	30 %
<b>Total Operating Profit</b>	<b>(50)%</b>	<b>4</b>	<b>2</b>	<b>(1)</b>	<b>73</b>	<b>(11)</b>	<b>17 %</b>	<b>2</b>	<b>19 %</b>
<b>Net Income Attributable to PepsiCo</b>	<b>(55)%</b>	<b>4</b>	<b>2</b>	<b>(1)</b>	<b>77</b>	<b>(12)</b>	<b>15 %</b>	<b>2</b>	<b>18 %</b>
<b>Net Income Attributable to PepsiCo per common share – diluted</b>	<b>(54)%</b>	<b>4</b>	<b>2</b>	<b>(1)</b>	<b>77</b>	<b>(12)</b>	<b>16 %</b>	<b>2</b>	<b>18 %</b>

(a) A financial measure that is not in accordance with GAAP. See pages A-6 through A-7 for further discussion.

n/m - Not meaningful due to the impact of impairment and other charges in 2022.

Note – Amounts may not sum due to rounding.

**PepsiCo, Inc. and Subsidiaries**  
**Reconciliation of GAAP and Non-GAAP Information (continued)**  
**Certain Line Items**  
**12 Weeks Ended March 25, 2023 and March 19, 2022**  
**(in millions except per share amounts, unaudited)**

12 Weeks Ended 3/25/2023

	Cost of sales	Gross profit	Selling, general and administrative expenses	Operating profit	Other pension and retiree medical benefits income	Provision for income taxes <sup>(b)</sup>	Net income attributable to noncontrolling interests	Net income attributable to PepsiCo	Net income attributable to PepsiCo per common share - diluted	Effective tax rate <sup>(c)</sup>
Reported, GAAP Measure	\$ 7,988	\$ 9,858	\$ 7,229	\$ 2,629	\$ 61	\$ 546	\$ 12	\$ 1,932	\$ 1.40	21.9 %
Items Affecting Comparability										
Mark-to-market net impact	(14)	14	(57)	71	—	17	—	54	0.04	0.1
Restructuring and impairment charges	(3)	3	(110)	113	(1)	14	1	97	0.07	(0.4)
Acquisition and divestiture-related charges	—	—	(2)	2	—	1	—	1	—	—
Impairment and other charges/credits	4	(4)	9	(13)	—	—	—	(13)	(0.01)	0.1
<b>Core, Non-GAAP Measure <sup>(a)</sup></b>	<b>\$ 7,975</b>	<b>\$ 9,871</b>	<b>\$ 7,069</b>	<b>\$ 2,802</b>	<b>\$ 60</b>	<b>\$ 578</b>	<b>\$ 13</b>	<b>\$ 2,071</b>	<b>\$ 1.50</b>	<b>21.7 %</b>

12 Weeks Ended 3/19/2022

	Cost of sales	Gross profit	Selling, general and administrative expenses	Gain associated with the Juice Transaction	Impairment of intangible assets	Operating profit	Other pension and retiree medical benefits income	Provision for income taxes <sup>(b)</sup>	Net income attributable to PepsiCo	Net income attributable to PepsiCo per common share - diluted	Effective tax rate <sup>(c)</sup>
Reported, GAAP Measure	\$ 7,433	\$ 8,767	\$ 6,580	(3,322)	242	\$ 5,267	\$ 134	\$ 888	\$ 4,261	\$ 3.06	17.2 %
Items Affecting Comparability											
Mark-to-market net impact	33	(33)	79	—	—	(112)	—	(26)	(86)	(0.06)	(0.1)
Restructuring and impairment charges	(5)	5	(22)	—	—	27	—	6	21	0.02	—
Acquisition and divestiture-related charges	—	—	(50)	—	—	50	6	9	47	0.03	—
Gain associated with the Juice Transaction	—	—	—	3,322	—	(3,322)	—	(452)	(2,870)	(2.06)	4.5
Impairment and other charges/credits	(140)	140	(100)	—	(242)	482	—	48	434	0.31	(1.0)
Pension and retiree medical-related impact	—	—	—	—	—	—	(16)	(4)	(12)	(0.01)	—
<b>Core, Non-GAAP Measure <sup>(a)</sup></b>	<b>\$ 7,321</b>	<b>\$ 8,879</b>	<b>\$ 6,487</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 2,392</b>	<b>\$ 124</b>	<b>\$ 469</b>	<b>\$ 1,795</b>	<b>\$ 1.29</b>	<b>20.6 %</b>

(a) A financial measure that is not in accordance with GAAP. See pages A-6 through A-7 for further discussion.

(b) Provision for income taxes is the expected tax charge/benefit on the underlying item based on the tax laws and income tax rates applicable to the underlying item in its corresponding tax jurisdiction.

(c) The impact of items affecting comparability on our effective tax rate represents the difference in the effective tax rate resulting from a higher or lower tax rate applicable to the items affecting comparability.

Note – Amounts may not sum due to rounding.

**PepsiCo, Inc. and Subsidiaries**  
**Reconciliation of GAAP and Non-GAAP Information (continued)**  
**Operating Profit by Division**  
**12 Weeks Ended March 25, 2023 and March 19, 2022**  
**(in millions, unaudited)**

Operating Profit	12 Weeks Ended 3/25/2023					
	Reported, GAAP Measure	Items Affecting Comparability				Core, Non-GAAP Measure <sup>(a)</sup>
		Mark-to-market net impact	Restructuring and impairment charges	Acquisition and divestiture-related charges	Impairment and other charges/ credits	
Frito-Lay North America	\$ 1,599	\$ —	\$ 7	\$ —	\$ —	\$ 1,606
Quaker Foods North America	188	—	—	—	—	188
PepsiCo Beverages North America	483	—	5	2	—	490
Latin America	364	—	5	—	—	369
Europe	71	—	89	—	—	160
Africa, Middle East and South Asia	168	—	5	—	(13)	160
Asia Pacific, Australia and New Zealand and China Region	227	—	1	—	—	228
Corporate unallocated expenses	(471)	71	1	—	—	(399)
<b>Total</b>	<b>\$ 2,629</b>	<b>\$ 71</b>	<b>\$ 113</b>	<b>\$ 2</b>	<b>\$ (13)</b>	<b>\$ 2,802</b>

Operating Profit	12 Weeks Ended 3/19/2022					
	Reported, GAAP Measure	Items Affecting Comparability				Core, Non-GAAP Measure <sup>(a)</sup>
		Mark-to-market net impact	Restructuring and impairment charges	Acquisition and divestiture- related charges	Gain associated with the Juice Transaction	
Frito-Lay North America	\$ 1,296	\$ —	\$ 3	\$ —	\$ —	\$ 1,299
Quaker Foods North America	159	—	—	—	—	159
PepsiCo Beverages North America	3,434	—	3	37	(3,024)	450
Latin America	323	—	6	—	—	329
Europe	(136)	—	7	10	(298)	65
Africa, Middle East and South Asia	180	—	2	—	—	182
Asia Pacific, Australia and New Zealand and China Region	215	—	1	—	—	216
Corporate unallocated expenses	(204)	(112)	5	3	—	(308)
<b>Total</b>	<b>\$ 5,267</b>	<b>\$ (112)</b>	<b>\$ 27</b>	<b>\$ 50</b>	<b>\$ (3,322)</b>	<b>\$ 2,392</b>

(a) A financial measure that is not in accordance with GAAP. See pages A-6 through A-7 for further discussion.

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

**Gross Margin Growth Reconciliation**

	12 Weeks Ended 3/25/2023
Reported gross margin growth, GAAP measure	112 bps
Impact of:	
Mark-to-market net impact	28
Restructuring and impairment charges	—
Impairment and other charges/credits	(89)
Core gross margin growth, non-GAAP measure <sup>(a)</sup>	51 bps

**Operating Margin Performance Reconciliation**

	12 Weeks Ended 3/25/2023
Reported operating margin performance, GAAP measure	(1,778) bps
Impact of:	
Mark-to-market net impact	109
Restructuring and impairment charges	47
Acquisition and divestiture-related charges	(30)
Gain associated with the Juice Transaction	2,050
Impairment and other charges/credits	(305)
Core operating margin growth, non-GAAP measure <sup>(a)</sup>	93 bps

**Fiscal 2022 Diluted EPS Reconciliation**

	Year Ended 12/31/2022
Reported diluted EPS, GAAP measure	\$ 6.42
Mark-to-market net impact	0.03
Restructuring and impairment charges	0.24
Acquisition and divestiture-related charges	0.05
Gain associated with the Juice Transaction	(2.08)
Impairment and other charges/credits	2.12
Pension and retiree medical-related impact	0.17
Tax benefit related to the IRS audit	(0.23)
Tax expense related to the TCJ Act	0.06
Core diluted EPS, non-GAAP measure <sup>(a)</sup>	\$ 6.79

*(a) A financial measure that is not in accordance with GAAP. See pages A-6 through A-7 for further discussion.*

*Note – Amounts may not sum due to rounding.*

## Cautionary Statement

Statements in this communication that are “forward-looking statements,” including our 2023 guidance and outlook, are based on currently available information, operating plans and projections about future events and trends. Terminology such as “aim,” “anticipate,” “believe,” “drive,” “estimate,” “expect,” “expressed confidence,” “forecast,” “future,” “goal,” “guidance,” “intend,” “may,” “objective,” “outlook,” “plan,” “position,” “potential,” “project,” “seek,” “should,” “strategy,” “target,” “will” or similar statements or variations of such words and other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such terms. Forward-looking statements inherently involve risks and uncertainties that could cause actual results to differ materially from those predicted in such forward-looking statements. Such risks and uncertainties include, but are not limited to: the risks associated with the deadly conflict in Ukraine; future demand for PepsiCo’s products; damage to PepsiCo’s reputation or brand image; product recalls or other issues or concerns with respect to product quality and safety; PepsiCo’s ability to compete effectively; PepsiCo’s ability to attract, develop and maintain a highly skilled and diverse workforce or effectively manage changes in our workforce; water scarcity; changes in the retail landscape or in sales to any key customer; disruption of PepsiCo’s manufacturing operations or supply chain, including continued increased commodity, packaging, transportation, labor and other input costs; political or social conditions in the markets where PepsiCo’s products are made, manufactured, distributed or sold; PepsiCo’s ability to grow its business in developing and emerging markets; changes in economic conditions in the countries in which PepsiCo operates; future cyber incidents and other disruptions to our information systems; failure to successfully complete or manage strategic transactions; PepsiCo’s reliance on third-party service providers and enterprise-wide systems; climate change or measures to address climate change; strikes or work stoppages; failure to realize benefits from PepsiCo’s productivity initiatives; deterioration in estimates and underlying assumptions regarding future performance that can result in an impairment charge; fluctuations or other changes in exchange rates; any downgrade or potential downgrade of PepsiCo’s credit ratings; imposition or proposed imposition of new or increased taxes aimed at PepsiCo’s products; imposition of limitations on the marketing or sale of PepsiCo’s products; changes in laws and regulations related to the use or disposal of plastics or other packaging materials; failure to comply with personal data protection and privacy laws; increase in income tax rates, changes in income tax laws or disagreements with tax authorities; failure to adequately protect PepsiCo’s intellectual property rights or infringement on intellectual property rights of others; failure to comply with applicable laws and regulations; and potential liabilities and costs from litigation, claims, legal or regulatory proceedings, inquiries or investigations.

For additional information on these and other factors that could cause PepsiCo’s actual results to materially differ from those set forth herein, please see PepsiCo’s filings with the SEC, including its most recent annual report on Form 10-K and subsequent reports on Forms 10-Q and 8-K. Investors are cautioned not to place undue reliance on any such forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise.