Reconciliation of GAAP and Non-GAAP Information
(unaudited)

Division operating profit, core results, core constant currency results and organic results are non-GAAP financial measures as they exclude certain items noted below. However, we believe investors should consider these measures as they are more indicative of our ongoing performance and reflect how management evaluates our operational results and trends.

Commodity mark-to-market net impact

In the 12 weeks ended September 7, 2013, we recognized $19 million of mark-to-market net losses on commodity hedges in corporate unallocated expenses. In the 36 weeks ended September 7, 2013, we recognized $74 million of mark-to-market net losses on commodity hedges in corporate unallocated expenses. In the 12 weeks ended September 8, 2012, we recognized $121 million of mark-to-market net gains on commodity hedges in corporate unallocated expenses. In the 36 weeks ended September 8, 2012, we recognized $126 million of mark-to-market net gains on commodity hedges in corporate unallocated expenses. In the year ended December 29, 2012, we recognized $65 million of mark-to-market net gains on commodity hedges in corporate unallocated expenses. We centrally manage commodity derivatives on behalf of our divisions. These commodity derivatives include agricultural products, energy and metals. Certain of these commodity derivatives do not qualify for hedge accounting treatment and are marked to market with the resulting gains and losses recognized 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 net income.

Merger and integration charges

In the 12 and 36 weeks ended September 7, 2013, we incurred merger and integration charges of $9 million related to our acquisition of Wimm-Bill-Dann Foods OJSC (WBD) recorded in the Europe segment. In the 12 weeks ended September 8, 2012, we incurred merger and integration charges of $2 million related to our acquisition of WBD, including $4 million recorded in the Europe segment and income of $2 million recorded in corporate unallocated expenses representing adjustments of previously recorded amounts. In the 36 weeks ended September 8, 2012, we incurred merger and integration charges of $7 million related to our acquisition of WBD recorded in the Europe segment. In the year ended December 29, 2012, we incurred merger and integration charges of $16 million related to our acquisition of WBD, including $11 million recorded in the Europe segment and $5 million recorded in interest expense.

Restructuring and impairment charges

In the 12 weeks ended September 7, 2013, we incurred restructuring and impairment charges of $7 million in conjunction with our Productivity Plan, including $1 million recorded in the FLNA segment, $1 million recorded in the LAF segment, $3 million recorded in the PAB segment, $2 million recorded in the Europe segment, $1 million recorded in the AMEA segment and income of $1 million recorded in corporate unallocated expenses representing adjustments of previously recorded amounts. In the 36 weeks ended September 7, 2013, we incurred restructuring and impairment charges of $37 million in conjunction with our Productivity Plan, including $5 million recorded in the FLNA segment, $6 million recorded in the LAF segment, $8 million recorded in the PAB segment, $14 million recorded in the Europe segment, $3 million recorded in the AMEA segment and $1 million recorded in corporate unallocated expenses. In the 12 weeks ended September 8, 2012, we incurred restructuring and impairment charges of $83 million in conjunction with our Productivity Plan, including $8 million recorded in the FLNA segment, $1 million recorded in the QFNA segment, $29 million recorded in the LAF segment, $33 million recorded in the PAB segment, $6 million recorded in the AMEA segment, $7 million recorded in corporate unallocated expenses and income of $1 million recorded in the Europe segment representing adjustments of previously recorded amounts. In the 36 weeks ended September 8, 2012, we incurred restructuring and impairment charges of $193 million in conjunction with our Productivity Plan, including $40 million recorded in the FLNA segment, $7 million recorded in the QFNA segment, $41 million recorded in the LAF segment, $76 million recorded in the PAB segment, $23 million recorded in the AMEA segment, $8 million recorded in corporate unallocated expenses and income of $2 million recorded in the Europe segment representing adjustments of previously recorded amounts. In the year ended December 29, 2012, we incurred restructuring charges of $279 million in conjunction with our Productivity Plan, including $38 million recorded in the FLNA segment, $9 million recorded in the QFNA segment, $50 million recorded in the LAF segment, $102 million recorded in the PAB segment, $42 million recorded in the Europe segment, $28 million recorded in the AMEA segment and $10 million recorded in corporate unallocated expenses. The Productivity Plan includes actions in every aspect of our business that we believe will strengthen our complementary food, snack and beverage businesses by leveraging new technologies and processes across PepsiCo's operations, go-to-market and information systems; heightening the focus on best practice sharing across the globe; consolidating manufacturing, warehouse and sales facilities; and implementing simplified organization structures, with wider spans of control and fewer layers of management.

Venezuela currency devaluation

In the 36 weeks ended September 7, 2013, we recorded a $111 million net charge related to the devaluation of the bolivar fuerte for our Venezuela businesses. $124 million of this charge was recorded in corporate unallocated expenses, with the balance (equity income of $13 million) recorded in our PAB segment.

Restructuring and other charges related to the transaction with Tingyi (Cayman Islands) Holding Corp. (Tingyi)

In the 36 weeks ended September 8, 2012, we recorded restructuring and other charges of $137 million in the AMEA segment related to the transaction with Tingyi. In the year ended December 29, 2012, we recorded restructuring and other charges of $150 million in the AMEA segment related to the transaction with Tingyi.

Pension lump sum settlement charge

In the year ended December 29, 2012, we recorded a pension lump sum settlement charge of $195 million in corporate unallocated expenses.

Tax benefit related to tax court decision

In the year ended December 29, 2012, we recognized a non-cash tax benefit of $217 million associated with a favorable tax court decision related to the classification of financial instruments.

Management operating cash flow (excluding certain items)

Additionally, management operating cash flow (excluding the items noted in the Net Cash Provided by Operating Activities Reconciliation table) is an important element in evaluating our performance. This is not a measure defined by GAAP. 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. Additionally, we consider certain other items (included in the Net Cash Provided by Operating Activities Reconciliation table) in evaluating management operating cash flow which we believe investors should consider in evaluating our management operating cash flow results.

2013 guidance

Our 2013 core tax rate guidance and our 2013 core constant currency EPS guidance exclude the commodity mark-to-market net impact included in corporate unallocated expenses, merger and integration charges in connection with our acquisition of WBD, restructuring and impairment charges and charges related to the Venezuela currency devaluation. Our 2013 organic revenue guidance excludes the impact of acquisitions, divestitures and other structural changes. In addition, our 2013 organic revenue guidance and our 2013 core constant currency EPS guidance exclude the impact of foreign exchange. We are not able to reconcile our full-year projected 2013 core tax rate guidance to our full-year projected 2013 reported tax rate or our 2013 core constant currency EPS guidance to our full-year projected 2013 reported EPS growth because we are unable to predict the 2013 impact of foreign exchange or the mark-to-market net impact on commodity hedges due to the unpredictability of future changes in foreign exchange rates and commodity prices. We are also unable to reconcile our full-year projected 2013 organic revenue guidance to our full-year projected 2013 reported net revenue growth because we are unable to predict the 2013 impact of foreign exchange due to the unpredictability of future changes in foreign exchange rates. Therefore, we are unable to provide a reconciliation of these measures.

# # #

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

Net Revenue Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Net Revenue Growth	1.5 %	2 %
Impact of Acquisitions and Divestitures	-	1
Impact of Foreign Exchange Translation	1	1
Organic Revenue Growth	3 %	4 %

FLNA Net Revenue Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Net Revenue Growth	5 %	4 %
Impact of Foreign Exchange Translation	-	-
Organic Revenue Growth	5 %	4.5 %

LAF Net Revenue Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Net Revenue Growth	9 %	9 %
Impact of Foreign Exchange Translation	6	4
Organic Revenue Growth	14 %	13 %

Net Revenue Year-over-Year Growth Reconciliation

	GAAP Measure Reported Growth 12 Weeks Ended 9/7/2013	Percent Impact of Foreign Exchange Translation	Non-GAAP Measure Organic Growth 12 Weeks Ended 9/7/2013
Brazil	(2) %	11	9 %
Turkey	- %	7	7 %

	GAAP Measure Reported Growth 36 Weeks Ended 9/7/2013	Percent Impact of Foreign Exchange Translation	Non-GAAP Measure Organic Growth 36 Weeks Ended 9/7/2013
Brazil	(2) %	10	9 %
Turkey	6 %	3	9 %

China Net Revenue Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Net Revenue Growth	DD %	(DD) %
Impact of Acquisitions and Divestitures	-	DD
Impact of Foreign Exchange Translation	(MSD)	(LSD)
Organic Revenue Growth	DD %	DD %

Gross Margin Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Gross Margin Growth	5 bps	69 bps
Commodity Mark-to-Market Net Impact	65	34
Core Gross Margin Growth	70 bps	103 bps

Operating Margin Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Operating Margin Growth	(37) bps	63 bps
Commodity Mark-to-Market Net Impact	84	44
Merger and Integration Charges	4	-
Restructuring and Impairment Charges	(46)	(34)
Venezuela Currency Devaluation	-	24
Restructuring and Other Charges Related to the Transaction with Tingyi	-	(30)
Core Operating Margin Growth	5 bps	67 bps

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

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

Diluted EPS Growth Reconciliation

	36 Weeks Ended 9/7/2013	36 Weeks Ended 9/8/2012	Growth
Reported Diluted EPS	$ 3.20	$ 2.86	12 %
Merger and Integration Charges	-	-	
Commodity Mark-to-Market Net Impact	0.03	(0.05)	
Restructuring and Impairment Charges	0.02	0.09	
Venezuela Currency Devaluation	0.07	-	
Restructuring and Other Charges Related to the Transaction with Tingyi	-	0.10	
Core Diluted EPS	$ 3.32	$ 3.01	10
Impact of Foreign Exchange Translation			2
Core Constant Currency Diluted EPS Growth			12 %

FLNA Operating Margin Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Operating Margin Growth	49 bps	72 bps
Restructuring and Impairment Charges	(23)	(37)
Core Operating Margin Growth	26 bps	34 bps

FLNA Operating Profit Growth Reconciliation

	12 Weeks Ended 9/7/2013
Reported Operating Profit Growth	7 %
Restructuring and Impairment Charges	(1)
Core Constant Currency Operating Profit Growth	6 %

Developing and Emerging Markets Net Revenue Growth Reconciliation

	12 Weeks Ended 9/7/2013
Reported Developing and Emerging Markets Net Revenue Growth	4 %
Impact of Acquisitions and Divestitures	1
Impact of Foreign Exchange Translation	4
Developing and Emerging Markets Organic Revenue Growth	9 %

AMEA Net Revenue Growth Reconciliation

	12 Weeks Ended 9/7/2013	24 Weeks Ended 6/15/2013
Reported Net Revenue Growth	(3) %	(2) %
Impact of Acquisitions and Divestitures	5	14
Impact of Foreign Exchange Translation	4	2
Organic Revenue Growth	6 %	15 %

Operating Profit Growth Reconciliation

	12 Weeks Ended 9/7/2013	36 Weeks Ended 9/7/2013
Reported Operating Profit Growth	(1) %	6 %
Commodity Mark-to-Market Net Impact	5	3
Merger and Integration Charges	-	-
Restructuring and Impairment Charges	(3)	(2)
Restructuring and Other Charges Related to the Transaction with Tingyi	-	(2)
Venezuela Currency Devaluation	-	2
Impact of Foreign Exchange Translation	1.5	1.5
Core Constant Currency Operating Profit Growth	3	8 %
Incremental Investments	1	
Core Constant Currency Operating Profit Growth Excluding Incremental Investments	4 %	

Division Operating Profit Growth Reconciliation

	12 Weeks Ended 9/7/2013
Reported Operating Profit Growth	(1) %
Impact of Corporate Unallocated	5
Reported Division Operating Profit Growth	4
Merger and Integration Charges	-
Commodity Mark-to-Market Net Impact	-
Restructuring and Impairment Charges	(2)
Impact of Foreign Exchange Translation	1
Core Constant Currency Division Operating Profit Growth	3 %

Net Cash Provided by Operating Activities Reconciliation (in millions)

	36 Weeks Ended		
	9/7/2013	9/8/2012	Growth
Net Cash Provided by Operating Activities	$ 6,662	$ 5,118	30 %
Capital Spending	(1,497)	(1,409)	
Sales of Property, Plant and Equipment	51	58	
Management Operating Cash Flow	5,216	3,767	
Discretionary Pension and Retiree Medical Contributions (after-tax)	11	770	
Merger and Integration Payments (after-tax)	18	44	
Payments Related to Restructuring Charges (after-tax)	97	203	
Payments Related to Income Tax Settlements	113	-	
Capital Investments Related to PBG/PAS integration[a]	-	8	
Net Capital Investments Related to Restructuring Plan	1	12	
Payments for Restructuring and Other Charges Related to the Transaction with Tingyi	26	98	
Management Operating Cash Flow excluding above Items	$ 5,482	$ 4,902	12 %

[a] *The Pepsi Bottling Group, Inc. (PBG) and PepsiAmericas, Inc. (PAS)*

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

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

Diluted EPS Growth Reconciliation

	12 Weeks Ended 9/7/2013	12 Weeks Ended 9/8/2012	Growth
Reported Diluted EPS	$ 1.23	$ 1.21	1.5 %
Merger and Integration Charges	-	-	
Commodity Mark-to-Market Net Impact	0.01	(0.05)	
Restructuring and Impairment Charges	-	0.04	
Core Diluted EPS	$ 1.24	$ 1.20	3 %
Impact of Foreign Exchange Translation			2
Core Constant Currency Diluted EPS Growth			5
Incremental Investments			1
Core Constant Currency Diluted EPS Growth Excluding Incremental Investments			6 %

Effective Tax Rate Reconciliation (in millions)

	12 Weeks Ended 9/7/2013		
	Pre-Tax Income	Income Taxes	Effective Tax Rate
Reported Effective Tax Rate	$ 2,577	$ 654	25.4 %
Commodity Mark-to-Market Net Impact	19	9	
Merger and Integration Charges	9	2	
Restructuring and Impairment Charges	7	1	
Core Effective Tax Rate	$ 2,612	$ 666	25.5 %

	12 Weeks Ended 9/8/2012		
	Pre-Tax Income	Income Taxes	Effective Tax Rate
Reported Effective Tax Rate	$ 2,619	$ 706	26.9 %
Commodity Mark-to-Market Net Impact	(121)	(51)	
Merger and Integration Charges	2	-	
Restructuring and Impairment Charges	83	24	
Core Effective Tax Rate	$ 2,583	$ 679	26.3 %

	36 Weeks Ended 9/7/2013		
	Pre-Tax Income	Income Taxes	Effective Tax Rate
Reported Effective Tax Rate	$ 6,727	$ 1,694	25.2 %
Commodity Mark-to-Market Net Impact	74	27	
Merger and Integration Charges	9	2	
Restructuring and Impairment Charges	37	8	
Venezuela Currency Devaluation	111	-	
Core Effective Tax Rate	$ 6,958	$ 1,731	24.9 %

Diluted EPS Reconciliation

	Year Ended 12/29/2012
Reported Diluted EPS	$ 3.92
Commodity Mark-to-Market Net Impact	(0.03)
Merger and Integration Charges	0.01
Restructuring and Impairment Charges	0.14
Restructuring and Other Charges Related to the Transaction with Tingyi	0.11
Pension Lump Sum Settlement Charge	0.08
Tax Benefit Related to Tax Court Decision	(0.14)
Core Diluted EPS	$ 4.10

Net Cash Provided by Operating Activities Reconciliation (in billions)

	2013 Guidance
Net Cash Provided by Operating Activities	$ ~9
Net Capital Spending	~(3)
Management Operating Cash Flow	~6
Certain Other Items [(b)]	~1
Management Operating Cash Flow excluding Certain Other Items	$ ~7

(b) Certain other items include discretionary pension and retiree medical contributions, merger and integration payments, payments related to restructuring charges, capital investments related to the bottling integration, net capital investments related to restructuring plan and payments related to income tax settlements.

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