

THE HERSHEY COMPANY
CONSOLIDATED STATEMENTS OF INCOME
(in thousands, except per share amounts)

For the years ended December 31,	2018	2017	2016
Net sales	\$ 7,791,069	\$ 7,515,426	\$ 7,440,181
Cost of sales	4,215,744	4,060,050	4,270,642
Gross profit	3,575,325	3,455,376	3,169,539
Selling, marketing and administrative expense	1,874,829	1,885,492	1,891,305
Long-lived and intangible asset impairment charges	57,729	208,712	4,204
Business realignment costs	19,103	47,763	18,857
Operating profit	1,623,664	1,313,409	1,255,173
Interest expense, net	138,837	98,282	90,143
Other (income) expense, net	74,766	104,459	65,549
Income before income taxes	1,410,061	1,110,668	1,099,481
Provision for income taxes	239,010	354,131	379,437
Net income including noncontrolling interest	1,171,051	756,537	720,044
Less: Net loss attributable to noncontrolling interest	(6,511)	(26,444)	—
Net income attributable to The Hershey Company	<u>\$ 1,177,562</u>	<u>\$ 782,981</u>	<u>\$ 720,044</u>
Net income per share—basic:			
Common stock	\$ 5.76	\$ 3.79	\$ 3.45
Class B common stock	\$ 5.24	\$ 3.44	\$ 3.15
Net income per share—diluted:			
Common stock	\$ 5.58	\$ 3.66	\$ 3.34
Class B common stock	\$ 5.22	\$ 3.44	\$ 3.14
Dividends paid per share:			
Common stock	\$ 2.756	\$ 2.548	\$ 2.402
Class B common stock	\$ 2.504	\$ 2.316	\$ 2.184

See Notes to Consolidated Financial Statements.