

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

For the years ended December 31,	2022	2021	2020
<b>Net sales</b>	\$ 10,419,294	\$ 8,971,337	\$ 8,149,719
Cost of sales	5,920,509	4,922,739	4,448,450
<b>Gross profit</b>	4,498,785	4,048,598	3,701,269
Selling, marketing and administrative expense	2,236,009	2,001,351	1,890,925
Long-lived asset impairment charges	—	—	9,143
Business realignment costs	1,989	3,525	18,503
<b>Operating profit</b>	2,260,787	2,043,722	1,782,698
Interest expense, net	137,557	127,417	149,374
Other (income) expense, net	206,159	119,081	138,327
<b>Income before income taxes</b>	1,917,071	1,797,224	1,494,997
Provision for income taxes	272,254	314,405	219,584
<b>Net income including noncontrolling interest</b>	1,644,817	1,482,819	1,275,413
Less: Net gain (loss) attributable to noncontrolling interest	—	5,307	(3,295)
<b>Net income attributable to The Hershey Company</b>	<u>\$ 1,644,817</u>	<u>\$ 1,477,512</u>	<u>\$ 1,278,708</u>
<b>Net income per share—basic:</b>			
Common stock	\$ 8.22	\$ 7.34	\$ 6.30
Class B common stock	\$ 7.47	\$ 6.68	\$ 5.72
<b>Net income per share—diluted:</b>			
Common stock	\$ 7.96	\$ 7.11	\$ 6.11
Class B common stock	\$ 7.45	\$ 6.66	\$ 5.71
<b>Dividends paid per share:</b>			
Common stock	\$ 3.874	\$ 3.410	\$ 3.154
Class B common stock	\$ 3.522	\$ 3.100	\$ 2.866

See Notes to Consolidated Financial Statements.

