

# RECONCILIATION OF SELECTED SEGMENT GAAP MEASURES TO NON-GAAP MEASURES

(unaudited)

	Quarter Ended		
	Apr 2, 2023	Apr 3, 2022	Change
North America			
North America operating margin, as reported (GAAP)	19.1 %	17.1 %	200 bps
Restructuring and impairment costs <sup>(1)</sup>	0.1	0.1	
North America non-GAAP operating margin	19.2 %	17.2 %	200 bps
International			
International operating margin, as reported (GAAP)	17.0 %	10.6 %	640 bps
Transaction and integration-related costs <sup>(2)</sup>	—	2.5	
International non-GAAP operating margin	17.0 %	13.1 %	390 bps
Channel Development			
Channel Development operating margin, as reported (GAAP)	54.5 %	42.7 %	1,180 bps
Gain on sale of assets <sup>(3)</sup>	(18.9)	—	
Channel Development non-GAAP operating margin	35.6 %	42.7 %	(710) bps

<sup>(1)</sup> Represents costs associated with our restructuring efforts.

<sup>(2)</sup> The second quarter of fiscal 2022 includes amortization expense of acquired intangible assets associated with the acquisition of East China.

<sup>(3)</sup> The second quarter of fiscal 2023 includes transaction-related expenses related to the sale of our Seattle's Best Coffee brand.