

NET REVENUE CONSTANT CURRENCY RECONCILIATION

(unaudited, in millions)

	Quarter Ended				
	Consolidated	North America	International	China	Channel Development
Revenue for the quarter ended Oct 1, 2023 as reported (GAAP)	\$ 9,373.6	\$ 6,900.0	\$ 1,979.9	\$ 840.6	\$ 486.1
Revenue for the quarter ended Sep 29, 2024 as reported (GAAP)	9,074.0	\$ 6,691.9	\$ 1,893.2	\$ 783.7	\$ 465.4
Change (%)	(3.2)%	(3.0)%	(4.4)%	(6.8)%	(4.3)%
Constant Currency Impact (%)	0.3%	0.1%	0.9%	(0.9)%	—%
Change in Constant Currency (%)	(2.9)%	(2.9)%	(3.5)%	(7.7)%	(4.3)%

	Year Ended				
	Consolidated	North America	International	China	Channel Development
Revenue for the year ended Oct 1, 2023 as reported (GAAP)	\$35,975.6	\$26,569.6	\$ 7,487.6	\$3,048.0	\$ 1,893.8
Revenue for the year ended Sep 29, 2024 as reported (GAAP)	36,176.2	27,009.5	7,338.9	2,958.2	1,769.8
Change (%)	0.6%	1.7%	(2.0)%	(2.9)%	(6.5)%
Constant Currency Impact (%)	0.7%	—%	3.4%	2.0%	—%
Change in Constant Currency (%)	1.3%	1.7%	1.4%	(0.9)%	(6.5)%

RECONCILIATION OF SELECTED SEGMENT GAAP MEASURES TO NON-GAAP MEASURES

(unaudited, in millions)

	Quarter Ended		Change	Constant Currency Impact	Change in Constant Currency
	Sep 29, 2024	Oct 1, 2023			
Consolidated					
Consolidated operating margin, as reported (GAAP)	14.4 %	18.2 %	(380) bps		
Consolidated non-GAAP operating margin	<u>14.4 %</u>	<u>18.2 %</u>	(380) bps	10 bps	(370) bps
North America					
North America operating margin, as reported (GAAP)	18.7 %	23.2 %	(450) bps		
North America non-GAAP operating margin	<u>18.7 %</u>	<u>23.2 %</u>	(450) bps	— bps	(450) bps
International					
International operating margin, as reported (GAAP)	14.9 %	15.2 %	(30) bps		
International non-GAAP operating margin	<u>14.9 %</u>	<u>15.2 %</u>	(30) bps	60 bps	30 bps
Channel Development					
Channel Development operating margin, as reported (GAAP)	56.9 %	55.8 %	110 bps		
Channel Development non-GAAP operating margin	<u>56.9 %</u>	<u>55.8 %</u>	110 bps	— bps	110 bps

	Year Ended		Change	Constant Currency Impact	Change in Constant Currency
	Sep 29, 2024	Oct 1, 2023			
Consolidated					
Consolidated operating margin, as reported (GAAP)	15.0 %	16.3 %	(130) bps		
Restructuring and impairment costs ⁽¹⁾	—	0.1			
Transaction and integration-related costs ⁽²⁾	—	0.0			
Gain on sale of assets	—	(0.3)			
Consolidated non-GAAP operating margin	<u>15.0 %</u>	<u>16.1 %</u>	(110) bps	— bps	(110) bps
North America					
North America operating margin, as reported (GAAP)	19.8 %	20.7 %	(90) bps		
Restructuring and impairment costs ⁽¹⁾	—	0.1			
North America non-GAAP operating margin	<u>19.8 %</u>	<u>20.8 %</u>	(100) bps	— bps	(100) bps
International					
International operating margin, as reported (GAAP)	14.2 %	16.4 %	(220) bps		
International non-GAAP operating margin	<u>14.2 %</u>	<u>16.4 %</u>	(220) bps	40 bps	(180) bps
Channel Development					
Channel Development operating margin, as reported (GAAP)	52.3 %	51.1 %	120 bps		
Transaction and integration-related costs ⁽²⁾	—	0.0			
Gain on sale of assets	—	(4.8)			
Channel Development non-GAAP operating margin	<u>52.3 %</u>	<u>46.3 %</u>	600 bps	— bps	600 bps

⁽¹⁾ Represents costs associated with our restructuring efforts.

⁽²⁾ Fiscal 2023 includes transaction-related expenses related to the sale of our Seattle's Best Coffee brand.