



5% GROWTH TO
\$6.3B
REVENUE

13% GROWTH TO
\$0.60
NON-GAAP EPS¹

+3%
GLOBAL COMP
STORE SALES

+4%
U.S. COMP
STORE SALES

+3%
CHINA COMP
STORE SALES

GLOBAL STORE GROWTH

+319 net new stores opened in Q2

30,184 stores in 78 markets

STARBUCKS® REWARDS

+13% growth in active U.S. members to 16.8M

15% Mobile Order & Pay representation in U.S.

Elevate and Build the Brand: Strategic Priorities

STRATEGIC PRIORITY No 1

Accelerate growth in our targeted, long-term growth markets: U.S. and China

STRATEGIC PRIORITY No 2

Expand the global reach of the Starbucks brand leveraging the **Global Coffee Alliance**

STRATEGIC PRIORITY No 3

Sharpen our focus on increasing shareholder returns

OPERATIONAL INITIATIVES

U.S.

Enhancing the in-store experience.

Delivering beverage innovation.

Driving digital relationships.

CHINA

Elevating the third place experience.

Delivering locally relevant innovation.

Deepening digital relationships.

OPERATIONAL INITIATIVES

Grow U.S. share of **At Home Coffee**.

Expand and grow **international markets**.

Launch and grow Starbucks offerings on **Nespresso and Dolce Gusto platforms**.

Deliver customer-relevant **product innovation**.

Streamline the business:

- Retail market alignment
- Business simplification
- Global Coffee Alliance

Return \$25B in cash to shareholders, FY18-FY20. (\$9B returned in FY18)

Consistently **grow dividends**.

Accelerate our velocity of innovation:

- Relevant to the customer
- Inspiring to the partner
- Meaningful to the business