



8% GROWTH TO  
**\$6.8B**  
REVENUE

26% GROWTH TO  
**\$0.78**  
NON-GAAP EPS<sup>1</sup>

**+6%**  
GLOBAL COMP  
STORE SALES

**+7%**  
U.S. COMP  
STORE SALES

**+6%**  
CHINA COMP  
STORE SALES

## GLOBAL STORE GROWTH

**+442** net new stores opened in Q3

**30,626** stores in 80 markets

## STARBUCKS® REWARDS

**+14%** growth in active U.S. members to 17.2M

**16%** 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