

Q4 FY19 Financial Results



7% GROWTH TO
\$6.7B
REVENUE

13% GROWTH TO
\$0.70
NON-GAAP EPS¹

+5%
GLOBAL COMP
STORE SALES

+6%
U.S. COMP
STORE SALES

+5%
CHINA COMP
STORE SALES

GLOBAL STORE GROWTH

+630 net new stores
opened in Q4

31,256 stores in
82 markets

STARBUCKS® REWARDS

+15% growth in active
U.S. members

17.6M total active
U.S. members

Year-end Results FY19

7% GROWTH TO
\$26.5B
REVENUE

17% GROWTH TO
\$2.83
NON-GAAP EPS¹

+5%
GLOBAL COMP
STORE SALES

+5%
U.S. COMP
STORE SALES

+4%
CHINA COMP
STORE SALES

Elevate and Build the Brand Strategic Priorities

STRATEGIC PRIORITY № 1

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

STRATEGIC PRIORITY № 2

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

STRATEGIC PRIORITY № 3

Sharpen our focus on
increasing shareholder returns

OPERATIONAL INITIATIVES

U.S.

Enhancing the in-store experience.

Delivering beverage innovation.

Driving digital relationships.

OPERATIONAL INITIATIVES

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

Expand and grow **international markets**.

Streamline the business:

- Retail market alignment
- Business simplification
- Global Coffee Alliance

Accelerate our velocity of innovation:

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

CHINA

Elevating the third place experience.

Delivering locally relevant innovation.

Deepening digital relationships.

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

Deliver customer-relevant **product innovation**.

Return \$25B in cash to shareholders,
FY18-FY20. (\$21B returned FY18-FY19)

Consistently **grow dividends**.

¹Q4 FY19 GAAP and non-GAAP earnings per share were \$0.67 and \$0.70, respectively. ²FY19 GAAP and non-GAAP earnings per share were \$2.92 and \$2.83, respectively. A reconciliation of non-GAAP measures with their corresponding GAAP measures is attached with the download. © 2019 Starbucks Coffee Company. All rights reserved.