

Q1 FY20 Financial Results



7% GROWTH TO
\$7.1B
REVENUE

5% GROWTH TO
\$0.79
NON-GAAP EPS¹

+5%
GLOBAL COMP
STORE SALES

+6%
U.S. COMP
STORE SALES

+3%
CHINA COMP
STORE SALES

GLOBAL STORE GROWTH

+539 net new stores
opened in Q1

31,795 stores in
82 markets

STARBUCKS® REWARDS

+16% growth in active U.S.
members to 18.9M

+40% growth in active China
members to 10.2M

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. (\$22B returned through Q1 FY20)

Consistently **grow dividends**.

Accelerate our velocity of innovation:

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