






Starbucks Coffee Company
Starbucks Card, Loyalty & Mobile Dashboard

Updated as of July 1, 2021 (Based on data from June 27, 2021)

Starbucks® Card									
	<u>Q3 FY19</u>	<u>Q4 FY19</u>	<u>Q1 FY20</u>	<u>Q2 FY20</u>	<u>Q3 FY20</u>	<u>Q4 FY20</u>	<u>Q1 FY21</u>	<u>Q2 FY21</u>	<u>Q3 FY21</u>
 Card as % of Transactions <small>(U.S. + CANADA Company-Operated Retail Stores Only)</small>	46%	45%	47%	51%	51%	51%	48%	51%	54%
Total Dollars Loaded (\$MM) <small>(U.S. + CANADA Only)</small>	\$ 2,284.9	\$ 2,177.9	\$ 2,960.4	\$ 2,035.2	\$ 1,486.4	\$ 2,125.6	\$ 2,783.3	\$ 2,165.8	\$ 2,583.6

Loyalty Program									
	<u>Q3 FY19</u>	<u>Q4 FY19</u>	<u>Q1 FY20</u>	<u>Q2 FY20</u>	<u>Q3 FY20</u>	<u>Q4 FY20</u>	<u>Q1 FY21</u>	<u>Q2 FY21</u>	<u>Q3 FY21</u>
 # of 90-Day Active Members (M) <small>(U.S. Only)</small>	17.2	17.5	18.9	19.4	16.3 ⁽¹⁾	19.3	21.8	22.9	24.2
My Starbucks Rewards % of Tender - Dollars <small>(U.S. Company-Operated Retail Stores Only)</small>	42%	42%	43%	44%	47% ⁽²⁾	47%	50%	52%	51%

Starbucks® Mobile App									
	<u>Q3 FY19</u>	<u>Q4 FY19</u>	<u>Q1 FY20</u>	<u>Q2 FY20</u>	<u>Q3 FY20</u>	<u>Q4 FY20</u>	<u>Q1 FY21</u>	<u>Q2 FY21</u>	<u>Q3 FY21</u>
 Mobile Order Transactions as % of Total Transactions <small>(U.S. Company-Operated Retail Stores Only)</small>	16%	16%	17%	18%	22%	24%	25%	26%	25%
# of Stores +20% Mobile Order Transactions at Peak <small>(U.S. Company-Operated Retail Stores Only; The busiest 4 consecutive half hours in a store, M-F)</small>	~4,800	~4,900	~5,400	~5,600	~4,900	~6,600	~7,000	~7,200	~7,400

⁽¹⁾ Starbucks® Rewards loyalty program 90-day active members in the U.S. declined to 16.3 million, down 5% year-over-year due to reduced customer frequency primarily attributable to temporary store closures and other impacts related to the COVID-19 outbreak.

⁽²⁾ Restate from 46%.