

RECONCILIATION OF SELECTED SEGMENT GAAP MEASURES TO NON-GAAP MEASURES

(unaudited)

(\$ in millions)

	Quarter Ended		Change
	Jun 28, 2020	Jun 30, 2019	
Americas			
Americas operating margin, as reported (GAAP)	(14.4)%	21.8 %	(3,620) bps
Restructuring and impairment costs ⁽¹⁾	2.0	0.3	
Americas non-GAAP operating margin	(12.4)%	22.1 %	(3,450) bps
International			
International operating margin/(loss), as reported (GAAP)	(9.1)%	17.0 %	(2,610) bps
Restructuring and impairment costs ⁽¹⁾	0.1	1.3	
International transaction and integration-related items ⁽²⁾	6.3	4.4	
International non-GAAP operating margin	(2.7)%	22.7 %	(2,540) bps
Channel Development			
Channel Development operating margin, as reported (GAAP)	27.8 %	34.1 %	(630) bps
Nestlé transaction and integration-related costs ⁽³⁾	7.8	0.3	
Channel Development non-GAAP operating margin	35.6 %	34.4 %	120 bps

⁽¹⁾ Represents costs associated with our restructuring efforts, primarily severance and asset impairments related to certain company-operated store closures.

⁽²⁾ Includes transaction costs for the acquisition of our East China joint venture; ongoing amortization expense of acquired intangible assets associated with the acquisition of East China and Starbucks Japan; and the related post-acquisition integration costs, such as incremental information technology and compensation-related costs.

⁽³⁾ Represents costs associated with the Global Coffee Alliance with Nestlé.

RECONCILIATION OF SELECTED SEGMENT GAAP MEASURES TO NON-GAAP MEASURES

(unaudited)

(\$ in millions)

	Quarter Ended		Change
	Mar 29, 2020	Mar 31, 2019	
Americas			
Americas operating margin, as reported (GAAP)	14.3 %	19.9 %	(560) bps
Restructuring, impairment and optimization costs ⁽¹⁾	0.1	0.4	
Americas non-GAAP operating margin	14.4 %	20.3 %	(590) bps
International			
International operating margin/(loss), as reported (GAAP)	(1.4)%	13.2 %	(1,460) bps
Restructuring, impairment and optimization costs ⁽¹⁾	—	1.7	
International transaction and integration-related items ⁽²⁾	5.3	4.4	
International non-GAAP operating margin/(loss)	3.9 %	19.3 %	(1,540) bps
Channel Development			
Channel Development operating margin, as reported (GAAP)	36.5 %	33.3 %	320 bps
Restructuring, impairment and optimization costs ⁽¹⁾	—	0.1	
Nestlé transaction and integration-related costs ⁽³⁾	1.3	0.8	
Channel Development non-GAAP operating margin	37.8 %	34.2 %	360 bps

- (1) Represents costs associated with our restructuring efforts, primarily severance and asset impairments related to certain company-operated store closures, as well as business process optimization costs, largely consulting fees.
- (2) Includes transaction costs for the acquisition of our East China joint venture; ongoing amortization expense of acquired intangible assets associated with the acquisition of East China and Starbucks Japan; and the related post-acquisition integration costs, such as incremental information technology and compensation-related costs.
- (3) Represents costs associated with the Global Coffee Alliance with Nestlé.

RECONCILIATION OF SELECTED SEGMENT GAAP MEASURES TO NON-GAAP MEASURES

(unaudited)

(\$ in millions)

	Quarter Ended		Change
	Dec 29, 2019	Dec 30, 2018	
Americas			
Americas operating margin, as reported (GAAP)	21.9 %	21.0 %	90 bps
Restructuring, impairment and optimization costs ⁽¹⁾	0.1	0.5	
Americas non-GAAP operating margin	22.0 %	21.5 %	50 bps
International			
International operating margin/(loss), as reported (GAAP)	17.6 %	15.3 %	230 bps
Restructuring, impairment and optimization costs ⁽¹⁾	0.1	0.4	
International transaction and integration-related items ⁽²⁾	3.7	4.0	
International non-GAAP operating margin/(loss)	21.4 %	19.7 %	170 bps
Channel Development			
Channel Development operating margin, as reported (GAAP)	35.5 %	34.8 %	70 bps
Nestlé transaction and integration-related costs ⁽³⁾	1.1	1.1	
Channel Development non-GAAP operating margin	36.6 %	35.9 %	70 bps

- (1) Represents costs associated with our restructuring efforts, primarily severance and asset impairments related to certain company-operated store closures, as well as business process optimization costs, largely consulting fees.
- (2) Includes transaction costs for the acquisition of our East China joint venture and the divestiture of our Taiwan joint venture; ongoing amortization expense of acquired intangible assets associated with the acquisition of East China and Starbucks Japan; and the related post-acquisition integration costs, such as incremental information technology and compensation-related costs.
- (3) Represents costs associated with the Global Coffee Alliance with Nestlé.

RECONCILIATION OF SELECTED SEGMENT GAAP MEASURES TO NON-GAAP MEASURES

(unaudited)

(\$ in millions)

	Quarter Ended		Change
	Sep 29, 2019	Sep 30, 2018	
Americas			
Americas operating margin, as reported (GAAP)	20.2 %	20.9 %	(70) bps
Restructuring, impairment and optimization costs ⁽¹⁾	—	0.3	
Americas non-GAAP operating margin	20.2 %	21.2 %	(100) bps
International			
International operating margin/(loss), as reported (GAAP)	16.7 %	14.9 %	180 bps
Restructuring, impairment and optimization costs ⁽¹⁾	0.9	1.9	
International transaction and integration-related items ⁽²⁾	4.1	4.2	
International non-GAAP operating margin/(loss)	21.7 %	21.0 %	70 bps
Channel Development			
Channel Development operating margin, as reported (GAAP)	37.6 %	35.4 %	220 bps
Nestlé transaction and integration-related costs ⁽³⁾	—	7.3	
Channel Development non-GAAP operating margin	37.6 %	42.7 %	(510) bps

- (1) Represents costs associated with our restructuring efforts, primarily severance, lease termination costs and asset impairments related to certain company-operated store closures, as well as business process optimization costs, largely consulting fees.
- (2) Includes transaction costs for the acquisition of our East China joint venture and the divestitures of our Taiwan joint venture and Thailand retail operations; ongoing amortization expense of acquired intangible assets associated with the acquisition of East China and Starbucks Japan; and the related post-acquisition integration costs, such as incremental information technology and compensation-related costs.
- (3) Represents costs associated with the Global Coffee Alliance with Nestlé.