



## STARBUCKS CORPORATION

Fiscal Year 2022 Guidance

The company introduces the following fiscal 2022 guidance. All growth targets noted below are relative to fiscal year 2021 on a 52-week basis, recast for the change in non-GAAP treatment of certain integration costs for the prior acquisitions of Starbucks Japan and East China<sup>1</sup>. For a complete reconciliation of our historical GAAP to non-GAAP measures, please see the reconciliation documents located on the Supplemental Financial Data page of our IR website at <http://investor.starbucks.com>.

As of the company's Q4 FY21 Earnings Call (10/28/2021)

Fiscal Year 2022 Guidance		
Global Comparable Store Sales Growth	High Single-Digits	
Global Net New Starbucks Stores	Approximately 2,000	
Global Revenue	\$32.5B - \$33.0B	
Global Operating Margin <sup>2</sup>	GAAP: ~16.5%	Non-GAAP: ~17%
Capital Expenditures	Approximately \$2B	
Interest Expense	Approximately \$490M - \$500M	
GAAP and non-GAAP Tax Rates <sup>3</sup>	24% - 25%	
GAAP and non-GAAP Full Year EPS <sup>2</sup>	GAAP: Decline of 4% or less	Non-GAAP: Growth of at least 10%

### Forward-Looking Statements

This page includes forward-looking statements, which are subject to various risks and uncertainties that could cause our actual results to differ materially from these statements, as discussed in more detail on our earnings release that was published on October 28<sup>th</sup>, 2021. Any such statements should be considered in conjunction with cautionary statements in our risk factor discussions in our filings with the SEC, including our last Annual Report on Form 10-K and our last Quarterly Report on Form 10-Q. Starbucks assumes no obligation to update any of these forward-looking statements or information, which are made as of their respective dates.

<sup>1</sup>Explanation of changes of non-GAAP reporting treatment on page 3.

<sup>2</sup>Reconciliation on page 3.

<sup>3</sup>Certain non-GAAP measures included in this report were not reconciled to the comparable GAAP financial measures because the GAAP measures are not accessible on a forward-looking basis. The company is unable to reconcile these forward-looking non-GAAP financial measures to the most directly comparable GAAP measures without unreasonable efforts because the company is currently unable to predict with a reasonable degree of certainty the type and extent of certain items that would be expected to impact GAAP measures for these periods but would not impact the non-GAAP measures. Such items may include acquisitions, divestitures, restructuring and other items. The unavailable information could have a significant impact on the company's GAAP financial results.

## **Non-GAAP Disclosure**

In addition to the GAAP results provided in this release, the company provides certain non-GAAP financial measures that are not in accordance with, or alternatives for, generally accepted accounting principles in the United States. Our non-GAAP financial measures of non-GAAP general and administrative expenses (G&A), non-GAAP operating income, non-GAAP operating income growth, non-GAAP operating margin, non-GAAP effective tax rate and non-GAAP earnings per share exclude the below-listed items and their related tax impacts, as they do not contribute to a meaningful evaluation of the company's future operating performance or comparisons to the company's past operating performance. The GAAP measures most directly comparable to non-GAAP G&A, non-GAAP operating income, non-GAAP operating income growth, non-GAAP operating margin, non-GAAP effective tax rate and non-GAAP earnings per share are general and administrative expenses, operating income, operating income growth, operating margin, effective tax rate and diluted net earnings per share, respectively.

<b><u>Non-GAAP Exclusion</u></b>	<b><u>Rationale</u></b>
Sale of certain joint venture operations	Management excludes the gain related to the sale of our South Korea joint venture operations as this incremental gain was specific to the sale activity and for reasons discussed above.
Restructuring and impairment costs	Management excludes restructuring and impairment costs relating to the write-down of certain company-operated store and corporate assets. Management excludes these items for reasons discussed above. These expenses are anticipated to be completed within a finite period of time.
Integration costs	Management excludes integration costs and amortization of the acquired intangible assets for reasons discussed above. Additionally, the majority of these costs will be recognized over a finite period of time.
Nestlé transaction and integration-related costs	Management excludes the transaction and integration-related costs related to the Global Coffee Alliance with Nestlé (inclusive of incremental costs to grow and develop the alliance) for reasons discussed above.

Non-GAAP G&A, non-GAAP operating income, non-GAAP operating income growth, non-GAAP operating margin, non-GAAP effective tax rate and non-GAAP earnings per share may have limitations as analytical tools. These measures should not be considered in isolation or as a substitute for analysis of the company's results as reported under GAAP. Other companies may calculate these non-GAAP financial measures differently than the company does, limiting the usefulness of those measures for comparative purposes.

**STARBUCKS CORPORATION**  
**RECONCILIATION OF SELECTED GAAP MEASURES TO NON-GAAP MEASURES**

*(unaudited)*

Effective in the first quarter of fiscal 2022, the company changed its treatment of removing certain integration costs related to the acquisitions of Starbucks Japan and East China for its non-GAAP financial measures. Integration costs, primarily related to information technology investments and compensation-related programs, were deemed by management to be representative of ongoing operations. Therefore, effective in fiscal 2022, these integration costs will remain in our non-GAAP measures, and prior year non-GAAP measures will be recast to reflect this change.

For comparability purposes with respect to the company's fiscal 2022 guidance, certain of the company's fiscal 2021 GAAP and non-GAAP financial measures were adjusted to remove the impact of the extra week and to adjust for the integration costs discussed above.

<b>Fiscal 2021 adjusted diluted EPS</b>	<b>GAAP</b>	<b>Non-GAAP</b>
Diluted EPS on 53-week basis	\$ 3.54	\$ 3.24
Less impact of extra fiscal week in fiscal 2021	(0.10)	(0.10)
Less change in non-GAAP treatment of certain integration costs	—	(0.04)
Adjusted diluted EPS on 52-week basis	<u>\$ 3.44</u>	<u>\$ 3.10</u>

The company expects full-year diluted net earnings per share (GAAP) in fiscal 2022 to decline by 4% or less on a 52-week basis due to lapping the divestiture gain. Non-GAAP earnings per share in fiscal 2022 is expected to grow by at least 10% on a 52-week basis. Non-GAAP reconciling items are as follows:

<b>Consolidated</b>	<b>Year Ended</b>	<b>Year Ended</b>
	<b>Oct 3, 2021</b>	<b>Oct 2, 2022</b>
Operating Margin (GAAP)	16.8 %	16.5 %
International transaction and integration-related items <sup>(1)</sup>	0.7 %	0.5 %
Restructuring and impairment costs <sup>(2)</sup>	0.6 %	— %
Nestlé transaction and integration-related costs <sup>(3)</sup>	(0.1)%	— %
Less impact of extra fiscal week of fiscal 2021	(0.2)%	— %
Non-GAAP Operating Margin	<u>17.8 %</u>	<u>17.0 %</u>
<b>Diluted EPS impact of non-GAAP items</b>		
Restructuring and impairment costs <sup>(2)</sup>	\$ 0.14	\$ —
International transaction and integration-related items <sup>(1)</sup>	0.17	0.15
Nestlé transaction and integration-related costs <sup>(3)</sup>	(0.02)	—
Non-operating gain on divestiture of South Korea joint venture	(0.73)	—
Income tax effect on non-GAAP adjustments <sup>(4)</sup>	0.10	(0.04)
Total	<u>\$ (0.34)</u>	<u>\$ 0.11</u>

<sup>(1)</sup> Includes amortization expense of acquired intangible assets associated with the acquisition of East China. Fiscal 2021 impact also includes transaction costs related to the divestiture of our South Korea joint venture. As discussed above, the fiscal 2021 integration costs have been adjusted for comparison purposes.

<sup>(2)</sup> Represents costs associated with our restructuring efforts in the U.S. and Canada company-operated businesses and impairment of certain corporate assets.

<sup>(3)</sup> Represents costs associated with the Global Coffee Alliance with Nestlé.

<sup>(4)</sup> Adjustments were determined based on the nature of the underlying items and their relevant jurisdictional tax rates.