



# STARBUCKS Q4 FY22 – EARNINGS AT A GLANCE

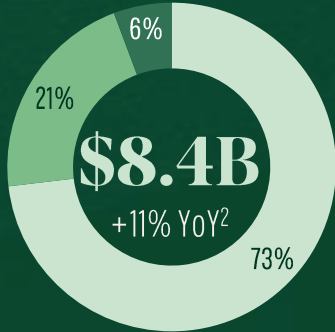


We are incredibly proud of our Q4 performance, and our 2023 guidance sets the stage for another year of record performance.  
- Rachel Ruggeri, CFO



## GLOBAL REVENUE

North America International Channel Development



## EPS<sup>1</sup>

# \$0.81

-9% YoY<sup>2</sup>

## GLOBAL OPERATING MARGIN<sup>1</sup>

# 15.1%

-380bps YoY<sup>2</sup>

## GLOBAL STORE COUNT

# 35,711

+6% YoY

### COMP



## +7%

### GLOBAL

## +11%

+11% North America

### U.S.

### CHINA

## -16%

-5% International

### PROMO



## +17%

year-over-year

PSL platform



### DIGITAL



## 28.7M

90-DAY Active SR Members

### U.S.

### CHINA

## 44%

Digital % Mix

### TICKET



## Record average ticket in the U.S.

<sup>1</sup> Refer to the Reconciliation of Selected GAAP Measures to Non-GAAP Measures on the Q4 Earnings Release on the IR website at <http://investor.starbucks.com>

<sup>2</sup> Growth rate does not include the extra week for fiscal 2021. Refer to the reconciliation for the extra week in fiscal 2021 on the IR website at <http://investor.starbucks.com>



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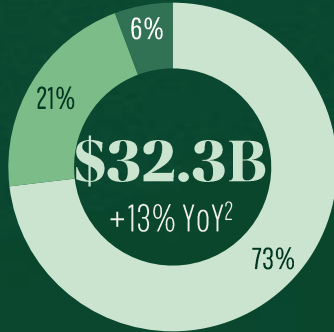


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## GLOBAL REVENUE

North America International Channel Development



## EPS<sup>1</sup>

# \$2.96

-5% YoY<sup>2</sup>

## GLOBAL OPERATING MARGIN<sup>1</sup>

# 15.1%

-270bps YoY<sup>2</sup>

## GLOBAL COMP

# +8%

U.S. +**12%**  
+12% North America

CHINA -**24%**  
-9% International

## GUIDANCE FISCAL 2023

### COMP GROWTH

Global	Near the high end of 7% – 9%
U.S.	7% – 9%
China	Outsized

### NEW STORE GROWTH

Global	~7%
U.S.	~3%
China	~13%

### GLOBAL REVENUE

10% – 12%

### OPERATING MARGIN

Solid Margin Expansion

### CapEx

~\$2.5B

### INTEREST EXPENSE

\$540M – \$560M

### GAAP & Non-GAAP TAX RATE<sup>3</sup>

Mid-20s

### FULL YEAR EPS<sup>4</sup>

GAAP: High End of 15%–20%  
Non-GAAP: Low End of 15%–20%

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<sup>3</sup> Certain financial measures included in this report are not measures of financial performance under U.S. generally accepted accounting principles ("GAAP"). Certain non-GAAP measures such as tax rates were not reconciled to the comparable GAAP financial measures because the GAAP measures are not accessible on a forward-looking basis. All forward-looking non-GAAP measures may exclude estimates for acquisitions, divestitures, restructuring, and other items, which are fluid and unpredictable in nature. The company is unable to reconcile these forward-looking non-GAAP financial measures to the most directly comparable GAAP measures with sufficient precision 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. The unavailable information could have a significant impact on the company's GAAP financial results.

<sup>4</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>.

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. Any such statements should be considered in conjunction with cautionary statements in our risk factor discussions in our filings with the SEC, including our most recently filed periodic reports on Form 10-Q and subsequent filings. Starbucks assumes no obligation to update any of these forward-looking statements or information, which are made as of their respective dates.