



TM

TROY ALSTEAD

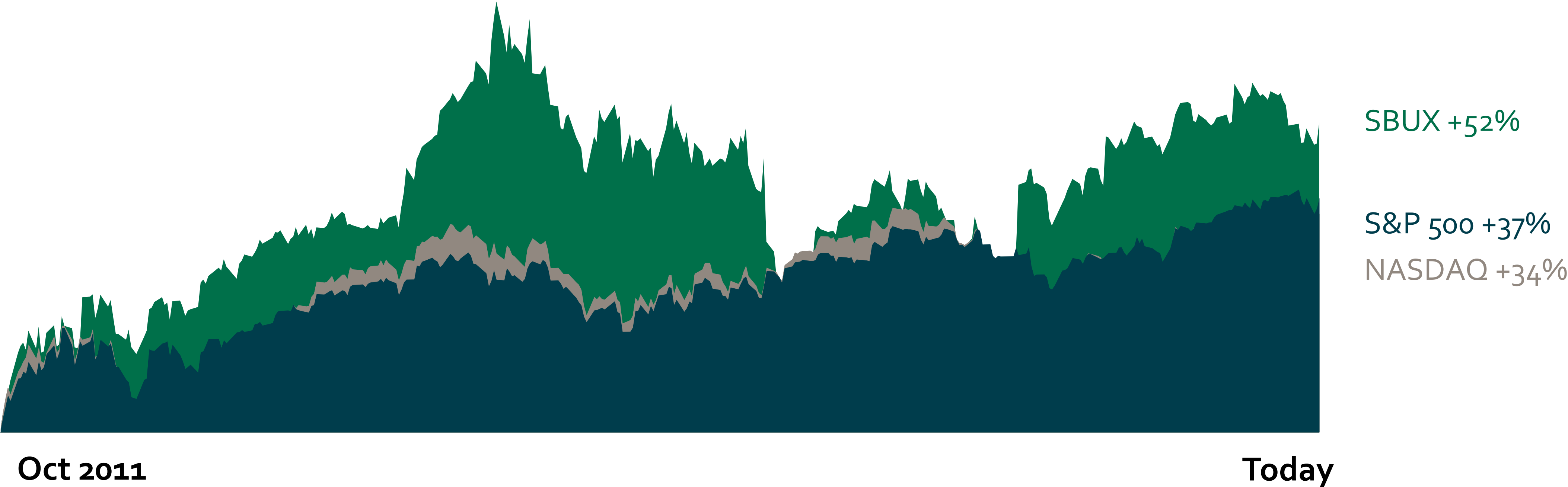
chief financial officer
chief administrative officer

2012

EXECUTION

STARBUCKS CONTINUES TO OUTPERFORM

SBUX VS SELECT INDICES GROWTH SINCE BEGINNING OF FY12



Total Shareholder Return

FY10

FY11

FY12

32%

46%

38%

STRONG REVENUE GROWTH

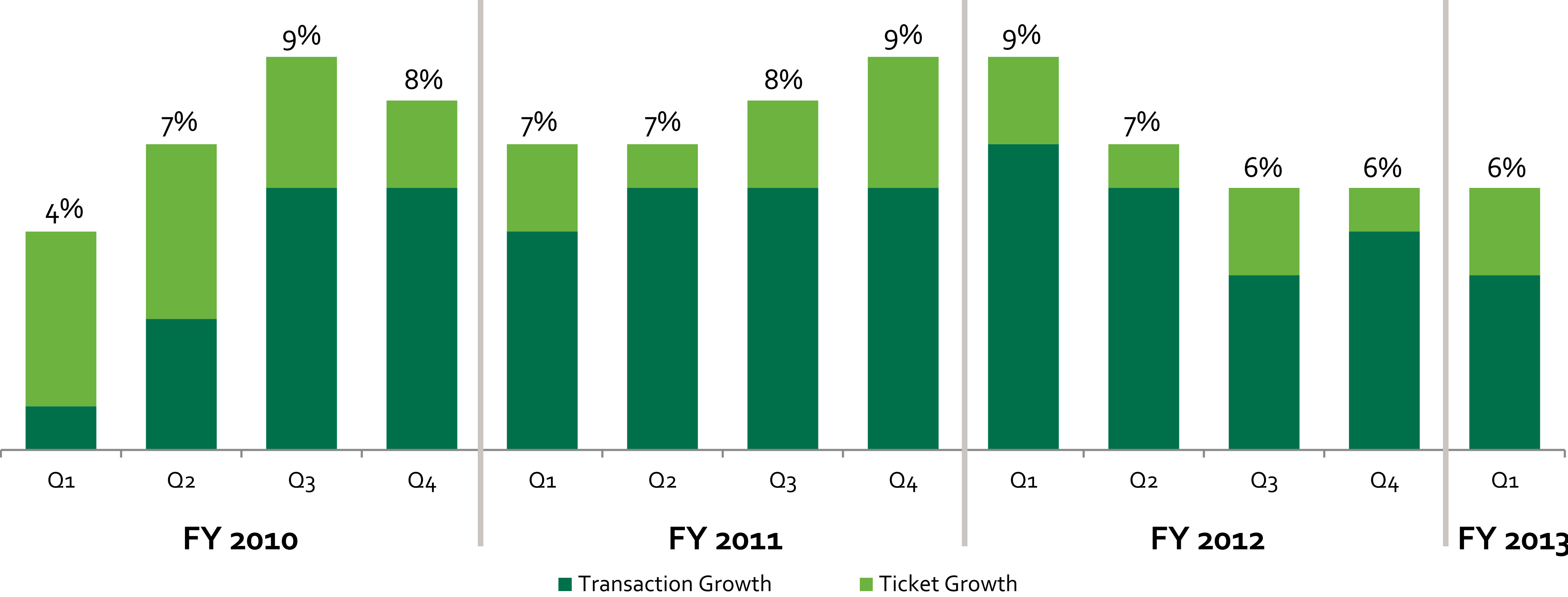
DOLLARS IN BILLIONS



14%
growth
in FY12

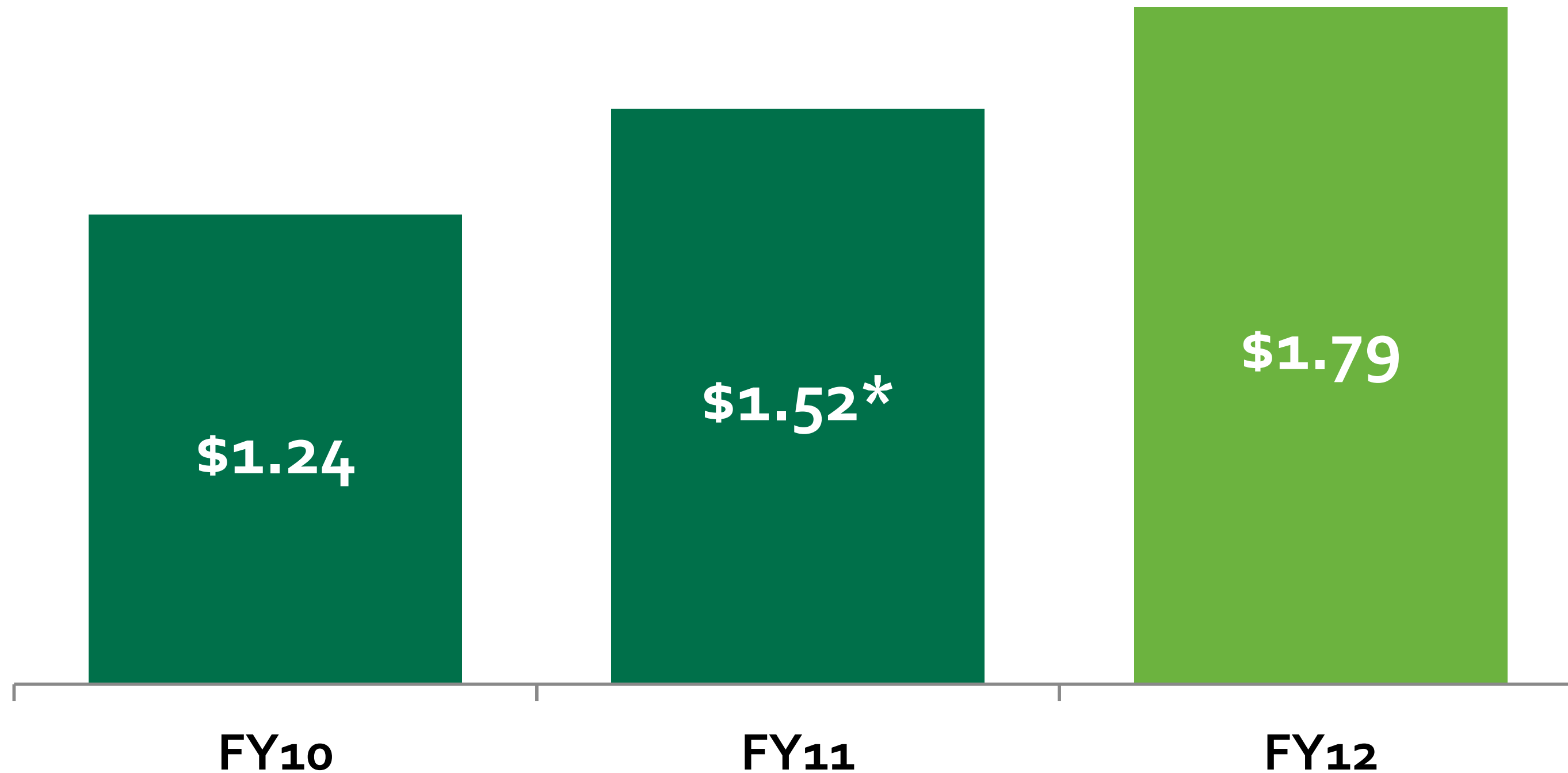
12 CONSECUTIVE QUARTERS OF >5% COMP GROWTH

GLOBAL COMPARABLE STORE SALES GROWTH



RECORD EPS DESPITE SIGNIFICANT COMMODITY HEADWINDS

EARNINGS PER SHARE



18%
growth
in FY12**

30%
growth
excluding
commodity
impact**

*FY11 GAAP EPS was \$1.62. FY11 non-GAAP EPS excludes \$0.10 of gain resulting from the acquisition of the company's joint venture operations in Switzerland and Austria and the gain on the sale of properties.

** Over prior year non-GAAP EPS of \$1.52. FY12 commodity impact was \$0.17.

AMERICAS

12,983 stores in 13 countries

- Canada: 1,195
- United States: 11,167
- The Bahamas: 8
- Mexico: 368
- Puerto Rico: 19
- Guatemala: 2
- El Salvador: 4
- Costa Rica: 2
- Aruba: 3
- Curacao: 1
- Peru: 54
- Brazil: 54
- Chile: 42
- Argentina: 64



AMERICAS

LEVERAGE CONTINUES ON STRONG TOP-LINE GROWTH

REVENUE (\$M)



OPERATING INCOME (\$M)





AMERICAS



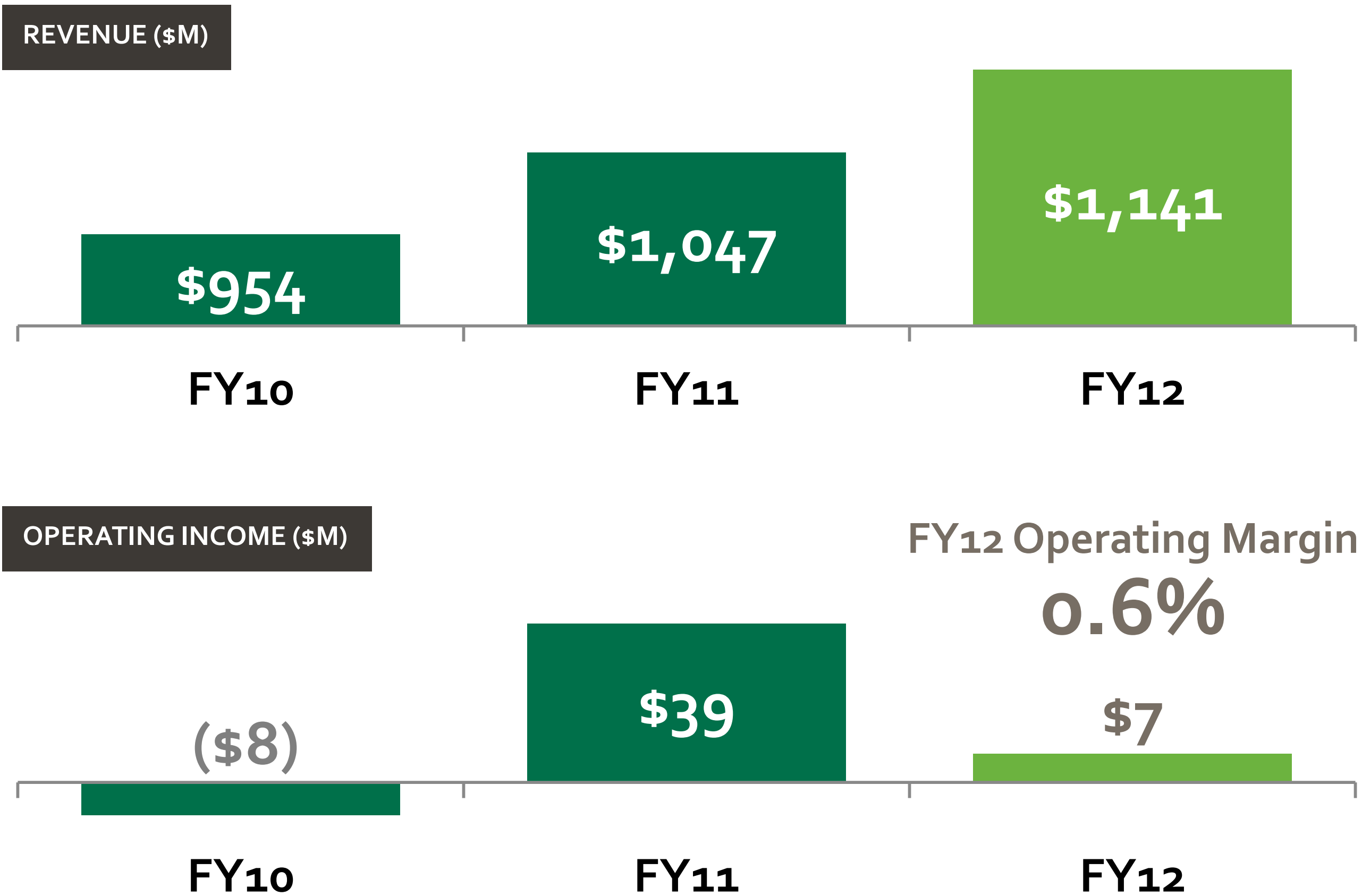
EUROPE, MIDDLE EAST, AFRICA (EMEA)

1,876 stores in 36 countries



EMEA

EVOLVING THE MODEL TO DRIVE PROFITABILITY





EUROPE,
MIDDLE EAST,
AFRICA



CHINA / ASIA PACIFIC

3,419 stores in 12 countries

South Korea: 472

Japan: 975

China: 767

Taiwan: 280

Hong Kong/Macau: 135

India: 3

Thailand: 163

Philippines: 207

Malaysia: 140

Singapore: 84

Indonesia: 139

New Zealand: 30

Australia: 24



CHINA / ASIA PACIFIC

AGGRESSIVELY GROWING, MASSIVE OPPORTUNITY

REVENUE (\$M)



OPERATING INCOME (\$M)



FY12 Operating Margin
35.0%





CHINA /
ASIA PACIFIC

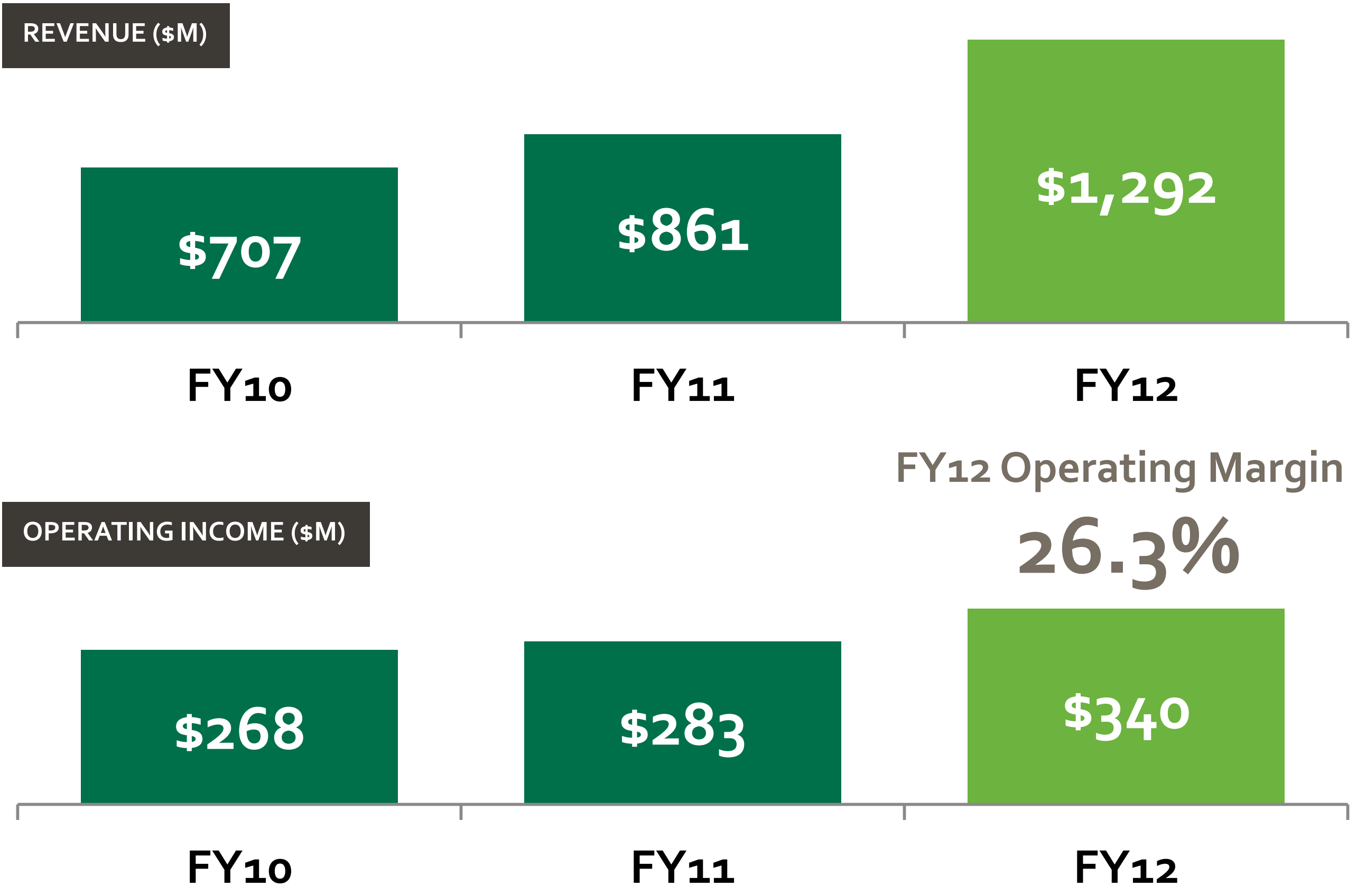


Channel Development

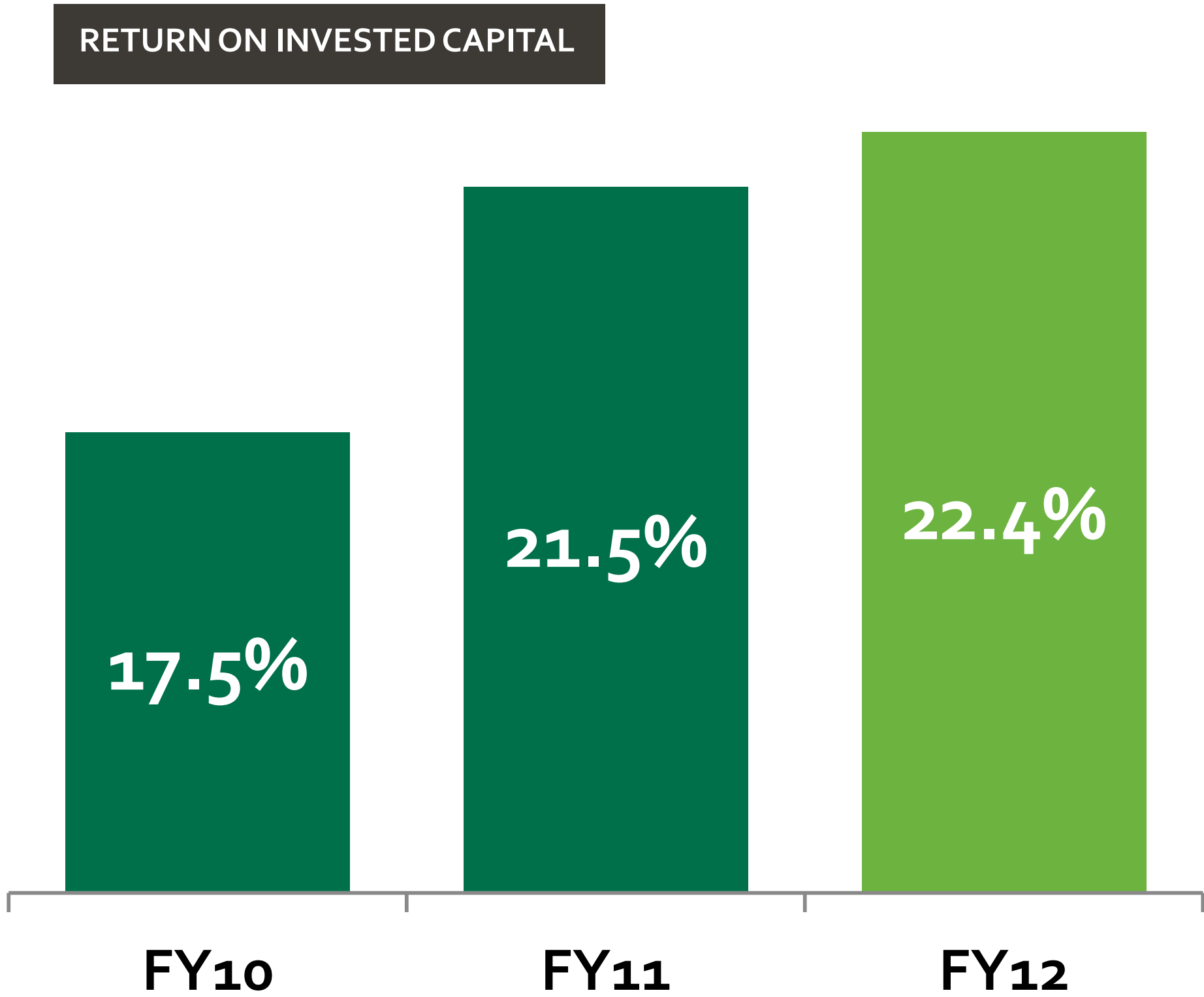
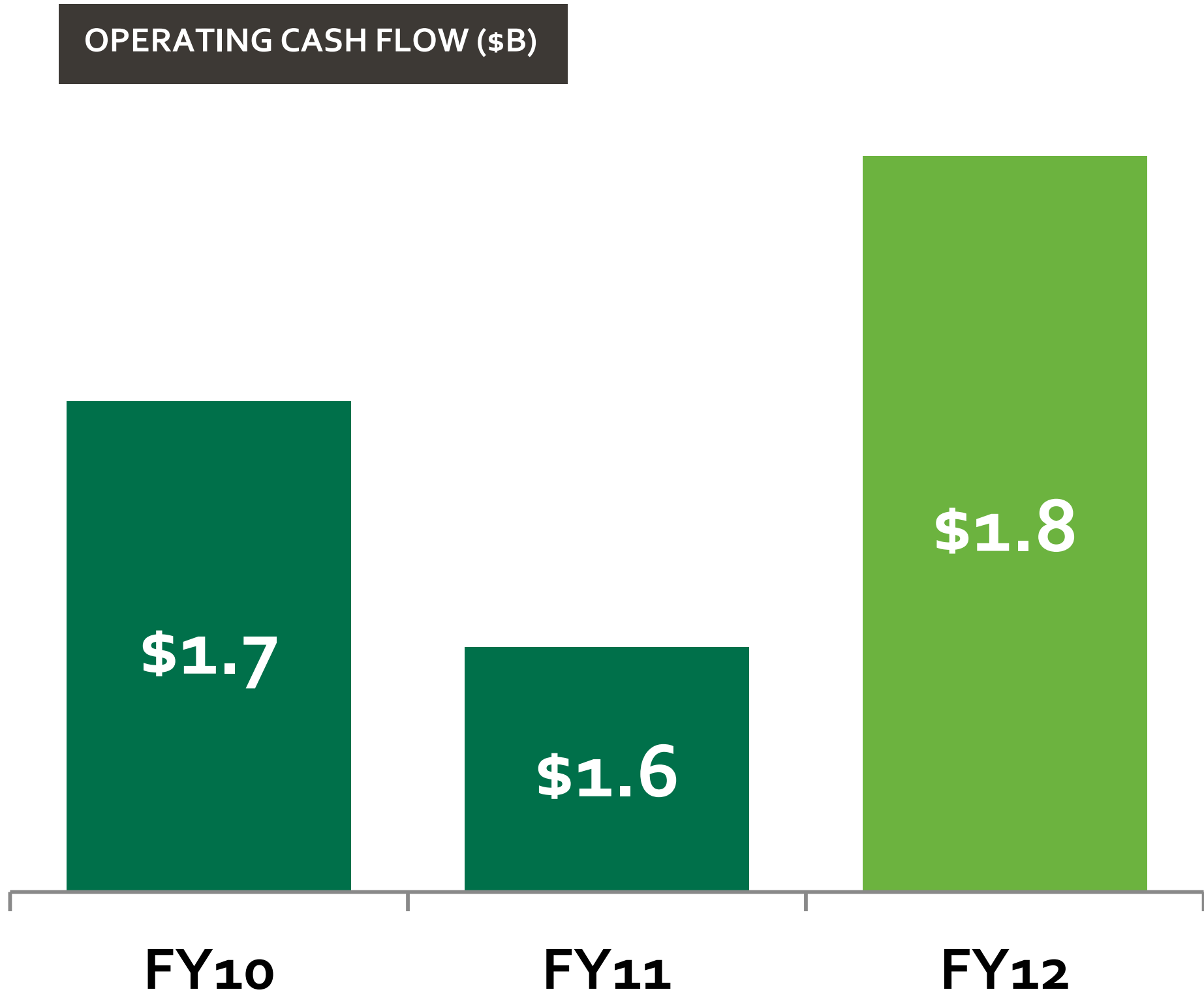


CHANNEL DEVELOPMENT

SIGNIFICANT, LONG-TERM GROWTH OPPORTUNITY



RECORD CASH FLOW, RECORD RETURN ON CAPITAL



BALANCING INVESTING IN OUR FUTURE WITH RETURNING CASH TO SHAREHOLDERS NOW

USES OF CASH – FY₁₂ (EXCEPT WHERE NOTED)

CAPITAL
EXPENDITURES

\$0.9B

New stores
Renovations
Supply chain enhancements
IT infrastructure

STRATEGIC
ACQUISITIONS

\$0.8B

Evolution Fresh
La Boulange
Teavana (FY₁₃)

CASH RETURNED TO
SHAREHOLDERS

\$1.1B

Dividends
Share repurchases

Long-term
sustainable
disciplined
growth

Revenue Growth

10% plus

Comp Growth

3% - 7%

EPS Growth

15% - 20%

Return on Invested Capital

25% plus



TM