

Starbucks Corporation
Results of Operations by Segment
Quarterly and Fiscal Year October 1, 2006

(in thousands)
(unaudited)

| | % of United | | % of International | | % of Global | | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|---|---------------|----------------|--------------------|-----------|-------------|--------|-----------------------|------------------------|--------------|---------------------------|
| | United States | States Revenue | International | Revenue | Global CPG | CPG | | | | |
| For the 13 weeks ended January 1, 2006 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,370,687 | 88.6% | \$ 257,296 | 84.0% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,627,983 | 84.2% |
| Specialty: | | | | | | | | | | |
| Licensing | 96,283 | 6.2% | 42,309 | 13.8% | 80,558 | 100.0% | - | - | 219,150 | 11.3% |
| Foodservice and other | 80,371 | 5.2% | 6,588 | 2.2% | - | 0.0% | - | - | 86,959 | 4.5% |
| Total specialty | 176,654 | 11.4% | 48,897 | 16.0% | 80,558 | 100.0% | - | - | 306,109 | 15.8% |
| Total net revenues | 1,547,341 | 100.0% | 306,193 | 100.0% | 80,558 | 100.0% | - | - | 1,934,092 | 100.0% |
| Cost of sales including occupancy | 587,446 | 38.0% | 145,428 | 47.5% | 45,164 | 56.1% | - | - | 778,038 | 40.2% |
| Store operating expenses | 528,775 | 34.1% (a) | 93,391 | 30.5% (c) | - | 0.0% | - | - | 622,166 | 32.2% (e) |
| Other operating expenses | 44,107 | 2.8% (b) | 10,440 | 3.4% (d) | 4,601 | 5.7% | - | - | 59,148 | 3.0% (f) |
| Depreciation and amortization expenses | 67,684 | 4.4% | 15,009 | 4.9% | 34 | 0.0% | 8,561 | 0.4% | 91,288 | 4.7% |
| General and administrative expenses | 21,533 | 1.4% | 16,187 | 5.3% | - | 0.0% | 85,605 | 4.5% | 123,325 | 6.4% |
| Income from equity investees | 124 | 0.0% | 7,778 | 2.5% | 11,818 | 14.7% | - | - | 19,720 | 1.0% |
| Operating income / (loss) | \$ 297,920 | 19.3% | \$ 33,516 | 10.9% | \$ 42,577 | 52.9% | \$ (94,166) | (4.9%) | \$ 279,847 | 14.5% |
| For the 13 weeks ended April 2, 2006 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,351,563 | 89.5% | \$ 248,281 | 83.3% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,599,844 | 84.8% |
| Specialty: | | | | | | | | | | |
| Licensing | 81,451 | 5.4% | 42,725 | 14.3% | 78,178 | 100.0% | - | - | 202,354 | 10.7% |
| Foodservice and other | 76,584 | 5.1% | 7,040 | 2.4% | - | 0.0% | - | - | 83,624 | 4.5% |
| Total specialty | 158,035 | 10.5% | 49,765 | 16.7% | 78,178 | 100.0% | - | - | 285,978 | 15.2% |
| Total net revenues | 1,509,598 | 100.0% | 298,046 | 100.0% | 78,178 | 100.0% | - | - | 1,885,822 | 100.0% |
| Cost of sales including occupancy | 569,264 | 37.7% | 144,816 | 48.6% | 46,793 | 59.9% | - | - | 760,873 | 40.3% |
| Store operating expenses | 568,088 | 37.6% (a) | 97,185 | 32.6% (c) | - | 0.0% | - | - | 665,273 | 35.4% (e) |
| Other operating expenses | 48,109 | 3.2% (b) | 11,376 | 3.8% (d) | 4,163 | 5.4% | - | - | 63,648 | 3.4% (f) |
| Depreciation and amortization expenses | 69,534 | 4.6% | 16,286 | 5.5% | 27 | 0.0% | 8,661 | 0.5% | 94,508 | 5.0% |
| General and administrative expenses | 23,587 | 1.6% | 18,184 | 6.1% | - | 0.0% | 77,840 | 4.1% | 119,611 | 6.3% |
| Income from equity investees | 27 | 0.0% | 9,125 | 3.1% | 10,833 | 13.9% | - | - | 19,985 | 1.1% |
| Operating income / (loss) | \$ 231,043 | 15.3% | \$ 19,324 | 6.5% | \$ 38,028 | 48.6% | \$ (86,501) | (4.6%) | \$ 201,894 | 10.7% |
| For the 13 weeks ended July 2, 2006 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,380,901 | 88.7% | \$ 280,076 | 83.1% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,660,977 | 84.6% |
| Specialty: | | | | | | | | | | |
| Licensing | 96,266 | 6.2% | 49,665 | 14.7% | 70,336 | 100.0% | - | - | 216,267 | 11.0% |
| Foodservice and other | 78,981 | 5.1% | 7,448 | 2.2% | - | 0.0% | - | - | 86,429 | 4.4% |
| Total specialty | 175,247 | 11.3% | 57,113 | 16.9% | 70,336 | 100.0% | - | - | 302,696 | 15.4% |
| Total net revenues | 1,556,148 | 100.0% | 337,189 | 100.0% | 70,336 | 100.0% | - | - | 1,963,673 | 100.0% |
| Cost of sales including occupancy | 600,597 | 38.6% | 162,711 | 48.3% | 41,581 | 59.1% | - | - | 804,889 | 41.0% |
| Store operating expenses | 582,505 | 37.4% (a) | 104,097 | 30.9% (c) | - | 0.0% | - | - | 686,602 | 35.0% (e) |
| Other operating expenses | 50,964 | 3.3% (b) | 13,329 | 3.9% (d) | 5,185 | 7.4% | - | - | 69,478 | 3.5% (f) |
| Depreciation and amortization expenses | 72,238 | 4.6% | 17,260 | 5.1% | 26 | 0.0% | 9,015 | 0.5% | 98,539 | 5.0% |
| General and administrative expenses | 24,510 | 1.6% | 20,795 | 6.2% | - | 0.0% | 69,953 | 3.5% | 115,258 | 5.9% |
| Income from equity investees | - | 0.0% | 10,109 | 3.0% | 15,557 | 22.1% | - | - | 25,666 | 1.3% |
| Operating income / (loss) | \$ 225,334 | 14.5% | \$ 29,106 | 8.6% | \$ 39,101 | 55.6% | \$ (78,968) | (4.0%) | \$ 214,573 | 10.9% |
| For the 13 weeks ended October 1, 2006 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,392,089 | 88.9% | \$ 302,205 | 83.6% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,694,294 | 84.6% |
| Specialty: | | | | | | | | | | |
| Licensing | 95,155 | 6.1% | 51,351 | 14.2% | 76,399 | 100.0% | - | - | 222,905 | 11.1% |
| Foodservice and other | 78,226 | 5.0% | 7,930 | 2.2% | - | 0.0% | - | - | 86,156 | 4.3% |
| Total specialty | 173,381 | 11.1% | 59,281 | 16.4% | 76,399 | 100.0% | - | - | 309,061 | 15.4% |
| Total net revenues | 1,565,470 | 100.0% | 361,486 | 100.0% | 76,399 | 100.0% | - | - | 2,003,355 | 100.0% |
| Cost of sales including occupancy | 617,178 | 39.4% | 172,053 | 47.6% | 45,760 | 59.9% | - | - | 834,991 | 41.7% |
| Store operating expenses | 600,676 | 38.4% (a) | 113,098 | 31.3% (c) | - | 0.0% | - | - | 713,774 | 35.6% (e) |
| Other operating expenses | 47,444 | 3.1% (b) | 15,755 | 4.4% (d) | 4,614 | 6.1% | - | - | 67,813 | 3.4% (f) |
| Depreciation and amortization expenses | 75,169 | 4.8% | 18,245 | 5.0% | 21 | 0.0% | 9,441 | 0.4% | 102,876 | 5.1% |
| General and administrative expenses | 24,124 | 1.5% | 23,171 | 6.4% | - | 0.0% | 67,534 | 3.4% | 114,829 | 5.7% |
| Income from equity investees | - | 0.0% | 7,358 | 2.0% | 21,208 | 27.8% | - | - | 28,566 | 1.4% |
| Operating income / (loss) | \$ 200,879 | 12.8% | \$ 26,522 | 7.3% | \$ 47,212 | 61.8% | \$ (76,975) | (3.8%) | \$ 197,638 | 9.9% |

Starbucks Corporation
Results of Operations by Segment
Quarterly and Fiscal Year October 1, 2006

(in thousands)
(unaudited)

| | % of United States Revenue | | % of International Revenue | | % of Global CPG | | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|---|----------------------------|-----------|----------------------------|-----------|-----------------|--------|-----------------------|------------------------|--------------|---------------------------|
| | United States | | International | | Global CPG | | | | | |
| For the 52 weeks ended October 1, 2006 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 5,495,240 | 88.9% | \$ 1,087,858 | 83.5% | \$ - | 0.0% | \$ - | 0.0% | \$ 6,583,098 | 84.5% |
| Specialty: | | | | | | | | | | |
| Licensing | 369,155 | 6.0% | 186,050 | 14.3% | 305,471 | 100.0% | - | - | 860,676 | 11.1% |
| Foodservice and other | 314,162 | 5.1% | 29,006 | 2.2% | - | 0.0% | - | - | 343,168 | 4.4% |
| Total specialty | 683,317 | 11.1% | 215,056 | 16.5% | 305,471 | 100.0% | - | - | 1,203,844 | 15.5% |
| Total net revenues | 6,178,557 | 100.0% | 1,302,914 | 100.0% | 305,471 | 100.0% | - | - | 7,786,942 | 100.0% |
| Cost of sales including occupancy | 2,374,485 | 38.4% | 625,008 | 48.0% | 179,298 | 58.7% | - | - | 3,178,791 | 40.8% |
| Store operating expenses | 2,280,044 | 36.9% (a) | 407,771 | 31.3% (c) | - | 0.0% | - | - | 2,687,815 | 34.5% (e) |
| Other operating expenses | 190,624 | 3.1% (b) | 50,900 | 3.9% (d) | 18,563 | 6.1% | - | - | 260,087 | 3.3% (f) |
| Depreciation and amortization expenses | 284,625 | 4.6% | 66,800 | 5.1% | 108 | 0.0% | 35,678 | 0.4% | 387,211 | 5.0% |
| General and administrative expenses | 93,754 | 1.5% | 78,337 | 6.0% | - | 0.0% | 300,932 | 3.9% | 473,023 | 6.1% |
| Income from equity investees | 151 | 0.0% | 34,370 | 2.6% | 59,416 | 19.4% | - | - | 93,937 | 1.2% |
| Operating income / (loss) | \$ 955,176 | 15.5% | \$ 108,468 | 8.3% | \$ 166,918 | 54.6% | \$ (336,610) | (4.3%) | \$ 893,952 | 11.5% |

- (a) As a percentage of related US Company-operated retail revenues, US store operating expenses were 38.6%, 42.0%, 42.2% and 43.1% for Q1 2006, Q2 2006, Q3 2006 and Q4 2006, respectively. As a percentage of related US Company-operated retail revenues, US store operating expenses were 41.5% for YTD 2006.
- (b) As a percentage of related total US specialty revenues, US other operating expenses were 25.0%, 30.4%, 29.1% and 27.4% for Q1 2006, Q2 2006, Q3 2006 and Q4 2006, respectively. As a percentage of related total US specialty revenues, US other operating expenses were 27.9% for YTD 2006.
- (c) As a percentage of related Int'l Company-operated retail revenues, Int'l store operating expenses were 36.3%, 39.1%, 37.2% and 37.4% for Q1 2006, Q2 2006, Q3 2006 and Q4 2006 respectively. As a percentage of related Int'l Company-operated retail revenues, Int'l store operating expenses were 37.5% for YTD 2006.
- (d) As a percentage of related total Int'l specialty revenues, Int'l other operating expenses were 21.4%, 22.9%, 23.3% and 26.6% for Q1 2006, Q2 2006, Q3 2006 and Q4 2006, respectively. As a percentage of related total Int'l specialty revenues, Int'l other operating expenses were 23.7% for YTD 2006.
- (e) As a percentage of related Consolidated Company-operated retail revenues, Consolidated store operating expenses were 38.2%, 41.6%, 41.3% and 42.1% for Q1 2006, Q2 2006, Q3 2006 and Q4 2006 respectively. As a percentage of related Consolidated Company-operated retail revenues, Consolidated store operating expenses were 40.8% for YTD 2006.
- (f) As a percentage of related total Consolidated specialty revenues, Consolidated other operating expenses were 19.3%, 22.3%, 23.0% and 21.9% for Q1 2006, Q2 2006, Q3 2006 and Q4 2006 respectively. As a percentage of related total Consolidated specialty revenues, Consolidated other operating expenses were 21.6% for YTD 2006.

Starbucks Corporation
Results of Operations by Segment
Quarterly and Fiscal Year October 2, 2005

(in thousands)
(unaudited)

| | % of United States | | % of International | | % of Global CPG | | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|---|--------------------|-----------|--------------------|-----------|-----------------|--------|-----------------------|------------------------|--------------|---------------------------|
| | United States | Revenue | International | Revenue | Global CPG | CPG | | | | |
| For the 13 weeks ended January 2, 2005 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,149,630 | 89.5% | \$ 209,031 | 84.2% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,358,661 | 85.5% |
| Specialty: | | | | | | | | | | |
| Licensing | 66,834 | 5.2% | 33,587 | 13.5% | 56,792 | 100.0% | - | - | 157,213 | 9.9% |
| Foodservice and other | 68,008 | 5.3% | 5,662 | 2.3% | - | 0.0% | - | - | 73,670 | 4.6% |
| Total specialty | 134,842 | 10.5% | 39,249 | 15.8% | 56,792 | 100.0% | - | - | 230,883 | 14.5% |
| Total net revenues | 1,284,472 | 100.0% | 248,280 | 100.0% | 56,792 | 100.0% | - | - | 1,589,544 | 100.0% |
| Cost of sales including occupancy costs | 486,485 | 37.9% | 124,839 | 50.3% | 36,431 | 64.1% | - | - | 647,755 | 40.8% |
| Store operating expenses | 444,061 | 34.5% (a) | 76,945 | 31.0% (c) | - | 0.0% | - | - | 521,006 | 32.7% (e) |
| Other operating expenses | 34,308 | 2.7% (b) | 7,178 | 2.8% (d) | 2,795 | 5.0% | - | - | 44,281 | 2.8% (f) |
| Depreciation and amortization expenses | 57,315 | 4.5% | 13,089 | 5.3% | 20 | 0.0% | 8,135 | 0.5% | 78,559 | 4.9% |
| General and administrative expenses | 21,623 | 1.7% | 11,899 | 4.8% | - | 0.0% | 50,077 | 3.2% | 83,599 | 5.3% |
| Income from equity investees | 141 | 0.0% | 3,962 | 1.6% | 8,708 | 15.3% | - | - | 12,811 | 0.8% |
| Operating income / (loss) | \$ 240,821 | 18.7% | \$ 18,292 | 7.4% | \$ 26,254 | 46.2% | \$ (58,212) | (3.7%) | \$ 227,155 | 14.3% |

| | % of United States | | % of International | | % of Global CPG | | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|---|--------------------|-----------|--------------------|-----------|-----------------|--------|-----------------------|------------------------|--------------|---------------------------|
| | United States | Revenue | International | Revenue | Global CPG | CPG | | | | |
| For the 13 weeks ended April 3, 2005 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,084,737 | 89.2% | \$ 199,210 | 83.0% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,283,947 | 84.5% |
| Specialty: | | | | | | | | | | |
| Licensing | 63,683 | 5.2% | 34,886 | 14.5% | 62,723 | 100.0% | - | - | 161,292 | 10.6% |
| Foodservice and other | 67,545 | 5.6% | 5,932 | 2.5% | - | 0.0% | - | - | 73,477 | 4.9% |
| Total specialty | 131,228 | 10.8% | 40,818 | 17.0% | 62,723 | 100.0% | - | - | 234,769 | 15.5% |
| Total net revenues | 1,215,965 | 100.0% | 240,028 | 100.0% | 62,723 | 100.0% | - | - | 1,518,716 | 100.0% |
| Cost of sales including occupancy costs | 469,167 | 38.6% | 123,540 | 51.5% | 36,033 | 57.4% | - | - | 628,740 | 41.4% |
| Store operating expenses | 456,838 | 37.5% (a) | 76,106 | 31.7% (c) | - | 0.0% | - | - | 532,944 | 35.1% (e) |
| Other operating expenses | 36,161 | 3.0% (b) | 7,506 | 3.1% (d) | 2,680 | 4.4% | - | - | 46,347 | 3.0% (f) |
| Depreciation and amortization expenses | 64,800 | 5.3% | 14,128 | 5.9% | 19 | 0.0% | 8,825 | 0.6% | 87,772 | 5.8% |
| General and administrative expenses | 24,350 | 2.0% | 10,216 | 4.3% | - | 0.0% | 47,363 | 3.1% | 81,929 | 5.4% |
| Income from equity investees | 154 | 0.0% | 7,576 | 3.2% | 8,564 | 13.7% | - | - | 16,294 | 1.1% |
| Operating income / (loss) | \$ 164,803 | 13.6% | \$ 16,108 | 6.7% | \$ 32,555 | 51.9% | \$ (56,188) | (3.7%) | \$ 157,278 | 10.4% |

| | % of United States | | % of International | | % of Global CPG | | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|--|--------------------|-----------|--------------------|-----------|-----------------|--------|-----------------------|------------------------|--------------|---------------------------|
| | United States | Revenue | International | Revenue | Global CPG | CPG | | | | |
| For the 13 weeks ended July 3, 2005 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,141,555 | 89.1% | \$ 215,050 | 83.0% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,356,605 | 84.7% |
| Specialty: | | | | | | | | | | |
| Licensing | 70,843 | 5.5% | 37,809 | 14.6% | 61,678 | 100.0% | - | - | 170,330 | 10.6% |
| Foodservice and other | 68,530 | 5.4% | 6,334 | 2.4% | - | 0.0% | - | - | 74,864 | 4.7% |
| Total specialty | 139,373 | 10.9% | 44,143 | 17.0% | 61,678 | 100.0% | - | - | 245,194 | 15.3% |
| Total net revenues | 1,280,928 | 100.0% | 259,193 | 100.0% | 61,678 | 100.0% | - | - | 1,601,799 | 100.0% |
| Cost of sales including occupancy costs | 479,900 | 37.5% | 131,916 | 50.9% | 38,015 | 61.6% | - | - | 649,831 | 40.6% |
| Store operating expenses | 465,021 | 36.3% (a) | 80,987 | 31.2% (c) | - | 0.0% | - | - | 546,008 | 34.1% (e) |
| Other operating expenses | 37,702 | 2.9% (b) | 7,673 | 3.0% (d) | 3,089 | 5.1% | - | - | 48,464 | 2.9% (f) |
| Depreciation and amortization expenses | 63,008 | 4.9% | 14,015 | 5.4% | 19 | 0.0% | 8,321 | 0.5% | 85,363 | 5.3% |
| General and administrative expenses | 19,266 | 1.5% | 15,332 | 5.9% | - | 0.0% | 56,039 | 3.5% | 90,637 | 5.7% |
| Income from equity investees | 144 | 0.0% | 7,825 | 3.0% | 10,105 | 16.4% | - | - | 18,074 | 1.1% |
| Operating income / (loss) | \$ 216,175 | 16.9% | \$ 17,095 | 6.6% | \$ 30,660 | 49.7% | \$ (64,360) | (4.0%) | \$ 199,570 | 12.5% |

| | % of United States | | % of International | | % of Global CPG | | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|---|--------------------|-----------|--------------------|-----------|-----------------|--------|-----------------------|------------------------|--------------|---------------------------|
| | United States | Revenue | International | Revenue | Global CPG | CPG | | | | |
| For the 13 weeks ended October 2, 2005 | | | | | | | | | | |
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 1,163,533 | 88.4% | \$ 229,181 | 83.3% | \$ - | 0.0% | \$ - | 0.0% | \$ 1,392,714 | 83.9% |
| Specialty: | | | | | | | | | | |
| Licensing | 76,627 | 5.8% | 39,454 | 14.4% | 68,099 | 100.0% | - | - | 184,180 | 11.1% |
| Foodservice and other | 75,990 | 5.8% | 6,357 | 2.3% | - | 0.0% | - | - | 82,347 | 5.0% |
| Total specialty | 152,617 | 11.6% | 45,811 | 16.7% | 68,099 | 100.0% | - | - | 266,527 | 16.1% |
| Total net revenues | 1,316,150 | 100.0% | 274,992 | 100.0% | 68,099 | 100.0% | - | - | 1,659,241 | 100.0% |
| Cost of sales including occupancy costs | 508,804 | 38.7% | 131,466 | 47.8% | 38,616 | 56.7% | - | - | 678,886 | 40.9% |
| Store operating expenses | 482,916 | 36.7% (a) | 83,037 | 30.2% (c) | - | 0.0% | - | - | 565,953 | 34.2% (e) |
| Other operating expenses | 42,541 | 3.2% (b) | 9,704 | 3.5% (d) | 5,687 | 8.4% | - | - | 57,932 | 3.5% (f) |
| Depreciation and amortization expenses | 65,216 | 5.0% | 15,473 | 5.6% | 18 | 0.0% | 7,768 | 0.5% | 88,475 | 5.3% |
| General and administrative expenses | 20,123 | 1.5% | 15,622 | 5.7% | - | 0.0% | 65,204 | 3.9% | 100,949 | 6.1% |
| Income from equity investees | 153 | 0.0% | 11,114 | 4.0% | 18,202 | 26.7% | - | - | 29,469 | 1.8% |
| Operating income / (loss) | \$ 196,703 | 14.9% | \$ 30,804 | 11.2% | \$ 41,980 | 61.6% | \$ (72,972) | (4.4%) | \$ 196,515 | 11.8% |

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(in thousands)
(unaudited)

| For the 52 weeks ended October 2, 2005 | United States | % of United States Revenue | International | % of International Revenue | Global CPG | % of Global CPG | Unallocated Corporate | % of Total Net Revenue | Consolidated | % of Consolidated Revenue |
|---|---------------|----------------------------|---------------|----------------------------|------------|-----------------|-----------------------|------------------------|--------------|---------------------------|
| Net revenues | | | | | | | | | | |
| Company-operated retail | \$ 4,539,455 | 89.1% | \$ 852,472 | 83.4% | \$ - | 0.0% | \$ - | 0.0% | \$ 5,391,927 | 84.7% |
| Specialty: | | | | | | | | | | |
| Licensing | 277,987 | 5.4% | 145,736 | 14.2% | 249,292 | 100.0% | - | - | 673,015 | 10.5% |
| Foodservice and other | 280,073 | 5.5% | 24,285 | 2.4% | - | 0.0% | - | - | 304,358 | 4.8% |
| Total specialty | 558,060 | 10.9% | 170,021 | 16.6% | 249,292 | 100.0% | - | - | 977,373 | 15.3% |
| Total net revenues | 5,097,515 | 100.0% | 1,022,493 | 100.0% | 249,292 | 100.0% | - | - | 6,369,300 | 100.0% |
| Cost of sales including occupancy costs | 1,944,356 | 38.1% | 511,761 | 50.1% | 149,095 | 59.8% | - | - | 2,605,212 | 40.9% |
| Store operating expenses | 1,848,836 | 36.3% (a) | 317,075 | 31.1% (c) | - | 0.0% | - | - | 2,165,911 | 34.0% (e) |
| Other operating expenses | 150,712 | 2.9% (b) | 32,061 | 3.1% (d) | 14,251 | 5.7% | - | - | 197,024 | 3.1% (f) |
| Depreciation and amortization expenses | 250,339 | 4.9% | 56,705 | 5.5% | 76 | 0.0% | 33,049 | 0.5% | 340,169 | 5.3% |
| General and administrative expenses | 85,362 | 1.7% | 53,069 | 5.2% | - | 0.0% | 218,683 | 3.4% | 357,114 | 5.6% |
| Income from equity investees | 592 | 0.0% | 30,477 | 3.0% | 45,579 | 18.2% | - | - | 76,648 | 1.2% |
| Operating income / (loss) | \$ 818,502 | 16.1% | \$ 82,299 | 8.0% | \$ 131,449 | 52.7% | \$ (251,732) | (3.9%) | \$ 780,518 | 12.3% |

(a) As a percentage of related US Company-operated retail revenues, US store operating expenses were 38.6%, 42.1%, 40.7% and 41.5% for Q1 2005, Q2 2005, Q3 2005 and Q4 2005, respectively. As a percentage of related US Company-operated retail revenues, US store operating expenses were 40.7% for FY 2005.

(b) As a percentage of related total US specialty revenues, US other operating expenses were 25.4%, 27.6%, 27.1% and 27.9% for Q1 2005, Q2 2005, Q3 2005 and Q4 2005, respectively. As a percentage of related total US specialty revenues, US other operating expenses were 27.0% for FY 2005.

(c) As a percentage of related Int'l Company-operated retail revenues, Int'l store operating expenses were 36.8%, 38.2%, 37.7% and 36.2% for Q1 2005, Q2 2005, Q3 2005 and Q4 2005, respectively. As a percentage of related Int'l Company-operated retail revenues, Int'l store operating expenses were 37.2% for FY 2005.

(d) As a percentage of related total Int'l specialty revenues, Int'l other operating expenses were 18.3%, 18.4%, 17.4% and 21.2% for Q1 2005, Q2 2005, Q3 2005 and Q4 2005, respectively. As a percentage of related total Int'l specialty revenues, Int'l other operating expenses were 18.9% for FY 2005.

(e) As a percentage of related Consolidated Company-operated retail revenues, Consolidated store operating expenses were 38.3%, 41.5%, 40.2% and 40.6% for Q1 2005, Q2 2005, Q3 2005 and Q4 2005, respectively. As a percentage of related Consolidated Company-operated retail revenues, Consolidated store operating expenses were 40.2% for FY 2005.

(f) As a percentage of related total Consolidated specialty revenues, Consolidated other operating expenses were 19.2%, 19.7%, 19.8% and 21.7% for Q1 2005, Q2 2005, Q3 2005 and Q4 2005, respectively. As a percentage of related total Consolidated specialty revenues, Consolidated other operating expenses were 20.2% for FY 2005.