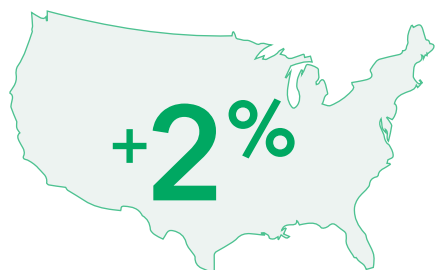




Q4 FY17 FINANCIAL AND OPERATING RESULTS

Q4 COMPARABLE STORE SALES



U.S. comp store sales; up **3%** adjusted for Hurricane impact



+8% China comp store sales
+2% global comp store sales

Q4 REVENUE



consolidated net revenue growth¹ to **\$5.7 billion**

Q4 EARNINGS



year-over-year increase in non-GAAP earnings per share to **\$0.55**² with a **20.0%**³ non-GAAP operating income margin

OUR FINANCIAL GUIDING PRINCIPLES

Remain a **growth company** and deliver well above industry average comp, revenue and profit growth.

Streamline our **business** to sharpen our focus and make investments that position us to play the long game.

Value creation strategy that includes both consistent, long-term, profitable **growth** and **rewarding our shareholders** by returning cash in the form of dividend increases and share buybacks.

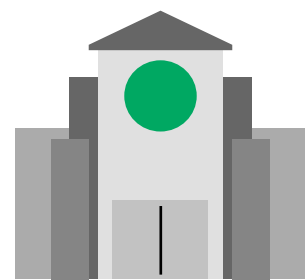
OUR SIX OPERATIONAL PRIORITIES

- 1 Accelerate **U.S. comp sales** through innovation and a great customer experience
- 2 Drive **food and beverage innovation**
- 3 Accelerate the power and momentum of **Our Digital Flywheel**
- 4 Enable **long-term growth in China**
- 5 Elevate the *Starbucks Experience* through **Roasteries and Reserve**TM
- 6 Gain share in **at-home-coffee**

FY17 RESULTS



net new stores opened globally in FY17, bringing our total store count to **27,339** in **75** countries



\$22.4B
highest ever annual revenue, with **7%** year-over-year growth¹

\$3.5B
returned to shareholders through dividends and buybacks



10%
Mobile Order & Pay accounted for **one in ten transactions** in U.S. company-operated stores

¹These figures exclude the 53rd week in FY16. A reconciliation of non-GAAP measures with their corresponding GAAP measures is attached with the download.

²A reconciliation of non-GAAP measures with their corresponding GAAP measures is attached with the download.

³A reconciliation of non-GAAP measures with their corresponding GAAP measures is attached with the download.