STARBUCKS CORP
Form 10-Q
July 30, 2013
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549
FORM 10-Q

## x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended June 30, 2013
OR

* TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from to
Commission File Number: 0-20322
Starbucks Corporation
(Exact Name of Registrant as Specified in its Charter)
Washington
(State or Other Jurisdiction of
Incorporation or Organization)
91-1325671

2401 Utah Avenue South, Seattle, Washington 98134
(Address of principal executive offices)
(206) 447-1575
(Registrant's Telephone Number, including Area Code)
Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No *
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T
( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No *.
Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.
Large accelerated filerx Accelerated filer
Non-accelerated filer * (Do not check if a smaller reporting company)
Smaller reporting company ${ }^{*}$
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act):
Yes " No x
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
Title Shares Outstanding as of July 24, 2013
Common Stock, par value $\$ 0.001$ per share
751.4 million
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FORM 10-Q
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## PART I — FINANCIAL INFORMATION

Item 1. Financial Statements
STARBUCKS CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS
(in millions, except per share data)
(unaudited)


See Notes to Condensed Consolidated Financial Statements

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## STARBUCKS CORPORATION

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (in millions, unaudited)


See Notes to Condensed Consolidated Financial Statements

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## STARBUCKS CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEETS
(in millions, except per share data)
(unaudited)

| Jun 30, | $\quad$ Sep 30, |
| :--- | :--- |
| 2013 | 2012 |

## ASSETS

Current assets:
Cash and cash equivalents $\quad \$ 1,430.8 \quad \$ 1,188.6$
Short-term investments
Accounts receivable, net
Inventories
Prepaid expenses and other current assets
Deferred income taxes, net
Total current assets
Long-term investments
Equity and cost investments
$613.5 \quad 848.4$
$506.8 \quad 485.9$

Property, plant and equipment, net
1,173.8 1,241.5

Other assets
$302.0 \quad 196.5$

Goodwill
212.8
238.7

TOTAL ASSETS
4,239.7
4,199.6

LIABILITIES AND EQUITY
Current liabilities:
Accounts payable $\quad \$ 415.2 \quad \$ 398.1$
Accrued liabilities
1,149.7 $1,133.8$
Insurance reserves
Deferred revenue
Total current liabilities
Long-term debt
Other long-term liabilities
$177.5 \quad 167.7$

Total liabilities
$682.0 \quad 510.2$

Shareholders' equity:
Common stock (\$0.001 par value) — authorized, $1,200.0$ shares; issued and outstanding, ${ }_{0.8} 0.7$
751.1 shares and 749.3 shares (includes 3.4 common stock units), respectively
$\begin{array}{lll}\text { Additional paid-in capital } & 167.7 & 39.4\end{array}$
$\begin{array}{ll}\text { Retained earnings } & 5,558.5 \\ 5,046.2\end{array}$
Accumulated other comprehensive income $\quad 14.5$ 22.7
Total shareholders' equity
5,741.5
5,109.0
Noncontrolling interest
6.1
5.5

Total equity
5,747.6
5,114.5
TOTAL LIABILITIES AND EQUITY
\$9,062.4 \$8,219.2
See Notes to Condensed Consolidated Financial Statements
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## STARBUCKS CORPORATION

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(in millions, unaudited)

## OPERATING ACTIVITIES:

Net earnings including noncontrolling interest
Adjustments to reconcile net earnings to net cash provided by operating activities:
Depreciation and amortization
Deferred income taxes, net
Income earned from equity method investees, net of distributions
Gain resulting from sale of equity in joint venture
Stock-based compensation
Other
Cash provided/(used) by changes in operating assets and liabilities:
Accounts receivable
Inventories
Accounts payable
Accrued liabilities and insurance reserves
Deferred revenue
Prepaid expenses, other current assets and other assets
Net cash provided by operating activities
INVESTING ACTIVITIES:
Purchase of investments
Three Quarters Ended
Jun 30, Jul 1,

Sales, maturities and calls of investments
Acquisitions, net of cash acquired
Additions to property, plant and equipment
Proceeds from sale of equity in joint venture
Other
Net cash used by investing activities
FINANCING ACTIVITIES:
Proceeds from issuance of common stock
Excess tax benefit from exercise of stock options
Principal payments on long-term debt
Cash dividends paid
Repurchase of common stock
Minimum tax withholdings on share-based awards
Other
Net cash used by financing activities
Effect of exchange rate changes on cash and cash equivalents
Net increase in cash and cash equivalents
CASH AND CASH EQUIVALENTS:
$\begin{array}{ll}\text { Beginning of period } & 1,188.6 \\ 1,148.1\end{array}$
End of period $\quad \$ 1,430.8 \quad \$ 1,501.3$
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:
Cash paid during the period for:
Interest, net of capitalized interest
\$17.2
\$17.2
Income taxes
\$417.3 \$311.4

See Notes to Condensed Consolidated Financial Statements

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## STARBUCKS CORPORATION

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)
Note 1: Summary of Significant Accounting Policies
Financial Statement Preparation
The unaudited condensed consolidated financial statements as of June 30, 2013, and for the quarter and three quarters ended June 30, 2013 and July 1, 2012, have been prepared by Starbucks Corporation under the rules and regulations of the Securities and Exchange Commission ("SEC"). In the opinion of management, the financial information for the quarter and three quarters ended June 30, 2013 and July 1, 2012 reflects all adjustments and accruals, which are of a normal recurring nature, necessary for a fair presentation of the financial position, results of operations and cash flows for the interim periods. In this Quarterly Report on Form 10-Q ("10-Q") Starbucks Corporation is referred to as "Starbucks," the "Company," "we," "us" or "our."
The financial information as of September 30, 2012 is derived from our audited consolidated financial statements and notes for the fiscal year ended September 30, 2012 ("fiscal 2012") included in Item 8 in the Fiscal 2012 Annual Report on Form $10-\mathrm{K}$ (the " $10-\mathrm{K}$ "). The information included in this $10-\mathrm{Q}$ should be read in conjunction with the footnotes and management's discussion and analysis of the financial statements in the $10-\mathrm{K}$. Effective at the beginning of the fiscal year ending September 29, 2013 ("fiscal 2013"), we decentralized certain leadership functions. General and administrative expenses and depreciation and amortization expenses associated with these functions, which were previously reported as unallocated corporate expenses within "Other," are now reported within the respective reportable operating segments to align with the regions which they support. On January 29, 2013, we filed a Current Report on Form 8-K to recast operating results for all periods covered in the $10-\mathrm{K}$ to reflect this change. See further discussion and the impact of these changes in Note 11 of this 10-Q.
Beginning in the second quarter of fiscal 2013, we removed unallocated corporate expenses from Other in our segment reporting. Other is now referred to as All Other Segments and includes Teavana, Seattle's Best Coffee, Evolution Fresh and Tazo retail, as well as our Digital Ventures business. Unallocated corporate expenses are now a reconciling item between our segment results and our consolidated results, which are unchanged. Our historical segment financial information has been revised to be consistent with the current period presentation.
The results of operations for the quarter and three quarters ended June 30, 2013 are not necessarily indicative of the results of operations that may be achieved for the entire fiscal 2013.
Recent Accounting Pronouncements
In March 2013, the FASB issued guidance on a parent's accounting for the cumulative translation adjustment upon derecognition of certain subsidiaries or groups of assets within a foreign entity or of an investment in a foreign entity. This guidance requires a parent to release any related cumulative translation adjustment into net income only if the sale or transfer results in the complete or substantially complete liquidation of the foreign entity in which the subsidiary or group of assets had resided. The guidance will become effective for us at the beginning of our first quarter of fiscal 2015. The adoption of this new guidance will not have a material impact on our financial statements. In February 2013, the FASB issued guidance that adds additional disclosure requirements for items reclassified out of accumulated other comprehensive income. This guidance requires the disclosure of significant amounts reclassified from each component of accumulated other comprehensive income and the income statement line items affected by the reclassification. The guidance will become effective for us at the beginning of our first quarter of fiscal 2014. The adoption of this guidance will result in the disclosure of reclassifications from accumulated other comprehensive income by component in the consolidated statements of comprehensive income.
In January 2013, the FASB issued guidance clarifying the scope of disclosure requirements for offsetting assets and liabilities. The amended guidance limits the scope of balance sheet offsetting disclosures to derivatives, repurchase agreements, and securities lending transactions to the extent that they are offset in the financial statements or subject to an enforceable master netting arrangement or similar agreement. The guidance will become effective for us at the beginning of our first quarter of fiscal 2014. The adoption of this new guidance will not have a material impact on our financial statements.

In July 2012, the FASB issued guidance that revises the requirements around how entities test indefinite-lived intangible assets, other than goodwill, for impairment. The guidance allows companies to perform a qualitative assessment before calculating the fair value of the indefinite-lived intangible asset. If entities determine, on the basis of qualitative factors, that the fair value of the indefinite-lived intangible asset is more likely than not greater than the carrying amount, a quantitative calculation would not be needed. The guidance became effective for us at the beginning of our first quarter of fiscal 2013. The adoption of this guidance did not have a material impact on our financial statements.

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In June 2011, the FASB issued guidance that revises the manner in which entities present comprehensive income in their financial statements. The guidance requires entities to report the components of comprehensive income in either a single, continuous statement or two separate but consecutive statements. The guidance became effective for us at the beginning of our first quarter of fiscal 2013. In adopting this guidance, we added the consolidated statements of comprehensive income following our consolidated statements of earnings.
Note 2: Acquisition
On May 2, 2013, we acquired $100 \%$ ownership of a coffee farm in Costa Rica for $\$ 8.1$ million in cash. The fair value of the net assets acquired on the acquisition date primarily comprises property, plant and equipment.
On December 31, 2012, we acquired $100 \%$ of the outstanding shares of Teavana Holdings, Inc. ("Teavana"), a specialty retailer of premium loose-leaf teas, authentic artisanal teawares and other tea-related merchandise, to elevate our tea offerings as well as expand our domestic and global tea footprint. We acquired Teavana for $\$ 615.8$ million in cash. Of the total cash paid, $\$ 13.5$ million was excluded from the purchase price allocation below as it represents contingent consideration receivable. At closing, we also repaid $\$ 35.2$ million of long term debt outstanding on Teavana's balance sheet, which was recognized separately from the business combination. The following table summarizes the allocation of the purchase price to the fair values of the assets acquired and liabilities assumed on the closing date (in millions):

Fair Value at
Dec 31, 2012
Cash and cash equivalents \$47.0
Inventories
21.3

Property, plant and equipment
59.7
$\begin{array}{ll}\text { Intangible assets } & 120.8\end{array}$
Goodwill 466.2
Other current and noncurrent assets
Current liabilities 19.8

Long-term deferred tax liability
$\begin{array}{ll}\text { Long-term debt } & \text { (35.2 } \\ \text { Other long-term liabilities } & \text { (7.0 }\end{array}$
Other long-term liabilities
\$602.3

During the third quarter of fiscal 2013, we recorded certain immaterial purchase accounting adjustments, which are reflected in the purchase price allocation table above.
The assets acquired and liabilities assumed are reported within All Other Segments. Other current and noncurrent assets acquired primarily include prepaid expenses, trade receivables, and deferred tax assets. In addition, we assumed various current liabilities primarily consisting of accounts payable, accrued payroll related liabilities and other accrued operating expenses. The intangible assets acquired as part of the transaction include the Teavana trade name, tea blends and non-compete agreements. The Teavana trade name was valued at $\$ 105.5$ million and determined to have an indefinite life, based on our expectation that the brand will be used indefinitely and has no contractual limitations. The intangible asset related to the tea blends was valued at $\$ 13.0$ million and will be amortized on a straight-line basis over a period of 10 years, and the intangible asset related to the non-compete agreements was valued at $\$ 2.3$ million and will be amortized on a straight-line basis over a period of 3 years. The $\$ 466.2$ million of goodwill represents the intangible assets that do not qualify for separate recognition, primarily including Teavana's established global store presence in high traffic mall locations and other high-sales-volume retail venues, Teavana's global customer base, and Teavana's "Heaven of tea" retail experience in which store employees engage and educate customers about the ritual and enjoyment of tea. The goodwill was allocated to All Other Segments and is not deductible for income tax purposes.

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Note 3: Derivative Financial Instruments

## Interest Rates

During the third quarter of fiscal 2013, we entered into forward-starting interest rate swap agreements with an aggregate notional amount of $\$ 750.0$ million. These swaps hedge the variability in cash flows due to changes in the benchmark interest rate related to an anticipated fixed-rate debt issuance in 2013. We intend to cash settle these agreements upon issuance of the fixed-rate debt, effectively locking in the benchmark interest rate in effect at the time the swap agreements were initiated. The gain or loss on these agreements is deferred in other comprehensive income and will be amortized using the constant effective yield method as a component of interest expense, as the underlying interest expense on the related debt is recognized in the consolidated statements of earnings.
Net derivative gains from these cash flow hedges of $\$ 31.1$ million, net of taxes, were included in accumulated other comprehensive income as of June 30, 2013. We had no outstanding forward-starting interest rate swaps as of September 30, 2012. Of the net derivative gains accumulated as of June 30, 2013, $\$ 2.0$ million is expected to be reclassified into earnings within 12 months and will also continue to experience fair value changes before affecting earnings.

## Foreign Currency

We enter into forward and swap contracts to hedge portions of cash flows of anticipated revenue streams and inventory purchases in currencies other than the entity's functional currency. Net derivative gains from these cash flow hedges of $\$ 3.3$ million and net derivative losses of $\$ 2.9$ million, net of taxes, were included in accumulated other comprehensive income as of June 30, 2013 and September 30, 2012, respectively. Of the net derivative gains accumulated as of June 30, 2013, $\$ 2.5$ million is expected to be reclassified into earnings within 12 months and will also continue to experience fair value changes before affecting earnings. Outstanding contracts will expire within 23 months.
We also enter into net investment derivative instruments to hedge our equity method investment in Starbucks Coffee Japan, Ltd., to minimize foreign currency exposure. Net derivative losses from net investment hedges of $\$ 12.0$ million and $\$ 33.6$ million, net of taxes, were included in accumulated other comprehensive income as of June 30, 2013 and September 30, 2012, respectively. Outstanding contracts will expire within 32 months.
In addition to the hedging instruments above, to mitigate the translation risk of certain balance sheet items, we enter into foreign currency swap contracts that are not designated as hedging instruments. These contracts are recorded at fair value, with the changes in fair value recognized in net interest income and other on the consolidated statements of earnings. Gains and losses from these instruments are largely offset by the financial impact of translating foreign currency denominated payables and receivables, which is also recognized in net interest income and other.
Coffee
Depending on market conditions, we enter into futures contracts to hedge a portion of anticipated cash flows under our price-to-be-fixed green coffee contracts, which are described further in Note 5. Net derivative losses of $\$ 30.0$ million and $\$ 32.9$ million, net of taxes, were included in accumulated other comprehensive income as of June 30, 2013 and September 30, 2012, respectively, related to coffee hedges. Of the net derivative losses accumulated as of June 30, 2013, $\$ 29.0$ million is expected to be reclassified into earnings within 12 months and will also continue to experience fair value changes before affecting earnings. Outstanding contracts will expire within 9 months.
Dairy
To mitigate the price uncertainty of a portion of our future purchases of dairy products, we enter into futures contracts that are not designated as hedging instruments. These contracts are recorded at fair value, with the changes in fair value recognized in net interest income and other. Gains and losses from these instruments are largely offset by price fluctuations on our dairy purchases, which are included in cost of sales.
Diesel Fuel
To mitigate the price uncertainty of a portion of our future purchases of diesel fuel, we enter into swap contracts that are not designated as hedging instruments. These contracts are recorded at fair value, with the changes in fair value recognized in net interest income and other. Gains and losses from these instruments are largely offset by the financial impact of diesel fuel fluctuations on our shipping costs, which are included in operating expenses.

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The following table presents the pretax effect of derivative contracts designated as hedging instruments on earnings and other comprehensive income ("OCI") for the quarter and three quarters ended (in millions):

Quarter Ended

Cash Flow Hedges:

| Gain/(Loss) recognized in earnings | \$- | \$ | \$2.4 | \$(2.8 |  | \$(13.3 |  | \$(1.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gain/(Loss) recognized in OCI | \$49.3 | \$- | \$5.6 | \$(1.9 | ) | \$0.7 |  | \$(20.6 |
| Net Investment Hedges: |  |  |  |  |  |  |  |  |
| Gain/(Loss) recognized in earnings |  |  | \$- | \$- |  |  |  |  |
| Gain/(Loss) recognized in OCI |  |  | \$7.9 | \$(5.4 | ) |  |  |  |
|  | Interest |  | Foreig | ency |  | Coffee |  |  |
| Three Quarters Ended | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { Jun } 30 \\ & 2013 \end{aligned}$ | Jul 1 |  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ |  | Jul 1, 2012 |

Cash Flow Hedges:
Gain/(Loss) recognized in earnings $\quad \$-\quad \$-\quad \$ 3.0 \quad \$(8.6 \quad) \$(29.6 \quad) \$(1.3 \quad)$
Gain/(Loss) recognized in OCI $\quad \$ 49.3 \quad \$-\quad \$ 12.0 \quad \$ 1.0 \quad \$(26.4) \$(40.0)$
Net Investment Hedges:
Gain/(Loss) recognized in earnings Interest Rates Foreign Currency Coffee $\begin{array}{lll}\text { Jun 30, } \\ 2013 & \text { Jul 1, } 2012 & \text { Jun 30, } \\ 2013\end{array} \quad$ Jul 1, $2012 \begin{array}{lll}\text { Jun 30, } & \text { 2013 } & \text { Jul 1, } 2012\end{array}$

Gain/(Loss) recognized in OCI

$$
\$-\quad \$-
$$

The amounts shown in the above table as recognized in earnings for interest rates, foreign currency and coffee hedges represent the realized gains/(losses) reclassified from OCI to net earnings during the year. The amounts shown as recognized in OCI are prior to these reclassifications.

The following table presents the pretax effect of derivative contracts not designated as hedging instruments on earnings for the quarter and three quarters ended (in millions):

|  | Foreign Currency |  | Coffee |  | Dairy |  |  | Diesel Fuel |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jun } 30, \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |
| Gain/(Loss) recognized in earnings for the quarter ended | \$0.4 | \$4.2 | \$- | \$- | \$(2.0 | ) | \$1.2 | \$0.1 | \$(0.9 |
| Gain/(Loss) recognized in earnings for the three quarters | \$2.6 | \$- | \$(2.1 | \$- | \$(4.6 | ) | \$2.0 | \$0.2 | \$0.7 |

ended
Notional amounts of outstanding derivative contracts (in millions):
Jun 30, 2013 Sep 30, 2012
Interest rates \$750 \$-
Foreign currency 393
Coffee 3
Dairy $\quad 34$
Diesel fuel 5

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Note 4: Fair Value Measurements
Assets and Liabilities Measured at Fair Value on a Recurring Basis (in millions):

|  | Fair Value Measurements at Reporting Date Using <br>  <br>  <br> Quoted Prices <br> in Active |  |  |
| :--- | :--- | :--- | :--- |
| Significant |  |  |  |
| Balance at | Markets for | Other | Significant |
| June 30, 2013 | Identical | Inservable | Unobservable |
|  | Assets | Inputs |  |
|  | (Level 1) |  | (Level 2) |

Assets:
Cash and cash equivalents
Short-term investments:
Available-for-sale securities

| Agency obligations | 10.0 | - | 10.0 | - |
| :--- | :--- | :--- | :--- | :--- |
| Commercial paper | 123.9 | - | 123.9 | - |
| Corporate debt securities | 71.9 | - | 71.9 | - |
| Government treasury securities | 311.9 | 311.9 | - | - |
| Certificates of deposit | 34.1 | - | 34.1 | - |
| Total available-for-sale securities | 551.8 | 311.9 | 239.9 | - |
| Trading securities | 61.7 | 61.7 | - | - |
| Total short-term investments | 613.5 | 373.6 | 239.9 | - |
| Short-term derivatives | 68.6 | - | 68.6 | - |

Long-term investments:
Available-for-sale securities

| Agency obligations | 4.0 | - | 4.0 | - |
| :--- | :--- | :--- | :--- | :--- |
| Corporate debt securities | 27.7 | - | 27.7 | - |
| Auction rate securities | 13.8 | - | - | 13.8 |
| Total long-term investments | 45.5 | - | 31.7 | 13.8 |
| Long-term derivatives | 12.9 | - | 12.9 | - |
| Total | $\$ 2,171.3$ | $\$ 1,804.4$ | $\$ 353.1$ | $\$ 13.8$ |
| Liabilities: | $\$ 3.0$ | $\$-$ | $\$ 3.0$ | $\$-$ |

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Assets:
Cash and cash equivalents
Short-term investments:
Available-for-sale securities
Agency obligations
Commercial paper
Corporate debt securities
Government treasury securities
Certificates of deposit
Total available-for-sale securities
Trading securities
Total short-term investments
Short-term derivatives
Long-term investments:
Available-for-sale securities
Agency obligations
Corporate debt securities
Auction rate securities
Certificates of deposit
Total long-term investments
Total
Liabilities:
Short-term derivatives
Long-term derivatives
Total

| Balance at September 30, 2012 | Fair Value Measurements at Reporting Date Using |  |  |
| :---: | :---: | :---: | :---: |
|  | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant <br> Other <br> Observable <br> Inputs <br> (Level 2) | Significant <br> Unobservable <br> Inputs <br> (Level 3) |
| \$1,188.6 | \$ 1,188.6 | \$ - | \$- |
| 80.0 | - | 80.0 | - |
| 103.9 | - | 103.9 | - |
| 84.3 | - | 84.3 | - |
| 459.7 | 459.7 | - | - |
| 62.9 | - | 62.9 | - |
| 790.8 | 459.7 | 331.1 | - |
| 57.6 | 57.6 | - | - |
| 848.4 | 517.3 | 331.1 | - |
| 9.5 | - | 9.5 | - |
| 14.0 | - | 14.0 | - |
| 61.3 | - | 61.3 | - |
| 18.6 | - | - | 18.6 |
| 22.1 | - | 22.1 | - |
| 116.0 | - | 97.4 | 18.6 |
| \$2,162.5 | \$ 1,705.9 | \$ 438.0 | \$ 18.6 |
| \$18.9 | \$- | \$ 18.9 | \$- |
| 3.0 | - | 3.0 | - |
| \$21.9 | \$- | \$ 21.9 | \$ - |

Short-term and long-term derivative assets are included in prepaid expenses and other current assets and other assets, respectively. Short-term and long-term derivative liabilities are included in other accrued liabilities and other long-term liabilities, respectively.
Gross unrealized holding gains and losses were not material as of June 30, 2013 and September 30, 2012.
Changes in Level 3 Instruments Measured at Fair Value on a Recurring Basis
Financial instruments measured using Level 3 inputs are comprised entirely of our auction rate securities ("ARS"). Assets and Liabilities Measured at Fair Value on a Nonrecurring Basis
Assets and liabilities recognized or disclosed at fair value in the financial statements on a nonrecurring basis include items such as property, plant and equipment, goodwill and other intangible assets, equity and cost method investments, and other assets. These assets are measured at fair value if determined to be impaired. During the quarter and three quarters ended June 30, 2013 and July 1, 2012, there were no material fair market value adjustments.

Fair Value of Other Financial Instruments
The estimated fair value of the $\$ 550$ million of $6.25 \%$ Senior Notes based on the quoted market price (Level 2) was approximately $\$ 638$ million and $\$ 674$ million as of June 30, 2013 and September 30, 2012, respectively.

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Note 5: Inventories
(in millions)
Coffee:
Unroasted
Roasted
Other merchandise held for sale
Packaging and other supplies
Total

| Jun 30, 2013 | Sep 30, 2012 | Jul 1, 2012 |
| :--- | :--- | :--- |
|  |  |  |
| $\$ 605.1$ | $\$ 711.3$ | $\$ 749.1$ |
| 229.9 | 222.2 | 225.8 |
| 204.2 | 181.6 | 133.4 |
| 134.6 | 126.4 | 140.9 |
| $\$ 1,173.8$ | $\$ 1,241.5$ | $\$ 1,249.2$ |

Other merchandise held for sale includes, among other items, serveware and tea. Inventory levels vary due to seasonality, commodity market supply and price fluctuations.
As of June 30, 2013, we had committed to purchasing green coffee totaling $\$ 363$ million under fixed-price contracts and an estimated $\$ 414$ million under price-to-be-fixed contracts. As of June 30,2013 , approximately $\$ 3$ million of our price-to-be-fixed contracts were effectively fixed through the use of futures contracts. Price-to-be-fixed contracts are purchase commitments whereby the quality, quantity, delivery period, and other negotiated terms are agreed upon, but the date, and therefore the price, at which the base "C" coffee commodity price component will be fixed has not yet been established. For these types of contracts, either Starbucks or the seller has the option to "fix" the base "C" coffee commodity price prior to the delivery date. Until prices are fixed, we estimate the total cost of these purchase commitments. We believe, based on relationships established with our suppliers in the past, the risk of non-delivery on these purchase commitments is remote.

Note 6: Supplemental Balance Sheet Information (in millions)

| Property, Plant and Equipment, net | Jun 30, 2013 | Sep 30, 2012 |
| :--- | :--- | :--- |
| Land | $\$ 47.0$ | $\$ 46.2$ |
| Buildings | 258.6 | 225.2 |
| Leasehold improvements | $4,252.5$ | $3,957.6$ |
| Store equipment | $1,292.4$ | $1,251.0$ |
| Roasting equipment | 390.3 | 322.8 |
| Furniture, fixtures and other | 888.4 | 836.2 |
| Work in progress | 330.9 | 264.1 |
| Property, plant and equipment, gross | $7,460.1$ | $6,903.1$ |
| Less accumulated depreciation | $(4,473.0$ | $(4,244.2$ |
| Property, plant and equipment, net | $\$ 2,987.1$ | $\$ 2,658.9$ |
|  |  |  |
| Other Assets | Jun 30, 2013 | Sep 30, 2012 |
|  |  |  |
| Long-term deferred tax asset | $\$ 30.9$ | $\$ 97.3$ |
| Other intangible assets | 268.8 | 143.7 |
| Other | 186.1 | 144.7 |
| Total other assets | $\$ 485.8$ | $\$ 385.7$ |

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Accrued Liabilities
Jun 30, 2013 Sep 30, 2012

| Accrued compensation and related costs | $\$ 402.5$ | $\$ 381.6$ |
| :--- | :--- | :--- |
| Accrued occupancy costs | 118.2 | 126.9 |
| Accrued taxes | 82.4 | 138.3 |
| Accrued dividend payable | 157.7 | 157.4 |
| Other | 388.9 | 329.6 |
| Total accrued liabilities | $\$ 1,149.7$ | $\$ 1,133.8$ |
| Other Long-Term Liabilities | Jun 30, 2013 | Sep 30, 2012 |
|  |  |  |
| Deferred rent | $\$ 207.5$ | $\$ 201.9$ |
| Unrecognized tax benefits | 81.0 | 78.4 |
| Asset retirement obligations | 28.4 | 42.6 |
| Other | 23.8 | 22.4 |
| Total other long-term liabilities | $\$ 340.7$ | $\$ 345.3$ |

Cost Method Investments
In March 2013, we sold our 18\% interest in Cafe Sirena S. de R.L. de CV (a Mexican limited liability company), to our controlling joint venture partner, SC de Mexico, S.A. de CV, owned by Alsea, S.A.B. de C.V. This transaction resulted in a gain of $\$ 35.2$ million, which was included in net interest income and other in the consolidated statements of earnings in the second quarter of fiscal 2013. Cash proceeds from the sale of $\$ 50.3$ million were received in April 2013.

Note 7: Equity
Changes in total equity (in millions):

Beginning balance of total equity
Net earnings including noncontrolling interest
Other comprehensive loss
Stock-based compensation expense
Exercise of stock options/vesting of RSUs
Sale of common stock
Repurchase of common stock
Cash dividends declared
Ending balance of total equity
Components of accumulated other comprehensive income, net of tax (in millions):

| Three Quarters Ended |  |  |
| :---: | :---: | :---: |
| Jun 30, 2013 |  | Jul 1, 2012 |
| \$5,114.5 |  | \$4,387.3 |
| 1,240.9 |  | 1,025.7 |
| (8.2 | ) | (48.8 |
| 107.0 |  | 116.3 |
| 293.6 |  | 295.6 |
| 15.1 |  | 14.3 |
| (544.1 | ) | (15.7 |
| (471.2 | ) | (386.7 |
| \$5,747.6 |  | \$5,388.0 |
| Jun 30, 2013 |  | Sep 30, 2012 |
| \$(0.3 | ) | \$(0.1 |
| (9.9 | ) | (72.1 |
| 24.7 |  | 94.9 |
| \$14.5 |  | \$22.7 |

Net unrealized losses on available-for-sale securities
Net unrealized losses on hedging instruments
Translation adjustment
Accumulated other comprehensive income
\$14.5
\$22.7
In addition to 1.2 billion shares of authorized common stock with $\$ 0.001$ par value per share, the Company has authorized 7.5 million shares of preferred stock, none of which was outstanding as of June 30, 2013.

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Share repurchase activity (in millions, except for average price data):

Number of shares acquired
Average price per share of acquired shares
Three Quarters Ended Jun 30, 2013 Jul 1, 2012

Total cost of acquired shares
$10.8 \quad 0.4$

As of June 30, 2013, 26.4 million shares remained available for repurchase under current authorizations
During the third quarter of fiscal 2013, Starbucks Board of Directors declared a quarterly cash dividend to shareholders of $\$ 0.21$ per share to be paid on August 23, 2013 to shareholders of record as of the close of business on August 8, 2013.
Note 8: Employee Stock Plans
As of June 30, 2013, there were 17.7 million shares of common stock available for issuance pursuant to future equity-based compensation awards and 7.8 million shares available for issuance under our employee stock purchase plans.
Pursuant to the 1997 Deferred Stock Plan, in September 1997 our chairman, president and ceo elected to defer receipt of approximately 3.4 million shares of common stock (as adjusted for stock splits since 1997). In November 2006, he re-deferred receipt of the shares until December 21, 2012 (or earlier if his employment with Starbucks terminated before such date). On December 21, 2012, the deferral period ended and pursuant to the terms of the 1997 Deferred Stock Plan, we issued approximately 2.2 million shares of common stock to him and withheld approximately 1.2 million shares to satisfy tax withholdings.

Stock-based compensation expense recognized in the consolidated statements of earnings (in millions):

|  | Quarter Ended |  | Three Quarters Ended |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Jun 30, 2013 | Jul 1, 2012 | Jun 30, 2013 | Jul 1, 2012 |
| Options | $\$ 8.3$ | $\$ 11.2$ | $\$ 28.1$ | $\$ 35.4$ |
| Restricted Stock Units ("RSUs") | 26.4 | 27.6 | 77.5 | 79.4 |
| Total stock-based compensation | $\$ 34.7$ | $\$ 38.8$ | $\$ 105.6$ | $\$ 114.8$ |
| Value of awards granted and exercised during the period: |  |  |  |  |

Value of awards granted and exercised during the period:

|  | Quarter Ended |  | Three Quarters Ended |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Jun 30, 2013 | Jul 1, 2012 | Jun 30, 2013 | Jul 1, 2012 |
| Estimated fair value per option granted | $\$ 14.32$ | $\$ 14.58$ | $\$ 12.84$ | $\$ 12.79$ |
| Weighted average option grant price | $\$ 62.82$ | $\$ 54.93$ | $\$ 51.00$ | $\$ 44.07$ |
| Weighted average price per option exercised | $\$ 20.02$ | $\$ 17.23$ | $\$ 16.46$ | $\$ 15.90$ |
| Weighted average RSU grant price | $\$ 63.10$ | $\$ 55.38$ | $\$ 50.14$ | $\$ 43.93$ |
| Stock option and RSU transactions from September 30, 2012 through June 30, 2013 (in millions): |  |  |  |  |

Options outstanding/Nonvested RSUs, September 30, 2012
Granted
Options exercised/RSUs vested
Forfeited/expired
Options outstanding/Nonvested RSUs, June 30, 2013
Total unrecognized stock-based compensation expense, net of estimated forfeitures, as of June 30, 2013

| Stock Options | RSUs |  |
| :--- | :--- | :--- |
| 33.1 | 7.3 |  |
| 3.5 | 3.1 |  |
| $(11.2$ | $)$ | $(3.4$ |
| $(1.3$ | $)$ | $(0.9$ |
| 24.1 | 6.1 |  |
| $\$ 39.9$ | $\$ 104.2$ |  |

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Note 9: Earnings Per Share
Calculation of net earnings per common share ("EPS") - basic and diluted (in millions, except EPS):

| Quarter Ended |  | Three Quarters Ended |  |
| :--- | :--- | :--- | :--- |
| Jun 30, 2013 | Jul 1, 2012 | Jun 30, 2013 | Jul 1, 2012 |
| $\$ 417.8$ | $\$ 333.1$ | $\$ 1,240.3$ | $\$ 1,025.1$ |
| 749.7 | 758.9 | 748.3 | 753.8 |
|  |  |  |  |
| 12.2 | 17.9 | 13.2 | 19.1 |
|  |  |  |  |
| 761.9 | 776.8 | 761.5 | 772.9 |
| $\$ 0.56$ | $\$ 0.44$ | $\$ 1.66$ | $\$ 1.36$ |
| $\$ 0.55$ | $\$ 0.43$ | $\$ 1.63$ | $\$ 1.33$ |

Net earnings attributable to Starbucks
Weighted average common shares and common stock units outstanding (for basic calculation)
Dilutive effect of outstanding common stock options and RSUs
Weighted average common and common equivalent shares outstanding (for diluted calculation)
EPS - basic
\$0.55
EPS - diluted
Potential dilutive shares consist of the incremental common shares issuable upon the exercise of outstanding stock options (both vested and non-vested) and unvested RSUs, calculated using the treasury stock method. The calculation of dilutive shares outstanding excludes out-of-the-money stock options (i.e., such options' exercise prices were greater than the average market price of our common shares for the period) because their inclusion would have been antidilutive. Out-of-the-money stock options totaled 0.1 million as of June 30, 2013. There were no out-of-the-money stock options as of July 1, 2012.
Note 10: Commitments and Contingencies
Legal Proceedings
In the first quarter of fiscal 2011, Starbucks notified Kraft Foods Global, Inc. (now known as Kraft Foods Group, Inc.) ("Kraft") that we were discontinuing our distribution arrangement with Kraft on March 1, 2011 due to material breaches by Kraft of its obligations under the Supply and License Agreement between the Company and Kraft, dated March 29, 2004 (the "Agreement"), which defined the main distribution arrangement between the parties. Through our arrangement with Kraft, Starbucks sold a selection of Starbucks and Seattle's Best Coffee branded packaged coffees in grocery and warehouse club stores throughout the US, and to grocery stores in Canada, the UK and other European countries. Kraft managed the distribution, marketing, advertising and promotion of these products.
Kraft denies it has materially breached the Agreement. On November 29, 2010, Starbucks received a notice of arbitration from Kraft putting the commercial dispute between the parties into binding arbitration pursuant to the terms of the Agreement. In addition to denying it materially breached the Agreement, Kraft further alleges that if Starbucks wished to terminate the Agreement it must compensate Kraft as provided in the Agreement in an amount equal to the fair value of the Agreement, with an additional premium of up to $35 \%$ under certain circumstances. On December 6, 2010, Kraft commenced a federal court action against Starbucks, entitled Kraft Foods Global, Inc. v. Starbucks Corporation, in the U.S. District Court for the Southern District of New York (the "District Court") seeking injunctive relief to prevent Starbucks from terminating the distribution arrangement until the parties' dispute is resolved through the arbitration proceeding. On January 28, 2011, the District Court denied Kraft's request for injunctive relief. Kraft appealed the District Court's decision to the Second Circuit Court of Appeals. On February 25, 2011, the Second Circuit Court of Appeals affirmed the District Court's decision. As a result, Starbucks has been in full control of our packaged coffee business since March 1, 2011.
While Starbucks believes we have valid claims of material breach by Kraft under the Agreement that allowed us to terminate the Agreement and certain other relationships with Kraft without compensation to Kraft, there exists the possibility of material adverse outcomes to Starbucks in the arbitration or to resolve the matter. Although Kraft disclosed to the press and in federal court filings a $\$ 750$ million offer Starbucks made to Kraft in August 2010 to avoid litigation and ensure a smooth transition of the business, the figure is not a proper basis upon which to estimate a possible outcome of the arbitration but was based upon facts and circumstances at the time. Kraft rejected the offer immediately and did not provide a counter-offer, effectively ending the discussions between the parties with regard to any payment. Moreover, the offer was made prior to our investigation of Kraft's breaches and without consideration of Kraft's continuing failure to comply with material terms of the agreements.

On April 2, 2012, Starbucks and Kraft exchanged expert reports regarding alleged damages on their affirmative claims. Starbucks claimed damages of up to $\$ 62.9$ million from the loss of sales resulting from Kraft's failure to use commercially reasonable efforts to market Starbucks ${ }^{\circledR}$ coffee, plus attorney fees. Kraft's expert opined that the fair market value of the Agreement was $\$ 1.9$ billion. After applying a $35 \%$ premium and $9 \%$ interest, Kraft claimed damages of up to $\$ 2.9$

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billion, plus attorney fees. The arbitration hearing commenced on July 11, 2012 and was completed on August 3, 2012. Starbucks presented evidence of material breaches on Kraft's part and sought nominal damages from Kraft for those breaches. Kraft presented evidence denying it had breached the parties' Agreement and sought damages of \$2.9 billion plus attorney fees. We expect a decision in the second half of fiscal 2013.
At this time, Starbucks believes an unfavorable outcome with respect to the arbitration is not probable, but as noted above is reasonably possible. As also noted above, Starbucks believes we have valid claims of material breach by Kraft under the Agreement that allowed us to terminate the Agreement without compensation to Kraft. In addition, Starbucks believes Kraft's damage estimates are highly inflated and based upon faulty analysis. As a result, we cannot reasonably estimate the possible loss. Accordingly, no loss contingency has been recorded for this matter.
Starbucks is party to various other legal proceedings arising in the ordinary course of business, including certain employment litigation cases that have been certified as class or collective actions, but, except as noted above, is not currently a party to any legal proceeding that management believes could have a material adverse effect on our consolidated financial position, results of operations or cash flows.
Note 11: Segment Reporting
Segment information is prepared on the same basis that our ceo, who is our chief operating decision maker, manages the segments, evaluates financial results, and makes key operating decisions. Effective at the beginning of fiscal 2013, we decentralized certain leadership functions in the areas of retail marketing and category management, global store development and partner resources, to support and align with the respective operating segment presidents. In conjunction with these moves, certain general and administrative and depreciation and amortization expenses associated with these functions, which were previously reported as unallocated corporate expenses within "Other," are now reported within the respective reportable operating segments to align with the regions which they support. Concurrent with the change in reportable operating segments and realignment of certain operating expenses noted above, we revised our prior period financial information to reflect comparable financial information for the new segment structure and reporting changes. Historical financial information presented herein reflects these changes. There was no impact on consolidated net revenues, total operating expenses, operating income, or net earnings as a result of these changes.
Beginning in the second quarter of fiscal 2013, we removed unallocated corporate expenses from Other. Other is now referred to as All Other Segments and includes Teavana, Seattle's Best Coffee, Evolution Fresh and Tazo retail, as well as our Digital Ventures business. Unallocated corporate operating expenses, which pertain primarily to corporate administrative functions that support the operating segments but are not specifically attributable to or managed by any segment, are now presented as a reconciling item between total segment operating results and consolidated financial results. While our consolidated results are not impacted, our historical segment financial information has been revised to be consistent with the current period presentation.

The table below presents financial information for our reportable operating segments and All Other Segments (in millions):
Quarter Ended

|  | Americas | EMEA | China / <br> Asia Pacific | Channel <br> Development | All Other <br> Segments | Segment <br> Total |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| June 30, 2013 | $\$ 2,776.5$ | $\$ 287.2$ | $\$ 233.7$ | $\$ 336.4$ | $\$ 107.9$ | $\$ 3,741.7$ |
| Total net revenues <br> Depreciation and amortization <br> expenses | 105.2 | 13.7 | 8.6 | 0.2 | 3.6 | 131.3 |
| Income from equity investees <br> Operating income/(loss) | - | - | 40.3 | 23.1 | - | 63.4 |
|  | 619.3 | 9.3 | 84.7 | 96.3 | $(9.4$ | 800.2 |
| July 1, 2012 |  |  |  |  |  |  |
| Total net revenues | $\$ 2,471.2$ | $\$ 282.0$ | $\$ 181.8$ | $\$ 316.4$ | $\$ 52.2$ | $\$ 3,303.6$ |
|  | 97.2 | 14.4 | 5.8 | 0.3 | 0.7 | 118.4 |

Depreciation and amortization expenses
Income from equity investees Operating income/(loss)

| $\overline{498.7}$ | - | 30.1 | 21.2 | 0.4 | 51.7 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 1.6 | 61.3 | 84.2 | $(9.1$ | 636.7 |  |

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Three Quarters Ended

June 30, 2013
Total net revenues
Depreciation and amortization expenses
Income from equity investees
Operating income/(loss)

| Americas | EMEA | China / <br> Asia Pacific | Channel <br> Development | All Other <br> Segments | Segment <br> Total |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\$ 8,221.2$ | $\$ 866.6$ | $\$ 661.4$ | $\$ 1,059.8$ | $\$ 288.2$ | $\$ 11,097.2$ |
| 316.2 | 41.6 | 24.4 | 0.9 | 7.9 | 391.0 |
| 2.4 | - | 105.3 | 62.7 | - | 170.4 |
| $1,759.2$ | 36.9 | 225.3 | 287.1 | $(18.0$ | $2,290.5$ |
|  |  |  |  |  |  |
| $\$ 7,424.4$ | $\$ 857.5$ | $\$ 523.3$ | $\$ 973.7$ | $\$ 156.5$ | $\$ 9,935.4$ |
| 291.5 | 42.9 | 16.4 | 1.0 | 1.7 | 353.5 |
| 2.1 | 0.3 | 90.7 | 55.4 | 0.3 | 148.8 |
| $1,497.0$ | 13.3 | 187.0 | 241.4 | $(18.5$ | $1,920.2$ |

The following table reconciles total segment operating income in the tables above to consolidated earnings before income taxes (in millions):

Total segment operating income
Unallocated corporate operating expenses
Consolidated operating income
Interest income and other, net
Interest expense
Earnings before income taxes

| Quarter Ended |  | Three Quarters Ended |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Jun 30, 2013 | Jul 1, 2012 | Jun 30, 2013 | Jul 1, 2012 |  |
| $\$ 800.2$ | $\$ 636.7$ | $\$ 2,290.5$ | $\$ 1,920.2$ |  |
| $(185.0$ | $)$ | $(145.1$ | $)$ | $(500.6$ |$)(442.3 \quad 1)$

## Note 12: Subsequent Event

In July 2013, we entered into an agreement to sell our 82\% interest in Starbucks Coffee Chile S.A. and our 18\% interest in Starbucks Coffee Argentina S.R.L. to our joint venture partner Alsea, S.A.B. de C.V., for a total purchase price of $\$ 61.8$ million, which we expect will result in a gain that will be recognized in the fourth quarter of fiscal 2013.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## CAUTIONARY STATEMENT PURSUANT TO THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

Certain statements herein, including statements regarding trends in or expectations relating to the expected effects of our initiatives and plans, as well as trends in or expectations regarding earnings per share, revenues, operating income, operating margins, comparable store sales, sales leverage, sales growth, profitability, expenses, dividends, share repurchases, other financial results, capital expenditures, scaling and expansion of international operations, shifts in our store portfolio to more licensed stores in EMEA and to more company-operated stores in CAP, profitable growth models and opportunities, strategic acquisitions, changes to organizational structures, commodity costs and our mitigation strategies, the transition from our distribution arrangement with Kraft to a direct distribution model, liquidity, cash flow from operations, use of cash, the anticipated issuance of debt and applicable interest rate, anticipated store openings, closings and renovations, the health and growth of our business overall and of specific businesses or markets, benefits of recent initiatives, increased traffic to our stores, operational efficiencies, product
innovation and distribution, tax rates, and economic conditions in the US and international markets, constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are based on currently available operating, financial and competitive information and are subject to various risks and uncertainties. Actual future results and trends may differ materially depending on a variety of factors, including, but not limited to, coffee, dairy and other raw materials prices and availability, successful execution of our initiatives, successful execution of internal plans, fluctuations in US and international

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economies and currencies, the impact of competitors' initiatives, the effect of legal proceedings, and other risks detailed in our filings with the SEC, including in Part I Item IA "Risk Factors" in the 10-K.
A forward-looking statement is neither a prediction nor a guarantee of future events or circumstances, and those future events or circumstances may not occur. You should not place undue reliance on the forward-looking statements, which speak only as of the date of this report. We are under no obligation to update or alter any forward-looking statements, whether as a result of new information, future events or otherwise.
This information should be read in conjunction with the condensed consolidated financial statements and the notes included in Item 1 of Part I of this 10-Q and the audited consolidated financial statements and notes, and Management's Discussion and Analysis of Financial Condition and Results of Operations, contained in the 10-K. General
Our fiscal year ends on the Sunday closest to September 30. All references to store counts, including data for new store openings, are reported net of store closures, unless otherwise noted.
Overview
Starbucks third quarter results demonstrate the success of our growth platforms and the overall strength of our business. Total net revenues increased $13 \%$ to $\$ 3.7$ billion, with every segment contributing. Global comparable store sales grew $8 \%$, driven by a $7 \%$ increase in number of transactions. Consolidated operating income increased $25 \%$ to $\$ 615$ million and operating margin expanded 150 basis points to $16.4 \%$. Earnings per share was $\$ 0.55$, representing growth of $28 \%$ over the prior year quarter.
The Americas segment continued its strong performance in the third quarter, growing revenues $12 \%$ to $\$ 2.8$ billion, primarily driven by comparable store sales growth of $9 \%$, comprised of a $7 \%$ increase in number of transactions and a $2 \%$ increase in average ticket. Strength in beverage innovation and promotions, operational improvements, and expanded food offerings all contributed to the increase in comparable store sales. Operating margin expanded 210 basis points to $22.3 \%$, driven by sales leverage and lower coffee costs. Looking forward, we expect to continue to drive sales growth and profitability through new stores and expanded product offerings, including the continued roll out of La Boulange ${ }^{\circledR}$ bakery items in our retail stores.
In the EMEA segment, we are continuing to make steady progress toward long-term profitability in the region. Revenues grew $2 \%$ to $\$ 287$ million compared to the prior year, driven by licensed store revenue growth nearly offset by a decline in company-operated store revenues. This reflects the shift in our ownership structure, as we have closed underperforming company-operated stores and are focused on growing our licensed store base in profitable locations. Ongoing cost management and our prior store portfolio optimization activities contributed to an increase in operating margin of 260 basis points over the prior year to $3.2 \%$. We expect the investments we are making in this region will result in improved operating performance as we progress on our plan towards mid-teens operating margin over time. Our CAP segment results reflect a combination of rapid new store growth and solid performance from our existing store base, including our joint venture operations in China and Japan. New store growth, along with a $9 \%$ increase in comparable store sales, drove a $29 \%$ increase in total net revenues to $\$ 234$ million. Operating income grew $38 \%$ to $\$ 85$ million and operating margin expanded 250 basis points to $36.2 \%$, driven by sales leverage, improved performance from our joint venture operations and lower coffee costs. We expect this segment will become a more meaningful contributor to overall company profitability in the future, as we look forward to continued store openings and establishing China as our largest market outside of the US.
Channel Development segment revenues grew $6 \%$ for the quarter to $\$ 336$ million, primarily due to increased sales of premium single serve products, driven by sales of Starbucks- and Tazo-branded K-Cup ${ }^{\circledR}$ portion packs, partially offset by decreased pricing on packaged coffee. Lower coffee costs was the primary contributor to the 200 basis point increase in operating margin for the third quarter of fiscal 2013. As we continue to expand customer occasions outside of our retail stores, including growing our presence in the premium single serve category, we expect this segment will become a more significant contributor to our future growth.

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Comparable Store Sales
Starbucks comparable store sales for the third quarter of fiscal 2013 are as follows:

|  | Quarter Ended Jun 30, 2013 |  |  |  |  | Three Quarters Ended Jun 30, 2013 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales | Change in Transactions |  |  | Change in <br> Ticket | Sales <br> Growth |  | Change in |  |  | Ch: |  |
|  | Growth |  |  |  |  |  |  |  |  |  |  |
| Consolidated | 8 | \% | 7 | \% |  | 1 | \% | 7 | \% | 5 | \% | 1 | \% |
| Americas | 9 | \% | 7 | \% | 2 | \% | 7 | \% | 5 | \% | 2 | \% |
| EMEA | 2 | \% | 5 | \% | (3 | )\% | (1 | )\% | 2 | \% | (2 | )\% |
| China / Asia Pacific | 9 | \% | 8 | \% | - | \% | 9 | \% | 7 |  | 2 | \% |

Our comparable store sales represent the growth in revenue from Starbucks company-operated stores open 13 months or longer. Comparable store sales exclude the effect of fluctuations in foreign currency exchange rates.
Fiscal 2013 - Financial Outlook for the Year
For fiscal year 2013, we expect revenue growth driven by mid single-digit comparable store sales growth, new store openings and continued growth in the Channel Development business. Licensed stores will comprise between one-half and two-thirds of new store openings.
We expect continued robust consolidated operating margin and EPS improvement compared to fiscal 2012, reflecting the strength of our global business and the pipeline of profitable growth initiatives.
We expect increased capital expenditures in fiscal 2013 compared to fiscal 2012, reflecting new store growth, a continued focus on store renovations and additional investments in manufacturing capacity.
Fiscal 2014 - Financial Outlook for the Year
For fiscal year 2014, we expect revenue growth driven by mid-single-digit comparable store sales growth, new store openings, and continued growth in the Channel Development business. Approximately one-half of new store openings will be in China / Asia Pacific, with the remaining half coming primarily from the Americas.
We expect full-year consolidated operating margin improvement of 150 to 200 basis points and strong EPS growth. Results of Operations (in millions)
Revenues

|  | Quarter Ended |  | Three Quarters Ended |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Jun 30, | Jul 1, | $\%$ |  | Jun 30, | Jul 1, | $\%$ |  |
|  | 2013 | 2012 | Change | 2013 | 2012 | Change |  |  |
| Company-operated stores | $\$ 2,986.3$ | $\$ 2,615.6$ | 14.2 | $\%$ | $\$ 8,783.7$ | $\$ 7,868.6$ | 11.6 | $\%$ |
| Licensed stores | 342.0 | 308.2 | 11.0 |  | $1,014.2$ | 905.1 | 12.1 |  |
| CPG, foodservice and other | 413.4 | 379.8 | 8.8 | $1,299.3$ | $1,161.7$ | 11.8 |  |  |
| Total net revenues | $\$ 3,741.7$ | $\$ 3,303.6$ | 13.3 | $\%$ | $\$ 11,097.2$ | $\$ 9,935.4$ | 11.7 | $\%$ |

Total net revenues for the third quarter and the first three quarters of fiscal 2013 increased $\$ 438$ million and $\$ 1.2$ billion, respectively, primarily driven by increased revenues from company-operated stores (contributing $\$ 371$ million and $\$ 915$ million, respectively). An increase in comparable store sales was the primary driver of the increase in company-operated store revenues for both periods (approximately $8 \%$, or $\$ 217$ million, for the third quarter and approximately $7 \%$, or $\$ 525$ million, for the first three quarters). Also contributing for both periods were incremental revenues from 802 net new company-operated store openings over the past 12 months (approximately $\$ 102$ million for the third quarter and $\$ 267$ million for the first three quarters).
Licensed store revenue growth also contributed to the increase in total net revenues for the third quarter and the first three quarters of fiscal 2013 (approximately $\$ 34$ million and $\$ 109$ million, respectively). These increases were driven by increased

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product sales to and royalty revenues from our licensees, resulting from improved comparable store sales and the opening of 756 net new licensed stores over the last 12 months.
CPG, foodservice and other revenues increased $\$ 34$ million and $\$ 138$ million for the third quarter and the first three quarters of fiscal 2013, respectively. These increases were primarily due to increased sales of premium single serve products (approximately $\$ 29$ million and $\$ 90$ million, respectively).
Operating Expenses

| Cost of sales including | $\$ 1,597.6$ | $\$ 1,446.1$ | 42.7 | $\%$ | 43.8 | $\%$ | $\$ 4,748.6$ | $\$ 4,354.1$ | 42.8 | $\%$ | 43.8 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| occupancy costs |  |  |  |  |  |  |  |  |  |  |  | \%

Cost of sales including occupancy costs as a percentage of total net revenues decreased 110 basis points and 100 basis points for the third quarter and the first three quarters of fiscal 2013, respectively, primarily driven by lower coffee costs (approximately 60 basis points for the third quarter and 50 basis points for the first three quarters).
Store operating expenses as a percentage of total net revenues decreased 50 basis points for the third quarter and 60 basis points for the first three quarters of fiscal 2013. As a percentage of company-operated store revenues, store operating expenses decreased 100 basis points for the third quarter and 60 basis points for the first three quarters of fiscal 2013, primarily driven by sales leverage (approximately 110 basis points and 80 basis points, respectively).

Other operating expenses as a percentage of total net revenues decreased 40 basis points for the third quarter and was flat for the first three quarters of fiscal 2013. Excluding the impact of company-operated store revenues, other operating expenses decreased 150 basis points for the third quarter and 30 basis points for the first three quarters of fiscal 2013. These decreases were primarily driven by sales leverage from licensed store revenue growth (approximately 100 basis points the third quarter and approximately 20 basis points for the first three quarters). Also contributing to the decrease for the third quarter of fiscal 2013 was timing of marketing (approximately 50 basis points), largely due to lapping the prior year launch of Starbucks® Blonde Roast.

General and administrative expenses as a percentage of total net revenues increased 70 basis points for the third quarter and 40 basis points for the first three quarters of fiscal 2013. These increases were due in part to a donation to the Starbucks Foundation during the quarter (approximately 30 basis points for the third quarter and 10 basis points for the first three quarters). Also contributing to the increase for the first three quarters of fiscal 2013 were costs related to our October Global Leadership Conference (approximately 20 basis points). The remaining change for both periods was primarily the result of increased costs to support overall company growth.
Income from equity investees increased $\$ 12$ million for the third quarter and $\$ 22$ million for the first three quarters of fiscal 2013, primarily due to increased income from our joint venture operations in China and Japan, as well as
improved performance from our North American Coffee Partnership joint venture which produces, bottles and distributes our ready to drink beverages. The increase for the first three quarters was partially offset by the absence this year of $\$ 6.7$ million of non-routine income included in income from equity investees in the second quarter of the prior year.

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The combination of these changes resulted in an increase in operating margin of 150 basis points for the third quarter and 120 basis points for the first three quarters of fiscal 2013.

Other Income and Expenses

|  | Quarter Ended |  | Three Quarters Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | Jul 1, $2012$ | Jun 30, Jul 1,$2013 \quad 2012$$\%$ of TotalNet Revenues |  |  |  | $\begin{aligned} & \text { Jun } 30 \text {, } \\ & 2013 \end{aligned}$ | Jul 1,2012 | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |  |
|  |  |  |  |  |  |  | \% of |  | Total |  |  |
|  |  |  |  |  |  |  | Net R |  | even | nues |  |
| Operating income | \$615.2 | \$491.6 | 16.4 | \% | 14.9 |  | \% | \$1,789.9 | \$ 1,477.9 | 16.1 |  | 14.9 | \% |
| Interest income and other, net | t3.5 | 9.7 | 0.1 |  | 0.3 |  |  | 51.4 | 68.2 | 0.5 |  | 0.7 |  |
| Interest expense | (6.3 | ) 8.9 | ) $(0.2$ | ) | (0.3 | ) | (19.0 | (26.2 | ) 0.2 | ) | (0.3 | ) |
| Earnings before income taxe | 612.4 | 492.4 | 16.4 |  | 14.9 |  | 1,822.3 | 1,519.9 | 16.4 |  | 15.3 |  |
| Income taxes | 194.6 | 159.1 | 5.2 |  | 4.8 |  | 581.4 | 494.2 | 5.2 |  | 5.0 |  |
| Net earnings including noncontrolling interests | 417.8 | 333.3 | 11.2 |  | 10.1 |  | 1,240.9 | 1,025.7 | 11.2 |  | 10.3 |  |
| Net earnings attributable to noncontrolling interest | - | 0.2 | - |  | - |  | 0.6 | 0.6 | - |  | - |  |
| Net earnings attributable to Starbucks | \$417.8 | \$333.1 | 11.2 | \% | 10.1 | \% | \$1,240.3 | \$1,025.1 | 11.2 | \% | 10.3 | \% |
| Effective tax rate including noncontrolling interest |  |  | 31.8 |  | 32.3 | \% |  |  | 31.9 | \% | 32.5 | \% |

For the third quarter and the first three quarters of fiscal 2013, net interest income and other decreased $\$ 6$ million and $\$ 17$ million, respectively. The decrease for the third quarter was primarily due to a decrease in stored value card breakage income (approximately $\$ 9$ million), resulting from timing and increased utilization of card balances by customers. The decrease for the first three quarters was primarily due to the absence of additional income recognized in the prior year period associated with unredeemed gifts cards due to a court ruling related to state unclaimed property laws (approximately $\$ 29$ million) and unfavorable mark-to-market adjustments from derivatives used to manage our risk of commodity price fluctuations (approximately $\$ 16$ million), partially offset by a gain on the sale of our equity in the joint venture that operates Starbucks ${ }^{\circledR}$ stores in Mexico in the second quarter of fiscal 2013 (approximately $\$ 35$ million).

The effective tax rate for the quarter ended June 30,2013 was $31.8 \%$ compared to $32.3 \%$ for the same quarter in fiscal 2012. The decrease in the rate for the third quarter of fiscal 2013 was primarily due to benefits from releasing certain tax reserves, primarily related to statute closures and the outcome of a federal audit. The effective tax rate for the three quarters ended June 30, 2013 was $31.9 \%$ compared to $32.5 \%$ for the same period in fiscal 2012. The decrease in the rate for the first three quarters of fiscal 2013 was primarily due to benefits from releasing certain tax reserves in the third quarter of fiscal 2013 and the recognition of a net tax benefit in the first quarter of fiscal 2013 primarily from state income tax expense adjustments for returns filed in prior years.

## Segment Information

Segment information is prepared on the same basis that our management reviews financial information for operational decision-making purposes. The following tables summarize the results of operations by segment (in millions):

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Americas

|  | Quarter E |  |  |  |  | Three Q | ters Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jun } 30 \text {, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun } 30, \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |  | $\begin{aligned} & \text { Jun } 30 \text {, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun } 30, \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |  |
|  |  |  | \% of A | mericas |  |  |  | \% of A | mericas |  |
|  |  |  | Net Re | enues |  |  |  | Net Re | enues |  |
| Total net revenues | \$2,776.5 | \$2,471.2 |  |  |  | \$8,221.2 | \$7,424.4 |  |  |  |
| Cost of sales including occupancy costs | 1,051.2 | 965.1 | 37.9 | \% 39.1 | \% | 3,143.6 | 2,913.4 | 38.2 | \% 39.2 | \% |
| Store operating expenses | 934.8 | 858.1 | 33.7 | 34.7 |  | 2,786.6 | 2,570.3 | 33.9 | 34.6 |  |
| Other operating expenses | 23.0 | 20.2 | 0.8 | 0.8 |  | 74.1 | 59.4 | 0.9 | 0.8 |  |
| Depreciation and amortization expenses | 105.2 | 97.2 | 3.8 | 3.9 |  | 316.2 | 291.5 | 3.8 | 3.9 |  |
| General and administrative expenses | 43.0 | 31.9 | 1.5 | 1.3 |  | 143.9 | 94.9 | 1.8 | 1.3 |  |
| Total operating expenses | 2,157.2 | 1,972.5 | 77.7 | 79.8 |  | 6,464.4 | 5,929.5 | 78.6 | 79.9 |  |
| Income from equity investees | - | - | - | - |  | 2.4 | 2.1 | 0.0 | 0.0 |  |
| Operating income | \$619.3 | \$498.7 | 22.3 | \% 20.2 | \% | \$1,759.2 | \$ 1,497.0 | 21.4 | \% 20.2 | \% |
| Store operating expenses as a \% of |  |  | 36.8 | \% 38.0 | \% |  |  | 37.2 | \% 37.9 | \% |

## related revenues

Revenues
Americas total net revenues for the third quarter and the first three quarters of fiscal 2013 increased $\$ 305$ million, or $12 \%$, and $\$ 797$ million, or $11 \%$, respectively. These increases were primarily driven by increased revenues from company-operated stores (contributing $\$ 280$ million and $\$ 717$ million, respectively) and licensed stores (contributing $\$ 20$ million and $\$ 61$ million, respectively).
An increase in comparable store sales was the primary driver of the increase in company-operated store revenues for both periods (approximately $9 \%$, or $\$ 203$ million, for the third quarter and approximately $7 \%$, or $\$ 496$ million, for the first three quarters). The increases in licensed store revenues were primarily due to increased product sales to and higher royalty revenues from our licensees, primarily resulting from improved comparable store sales and the opening of 330 net new licensed stores over the past 12 months.
Operating Expenses
Cost of sales including occupancy costs as a percentage of total net revenues decreased 120 basis points and 100 basis points for the third quarter and the first three quarters of fiscal 2013, respectively. These decreases were primarily driven by store initiatives to reduce waste (approximately 30 basis points for the third quarter and 40 basis points for the first three quarters) and lower coffee costs (approximately 30 basis points for both periods). Also contributing to the decrease for both periods was sales leverage on occupancy costs.
Store operating expenses as a percentage of total net revenues decreased 100 basis points for the third quarter and 70 basis points for the first three quarters of fiscal 2013, primarily driven by sales leverage.
Other operating expenses as a percentage of total net revenues was flat for the third quarter and increased 10 basis points for the first three quarters of fiscal 2013. Other operating expenses as a percentage of non-company-operated store revenues increased 20 basis points for the third quarter and 100 basis points for the first three quarters of fiscal 2013. The increase for the first three quarters was primarily due to incremental costs related to our acquisition of Bay Bread LLC (doing business as La Boulange), which was completed in the fourth quarter of fiscal 2012.

General and administrative expenses as a percentage of total net revenues increased 20 basis points and 50 basis points for the third quarter and the first three quarters of fiscal 2013, respectively. The increase for the first three quarters was driven by our October Global Leadership Conference (approximately 40 basis points).
The combination of these changes resulted in an overall increase in operating margin of 210 basis points for the third quarter and 120 basis points for the first three quarters of fiscal 2013.

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## EMEA



## Revenues

EMEA total net revenues increased $\$ 5$ million, or $2 \%$, for the third quarter of fiscal 2013 and increased $\$ 9$ million, or $1 \%$, for the first three quarters of fiscal 2013. Licensed store revenues grew (approximately $\$ 13$ million, or $35 \%$, for the third quarter and $\$ 40$ million, or $41 \%$, for the first three quarters), due to increased product sales to and higher royalty revenues from our licensees, primarily resulting from the opening of 125 net new licensed stores over the past 12 months and improved comparable store sales. The licensed store revenue increases were partially offset by a decline in company-operated store revenues (approximately $\$ 9$ million for the third quarter and approximately $\$ 35$ million for the first three quarters), primarily resulting from our prior store portfolio optimization activities.
Operating Expenses
Cost of sales including occupancy costs as a percentage of total net revenues decreased 170 basis points for the third quarter and 90 basis points for the first three quarters of fiscal 2013. These decreases were primarily due to a reduction to the estimated asset retirement obligations of our store leases in the region (approximately 80 basis points for the third quarter and approximately 90 basis points for the first three quarters) and continued focus on cost management (approximately 70 basis points for the third quarter and approximately 40 basis points for the first three quarters), partially offset by the impact of the shift in the composition of our store portfolio in the region to more licensed stores, which have a lower gross margin.
Store operating expenses as a percentage of total net revenues decreased 140 basis points for the third quarter and 210 basis points for the first three quarters of fiscal 2013. As a percentage of company-operated store revenues, store operating expenses increased 40 basis points for the third quarter, primarily from increased marketing during the quarter, and decreased 30 basis points for the first three quarters of fiscal 2013, primarily driven by a continued focus on cost management.
Other operating expenses as a percentage of total net revenues increased 40 basis points for the third quarter and 30 basis points for the first three quarters of fiscal 2013. Excluding the impact of company-operated store revenues, other operating expenses decreased 190 basis points for the third quarter, driven by a continued focus on cost management and 380 basis points for the first three quarters, primarily driven by sales leverage from licensed store revenue growth and a continued focus on cost management.
The combination of these changes resulted in an overall increase in operating margin of 260 basis points for the third quarter and 270 basis points for the first three quarters of fiscal 2013.

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China / Asia Pacific

|  | Quarter Ended |  |  |  |  | Three Quarters Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun 30, Jul 1, } \\ & 2013 \quad 2012 \\ & \% \text { of CAP } \\ & \text { Net Revenues } \end{aligned}$ |  |  |  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun } 30, \\ & 2013 \\ & \% \text { of CAP } \end{aligned}$ |  | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |  |
| Total net revenues | \$233.7 | \$181.8 |  |  |  |  | \$661.4 | \$523.3 |  |  |  |  |
| Cost of sales including occupancy costs | 112.5 | 91.5 | 48.1 | \% | 50.3 | \% | 323.9 | 262.7 | 49.0 | \% | 50.2 | \% |
| Store operating expenses | 42.2 | 29.7 | 18.1 |  | 16.3 |  | 121.9 | 84.0 | 18.4 |  | 16.1 |  |
| Other operating expenses | 12.0 | 11.3 | 5.1 |  | 6.2 |  | 33.7 | 32.4 | 5.1 |  | 6.2 |  |
| Depreciation and amortization expenses | 8.6 | 5.8 | 3.7 |  | 3.2 |  | 24.4 | 16.4 | 3.7 |  | 3.1 |  |
| General and administrative expenses | 14.0 | 12.3 | 6.0 |  | 6.8 |  | 37.5 | 31.5 | 5.7 |  | 6.0 |  |
| Total operating expenses | 189.3 | 150.6 | 81.0 |  | 82.8 |  | 541.4 | 427.0 | 81.9 |  | 81.6 |  |
| Income from equity investees | 40.3 | 30.1 | 17.2 |  | 16.6 |  | 105.3 | 90.7 | 15.9 |  | 17.3 |  |
| Operating income | \$84.7 | \$61.3 | 36.2 | \% | 33.7 | \% | \$225.3 | \$187.0 | 34.1 | \% | 35.7 | \% |
| Store operating expenses as a $\%$ of related revenues |  |  | 24.6 |  | 24.4 | \% |  |  | 25.5 |  | 24.0 | \% |

## Revenues

CAP total net revenues for the third quarter and the first three quarters of fiscal 2013 increased $\$ 52$ million, or 29\%, and $\$ 138$ million, or $26 \%$, respectively, primarily driven by increased revenues from company-operated stores (contributing $\$ 50$ million for the third quarter and $\$ 128$ million for the first three quarters). The increases in company-operated store revenues were driven by the opening of 220 net new company-operated stores over the past 12 months (approximately $\$ 36$ million for the third quarter and approximately $\$ 88$ million for the first three quarters) and an increase in comparable store sales (approximately $9 \%$, or $\$ 11$ million, for the third quarter and approximately $9 \%$, or $\$ 32$ million, for the first three quarters).
Operating Expenses
Cost of sales including occupancy costs as a percentage of total net revenues decreased 220 basis points for the third quarter and 120 basis points for the first three quarters of fiscal 2013. The decrease for the third quarter of fiscal 2013 was driven by sales leverage in our supply chain (approximately 140 basis points) and lower coffee costs (approximately 50 basis points). The decrease for the first three quarters of fiscal 2013 was primarily due to lower coffee costs (approximately 50 basis points) and company-operated store growth outpacing licensed store growth in the region (approximately 30 basis points).
Store operating expenses as a percentage of total net revenues increased 180 basis points for the third quarter and 230 basis points for the first three quarters of fiscal 2013. As a percentage of company-operated store revenues, store operating expenses increased 20 basis points for the third quarter and 150 basis points for the first three quarters. The increase for the first three quarters was primarily driven by increased costs associated with the expansion efforts of company-operated stores in mainland China.
Other operating expenses as a percentage of total net revenues decreased 110 basis points for both the third quarter and the first three quarters of fiscal 2013. Other operating expenses as a percentage of non-company-operated store revenues increased 40 basis points for the third quarter and decreased 40 basis points for the first three quarters. The increase for the third quarter was driven by increased costs associated with the expansion efforts in mainland China, largely due to higher headcount in our regional support centers. The decrease for the first three quarters was primarily due to the absence of prior period asset impairments (approximately 60 basis points), partially offset by the increased costs associated with the expansion efforts in mainland China (approximately 30 basis points).

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Income from equity investees increased $\$ 10$ million for the third quarter and $\$ 15$ million for the first three quarters of fiscal 2013, primarily due to improved performance of our joint venture operations in China and Japan. The increase for the first three quarters was partially offset by the absence of non-routine income (approximately $\$ 7$ million) this year that was included in the second quarter of fiscal 2012 results.

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The changes in the above line items contributed to an overall increase in operating margin of 250 basis points for the third quarter and operating margin contraction of 160 basis points for the first three quarters of fiscal 2013.

Channel Development

|  | Quarter Ended |  | Three Quarters Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun } 30 \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |
|  |  |  | \% of Channel Development Net Revenues |  |  |  |  | \% of Channel Development Net Revenues |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Total net revenues | \$336.4 | \$316.4 |  |  |  | \$1,059.8 | \$973.7 |  |  |
| Cost of sales | 213.1 | 201.1 | 63.3 | \% 63.6 | \% | 660.9 | 626.5 | 62.4 | \% 64.3 |
| Other operating expenses | 44.4 | 47.8 | 13.2 | 15.1 |  | 156.8 | 147.3 | 14.8 | 15.1 |
| Depreciation and amortization expenses | 0.2 | 0.3 | 0.1 | 0.1 |  | 0.9 | 1.0 | 0.1 | 0.1 |
| General and administrative expenses | 5.5 | 4.2 | 1.6 | 1.3 |  | 16.8 | 12.9 | 1.6 | 1.3 |
| Total operating expenses | 263.2 | 253.4 | 78.2 | 80.1 |  | 835.4 | 787.7 | 78.8 | 80.9 |
| Income from equity investees | 23.1 | 21.2 | 6.9 | 6.7 |  | 62.7 | 55.4 | 5.9 | 5.7 |
| Operating income | \$96.3 | \$84.2 | 28.6 | \% 26.6 | \% | \$287.1 | \$241.4 | 27.1 | \% 24.8 |

Revenues
Total Channel Development net revenues for the third quarter and the first three quarters of fiscal 2013 increased $\$ 20$ million, or $6 \%$, and $\$ 86$ million, or $9 \%$, respectively, primarily due to increased sales of premium single serve products (approximately $\$ 29$ million for the third quarter and approximately $\$ 90$ million for the first three quarters), partially offset by decreased pricing on packaged coffee (approximately $\$ 10$ million for both periods).
Operating Expenses
Cost of sales as a percentage of total net revenues decreased 30 basis points for the third quarter and 190 basis points for the first three quarters of fiscal 2013. These decreases were primarily driven by lower coffee costs (approximately 320 basis points for the third quarter and approximately 250 basis points for the first three quarters). The decrease for the third quarter was partially offset by the impact of packaged coffee price reductions on total net revenues (approximately 210 basis points).
Other operating expenses as a percentage of total net revenues decreased 190 basis points for the third quarter and 30 basis points for the first three quarters of fiscal 2013. The decrease for the third quarter was driven by timing of marketing, largely due to lapping the prior year launch of Starbucks® Blonde Roast. The decrease for the first three quarters was primarily due to increased sales leverage.
The changes in the above line items contributed to an overall increase in operating margin of 200 basis points for the third quarter and 230 basis points for the first three quarters of fiscal 2013.

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All Other Segments

|  | Quarter Ended |  |  | Three Quarters Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 30, | Jul 1, | \% |  | Jun 30, | Jul 1, | \% |  |
|  | 2013 | 2012 | Change |  | 2013 | 2012 | Change |  |
| Total net revenues | \$107.9 | \$52.2 | 106.7 | \% | \$288.2 | \$156.5 | 84.2 | \% |
| Cost of sales | 66.5 | 38.3 | 73.6 |  | 172.5 | 106.5 | 62.0 |  |
| Store operating expenses | 21.3 | - | 100.0 |  | 44.4 | - | 100.0 |  |
| Other operating expenses | 16.2 | 18.1 | (10.5 | ) | 56.6 | 52.7 | 7.4 |  |
| Depreciation and amortization expenses | 3.6 | 0.7 | 414.3 |  | 7.9 | 1.7 | 364.7 |  |
| General and administrative expenses | 9.7 | 4.6 | 110.9 |  | 24.8 | 14.4 | 72.2 |  |
| Total operating expenses | 117.3 | 61.7 | 90.1 |  | 306.2 | 175.3 | 74.7 |  |
| Income from equity investees | - | 0.4 | (100.0 | )\% | - | 0.3 | (100.0 | )\% |
| Operating loss | \$(9.4 | ) \$(9.1 | ) 3.3 | \% | \$(18.0 | ) \$(18.5 | ) (2.7 | )\% |

All Other Segments includes Teavana, Seattle's Best Coffee, Evolution Fresh, Tazo Retail and Digital Ventures.
Total net revenues for All Other Segments for the third quarter and the first three quarters of fiscal 2013 increased $\$ 56$ million and $\$ 132$ million, respectively, primarily due to incremental revenues from the acquisition of Teavana in the second quarter of fiscal 2013 (approximately $\$ 51$ million for the third quarter and approximately $\$ 111$ million for the first three quarters).
Total operating expenses increased $\$ 56$ million and $\$ 131$ million for the third quarter and the first three quarters of fiscal 2013, respectively, primarily due to incremental expenses from the acquisition of Teavana.

Fiscal Third Quarter 2013 Store Data
Our store data for the periods presented is as follows:

|  | Net stores opened/(closed) during the period |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  | Three Quarters Ended |  | Stores open as of |  |
|  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |  | $\begin{aligned} & \text { Jun 30, } \\ & 2013 \end{aligned}$ | Jul 1, <br> 2012 | $\begin{aligned} & \text { Jun } 30 \text {, } \end{aligned}$ | $\begin{aligned} & \text { Jul 1, } \\ & 2012 \end{aligned}$ |
| Americas |  |  |  |  |  |  |  |
| Company-operated stores ${ }^{(1)}$ | 63 | 49 |  | 115 | 83 | 7,958 | 7,692 |
| Licensed stores ${ }^{(1)}$ | 95 | 35 |  | 225 | 169 | 5,195 | 4,865 |
|  | 158 | 84 |  | 340 | 252 | 13,153 | 12,557 |
| EMEA |  |  |  |  |  |  |  |
| Company-operated stores ${ }^{(2)}$ | 1 | 2 |  | (23 | ) 7 | 859 | 879 |
| Licensed stores ${ }^{(2)}$ | 42 | 34 |  | 95 | 71 | 1,082 | 957 |
|  | 43 | 36 |  | 72 | 78 | 1,941 | 1,836 |
| China / Asia Pacific |  |  |  |  |  |  |  |
| Company-operated stores | 48 | 32 |  | 161 | 95 | 827 | 607 |
| Licensed stores | 71 | 80 |  | 230 | 221 | 2,858 | 2,555 |
|  | 119 | 112 |  | 391 | 316 | 3,685 | 3,162 |
| All Other Segments |  |  |  |  |  |  |  |
| Company-operated stores | 27 | (2 | ) | 336 | - | 350 | 14 |
| Licensed stores | (6 | ) 1 |  | 4 | 2 | 80 | 82 |
|  | 21 | (1 | ) | 340 | 2 | 430 | 96 |
| Total Company | 341 | 231 |  | 1,143 | 648 | 19,209 | 17,651 |

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${ }^{(1)}$ Americas store data has been adjusted to exclude Seattle's Best Coffee, Evolution Fresh and Tazo Retail, which are now reported within All Other Segments.
${ }^{(2)}$ EMEA store data has been adjusted for the transfer of certain company-operated stores to licensees in the fourth quarter of fiscal 2012.

## Financial Condition, Liquidity and Capital Resources

Investment Overview
Starbucks cash and short-term investments totaled $\$ 2.0$ billion as of June 30, 2013 and September 30, 2012. As of June 30, 2013, approximately $\$ 800.5$ million of cash was held in foreign subsidiaries. Of our cash held in foreign subsidiaries, $\$ 372.3$ million is denominated in the US dollar. We actively manage our cash and short-term investments in order to internally fund operating needs, make scheduled interest and principal payments on our borrowings, and return cash to shareholders through common stock cash dividend payments and share repurchases. Our short-term investments consist predominantly of US Treasury securities, commercial paper, corporate bonds, US Agency securities, and certificates of deposit. Our portfolio of long-term available for sale securities consists predominantly of high investment-grade corporate bonds, diversified among industries and individual issuers, as well as certificates of deposits with maturities greater than one year.
Borrowing Capacity
Our previous $\$ 500$ million unsecured, revolving credit facility (the "2010 credit facility") was set to mature November 2014. In the second quarter of fiscal 2013, we replaced the 2010 credit facility with a new $\$ 750$ million unsecured, revolving credit facility (the "2013 credit facility") with various banks, of which $\$ 150$ million may be used for issuances of letters of credit.
The 2013 credit facility is available for working capital, capital expenditures and other corporate purposes, including acquisitions and share repurchases, and is currently set to mature on February 5, 2018. Starbucks has the option, subject to negotiation and agreement with the related banks, to increase the maximum commitment amount by an additional $\$ 750$ million. Borrowings under the 2013 credit facility will bear interest at a variable rate based on LIBOR, and, for US dollar-denominated loans under certain circumstances, a Base Rate (as defined in the 2013 credit facility), in each case plus an applicable margin. The applicable margin is based on the better of (i) the Company's long-term credit ratings assigned by Moody's and Standard \& Poor's rating agencies, and (ii) the Company's fixed charge coverage ratio, pursuant to a pricing grid set forth in the 2013 credit facility. The current applicable margin is $0.795 \%$ for Eurocurrency Rate Loans and $0.00 \%$ for Base Rate Loans. As with the 2010 credit facility, the 2013 credit facility contains provisions requiring us to maintain compliance with certain covenants, including a minimum fixed charge coverage ratio, which measures our ability to cover financing expenses. As of June 30, 2013, we were in compliance with each of these covenants.
The indenture under which our $\$ 550$ million of 10 -year $6.25 \%$ Senior Notes were issued also requires us to maintain compliance with certain covenants, including limits on future liens and sale and leaseback transactions on certain material properties. As of June 30, 2013, we were in compliance with each of these covenants.
We anticipate issuing $\$ 750$ million in additional long-term debt in 2013 to provide us with financial flexibility for general corporate purposes. As discussed further in Note 3 to the condensed consolidated financial statements included in Item 1 of Part I of this 10-Q, during the third quarter of fiscal 2013, we entered into forward-starting interest rate swap agreements to hedge the variability in cash flows due to changes in the benchmark interest rate related to this expected debt issuance.
Use of Cash
We expect to use our cash and short-term investments, including any future borrowings, to invest in our core businesses, including product innovations and related marketing support, and other new business opportunities related to our core businesses. We believe that future cash flows generated from operations and existing cash and short-term investments, both domestically and internationally, will be sufficient to finance capital requirements for our core businesses in those respective markets as well as shareholder distributions for the foreseeable future.

We consider the majority of undistributed earnings of our foreign subsidiaries and equity investees as of June 30, 2013 to be indefinitely reinvested and, accordingly, no US income or foreign withholding taxes have been provided on such earnings. We have not repatriated, nor do we anticipate the need to repatriate, funds to the US to satisfy domestic liquidity needs; however, in the event that we need to repatriate all or a portion of our foreign cash to the US we would be subject to additional US income taxes, which could be material. We do not believe it is practical to calculate the potential tax impact of repatriation, as there is a

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significant amount of uncertainty around the calculation, including the availability and amount of foreign tax credits at the time of repatriation, tax rates in effect, and other indirect tax consequences associated with repatriation. We may use our available cash resources to make proportionate capital contributions to our equity method and cost method investees. We may also seek strategic acquisitions to leverage existing capabilities and further build our business in support of our growth agenda. Acquisitions may include increasing our ownership interests in our equity method and cost method investees. Any decisions to increase such ownership interests will be driven by valuation and fit with our ownership strategy. Significant new joint ventures, acquisitions and/or other new business opportunities may require additional outside funding.
As discussed further in Note 10 to the condensed consolidated financial statements included in Item 1 of Part I of this $10-\mathrm{Q}$, we are in arbitration with Kraft Foods Global, Inc. (now known as Kraft Foods Group, Inc.) ("Kraft") for a commercial dispute relating to a distribution agreement we previously held with Kraft. As a part of those proceedings Kraft has claimed damages inclusive of a premium and interest for terminating the arrangement. We believe we have valid claims of material breach by Kraft under the Agreement. We also believe Kraft's claim is highly inflated and based upon faulty analysis. However, should the arbitration result in an unfavorable outcome, we believe we have adequate liquidity.
Other than normal operating expenses, cash requirements for the remainder of fiscal 2013 are expected to consist primarily of capital expenditures for remodeling and refurbishment of, and equipment upgrades for, existing company-operated stores; new company-operated stores; additional investments in manufacturing capacity; and systems and technology investments in the stores and in the support infrastructure. Total capital expenditures for fiscal 2013 are expected to be approximately $\$ 1.2$ billion.
During the third quarter of fiscal 2013, Starbucks Board of Directors declared a quarterly cash dividend to shareholders of $\$ 0.21$ per share to be paid on August 23, 2013 to shareholders of record as of the close of business on August 8, 2013. Starbucks repurchased 10.8 million shares of common stock ( $\$ 544.1$ million) during the first three quarters of fiscal 2013 under share repurchase authorizations. The number of remaining shares authorized for repurchase as of June 30, 2013 totaled 26.4 million.

## Cash Flows

Cash provided by operating activities was $\$ 2.0$ billion for the first three quarters of fiscal 2013, compared to $\$ 1.1$ billion for the same period in fiscal 2012. The increase was primarily due to a net decrease in working capital accounts, primarily driven by a decrease in inventories and decreased payments on accounts payable.
Cash used by investing activities for the first three quarters of fiscal 2013 totaled $\$ 998.4$ million, compared to $\$ 684.2$ million for the same period in fiscal 2012. The increase was primarily due to cash paid to acquire Teavana and an increase in capital expenditures, primarily for remodeling and renovating existing company-operated stores and opening new retail stores, partially offset by a net increase in cash received from investment securities.
Cash used by financing activities for the first three quarters of fiscal 2013 totaled $\$ 783.8$ million, compared to $\$ 88.5$ million for the same period in fiscal 2012. The increase was primarily due to an increase in cash returned to shareholders through common share repurchases and dividend payments in the first three quarters of fiscal 2013. Also contributing was an increase in minimum tax withholdings on share-based awards related to the issuance of deferred shares to our chairman, president and ceo.
Contractual Obligations
There have been no material changes during the period covered by this $10-\mathrm{Q}$, outside of the ordinary course of our business, to the contractual obligations specified in the table of contractual obligations included in Management's Discussion and Analysis of Financial Condition and Results of Operations included in the 10-K.
Off-Balance Sheet Arrangements
There has been no material change in our off-balance sheet arrangements discussed in Management's Discussion and Analysis of Financial Condition and Results of Operations included in the $10-\mathrm{K}$.
Commodity Prices, Availability and General Risk Conditions
Commodity price risk represents our primary market risk, generated by our purchases of green coffee and dairy products, among other items. We purchase, roast and sell high quality whole bean arabica coffee and related products and risk arises from the price volatility of green coffee. In addition to coffee, we also purchase significant amounts of
dairy products to support the needs of our company-operated stores. The price and availability of these commodities directly impact our results of operations and we expect commodity prices, particularly coffee, to impact future results of operations. For additional details see Product Supply in Item 1 of the $10-\mathrm{K}$, as well as Risk Factors in Item 1A of the $10-\mathrm{K}$.

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Seasonality and Quarterly Results
Our business is subject to seasonal fluctuations, including fluctuations resulting from the holiday season. Our cash flows from operations are considerably higher in the first fiscal quarter than the remainder of the year. This is largely driven by cash received as Starbucks Cards are purchased and loaded during the holiday season. Since revenues from the Starbucks Card are recognized upon redemption and not when purchased, seasonal fluctuations on the consolidated statements of earnings are much less pronounced. Quarterly results are affected by the timing of the opening of new stores and the closing of existing stores. For these reasons, results for any quarter are not necessarily indicative of the results that may be achieved for the full fiscal year.

## RECENT ACCOUNTING PRONOUNCEMENTS

See Note 1 to the condensed consolidated financial statements included in Item 1 of Part I of this 10-Q.
Item 3. Quantitative and Qualitative Disclosures About Market Risk
There has been no material change in the commodity price risk, foreign currency exchange risk, equity security price risk, or interest rate risk discussed in Item 7A of the $10-\mathrm{K}$.

## Item 4. Controls and Procedures

We maintain disclosure controls and procedures that are designed to ensure that material information required to be disclosed in our periodic reports filed or submitted under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Our disclosure controls and procedures are also designed to ensure that information required to be disclosed in the reports we file or submit under the Exchange Act is accumulated and communicated to our management, including our principal executive officer and principal financial officer as appropriate, to allow timely decisions regarding required disclosure.
During the third quarter of fiscal 2013, we carried out an evaluation, under the supervision and with the participation of our management, including our chief executive officer and our chief financial officer, of the effectiveness of the design and operation of the disclosure controls and procedures, as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act. Based upon that evaluation, our chief executive officer and chief financial officer concluded that our disclosure controls and procedures were effective, as of the end of the period covered by this report (June 30, 2013). There were no changes in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) of the Exchange Act) during our most recently completed fiscal quarter that materially affected or are reasonably likely to materially affect internal control over financial reporting.
The certifications required by Section 302 of the Sarbanes-Oxley Act of 2002 are filed as exhibits 31.1 and 31.2 to this $10-\mathrm{Q}$.

## PART II — OTHER INFORMATION

Item 1. Legal Proceedings
See Note 10 to the condensed consolidated financial statements included in Item 1 of Part I of this 10-Q for information regarding certain legal proceedings in which we are involved.
Item 1A. Risk Factors
There have been no material changes to the risk factors previously disclosed in the $10-\mathrm{K}$.
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds
Starbucks did not repurchase any shares during the third quarter of fiscal 2013. As of the end of the quarter, the maximum number of shares that may yet be purchased under our current share repurchase program was $26,359,511$ shares. The share repurchase program is conducted under authorizations made from time to time by our Board of Directors. On March 24, 2010 we publicly announced the authorization of up to an additional 15 million shares, on November 15, 2010 we publicly announced the authorization of up to an additional 10 million shares, on November 3, 2011 we publicly announced the

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authorization of up to an additional 20 million shares, and on November 15, 2012 we publicly announced the authorization of up to an additional 25 million shares. These authorizations have no expiration date.

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Item 6. Exhibits
Exhibit Exhibit Description
No.

Incorporated by Reference

|  |  | Date of | Exhibit | Filed |
| :--- | :--- | :--- | :--- | :--- |
|  | File No. | First <br> Filing | Number | Herewith |

Agreement and Plan of Merger, dated as of
2.1 November 14, 2012, among Starbucks Corporation, $\quad 8-\mathrm{K} \quad 0-20322 \quad 11 / 15 / 2012 \quad 2.1$

Taj Acquisition Corp. and Teavana Holdings, Inc.
$\begin{array}{lllllll}3.1 & \begin{array}{l}\text { Restated Articles of Incorporation of Starbucks } \\ \text { Corporation }\end{array} & 10-\mathrm{Q} & 0-20322 & 5 / 12 / 2006 & 3.1\end{array}$

Amended and Restated Bylaws of Starbucks
3.2
November 13, 2012)
Certification of Principal Executive Officer
Pursuant to Rule 13a-14 of the Securities Exchange
Act of 1934, As Adopted Pursuant to Section 302 of
the Sarbanes-Oxley Act of 2002
31. to Rule 13a-14 of the Securities Exchange Act of

1934, As Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

Certifications of Principal Executive Officer and Principal Financial Officer Pursuant to 18 U.S.C.
32* Section 1350, As Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

The following financial statements from the Company's $10-\mathrm{Q}$ for the fiscal quarter ended June 30, 2013, formatted in XBRL: (i) Condensed Consolidated Statements of Earnings, (ii)
$101 \begin{array}{lllll}\text { Condensed Consolidated Statements of } & \text { - } & \text { - }\end{array}$ Comprehensive Income, (iii) Condensed Consolidated Balance Sheets, (iv) Condensed Consolidated Statements of Cash Flows and (v) Notes to Condensed Consolidated Financial Statements

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized. July 30, 2013

## STARBUCKS CORPORATION

By: /s/ Troy Alstead
Troy Alstead chief financial officer and chief administrative officer Signing on behalf of the registrant and as
principal financial officer


[^0]:    * Furnished herewith.

