

Starbucks (SBUX US)

FUNDAMENTAL VIEW¹

As of 13 Aug 2025

- SBUX operates and licenses Starbucks cafe locations. The company is current midway through a restaurant revamp aimed at boosting traffic following weak results in 2024. The program aims at improving the in-store coffee shop experience by investing in labor and reducing the prioritization of takeaway.
- The turnaround program has a large labor investment component that is weighing on margins. The company has a strong cash flow cushion and management has committed to high-BBB ratings.
- The goal/hope is a return to top line growth that enables scaling and then a focus on cost improvement, but year-to-date the company has resisted price increases in a market facing continued cost inflation and an increasingly value-seeking consumer environment.

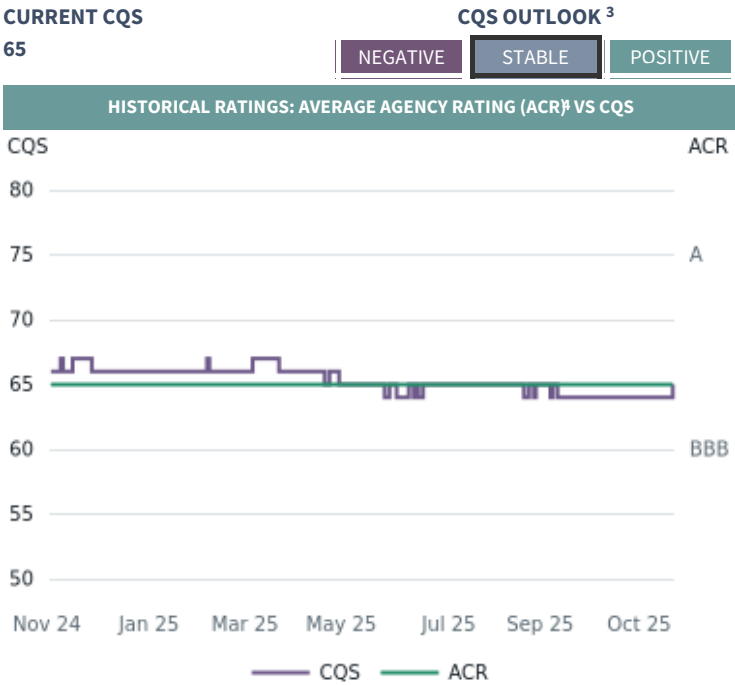
RISKS & CATALYSTS

As of 13 Aug 2025

- In response to the activist attacks, SBUX announced an unexpected change in CEO and hired Brian Niccol, a veteran of the quick service restaurant industry with a successful track record at Taco Bell and Chipotle.
- Lower discretionary spending in the U.S. could continue to weigh on SBUX's sales outlook. We view its premium-priced beverage offerings as having significant risk of consumer trade down into more value-oriented options.
- Investments behind the company's new store imaging have increased costs and weighed on margins, in large part due to significant investments in labor.

CREDIT QUALITY SCORE (CQS)²

As of 28 Oct 2025



KEY METRICS

As of 13 Aug 2025

\$ MN	Y21	Y22	Y23	Y24	LTM 3Q25
Revenue	29,061	32,250	35,976	36,176	36,689
EBITDA	6,775	6,385	7,252	7,001	5,819
EBITDA Margin	23.3%	19.8%	20.2%	19.4%	15.9%
EBITDA-Capex to Revenue	18.3%	14.1%	13.7%	11.7%	8.6%
Total Debt	14,616	15,044	15,400	15,568	17,319
Net Debt	8,160	12,226	11,848	12,282	13,147
Net Leverage	1.2x	1.9x	1.6x	1.8x	2.3x
Lease Adjusted Debt to EBITDAR	2.9x	3.1x	2.8x	3.0x	3.7x
EV / EBITDA	20.4x	17.1x	16.1x	17.6x	20.2x

BUSINESS DESCRIPTION

As of 13 Aug 2025

- SBUX is a leading coffee roaster and retailer. The company operates and licenses over 40,000 Starbucks locations worldwide where it sells premium coffee beverages as well as other specialty drinks and prepared foods. Slightly over half the locations are company operated (52%) and the rest are licensed to third party operators.
- In F2024, SBUX generated \$36.2 bn in revenue and \$7.0 bn in adjusted EBITDA. SBUX has three reporting segments: N. America (75% of F2024 revenue), which covers cafes in the U.S. and Canada; International (20%), which includes China, Japan, Latin America, and EMEA; and Channel Development (4.9%) which includes revenue from other branded products sold outside retail locations through partnerships with large consumer companies such as Nestle and PepsiCo.
- On a geographic basis, SBUX's two largest regions are the U.S. (42% of cafes), and China (19%).

GLOSSARY

- ¹ The **Fundamental View** is our current assessment of credit quality and our expectation of how credit quality will trend over the next year or longer.
- ² The **Credit Quality Score (CQS)** is a number between 5 and 100. It is a medium-term credit score for corporates and financial institutions that utilizes a combination of sector fundamental scores and equity market signals. Values of CQS above 50 generally indicate investment grade credit quality.
- ³ The **Credit Quality Score (CQS) Outlook** is the near-term (3 month) outlook for the CQS, based on its trend, volatility and distance from the adjacent CQS risk bucket.
- ⁴ The **Agency Composite Rating (ACR)** is the average senior unsecured rating from one or more major rating agencies.
- Quantitative scores provided by CreditSights Analytics, LLC. Scores are shown are for the lesser of (1) 2 years and (2) date of CreditSights inception of quantitative coverage.

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