

# COACH, INC. NYSE-COH

RECENT PRICE **37.05** P/E RATIO **15.2** (Trailing: 17.5 Median: NMF) RELATIVE P/E RATIO **0.96** DIV'D YLD **1.6%** VALUE LINE

<b>TIMELINESS</b> 2 Lowered 7/23/10	High: 3.7	5.3	8.9	20.4	28.8	36.8	45.0	54.0	37.6	37.4	44.4		Target Price Range	
<b>SAFETY</b> 3 New 2/15/02	Low: 2.0	2.5	4.3	7.3	16.9	24.5	25.2	29.2	13.2	11.4	33.0		2013 2014 2015	
<b>TECHNICAL</b> 3 Raised 7/23/10	<b>LEGENDS</b> 16.0 x "Cash Flow" p sh . . . . Relative Price Strength 2-for-1 split 7/02 2-for-1 split 10/03 2-for-1 split 4/05 Options: Yes Shaded area: prior recession Latest recession began 12/07													
<b>BETA</b> 1.20 (1.00 = Market)														
<b>2013-15 PROJECTIONS</b>														
	Price	Gain	Ann'l Total											
	High	80	(+115%)	22%										
	Low	55	(+50%)	12%										
<b>Insider Decisions</b>														
	S	O	N	D	J	F	M	A	M					
to Buy	0	0	0	0	0	0	0	0	0					
Options	1	0	3	0	1	1	0	3	2					
to Sell	0	2	3	0	1	1	0	3	1					
<b>Institutional Decisions</b>														
	3Q2009	4Q2009	1Q2010	Percent	30									
to Buy	236	259	212	shares	20									
to Sell	245	249	295	traded	10									
Hld's(000)	280479	276411	265428											

Coach, Inc. was founded in 1941 as a maker of leather handbags. It was acquired by Sara Lee in 1985. 7,380,000 shares were issued to the public at \$16.00 a share in October, 2000. The transaction was led by Goldman Sachs & Co., Morgan Stanley Dean Witter, and Prudential Securities. Sara Lee subsequently distributed the remaining stock to shareholders.

### CAPITAL STRUCTURE as of 3/27/10

**Total Debt** \$25.0 mill. **Due in 5 Yrs** \$25.0 mill.  
**LT Debt** \$24.3 mill. **LT Interest** \$1.0 mill. (1% of Cap'l)  
**Leases, Uncapitalized:** Ann'l rentals \$127.3 mill.  
**Pension Assets-6/09** \$5.2 mill. **Oblig.** \$10.7 mill.  
**Pfd Stock** None  
**Common Stock** 305,105,043 shs.

### MARKET CAP: \$11.3 billion (Large Cap)

<b>CURRENT POSITION</b>	2008	2009	3/27/10
Cash Assets	698.9	800.4	907.7
Receivables	106.7	108.7	118.1
Inventory (Avg Cst)	345.5	326.1	306.7
Other	234.6	161.2	177.6
Current Assets	1385.7	1396.4	1510.1
Accts Payable	134.7	103.0	111.2
Debt Due	3	5	7
Other	315.9	356.2	439.3
Current Liab.	450.9	459.7	551.2

<b>ANNUAL RATES</b>	Past 10 Yrs.	Past 5 Yrs.	Est'd '07-'09 to '13-'15
Sales	--	27.0%	13.0%
"Cash Flow"	--	33.5%	11.0%
Earnings	--	34.0%	11.0%
Dividends	--	--	NMF
Book Value	--	30.5%	14.0%

<b>Fiscal Year Ends</b>	<b>QUARTERLY SALES (\$ mill.)<sup>A</sup></b>				<b>Full Fiscal Year</b>
	Sep.Per	Dec.Per	Mar.Per	Jun.Per	
2007	529.5	805.6	625.3	652.1	2612.5
2008	676.7	978.1	744.5	781.5	3180.8
2009	752.5	960.3	740.0	777.7	3230.5
2010	761.4	1065.0	830.7	882.9	3540
2011	840	1165	905	965	3875

<b>Fiscal Year Ends</b>	<b>EARNINGS PER SHARE<sup>A B</sup></b>				<b>Full Fiscal Year</b>
	Sep.Per	Dec.Per	Mar.Per	Jun.Per	
2007	.31	.57	.39	.42	1.69
2008	.41	.69	.46	.50	2.06
2009	.44	.67	.38	.43	1.91
2010	.44	.75	.50	.56	2.25
2011	.52	.86	.57	.65	2.60

<b>Cal-endar</b>	<b>QUARTERLY DIVIDENDS PAID<sup>E</sup></b>				<b>Full Year</b>
	Mar.31	Jun.30	Sep.30	Dec.31	
2006	--	--	--	--	--
2007	--	--	--	--	--
2008	--	--	--	--	--
2009	--	.075	.075	.075	.225
2010	.075	--	.15	--	--

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	© VALUE LINE PUB., INC. 13-15	
1.96	1.76	2.01	2.60	3.48	4.52	5.71	7.01	9.45	10.16	11.70	13.15	Sales per sh <sup>A</sup>	18.00
.22	.25	.31	.48	.80	1.18	1.51	1.93	2.50	2.34	2.75	3.10	"Cash Flow" per sh	4.10
.14	.19	.24	.40	.68	1.00	1.27	1.69	2.06	1.91	2.25	2.60	Earnings per sh <sup>A B</sup>	3.40
--	--	--	--	--	--	--	--	--	.08	.38	.60	Div'ds Decl'd per sh	.80
.76	.42	.73	1.17	2.06	2.73	3.21	5.13	4.50	5.33	5.45	6.55	Book Value per sh	10.55
280.21	349.49	357.81	366.02	379.24	378.43	369.83	372.52	336.73	318.01	303.00	295.00	Common Shs Outst'g <sup>D</sup>	275.00
--	18.7	22.1	21.4	26.5	25.8	26.2	24.7	17.7	11.3	Bold figures are Value Line estimates		Avg Ann'l P/E Ratio	20.0
--	.96	1.21	1.22	1.40	1.37	1.41	1.31	1.07	.75			Relative P/E Ratio	1.35
--	--	--	--	--	--	--	--	--	.3%			Avg Ann'l Div'd Yield	1.2%
548.9	616.1	719.4	953.2	1321.1	1710.4	2111.5	2612.5	3180.8	3230.5	3540	3875	Sales (\$mill) <sup>A</sup>	4950
64.0%	68.4%	70.7%	74.2%	78.2%	80.0%	80.7%	80.5%	78.8%	75.7%	76.0%	76.0%	Gross Margin	76.5%
14.3%	21.2%	22.6%	28.7%	36.9%	39.7%	39.3%	41.1%	40.2%	34.8%	35.0%	35.5%	Operating Margin	36.0%
170	189	212	232	250	275	304	352	399	441	465	485	Number of Stores <sup>C</sup>	560
38.6	64.0	85.8	146.6	261.7	388.7	494.3	636.5	742.0	622.1	700	775	Net Profit (\$mill)	950
30.6%	35.6%	35.5%	37.0%	37.5%	36.9%	38.0%	38.5%	39.0%	37.0%	37.0%	38.0%	Income Tax Rate	40.0%
7.0%	10.4%	11.9%	15.4%	19.8%	22.7%	23.4%	24.4%	23.3%	19.3%	19.8%	20.0%	Net Profit Margin	19.2%
54.1	47.1	128.2	287.0	523.7	443.6	632.7	1332.2	934.8	936.7	1000	1300	Working Cap'l (\$mill)	2000
3.7	3.7	3.6	3.5	3.4	3.3	3.1	2.9	2.6	25.1	24.0	20.0	Long-Term Debt (\$mill)	Nil
212.8	148.3	260.4	426.9	782.3	1032.8	1188.7	1910.4	1515.8	1696.0	1650	1925	Shr. Equity (\$mill)	2900
17.9%	42.8%	32.7%	34.1%	33.3%	37.5%	41.5%	33.3%	48.9%	36.2%	42.0%	40.0%	Return on Total Cap'l	33.0%
18.1%	43.2%	33.0%	34.3%	33.5%	37.6%	41.6%	33.3%	49.0%	36.7%	42.5%	40.5%	Return on Shr. Equity	33.0%
18.1%	43.2%	33.0%	34.3%	33.5%	37.6%	41.6%	33.3%	49.0%	36.7%	42.5%	31.0%	Retained to Com Eq	25.0%
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**BUSINESS:** Coach, Inc. is a designer, producer, and marketer of high-quality modern American classic accessories. Primary product offerings include handbags, women's and men's accessories, business cases, luggage, leather outerwear, gloves, scarves, and personal planning products. Also licenses watches, footwear, and home and office furniture. Operates 441 North American stores (including 111 factory outlets). Direct-to-consumer channel accounted for nearly 84% of total net sales in fiscal 2009; Indirect channel, (16%). Acquired remaining 50% interest in Coach Japan, 7/05. Off./dir. own 5.1% of common shares (10/09 Proxy). Chairman and CEO: Lew Frankfort, Inc.: MD. Add.: 516 W. 34th St., New York, NY, 10001. Tel.: 212-594-1850. Internet: www.coach.com.

**All signs suggest that Coach closed out fiscal 2010 (ended June 30th) in impressive fashion.** Fourth-quarter results were not released as of the day this issue was shipped, but the handbag and accessories maker showed great resilience in the March period, shrugging off weak global demand trends and reporting 32% earnings growth, on a 12% sales gain. Management has done a fine job circumventing the current environment that has put pressure on most other retailers, with the decision to introduce lower price points in order to drive traffic seeming particularly effective. Cost-containment efforts have been successful also, with lower manufacturing expenses and better inventory management auguring well for further margin expansion. We've slightly bumped up our June-quarter estimates and suspect that Coach posted a 30% share earnings advance, on a mid-double-digit sales gain. **Growth ought to remain healthy this year.** The company's venture abroad, specifically into China, has been gaining momentum, with Chairman and CEO Lew Frankfort recently saying that this business is trending roughly a year ahead of

schedule. Current expectations of \$250 million in Chinese sales support our fiscal 2011 share-earnings estimate of \$2.60. **Management is seeking to increase its footprint in Europe . . .** Stores are set to open shortly in France, with launches in the U.K., Ireland, Spain, and Portugal to follow sometime next year. **. . . as well as tap into the men's market.** Coach believes that this market is under-served and that there is a real opportunity here, given recent growth trends of men's designer fashions compared to those of women. **The stock remains on our recommended list, despite some recent share-price weakness.** It has lost nearly 12% of its value since our May review, but is still favorably ranked for Timeliness based on our rosy earnings outlook for the coming six to 12 months. **It is also an appealing 3- to 5-year candidate.** Coach is firing on all cylinders, and its proactive approach, though not without some risks, should continue to drive healthy gains over the pull to 2013-2015.

Andre J. Costanza August 6, 2010

(A) Fiscal year ends Sat. closest to June 30th. (B) Diluted eqs. Includes the expensing of stock options beginning in fiscal 2007. Reflects discontinuation of corporate accounts business

beginning 2006. Excludes \$0.12 of non-recurring items in '08. Next eqs. report due mid-Oct. May not add due to rounding. (C) Store count only reflects North American retail

and factory stores. Excludes 200 locations in Japan and China. (D) In mill., adj. for splits. (E) Initial dividend paid on 6/29/09 to stockholders on record as of 6/8/09.

<b>Company's Financial Strength</b>	A
<b>Stock's Price Stability</b>	55
<b>Price Growth Persistence</b>	85
<b>Earnings Predictability</b>	85

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