

COACH, INC. NYSE-COH

RECENT PRICE **28.05** P/E RATIO **15.2** (Trailing: 14.6 Median: NMF) RELATIVE P/E RATIO **0.93** DIV'D YLD **1.1%** VALUE LINE

TIMELINESS 2 Raised 5/29/09	High: 3.7	5.3	8.9	20.4	28.8	36.8	45.0	54.0	37.6	29.5	Target Price Range	2012	2013	2014
SAFETY 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				
TECHNICAL 3 Raised 7/31/09	LEGENDS 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													
BETA 1.25 (1.00 = Market)														
2012-14 PROJECTIONS Price Gain Ann'l Total High 60 (+115%) 22% Low 40 (+45%) 10%												2012 2013 2014 80 60 50 40 30 25 20 15 10 7.5		
Insider Decisions S O N D J F M A M to Buy 0 3 2 0 0 1 2 0 0 Options 1 0 0 0 0 0 0 0 0 to Sell 1 0 0 0 0 0 0 0 0												% TOT. RETURN 6/09 THIS STOCK VL ARITH. INDEX 1 yr. -6.7 -14.0 3 yr. -9.9 -14.4 5 yr. 19.3 5.1		
Institutional Decisions 3Q2008 4Q2008 1Q2009 to Buy 233 229 196 to Sell 292 308 300 Hld's(000) 284328 283427 269612												Percent shares traded 30 20 10		

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.

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	© VALUE LINE PUB., INC.	12-14
Sales per sh ^A	--	1.96	1.76	2.01	2.60	3.48	4.52	5.71	7.01	9.45	10.20	10.85		15.45
"Cash Flow" per sh	--	.22	.25	.31	.48	.80	1.18	1.51	1.93	2.50	2.35	2.35		3.35
Earnings per sh ^{A B}	--	.14	.19	.24	.40	.68	1.00	1.27	1.69	2.06	1.91	1.85		2.60
Div'ds Decl'd per sh	--	--	--	--	--	--	--	--	--	--	.08	.30		.46
Book Value per sh	--	.76	.42	.73	1.17	2.06	2.73	3.21	5.13	4.50	5.35	5.75		7.80
Common Shs Outst'g ^D	--	280.21	349.49	357.81	366.02	379.24	378.43	369.83	372.52	336.73	316.00	300.00		270.00
Avg Ann'l P/E Ratio	--	--	18.7	22.1	21.4	26.5	25.8	26.2	24.7	17.7	19.1	19.5		19.5
Relative P/E Ratio	--	--	.96	1.21	1.22	1.40	1.37	1.41	1.31	1.11	1.34	1.30		1.30
Avg Ann'l Div'd Yield	--	--	--	--	--	--	--	--	--	--	2.20%	.9%		.9%
Sales (\$mill) ^A	507.8	548.9	616.1	719.4	953.2	1321.1	1710.4	2111.5	2612.5	3180.8	3230.5	3250		4175
Gross Margin	59.8%	64.0%	68.4%	70.7%	74.2%	78.2%	80.0%	80.7%	80.5%	78.8%	75.5%	75.0%		76.0%
Operating Margin	9.6%	14.3%	21.2%	22.6%	28.7%	36.9%	39.7%	39.3%	41.1%	40.2%	34.5%	33.0%		33.5%
Number of Stores ^C	163	170	189	212	232	250	275	304	352	399	441	465		550
Net Profit (\$mill)	22.9	38.6	64.0	85.8	146.6	261.7	388.7	494.3	636.5	742.0	622.1	575		730
Income Tax Rate	12.4%	30.6%	35.6%	35.5%	37.0%	37.5%	36.9%	38.0%	38.5%	39.0%	38.0%	38.5%		40.0%
Net Profit Margin	4.5%	7.0%	10.4%	11.9%	15.4%	19.8%	22.7%	23.4%	24.4%	23.3%	19.3%	17.7%		18.0%
Working Cap'l (\$mill)	51.7	54.1	47.1	128.2	287.0	523.7	443.6	632.7	1332.2	934.8	936.8	950		1225
Long-Term Debt (\$mill)	3.8	3.7	3.7	3.6	3.5	3.4	3.3	3.1	2.9	2.6	25.1	25.0		Nil
Shr. Equity (\$mill)	203.2	212.8	148.3	260.4	426.9	782.3	1032.8	1188.7	1910.4	1515.8	1696.0	1725		2100
Return on Total Cap'l	11.1%	17.9%	42.8%	32.7%	34.1%	33.3%	37.5%	41.5%	33.3%	48.9%	36.2%	33.0%		35.0%
Return on Shr. Equity	11.3%	18.1%	43.2%	33.0%	34.3%	33.5%	37.6%	41.6%	33.3%	49.0%	36.7%	33.5%		35.0%
Retained to Com Eq	11.3%	18.1%	43.2%	33.0%	34.3%	33.5%	37.6%	41.6%	33.3%	49.0%	36.7%	28.0%		29.0%
All Div'ds to Net Prof	--	--	--	--	--	--	--	--	--	--	4%	16%		17%

CAPITAL STRUCTURE as of 6/27/09
Total Debt \$25.6 mill. **Due in 5 Yrs** \$25.6 mill.
LT Debt \$25.1 mill. **LT Interest** \$1.5 mill. (1% of Cap'l)
Leases, Uncapitalized: Annual rentals \$89.0 mill.
Pension Assets-7/07 \$5.0 mill. **Oblig.** \$7.8 mill.
Pfd Stock None
Common Stock 317,583,813 shs. as of 5/1/09
MARKET CAP: \$8.9 billion (Large Cap)

CURRENT POSITION	2007	2008	6/27/09
Cash Assets (\$mill)	1185.8	698.9	800.4
Receivables	107.8	106.7	108.7
Inventory (Avg Cst)	291.2	345.5	326.1
Other	155.4	234.6	161.2
Current Assets	1740.2	1385.7	1396.4
Accts Payable	109.3	134.7	103.0
Debt Due	2	3	5
Other	298.5	315.9	356.2
Current Liab.	408.0	450.9	459.7

ANNUAL RATES	Past 10 Yrs.	Past 5 Yrs.	Est'd '06-'08 to '12-'14
Sales	--	28.5%	13.0%
"Cash Flow"	--	41.5%	9.0%
Earnings	--	43.5%	7.5%
Dividends	--	--	NMF
Book Value	--	41.0%	10.5%

Fiscal Year Ends	QUARTERLY SALES (\$mill.) ^A				Full Fiscal Year
	Sep.Per	Dec.Per	Mar.Per	Jun.Per	Fiscal Year
2006	449.0	650.3	497.9	514.3	2111.5
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	745	975	745	785	3250

Fiscal Year Ends	EARNINGS PER SHARE ^{A B}				Full Fiscal Year
	Sep.Per	Dec.Per	Mar.Per	Jun.Per	Fiscal Year
2006	.24	.45	.28	.30	1.27
2007	.31	.57	.39	.42	1.69
2008	.41	.69	.46	.50	2.06
2009	.44	.67	.38	.43	1.91
2010	.37	.67	.38	.43	1.85

Calendar	QUARTERLY DIVIDENDS PAID ^E				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	Fiscal Year
2005	--	--	--	--	--
2006	--	--	--	--	--
2007	--	--	--	--	--
2008	--	--	--	--	--
2009	--	.075	--	--	--

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 399 North American stores (in-

Coach closed out fiscal 2009 (ended June 30th) in poor fashion. The handbag and accessories maker continued to struggle in the fourth quarter, reporting share earnings of \$0.43, 14% off last year's tally. Sales fell 1% to \$ 778 million, as deteriorating global economies forced many would-be shoppers to pare spending and focus on necessities rather than higher-end fashions and accessories. Same-store sales declined 6% in North America and 4% (10% excluding currency translation) in Japan. The weak sales environment has also taxed margins, with promotional activity needed to clear the shelves of unsold goods. One bright note, however, was China, where comp sales improved 10%. **The operating environment is not likely to get much better anytime soon.** Economic conditions remain poor and will probably continue to thwart customer spending until there are clear signs of a sustainable economic rebound. Even the company's typically strong factory outlets are expected to have posted a comp sales decline in July. **Management is doing its best to soften the blow, but has an arduous task at**

cluding 102 factory outlets). Direct-to-consumer channel accounted for roughly 80% of total net sales in fiscal 2008; Indirect channel, (20%). Acquired remaining 50% interest in Coach Japan, 7/05. Off./dir. own 4.4% of common shares (9/08 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.

hand. Attempting to build on its success in China, the company is ramping up its investment there, planning to open 15 stores in 2010. Meanwhile, stateside, it has closed unprofitable facilities and is introducing lower-priced merchandise. Even with aggressive share repurchases, however, Coach is likely come up short of matching last year's share-net total. **We remain upbeat about this issue.** Despite the poor earnings showing, COH has continued to forge ahead. It is up 15% since our May review and is ranked 2 (Above Average) for Timeliness. Its long-term appeal remains intact too, with the company's solid financial position and foothold atop the industry likely to drive above-average 3- to 5-year appreciation potential. Indeed, strong cash flow generation ought to enable management to maintain its aggressive share-repurchase agenda, while continuing to invest in less saturated areas with better growth potential. We think that the foray into China is an especially good move and will help to pick up some of the slack until the domestic economy perks up. *Andre J. Costanza August 7, 2009*

(A) Fiscal year ends Sat. closest to June 30th.	(B) Diluted eps. 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 eps. report due late Oct. May not add due to rounding. (C) Store count only reflects North American retail and factory stores. Excludes Coach locations in Japan and China. (D) In mill., adjd. for splits. (E) Initial dividend paid on 6/29/09 to stockholders on record as of 6/8/09.	Company's Financial Strength A Stock's Price Stability 50 Price Growth Persistence 95 Earnings Predictability 85
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