

COACH, INC. NYSE-COH

RECENT PRICE **14.32** P/E RATIO **7.6** (Trailing: 6.9 Median: NMF) RELATIVE P/E RATIO **0.65** DIV'D YLD **Nil** VALUE LINE

TIMELINESS 3 Lowered 1/23/09	High: 3.7	5.3	8.9	20.4	28.8	36.8	45.0	54.0	37.6	Target Price Range	2011	2012	2013	
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					
TECHNICAL 2 Raised 2/6/09	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)	2011-13 PROJECTIONS Ann'l Total Price Gain Return High 55 (+285%) 41% Low 35 (+145%) 26%													
Insider Decisions	M A M J J A S O N to Buy 1 0 0 1 0 1 0 3 2 Options 0 1 0 0 0 0 1 0 0 to Sell 0 0 0 0 0 0 1 0 0													
Institutional Decisions	1Q2008 2Q2008 3Q2008 to Buy 276 268 233 to Sell 278 276 292 Hld's(000) 306836 315552 284328										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.

CAPITAL STRUCTURE as of 12/27/08

Total Debt \$25.6 mill. Due in 5 Yrs \$25.6 mill.

LT Debt \$25.1 mill. LT Interest \$1.5 mill. (2% 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 323,655,000 shs.

MARKET CAP: \$4.6 billion (Large Cap)

CURRENT POSITION	2007	2008	12/27/08
Cash Assets	1185.8	698.9	424.2
Receivables	107.8	106.7	192.0
Inventory (Avg Cst)	291.2	345.5	383.1
Other	155.4	234.6	221.5
Current Assets	1740.2	1385.7	1220.8
Accts Payable	109.3	134.7	125.7
Debt Due	2	3	5
Other	298.5	315.9	393.1
Current Liab.	408.0	450.9	519.3

ANNUAL RATES	Past 10 Yrs.	Past 5 Yrs.	Est'd '06-'08 to '11-'13
Sales	--	28.5%	11.0%
"Cash Flow"	--	41.5%	8.0%
Earnings	--	43.5%	7.0%
Dividends	--	--	Nil
Book Value	--	41.0%	20.0%

Fiscal Year Ends	QUARTERLY SALES (\$ mill.) ^A				Full Fiscal Year
	Sep.Per	Dec.Per	Mar.Per	Jun.Per	
2005	344.1	531.8	415.9	418.6	1710.4
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	961.3	705	721.2	3140

Fiscal Year Ends	EARNINGS PER SHARE ^{A B}				Full Fiscal Year
	Sep.Per	Dec.Per	Mar.Per	Jun.Per	
2005	.18	.35	.23	.24	1.00
2006	.24	.45	.28	.30	1.27
2007	.31	.57	.39	.42	1.69
2008	.41	.69	.46	.50	2.06
2009	.44	.67	.37	.41	1.89

Cal-endar	QUARTERLY DIVIDENDS PAID				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2005					
2006					
2007					
2008					
2009					

NO CASH DIVIDENDS BEING PAID

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	© VALUE LINE PUB., INC.	11-13
Sales per sh ^A	--	--	1.96	1.76	2.01	2.60	3.48	4.52	5.71	7.01	9.45	9.70		12.10
"Cash Flow" per sh	--	--	.22	.25	.31	.48	.80	1.18	1.51	1.93	2.50	2.30		2.80
Earnings per sh ^{A B}	--	--	.14	.19	.24	.40	.68	1.00	1.27	1.69	2.06	1.89		2.35
Div'ds Decl'd per sh	--	--	--	--	--	--	--	--	--	--	--	Nil		Nil
Book Value per sh	--	--	.76	.42	.73	1.17	2.06	2.73	3.21	5.13	4.50	5.40		10.75
Common Shs Outst'g ^D	--	--	280.21	349.49	357.81	366.02	379.24	378.43	369.83	372.52	336.73	323.00		310.00
Avg Ann'l P/E Ratio	--	--	--	18.7	22.1	21.4	26.5	25.8	26.2	24.7	17.7			19.5
Relative P/E Ratio	--	--	--	.96	1.21	1.22	1.40	1.37	1.41	1.31	1.03			1.30
Avg Ann'l Div'd Yield	--	--	--	--	--	--	--	--	--	--	--			Nil
Sales (\$mill) ^A	--	507.8	548.9	616.1	719.4	953.2	1321.1	1710.4	2111.5	2612.5	3180.8	3140		3750
Gross Margin	--	59.8%	64.0%	68.4%	70.7%	74.2%	78.2%	80.0%	80.7%	80.5%	78.8%	73.5%		77.0%
Operating Margin	--	9.6%	14.3%	21.2%	22.6%	28.7%	36.9%	39.7%	39.3%	41.1%	40.2%	35.5%		37.5%
Number of Stores ^C	--	163	170	189	212	232	250	275	304	352	399	420		500
Net Profit (\$mill)	--	22.9	38.6	64.0	85.8	146.6	261.7	388.7	494.3	636.5	742.0	615		750
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%		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%	19.5%		20.0%
Working Cap'l (\$mill)	--	51.7	54.1	47.1	128.2	287.0	523.7	443.6	632.7	1332.2	934.8	1100		2375
Long-Term Debt (\$mill)	--	3.8	3.7	3.7	3.6	3.5	3.4	3.3	3.1	2.9	2.6	25.0		Nil
Shr. Equity (\$mill)	--	203.2	212.8	148.3	260.4	426.9	782.3	1032.8	1188.7	1910.4	1515.8	1750		3325
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%	34.5%		22.5%
Return on Shr. Equity	--	11.3%	18.1%	43.2%	33.0%	34.3%	33.5%	37.6%	41.6%	33.3%	49.0%	34.5%		22.5%
Retained to Com Eq	--	11.3%	18.1%	43.2%	33.0%	34.3%	33.5%	37.6%	41.6%	33.3%	49.0%	34.5%		22.5%
All Div'ds to Net Prof	--	--	--	--	--	--	--	--	--	--	--	Nil		Nil

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-

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.

Sticking to its guns took a toll on Coach in the second quarter (fiscal 2009 year ends June 30th). Despite one of the weakest holiday seasons in decades, the handbag and accessories maker refused to give in to peer pressure and use price discounts to lure in customers. However, the strategy proved costly, as consumers looked to other retailers willing to play ball. Although the decision may have helped protect brand integrity, it played a role in the 13% same store sales decline and the 14% dip in net profit. Share repurchases masked most of the trouble.

But the company has reconsidered. Realizing the magnitude of the current economic downturn and the lack of consumer confidence, management is making concessions in hopes of enticing patrons to loosen their grips on their wallets and begin spending again. For starters, it announced that it will lower prices 10% to 15%, while increasing the number of handbags under the \$300 price tag. The changes are set to be put in place by the end of fiscal 2010. Meanwhile, Coach plans to scale back its expansion plans, cutting the number of new stores launched in

North America in half to 20 this year, and halting openings altogether in 2010.

There are still some concerns. We suspect that getting customers to spend will be a difficult task even with the aforementioned initiatives in place. Plus, the new pricing strategy will cut into margins. That said, we look for a high single digit earnings decline in fiscal 2009 and 2010.

The stock no longer stands out for Timeliness. It is now ranked 3 (Average) and is not expected to better the broad market over the coming six to 12 months.

Its recovery potential remains attractive, however. The stock has lost roughly a quarter of its value since our November report and is currently trading at 7.6 times our fiscal 2009 earnings estimate, a steep discount to our tempered 2011-2013 projection. Coach is a worldwide leader in the handbag game whose solid financial position ought to help it ride out the near term volatility and position it to take advantage of a global economic recovery. Its recent endeavors in Asia are particularly encouraging. We think the stock is oversold and long-term investment is prudent.

Andre J. Costanza
February 6, 2009

(A) Fiscal year ends Saturday closest to June 30th. (B) Diluted earnings. 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 earnings report due late April. (C) Store count only reflects North American retail and factory stores. Excludes Coach locations in Japan (158 as of 9/08). (D) In millions, adjusted for splits.

Company's Financial Strength	A
Stock's Price Stability	50
Price Growth Persistence	85
Earnings Predictability	90