

tapestry

COACH | kate spade | STUART WEITZMAN

This presentation contains certain “forward-looking statements” based on management’s current expectations. Forward-looking statements include, but are not limited to, the statements under “Financial Outlook,” statements regarding long term performance, statements regarding the Company’s capital deployment plans, including anticipated annual dividend rates and share repurchase plans, and statements that can be identified by the use of forward-looking terminology such as “may,” “can,” “if,” “continue,” “assume,” “should,” “expect,” “confidence,” “goals,” “trends,” “anticipate,” “intend,” “estimate,” “on track,” “future,” “plan,” “deliver,” “potential,” “position,” “believe,” “will,” “target,” “guidance,” “forecast,” “outlook,” “commit,” “leverage,” “generate,” “enhance,” “innovation,” “drive,” “effort,” “progress,” “confident,” “uncertain,” “achieve,” “strategic,” “growth,” “proposed acquisition,” “we can stretch what’s possible,” similar expressions, and variations or negatives of these words. Statements herein regarding our business and growth strategies; our plans, objectives, goals, beliefs, future events, business conditions, results of operations and financial position; and our business outlook and business trends are forward-looking statements.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements due to a number of important factors. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following:

- The impact of economic conditions, recession and inflationary measures;
- The risks associated with operating in international markets and global sourcing activities;
- The ability to anticipate consumer preferences and retain the value of our brands, including our ability to execute on our e-commerce and digital strategies;
- The ability to successfully implement the initiatives under our 2025 growth strategy;
- The effect of existing and new competition in the marketplace;
- The ability to satisfy the conditions precedent to consummation of the proposed acquisition of Capri Holdings U.S. (“Capri”) on the terms expected, at all or in a timely manner;
- The ability to achieve intended benefits, cost savings and synergies from acquisitions, including our proposed acquisition of Capri;
- The outcome of the antitrust lawsuit by the FTC against us and Capri related to the consummation of the proposed acquisition;
- The ability to control costs;
- The effect of seasonal and quarterly fluctuations on our sales or operating results;
- The risk of cybersecurity threats and privacy or data security breaches;
- The ability to satisfy outstanding debt obligations or incur additional indebtedness;
- The risks associated with climate change and other corporate responsibility issues;
- The impact of tax and other legislation;
- The risks associated with potential changes to international trade agreements and the imposition of additional duties on importing our products;
- The ability to protect against infringement of our trademarks and other proprietary rights; and
- The impact of pending and potential future legal proceedings.

Please refer to the Company’s latest Annual Report on Form 10-K and its other filings with the Securities and Exchange Commission for a complete list of risks and important factors. We assume no obligation to revise or update any such forward-looking statements for any reason, except as required by law.

Purpose

STRETCH WHAT'S POSSIBLE

STRETCH speaks to how tensions challenge and pull us in new directions. These tensions compel us to look beyond ourselves and embrace new perspectives, experiences and ideas.

WHAT'S POSSIBLE refers to what happens when we embrace the creative tensions within each other, in our industry and in society. We push past boundaries, pull out the unexpected and expand what's possible.



Values



DEDICATED TO THE DREAM

Built by go-getters who saw unseen needs and took daring leaps, we channel that same passion today, doing what it takes to make the dream happen and refusing to settle for anything less.



HOLD TO HIGH STANDARDS

From how we source, to how we sew, to how we sell, we insist on the highest integrity at each step, doing things right, no matter what; because when it's hard is when it matters most.



EMBRACE DIFFERENCE BY DESIGN

The kind of ingenuity that turns heads, that turns objects into icons, comes only from the places few have looked before—so diverse perspectives are the greatest assets we have.



BREAK THROUGH WITH MAGIC & LOGIC

Art and science. Design and data. Delight and discipline. For us, in the balance of these forces is where breakthroughs lie, and where our name was built.



STAND TALLER TOGETHER

At Tapestry, we create the roof under which our people can share knowledge and learning with each other, and we set the foundation that frees our brands to shine on their own.

Competitive Advantages



01

ICONIC
BRANDS

02

ATTRACTIVE
CATEGORIES

03

OMNI-CHANNEL
LEADERSHIP

04

GLOBAL
PLATFORM

05

TALENTED
TEAM

01 Iconic Brands



COACH



kate spade
NEW YORK



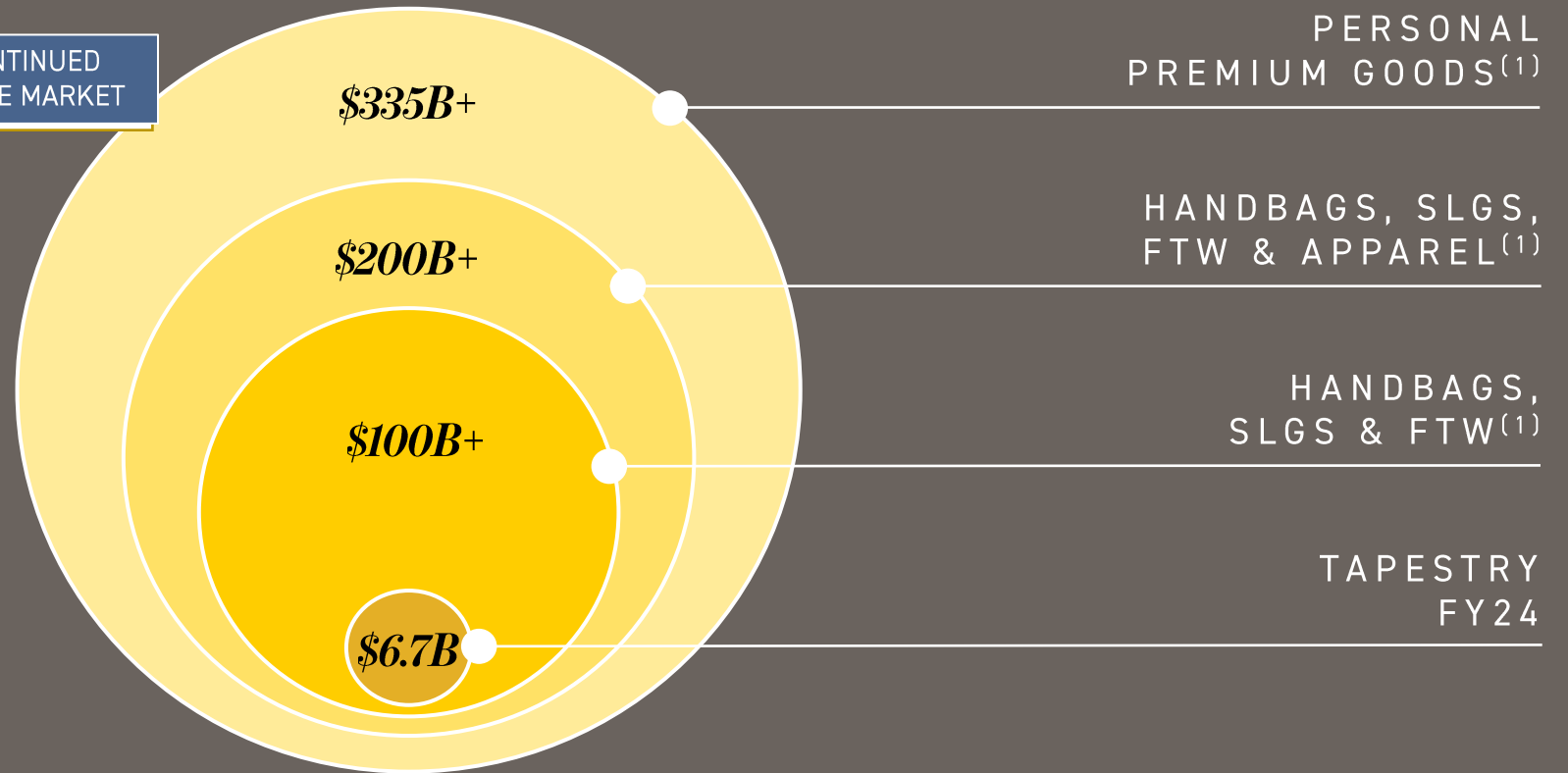
STUART WEITZMAN

02 Attractive Categories

RESILIENT CATEGORIES WITH CONTINUED GROWTH EXPECTED IN COMPETITIVE MARKET

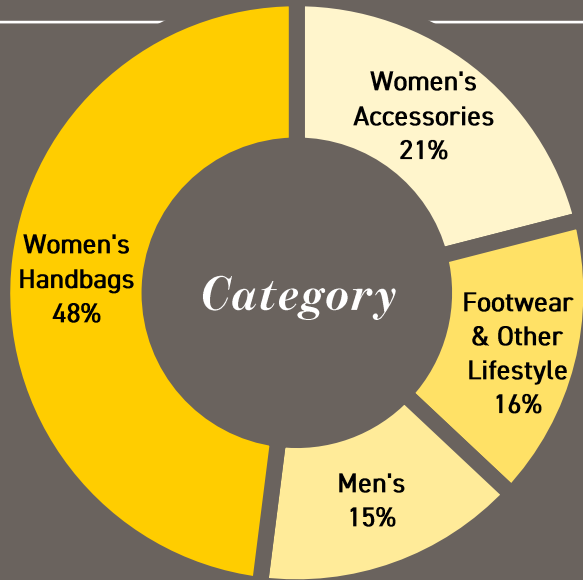
WE PLAY IN

Growing & High-margin Categories

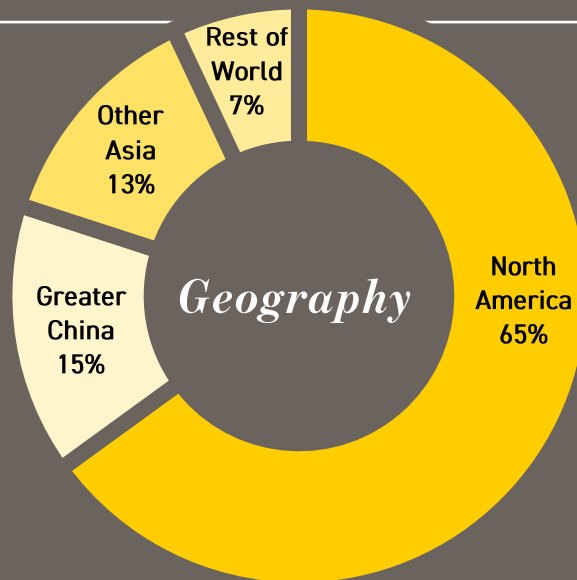


(1) Global market; Source: Euromonitor 2024 update, translated to TPR's FY24. Global personal premium goods includes handbags/small leather goods ('SLGs'), footwear, apparel including outerwear, jewelry, watches, super premium beauty & personal care.

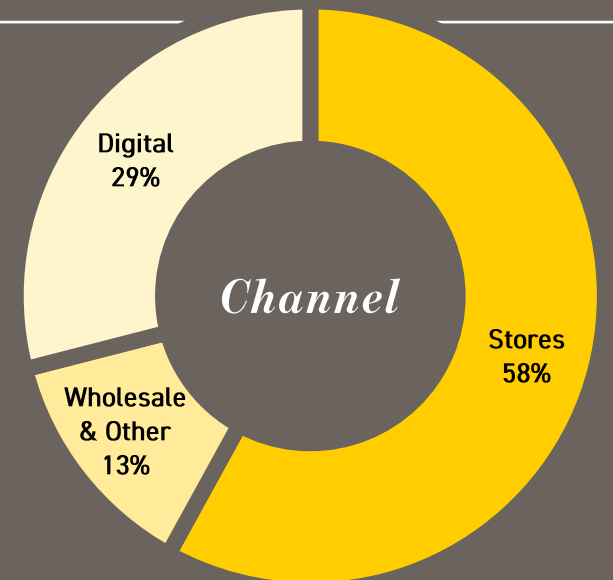
03 Diversified Model with Omni-Channel Leadership



- Attractive and high-margin categories
- Resilient & durable demand given emotional & functional needs these categories fulfill
- Global leader in core categories with permission to play in lifestyle



- Growing and increasingly younger customer base in North America
- Strong brand positioning in China, a key long-term opportunity



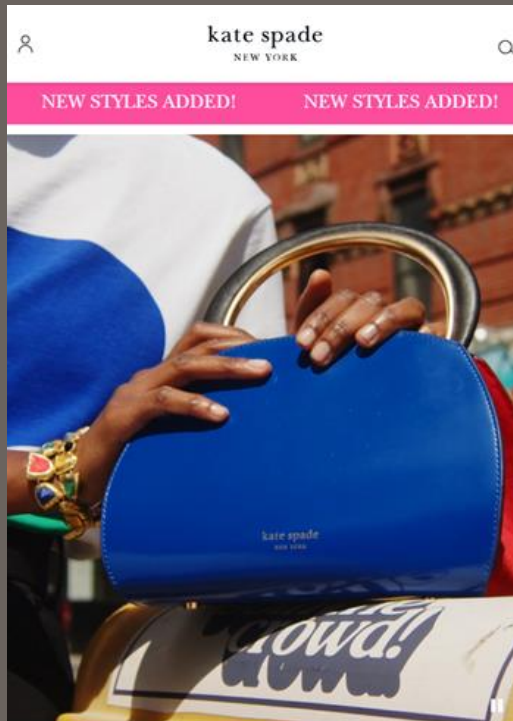
- Brands own relationships with consumers
- Direct engagement yields unique consumer insights
- Differentiated digital engagement capabilities

Figures as of FY24.

04 Global Platform

Modern, Data-driven & Agile Platform

DESIGNED TO DRIVE
CONSUMER ENGAGEMENT



MODERN
TECHNOLOGY
INFRASTRUCTURE



CONSUMER
ENGAGEMENT
PLATFORM



AGILE, EFFICIENT
SUPPLY CHAIN

05 Talented Team



**Joanne
Crevoiserat**
CHIEF EXECUTIVE
OFFICER



Scott Roe
CHIEF FINANCIAL
OFFICER & CHIEF
OPERATING OFFICER



Todd Kahn
CEO & BRAND
PRESIDENT COACH



Sandeep Seth
CMO, COACH BRAND
& TAPESTRY CHIEF
GROWTH OFFICER



Yann Bozec
PRESIDENT TAPESTRY
ASIA PACIFIC;
CEO & PRESIDENT
COACH CHINA



Eva Erdmann
CEO & BRAND
PRESIDENT KATE
SPADE



**David
Howard**
GENERAL COUNSEL
& SECRETARY



**Denise
Kulikowsky**
CHIEF PEOPLE
OFFICER



**Andrea Shaw
Resnick**
CHIEF
COMMUNICATIONS
OFFICER



**Peter
Charles**
CHIEF SUPPLY
CHAIN OFFICER



Yang Lu
CHIEF INFORMATION
OFFICER



Joe Milano
INTERIM CHIEF DIGITAL
OFFICER

WE'RE POWERING ICONIC BRANDS TO MOVE
AT THE SPEED OF THE CONSUMER

*future*speed



Results Overview & Financial Outlook

tapestry

First Quarter Highlights

Drove revenue and earnings ahead of expectations

DELIVERED REVENUE OF

\$1.5 billion

WITH CONTINUED TOPLINE GAINS
AT COACH

INCREASED INTERNATIONAL SALES BY

2%

EXCLUDING FX, LED BY
STRONG GROWTH IN EUROPE

ACQUIRED APPROXIMATELY

1.4 million

NEW CUSTOMERS
IN NORTH AMERICA ALONE

EXPANDED GROSS MARGIN BY

280bps

WITH SIGNIFICANT OPERATIONAL
OUTPERFORMANCE

DROVE RECORD EPS⁽¹⁾ OF

\$1.02

A DOUBLE-DIGIT INCREASE FROM
PRIOR YEAR

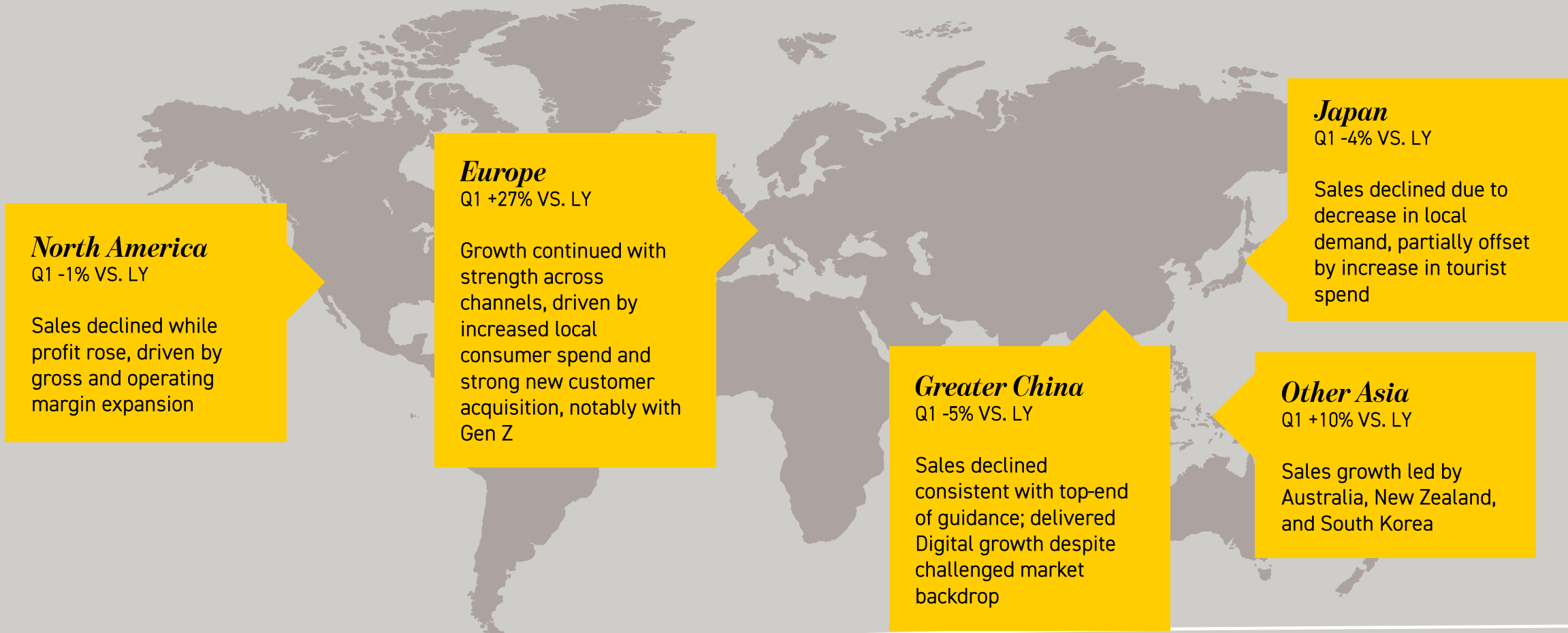
GENERATED FREE CASH FLOW OF

\$94 million

FUNDING SHAREHOLDER RETURN VIA THE
DIVIDEND

(1) Earnings per share provided on a non-GAAP basis (full reconciliation available in appendix)

Revenue Trends by Geography: FY25 Q1



Growth rates shown on a constant currency basis.

“Our first quarter results **outperformed expectations**, showcasing the **brand magic and operational excellence** that fuel our strategic growth agenda. **We remain in a position of strength**, with distinctive brands, an agile platform, and robust cash flow that provide us with **strategic and financial flexibility to deliver accelerated organic growth and enhanced value creation** in FY25 and for years to come.”

JOANNE CREVOISERAT, CHIEF EXECUTIVE OFFICER

P&L Overview by Brand: FY25 Q1

	TAPESTRY	COACH	KATE SPADE	STUART WEITZMAN
NET REVENUE ⁽¹⁾	\$1.51B 0% vs. LY	\$1.17B +2% vs. LY	\$283M -6% vs. LY	\$54M +2% vs. LY
GROSS PROFIT	\$1.13B 75.3% margin	\$916M 78.3% margin	\$190M 67.0% margin	\$29M 54.4% margin
SG&A EXPENSES	\$850M 56.4% of sales	\$530M 45.3% of sales	\$163M 57.3% of sales	\$37M 68.1% of sales
OPERATING INCOME	\$285M 18.9% margin	\$387M 33.0% margin	\$27M 9.6% margin	-\$7M -13.7% margin
EARNINGS PER DILUTED SHARE	\$1.02 +10% vs. LY			

(1) Net Revenue growth rates expressed on a constant currency basis.
Financials provided on a non-GAAP basis (full reconciliation available in appendix).

Coach Highlights: FY25 Q1

Delivered standout results, highlighting the enduring power and relevance of the brand and its **distinctive Expressive Luxury positioning, with growth outpacing the industry at exceptional margins**

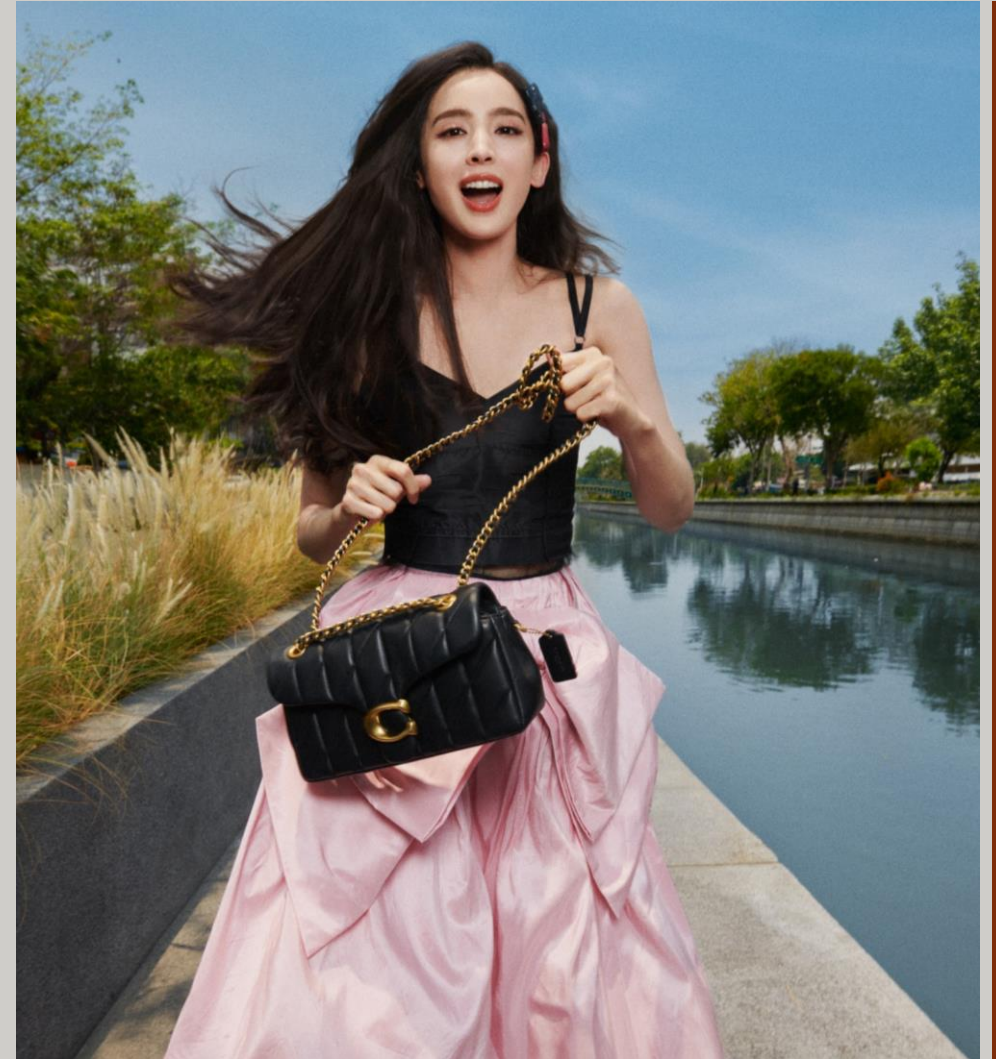
Fueled momentum in the leathersgoods offering led by the brand's iconic platforms, including outperformance in the Tabby family, and **strong demand for the newly launched New York family**, featuring the Brooklyn and Empire bags

Recognized on the Lyst Index for Hottest Brands, with the Brooklyn bag ranking second among the '10 hottest products' globally

Drove mid-single-digit AUR gains globally, led by North America, with further runway ahead given the innovation pipeline and brand heat

Built meaningful, emotional connections with consumers through purpose-led storytelling, supporting the acquisition of approximately 930,000 new consumers in North America, of which approximately 60% were Millennials & Gen Z

Launched a new campaign, Unlock Your Courage, featuring Coach ambassadors Elle Fanning, Naza, Youngji, and Charles Melton, which helped to support significant **gains in unaided awareness, share of search, and purchase intent** among GenZ consumers



Kate Spade Highlights: FY25 Q1

Remained disciplined operators, delivering results in-line with expectations highlighted by continued margin gains despite topline pressure

Focused on strengthening core handbag offering with foundational platforms such as the Phoebe and Spade Flower, **while delivering newness with the launch of the Deco collection**, which over-indexed with new, younger consumers **at strong AUR and margins**

Drove strong growth in jewelry, driven by Millennial and GenZ recruitment, with continued opportunity ahead

Launched trial on Amazon in October with early positive reads, consistent with the brand's commitment to **powering the omni-channel experience and expanding its reach with consumers**

Created emotional marketing to fuel brand heat, which supported the **acquisition of approximately 445,000 new customers in North America, representing an increase versus prior year**

Welcomed new brand **CEO Eva Erdmann** to the organization in October, **with a clear imperative for growth and intention to advance long-term strategies**, while acting with urgency to address immediate priorities to support the brand vision



Stuart Weitzman Highlights: FY25 Q1

Drove revenue gains for the quarter while supporting brand health by investing in initiatives to drive awareness, growth, and profitability long-term

Delivered new styles that resonated with consumers, including the Vinnie pump and Naomi boot families, while growth in flats continued

Drove traction at wholesale with the business growing double-digits on both a POS and net sales basis in North America and order bookings up nearly 30% year to date

Launched How Lovely to be a Women campaign and drove brand relevancy through emotional storytelling, highlighted by an increase in customer acquisition, Google search, and organic digital traffic in North America



Raised Fiscal 2025 Revenue and Earnings Outlook

	CURRENT FY25 OUTLOOK	PRIOR FY25 OUTLOOK
REVENUE	Over \$6.75 billion, up 1% to 2% on a reported and constant currency basis versus prior year	In the area of \$6.7 billion, slight growth on reported basis and 1% growth on a constant currency basis versus prior year
GROSS MARGIN	Above prior year and prior expectations due to operational improvements	Approximately 40 basis points above prior year
SG&A EXPENSE	Increase roughly in-line with the pace of revenue growth	Roughly in-line with prior year, representing slight leverage
OPERATING MARGIN	Expansion over 50 basis points compared to prior year	Expansion in the area of 50 basis points compared to prior year
NET INTEREST INCOME	Approximately \$20 million	Approximately \$20 million
TAX RATE	Approximately 19%	Approximately 19%
SHARE COUNT	Approximately 238 million shares	Approximately 238 million shares
DILUTED ADJUSTED EPS	\$4.50 to \$4.55, representing mid-single digit growth versus last year	\$4.45 to \$4.50
FREE CASH FLOW	Approximately \$1.1 billion	Approximately \$1.1 billion
CAPEX & CLOUD COMPUTING	In the area of \$190 million	In the area of \$190 million

This outlook assumes no revenue, net interest, or earnings impact related to the proposed acquisition of Capri Holdings Limited; no impact from any potential future share repurchase activity in the Fiscal Year; no further appreciation of the U.S. Dollar; information provided based on spot rates at the time of forecast; no material worsening of inflationary pressures or consumer confidence; no benefit from the potential reinstatement of the Generalized System of Preferences ("GSP"); and no impact related to any potential policy changes resulting from the outcome of U.S. Presidential election in November 2024.

Capital allocation priorities focused on driving growth, profitability, and shareholder value

FOUNDATIONAL COMMITMENTS

1

REINVEST IN BRANDS & BUSINESS

- Continue to invest in brands and businesses to support long-term, sustainable growth

2

RETURN CAPITAL VIA DIVIDEND

- Expect to maintain a rate of \$1.40 per share in FY25
- Goal over time to increase dividend at least in-line with earnings to achieve stated target payout ratio of 35% to 40%

3

MAINTAIN INVESTMENT GRADE RATING

- Firmly committed to solid investment grade rating and rapid debt paydown to support long-term gross leverage target of below 2.5x

4

SHARE REPURCHASE PROGRAM

- Opportunity to utilize excess free cash flow for share repurchase program

5

STRATEGIC PORTFOLIO MANAGEMENT

- Utilize rigorous, programmatic four-lens framework, ensuring actions optimize strategic and financial growth criteria

CASH FLOW GENERATION & BALANCE SHEET FLEXIBILITY FOR VALUE CREATION



*Overview
by Brand*

tapestry



COACH

tapestry

COACH'S BRAND PURPOSE IS TO INSPIRE PEOPLE TO EXPRESS THEIR MANY SELVES AND HAVE THE **COURAGE TO BE REAL.**

THIS PURPOSE IS GROUNDED IN CURRENT CONSUMER TRUTHS—THE MANY POSSIBILITIES OF SELF AND THE CHANGING NATURE OF “REAL.” WITH EVERY PRODUCT AND EXPERIENCE COACH CREATES, WE AIM TO INSPIRE OUR CONSUMERS TO FEEL CONFIDENT IN EXPLORING ALL OF WHO THEY ARE.

BECAUSE BY COURAGEOUSLY AND HONESTLY SHOWING UP AS OUR FULL SELVES, WE INSPIRE OTHERS TO DO THE SAME, CREATING A POSITIVE IMPACT ON THE WORLD.



\$5.1B

NET SALES

930

DIRECTLY
OPERATED
STORES

~60

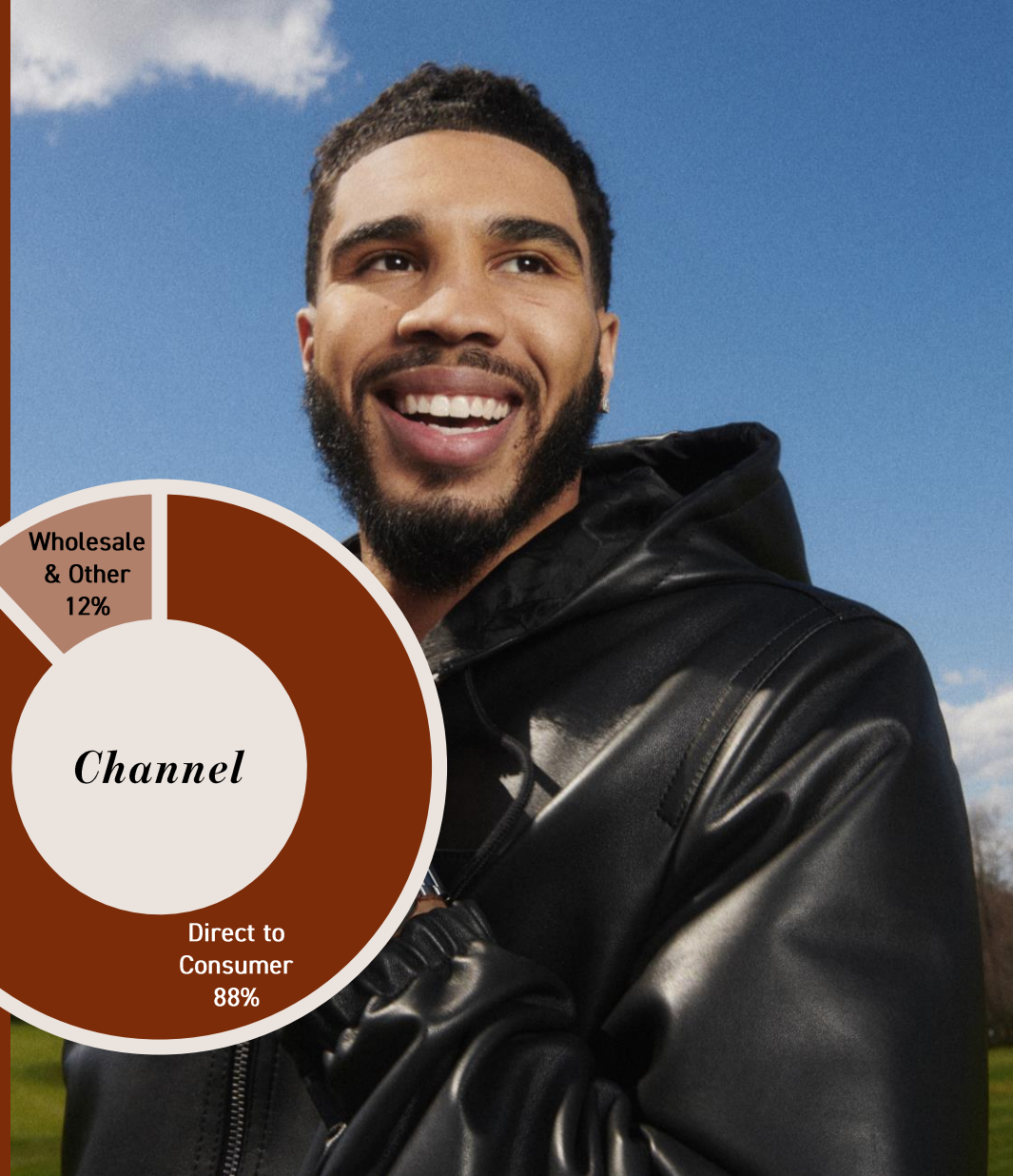
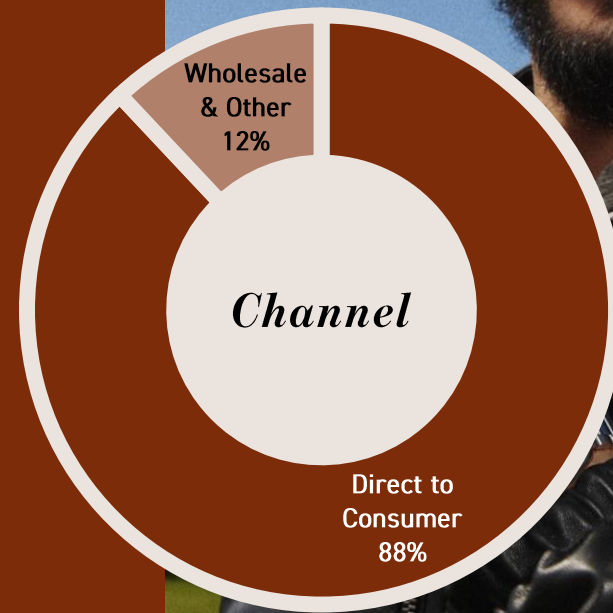
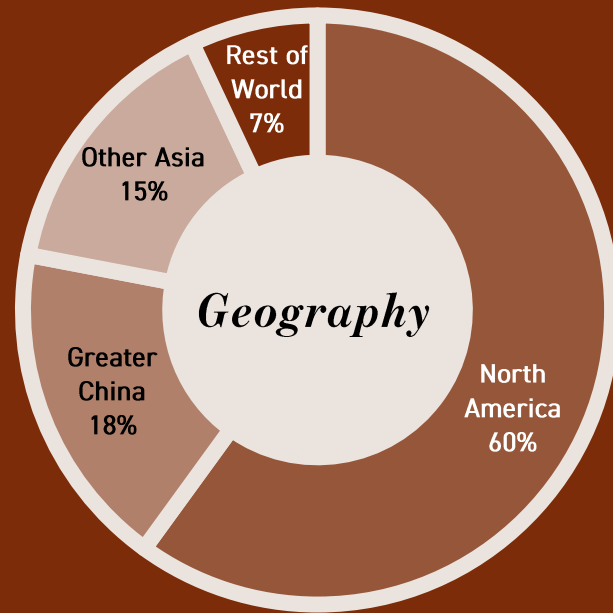
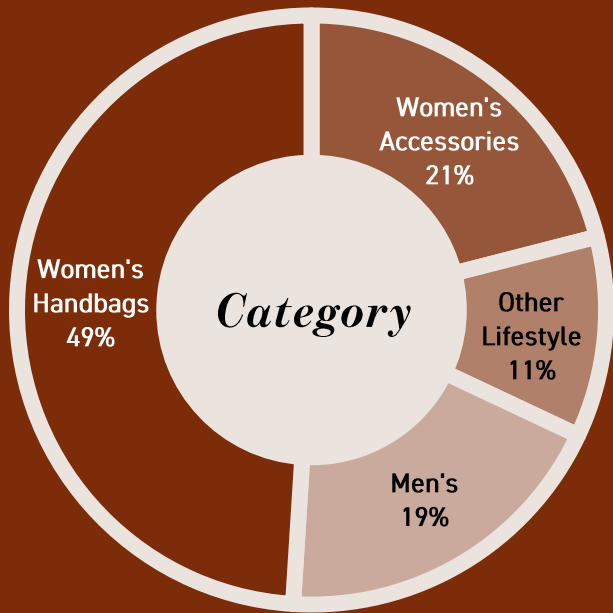
COUNTRIES

11,600

EMPLOYEES

As of FY24.

Coach Revenue Breakdown



As of FY24.

Coach FY25 Growth Strategies

DEEPEN
CONNECTIONS
WITH
CONSUMERS

GROW
LEATHER-
GOODS

FUEL GAINS
ACROSS
LIFESTYLE

LEAD WITH
PURPOSE-LED
STORYTELLING

EXPAND
RETAIL
EXPERIENCES



kate spade
NEW YORK

tapestry

joy colors life

SINCE ITS LAUNCH IN 1993 WITH A COLLECTION OF SIX ESSENTIAL HANDBAGS, KATE SPADE NEW YORK HAS ALWAYS BEEN COLORFUL, BOLD AND OPTIMISTIC. TODAY IT IS A GLOBAL LIFESTYLE BRAND THAT DESIGNS EXTRAORDINARY THINGS FOR THE EVERYDAY, DELIVERING SEASONAL COLLECTIONS OF HANDBAGS, READY-TO-WEAR, JEWELRY, FOOTWEAR, GIFTS, HOME DÉCOR AND MORE. KNOWN FOR ITS RICH HERITAGE AND UNIQUE BRAND DNA, KATE SPADE NEW YORK OFFERS A DISTINCTIVE POINT OF VIEW AND CELEBRATES COMMUNITIES OF WOMEN AROUND THE GLOBE WHO LIVE THEIR PERFECTLY IMPERFECT LIFESTYLES.





\$1.3B+

NET SALES

378

DIRECTLY
OPERATED
STORES

~40

COUNTRIES

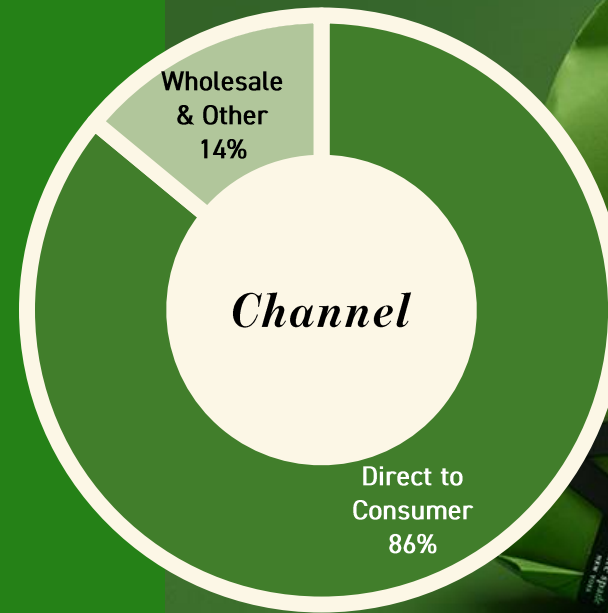
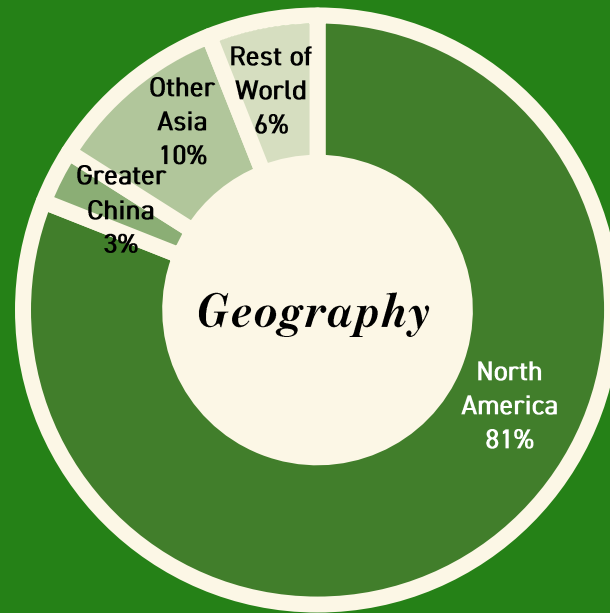
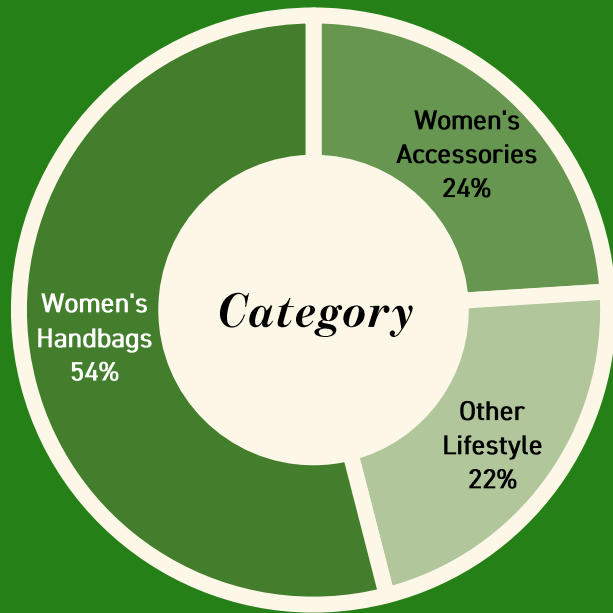
4,200

EMPLOYEES

As of FY24.



Kate Spade Revenue Breakdown



As of FY24.



Kate Spade FY25 Growth Strategies



FUEL BRAND
HEAT TO DRIVE
CONSIDERATION

ACCELERATE
CUSTOMER
ACQUISITION

STRENGTHEN
CORE
HANDBAG
FOUNDATION

GROW
LIFESTYLE
OFFERING

MAXIMIZE THE
OMNI-CHANNEL
OPPORTUNITY





STUART WEITZMAN

tapestry

STAND STRONG

SINCE 1986, NEW YORK CITY-BASED GLOBAL LUXURY FOOTWEAR BRAND STUART WEITZMAN HAS COMBINED ITS SIGNATURE ARTISANAL CRAFTSMANSHIP AND PRECISE ENGINEERING TO EMPOWER WOMEN TO STAND STRONG. HAVING PERFECTED THE ART OF SHOEMAKING FOR OVER 35 YEARS, THE BRAND CONTINUES TO EXPAND ITS ASSORTMENT TO FEATURE HANDBAGS AND MEN'S FOOTWEAR, ALL THE WHILE STAYING TRUE TO ITS ETHOS OF INSPIRING STRENGTH AND CONFIDENCE WITH EVERY STEP.



\$242M

NET SALES



94

DIRECTLY
OPERATED
STORES



~40

COUNTRIES



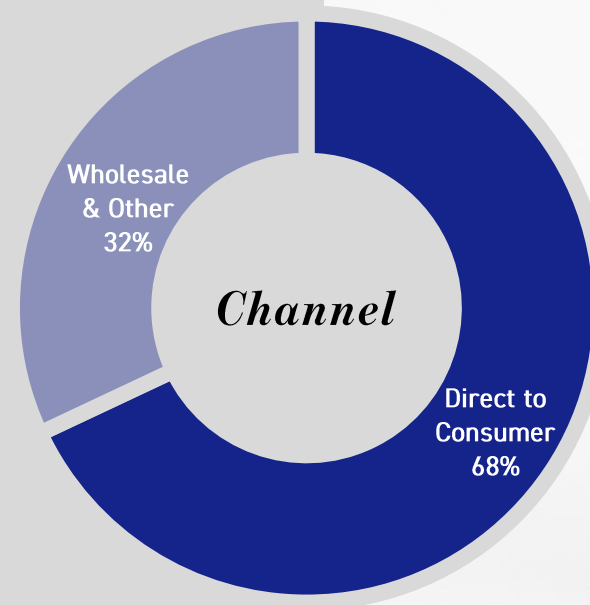
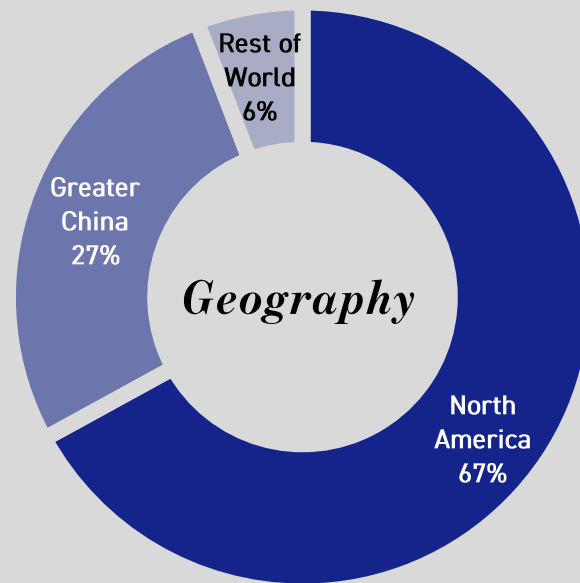
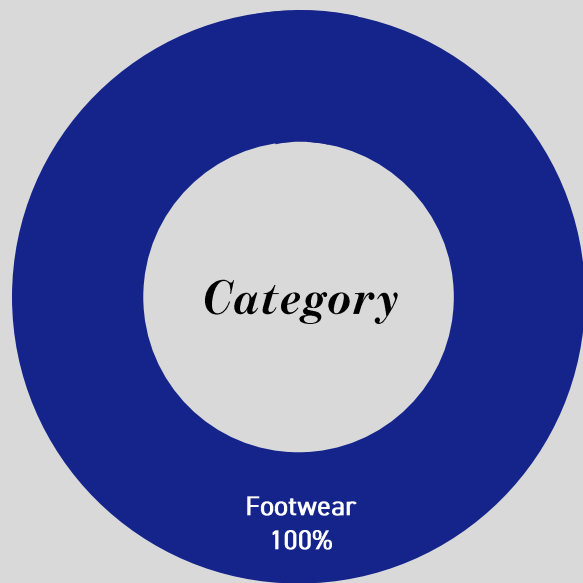
750

EMPLOYEES

As of FY24.



Stuart Weitzman Revenue Breakdown



As of FY24.



Stuart Weitzman FY25 Growth Strategies



FUEL BRAND
RELEVANCY WITH
EMOTIONAL
STORYTELLING

GROW ICONS &
KEY ITEMS



EXPAND CASUAL
& NEW
CATEGORIES

ACCELERATE
WHOLESALE



*ESG & Corporate
Responsibility*

tapestry

The Fabric of Change

AMBITION: MAKE EVERY BEAUTIFUL CHOICE A RESPONSIBLE CHOICE



Power of Our People

2025 Goals

Build diversity in Tapestry and brand leadership teams in North America by increasing the number of racial & ethnic minority leaders to better reflect the company's general corporate population.

Reduce differences in our Employee Inclusion Index scores based on gender and ethnicity.

Demonstrate a focus on career progression, development, and mobility by filling 60% of leadership roles (VP+) internally.

Enable employees to manage both their work and personal life balance by achieving a global core benefit standard for self-care, parental and family care leave policies.

Recent Highlights

Received recognitions, including: America's Best Midsize Companies of 2024 by Newsweek; Fortune's Best Workplaces in Retail; Great Places to Work UK: Best Workplaces in Retail, Hospitality and Leisure; Fortune's Sector Leader, Retail.

Tapestry rolled out LinkedIn Learning courses designed to educate, equip and empower employees to leverage Equity, Inclusion and Diversity (EI&D) for personal and professional development.

Employee Business Resource Groups hosted 10+ events including packing backpacks for the start of school, Hispanic Heritage month celebrations, and mentoring sessions with mock interviews.



Sustain the Planet

2025 & Beyond Goals

Reduce absolute Scope 1 and 2 greenhouse gas (GHG) emissions 64%, Scope 3 emissions 42%, and Scope 3 FLAG emissions 30% by 2030 from a 2021 baseline.

Reach net-zero GHG emissions across the value chain by 2050.

Procure 100% renewable energy in Tapestry-operated stores, offices and fulfillment centers by 2025.

Reduce water usage by 10% within our own operations below 2018 levels by 2025.

Reduce water usage by 10% within our supply chain below 2020 levels by 2025.

Recent Highlights

During NYC Climate Week in September, Tapestry hosted two events in partnership with The Fashion Pact, Textile Exchange and J. Crew Group. The events brought together sustainability leaders from major fashion brands along with experts in climate, women's empowerment and circularity.

Tapestry spoke at several NYC Climate week events with partners including SPIN360, Leather Working Group, and WWF.



Uplift Our Communities

2025 & Beyond Goals

500,000 volunteer service hours completed by our employees around the world by 2030.

\$75 million in financial and product donations to nonprofit organizations globally by 2025.

100,000 people working in the factories crafting our products will have access to empowerment programs during the workday by 2025.

Recent Highlights

Over the summer, North America Tapestry interns across our three brands came together to support Hudson Yards neighbor and longstanding nonprofit partner, Holy Apostles Soup Kitchen (HASK). Over two days, the intern groups helped distribute over 1,500 hot meals, assembled over 550 essential hygiene kits; and packed food pantry grocery bags for over 200 households.

In September, kate spade new york and founding partners launched the Global Fund for Women's Mental Health. The fund focuses on bringing needed investment and increased access to community-led mental health interventions for women and girls around the world.

Stuart Weitzman announced the recipients of its Bold Movers Grant, created in continued partnership with nonprofit Vital Voices Global Partnership. The grant is part of the brand's Bold Movers: Investing in Women Working Towards Gender Equity program dedicated to advancing inclusive workplace initiatives for working mothers and caregivers.



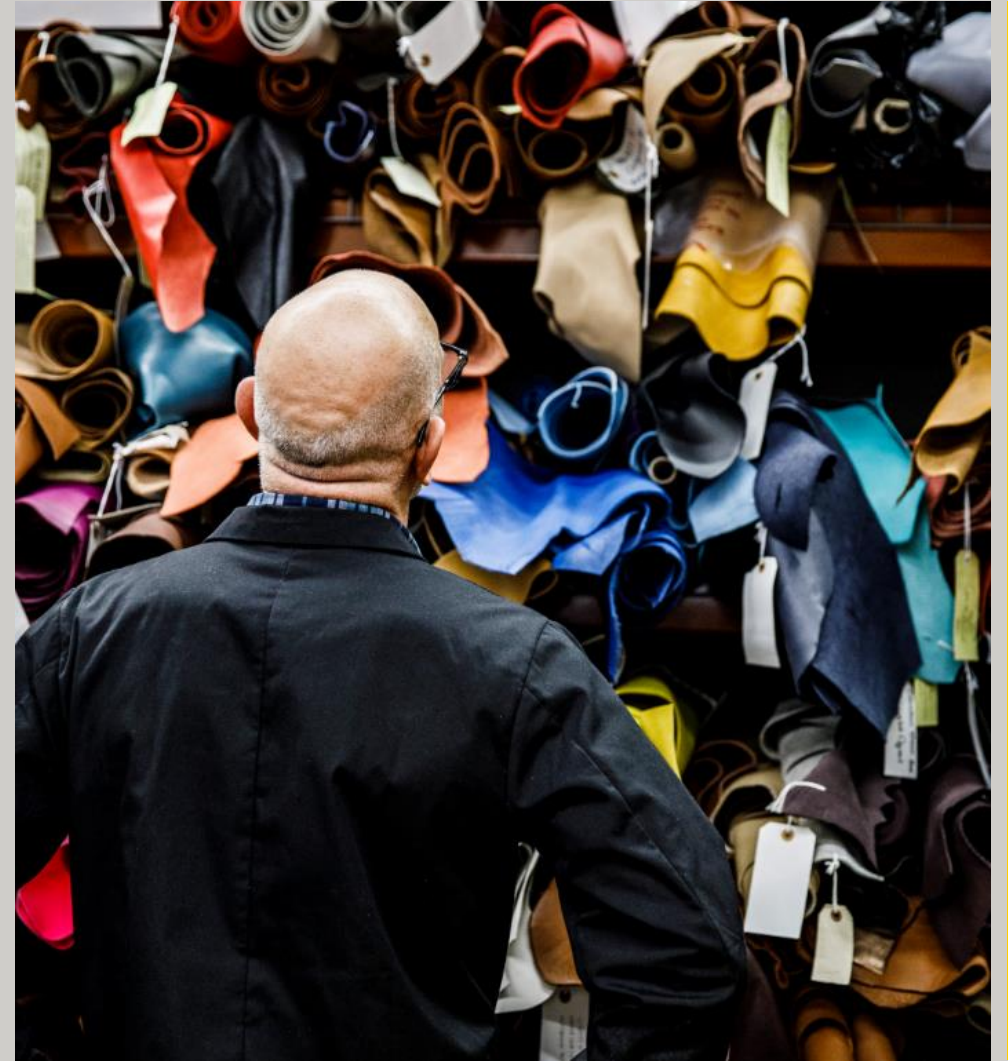
Create Products with Care

2025 & Beyond Goals

- 95% traceability and mapping of our raw materials by 2025.
- 90% of leather used in our products comes from Silver- and Gold-rated LWG tanneries by 2025.
- 95% of polyamide (nylon) will be from pre- or post-consumer recycled sources by 2025.
- 90% of cotton will be organic- or regenerative-certified by 2025.
- 75% recycled content in consumer packaging by 2025.
- 95% of polyester will be from pre- or post-consumer recycled sources by 2027.
- 10% of leather will be from farms using regenerative agriculture practices, made with recycled inputs or made with “next-generation” materials by 2030.

Recent Highlights

Tapstry is conducting six Life Cycle Assessments (LCAs) to better understand the environmental impact of manufacturing techniques and materials, including specific leather, leather finishing, and repurposed denim used in Coachtopia products.





Appendix

tapestry

Management utilizes non-GAAP and constant currency measures to conduct and evaluate its business during its regular review of operating results for the periods affected and to make decisions about Company resources and performance. The Company believes presenting these non-GAAP measures, which exclude items that are not comparable from period to period, is useful to investors and others in evaluating the Company's ongoing operating and financial results in a manner that is consistent with management's evaluation of business performance and understanding how such results compare with the Company's historical performance. Additionally, the Company believes presenting these metrics on a constant currency basis will help investors and analysts to understand the effect of significant year-over-year foreign currency exchange rate fluctuations on these performance measures and provide a framework to assess how business is performing and expected to perform excluding these effects.

The Company reports information in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"). The Company's management does not, nor does it suggest that investors should, consider non-GAAP financial measures in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Further, the non-GAAP measures utilized by the Company may be unique to the Company, as they may be different from non-GAAP measures used by other companies.

The Company operates on a global basis and reports financial results in U.S. dollars in accordance with GAAP. Percentage increases/decreases in net sales for the Company and each segment have been presented both including and excluding currency fluctuation effects from translating foreign-denominated sales into U.S. dollars and compared to the same periods in the prior quarter and fiscal year. The Company calculates constant currency net sales results by translating current period net sales in local currency using the prior year period's currency conversion rate.

The segment operating income and supplemental segment SG&A expenses presented in the Consolidated Segment Data, and GAAP to non-GAAP Reconciliation Table above, as well as SG&A expense ratio, and operating margin, are considered non-GAAP measures. These measures have been presented both including and excluding acquisition costs for the three months ended September 28, 2024 and September 30, 2023. In addition, segment Operating Income (loss), Net income (loss), and Net Income (loss) per diluted common share, have been presented both including and excluding acquisition costs for the three months ended September 28, 2024 and September 30, 2023.

The Company also presents free cash flow, which is a non-GAAP measure, Free cash flow is calculated by taking the "Net cash flows provided by (used in) operating activities" less "Purchases of property and equipment" from the Condensed Consolidated Statement of Cash Flows. The Company believes that free cash flow is an important liquidity measure of the cash that is available after capital expenditures for operational expenses and investment in our business. The Company believes that free cash flow is useful to investors because it measures the Company's ability to generate or use cash. Once our business needs and obligations are met, cash can be used to maintain a strong balance sheet, invest in future growth and return capital to stockholders. Adjusted EBITDA is calculated as Net Income, excluding, Interest expense, Provision for income taxes, Depreciation and amortization, Cloud computing amortization costs, Share-based compensation and Items affecting comparability including Acquisition and Integration costs.

Consolidated Segment Data and GAAP to Non-GAAP Reconciliation

For the quarter ended September 28, 2024.

<i>in millions, except per share data; unaudited</i>	GAAP BASIS (AS REPORTED)	ACQUISITION COSTS	NON-GAAP BASIS (EXCLUDING ITEMS)
Coach	\$916.1	\$—	\$916.1
Kate Spade	189.6	—	189.6
Stuart Weitzman	29.2	—	29.2
Gross profit	1,134.9	—	1,134.9
Coach	529.5	—	529.5
Kate Spade	162.6	—	162.6
Stuart Weitzman	36.6	—	36.6
Corporate	154.2	33.4	120.8
Selling, general and administrative expenses	882.9	33.4	849.5
Coach	386.6	—	386.6
Kate Spade	27.0	—	27.0
Stuart Weitzman	(7.4)	—	(7.4)
Corporate	(154.2)	(33.4)	(120.8)
Operating income (loss)	252.0	(33.4)	285.4
Interest expense, net	30.7	37.4	(6.7)
Provision for income taxes	39.1	(15.8)	54.9
Net income (loss)	186.6	(55.0)	241.6
Net income (loss) per diluted common share	0.79	(0.23)	1.02

Consolidated Segment Data and GAAP to Non-GAAP Reconciliation

For the quarter ended September 30, 2023.

<i>in millions, except per share data; unaudited</i>	GAAP BASIS (AS REPORTED)	ACQUISITION COSTS	NON-GAAP BASIS (EXCLUDING ITEMS)
Coach	\$867.6	\$—	\$867.6
Kate Spade	198.9	—	198.9
Stuart Weitzman	31.2	—	31.2
Gross profit	1,097.7	—	1,097.7
Coach	496.3	—	496.3
Kate Spade	172.3	—	172.3
Stuart Weitzman	39.8	—	39.8
Corporate	136.1	19.6	116.5
Selling, general and administrative expenses	844.5	19.6	824.9
Coach	371.3	—	371.3
Kate Spade	26.6	—	26.6
Stuart Weitzman	(8.6)	—	(8.6)
Corporate	(136.1)	(19.6)	(116.5)
Operating income (loss)	253.2	(19.6)	272.8
Interest expense, net	13.3	6.7	6.6
Provision for income taxes	43.5	(5.0)	48.5
Net income (loss)	195.0	(21.3)	216.3
Net income (loss) per diluted common share	0.84	(0.09)	0.93

tapestry

COACH | kate spade | STUART WEITZMAN

