FORM 8-K
CURRENT REPORT

## Pursuant to Section 13 or $15(\mathrm{~d})$ of the

Securities Exchange Act of 1934

Date of report (Date of earliest event reported): April 24, 2007
Coach, Inc.
(Exact name of registrant as specified in its charter)


516 West 34th Street, New York, NY 10001
(Address of principal executive offices) (Zip Code)
(212) 594-1850
(Registrant's telephone number, including area code)

Item 2.02: Results of Operations and Financial Condition.
On April 24, 2007, Coach, Inc. (the "Company") issued a press release (the "Press Release") in which the Company announced its financial results for its fiscal quarter ended March 31, 2007. All information in the press release is being furnished to the Securities and Exchange Commission and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to liability under that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

The attached press release includes the following Non-GAAP financial information:
o The Company's net sales, net income and earnings per share have been presented (for the fiscal quarter and nine-month period to date in the current and prior fiscal year) both with and without the contribution of operations that were discontinued during the fiscal quarter.
o Direct-to-consumer sales for Japan have been presented both including and excluding currency fluctuation effects from translating Japanese yen-denominated sales into U.S. dollars for the quarter and compared to the same quarter in the prior fiscal year.

The Company believes that it is appropriate to present this supplemental information, for the following reasons:
o Presenting information as described above will allow investors to better understand the Company's continuing operating and financial results and how such results compare with the Company's prior guidance.
o Presenting the sales, income and earnings information both with and without the contribution of discontinued operations will allow investors to more clearly understand the impact on the Company's
operating results of discontinuing these operations; to further clarify this impact, a "supplemental information" table is also included in the press release, showing the pro forma impact on net sales, net income and earnings per share from discontinued operations during each of the last seven fiscal quarters.
o Presenting Japan sales both including and excluding currency fluctuation effects will help investors and analysts to understand the increase in net sales over the prior-year periods on a constant-currency basis, a valuable measure of relative sales performance in the Company's markets.

Item 9.01: Financial Statements and Exhibits.
(c) Exhibits. The following exhibit is being furnished herewith:
99.1 Text of Press Release, dated April 24, 2007

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: April 24, 2007
COACH, INC.
By: /s/ Carole P. Sadler
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Senior Vice President, General Counsel and Secretary

## EXHIBIT INDEX

99.1 Text of Press Release, dated April 24, 2007

Coach Reports Third Quarter Earnings Growth of $50 \%$ on Sales Growth of $30 \%$

## Ahead of Analysts' Expectations

NEW YORK--(BUSINESS WIRE)--April 24, 2007--Coach, Inc. (NYSE: COH), a leading marketer of modern classic American accessories, today announced an increase of $50 \%$ in earnings per diluted share on a continuing operations basis to $\$ 0.39$ for its third fiscal quarter ended March 31, 2007, up from \$0. 26 per diluted share a year ago on the same basis. During the quarter, the Company ceased operations of its Corporate Accounts business in order to better control the location and image of the brand where Coach product is sold. Including the contribution of these discontinued operations, earnings per share rose $42 \%$ to $\$ 0.40$ as compared to $\$ 0.28$ reported a year ago, ahead of analysts' expectations of \$0.38.

In the third quarter, on a continuing operations basis, net sales rose $30 \%$ to $\$ 625$ million from the $\$ 480$ million generated on the same basis in the prior year. Net income rose $45 \%$ to $\$ 147$ million, compared with $\$ 102$ million in the prior year. Total net sales in the quarter, including discontinued operations, were $\$ 633$ million, $27 \%$ higher than the $\$ 498$ million reported in the same period of the prior year while net income rose $38 \%$ to $\$ 150$ million up from $\$ 109$ million.

Lew Frankfort, Chairman and Chief Executive Officer of Coach, Inc., said, "We had another terrific quarter where our business grew significantly against a backdrop of sustained, rapid category growth. Our third quarter results exceeded our expectations, driven by the overall strength of the brand, great product performance and continued expansion in the North American handbag and small leathergoods market. Throughout all channels of our business and across all geographies, consumers enthusiastically embraced our transitional and spring assortments, driving our top-line results. Our profitability improvement highlights our ability to achieve further operating margin expansion as our sales base increases."
"Separately, as noted, during the quarter we made the decision to exit our small Corporate Accounts business, through which Coach sold products primarily to distributors for gift-giving and incentive programs. This action was implemented to curtail product diversion and to ensure that we have control over the locations where Coach product is ultimately sold."

Quarterly operating margin on a continuing basis rose to $36.2 \%$ in the current period, a 420 basis point improvement from the $32.0 \%$ achieved in the prior year on the same basis. During the quarter, gross profit rose $29 \%$ to $\$ 486$ million from $\$ 376$ million a year ago. Gross margin rate continued to be exceptionally high at $77.8 \%$ versus $78.4 \%$ in the prior year. SG\&A expenses as a percentage of net sales declined 490 basis points to $41.5 \%$, compared to $46.4 \%$ a year ago.

For the nine months ended March 31, 2007, on a continuing operations basis, sales rose $28 \%$ to $\$ 1.960$ billion from $\$ 1.534$ billion a year ago, while net income rose $36 \%$ to $\$ 477$ million from $\$ 351$ million on the same basis. Total net sales for the nine months, including discontinued operations, were $\$ 2.024$ billion, up $27 \%$ from the $\$ 1.597$ billion reported in the first nine months of fiscal 2006. Net income rose to $\$ 503$ million, up $34 \%$ from the $\$ 377$ million reported a year ago, on this basis.

Please see supplemental data table that follows this narrative for further details regarding discontinued operations.

Third fiscal quarter sales results in each of Coach's primary channels of distribution grew as follows:
-- Direct-to-consumer sales increased $29 \%$ to $\$ 481$ million from $\$ 374$ million last year. U.S. comparable store sales for the quarter rose $20.0 \%$, with retail stores up $15.1 \%$ and factory store sales up $26.6 \%$. In Japan, sales rose $15 \%$ on a constant-currency basis, while dollar sales rose $13 \%$ reflecting the decline in the yen. As projected, Coach achieved low-single-digit increases in comparable location sales in Japan.
-- Indirect sales on a continuing basis rose $36 \%$ to $\$ 144$ million from $\$ 106$ million in the same period last year. Strong U.S. wholesale shipments were the primary contributor to these results while international wholesale shipments rose significantly as well. In the United States, comparable department store POS sales rose over $30 \%$ from prior year levels in the quarter.

Mr. Frankfort added, "It's worth noting that U.S. full price comparable store sales have now increased at a double-digit rate in each of the last 20
consecutive quarters, which demonstrates the consistency and sustainability of our growth. Clearly, Coach's share of the fast-growing U.S. premium accessories market continues to expand across all channels."
"In addition, we're pleased with the $15 \%$ growth in sales in constant currency in Japan this quarter, as we continue to grow our market share in this market. These results reflect the success of our distribution strategy in Japan, notably the acceleration of retail openings and the expansion of existing shops."

During the third quarter of fiscal 2007, the company opened seven U.S. retail stores - three in new markets for Coach, bringing the total to 244 retail stores and 90 factory stores at March 31, 2007. In Japan, Coach opened five new retail locations and expanded three locations as well.

Mr. Frankfort continued, "As always, bags and women's accessories drove our performance. Early in the quarter we enhanced our Legacy collection with the successful introduction of Carly as a key item concept. We were also pleased with the performance of our updated Hamptons and Soho collections. Signature Stripe, our first new lifestyle collection of this fiscal year, was refreshed with a colorful spring palette and achieved excellent results. We were also delighted with the reception to our new Coach fragrance, which launched in early March and represented above $3 \%$ of our retail sales in that period."


#### Abstract

"Our business in April has continued very strong, as we completed the introduction of Ergo, our third major new lifestyle platform for fiscal 2007, with considerable success. Other introductions in April are our watercolor stripe group which compliments the Hamptons Weekend collection, our popular straw baskets and our best selling Legacy silhouettes offered in a chic neutral canvas. For Mother's Day, we're featuring a Legacy Cotton Signature assortment, building on the success of last year's small capsule group. Coming in June will be Patchwork across a variety of Ergo silhouettes and new styles and fabrications in Signature Stripe. Also in the fourth quarter, we will be adding 14 more retail stores in the U.S., bringing the total to 40 new retail stores in fiscal 2007."

Mr. Frankfort concluded, "We're particularly enthusiastic about the two new lifestyle platforms which we're planning to introduce during fiscal 2008. First, the lightweight Bleecker collection, arriving in October, is inspired by Coach's rich tradition of authenticity and American style, and is crafted from hand-burnished leather. It features our archival Heritage Logo, iconic Coach hardware, braided lacing strap detail and a new tattersall lining. And the second platform for FY 08 is the Heritage Stripe collection, an assortment of durable coated cotton canvas totes, bags and accessories, which we expect to fully launch during early spring."


The company now estimates fiscal 2007 sales from continuing operations of at least $\$ 2.6$ billion for the full fiscal year ending June 30, 2007, an increase of $28 \%$ from the $\$ 2.035$ billion in the prior year, and earnings per share of $\$ 1.67$, or up $40 \%$ from last year's $\$ 1.19$ on the same basis. This compares with the analysts' current consensus of $\$ 1.72$, which Coach estimates included a $\$ 0.10$ contribution from discontinued operations, resulting in an adjusted consensus estimate of $\$ 1.62$ on a continuing operations basis for FY07. The company's guidance for the fiscal year reflects sales of $\$ 640$ million and earnings per share of $\$ 0.40$ for the fourth quarter, up $36 \%$ from the $\$ 0.29$ reported for the fourth quarter in fiscal 2006.

For fiscal 2008, on a continuing operations basis, Coach projects sales growth of about $20 \%$ to at least $\$ 3.1$ billion and earnings per share growth of at least $21 \%$ to at least $\$ 2.02$. This compares with the analysts' consensus of $\$ 2.09$, which Coach estimates included an $\$ 0.11$ contribution from discontinued operations, resulting in an adjusted consensus estimate of $\$ 1.98$ on a continuing operations basis for FY08.

Coach will host a conference call to review these results at 8:30 a.m. (EDT) today, April 24, 2007. Interested parties may listen to the webcast by accessing www.coach.com/investors on the Internet or dialing into 1-888-405-2080 and asking for the Coach earnings call led by Andrea Shaw Resnick, VP of Investor Relations \& Corporate Communications. A telephone replay will be available starting at 12:00 noon today, for a period of five business days. The number to call for the replay is 1-866-352-7723. A webcast replay of this call will be available for five business days on the Coach website.

Coach, with headquarters in New York, is a leading American marketer of fine accessories and gifts for women and men, including handbags, women's and men's small leathergoods, business cases, weekend and travel accessories, footwear, watches, outerwear, scarves, sunwear, jewelry, fragrance and related accessories. Coach is sold worldwide through Coach stores, select department stores and specialty stores, through the Coach catalog in the U.S. by calling 1-800-223-8647 and through Coach's website at www.coach.com. Coach's shares are traded on The New York Stock Exchange under the symbol COH.

This press release contains forward-looking statements based on management's current expectations. These statements can be identified by the use of forward-looking terminology such as "may," "will," "should," "expect," "intend," "estimate," "are positioned to," "continue," "project," "guidance," "forecast," "anticipated," or comparable terms. Future results may differ materially from management's current expectations, based upon risks and uncertainties such as expected economic trends, the ability to anticipate consumer preferences, the ability to control costs, etc. Please refer to Coach's latest Annual Report on Form $10-\mathrm{K}$ for a complete list of risk factors.

COACH, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME

For the Quarters and Nine Months Ended March 31, 2007 and April 1, 2006

## (in thousands, except per share data)

(unaudited)

|  | QUARTER ENDED |  | NINE MONTHS ENDED |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { April 1, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { April 1, } \\ 2006 \end{gathered}$ |
| Net sales | \$625, 303 | \$479, 718 | \$1, 960, 327 | \$1, 533, 512 |
| Cost of sales | 138,893 | 103,519 | 446,617 | 345,464 |
| Gross profit | 486,410 | 376,199 | 1,513,710 | 1,188, 048 |
| Selling, general and administrative expenses | 259,783 | 222,523 | 765,714 | 645, 512 |
| Operating income | 226,627 | 153,676 | 747,996 | 542,536 |
| Interest income, net | 12,988 | 10,118 | 27,465 | 22,995 |
| Income before provision for income taxes and discontinued operations |  |  |  |  |
|  | 239,615 | 163,794 | 775,461 | 565,531 |
| Provision for income taxes | 92,225 | 62,122 | 298,335 | 214,486 |
| Income from continuing operations | 147,390 | 101,672 | 477,126 | 351, 045 |
| Income from discontinued operations, net of income taxes | 2,574 | 7,174 | 25,927 | 25,590 |
| Net income | \$149, 964 | \$108, 846 | \$503, 053 | \$376, 635 |

Net income per share
Basic
Continuing operations

$$
0.01
$$

0.02
0.07
0.07

| Diluted |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Continuing operations | \$0.39 | \$0. 26 | \$1.27 | \$0.90 |
| Discontinued operations | 0.01 | 0.02 | 0.07 | 0.07 |
| Net income | \$0.40 | \$0.28 | \$1.34 | \$0.96 |
| ```Shares used in computing net income per share``` |  |  |  |  |
| Basic | 370, 264 | 383,739 | 369, 039 | 381,330 |
| Diluted | 379, 289 | 391,453 | 376,334 | 390, 637 |

COACH, INC.

## RECONCILIATION OF DISCONTINUED OPERATIONS

(in thousands, except per share data)
(unaudited)

## Supplemental <br> Information:



| Net sales from continuing operations | \$529, 421 | \$805,603 | \$625, 303 | \$1,960,327 |
| :---: | :---: | :---: | :---: | :---: |
| Add: sales from discontinued operations | 24,430 | 30,784 | 8,149 | 63,363 |
| Net sales |  |  |  |  |
| including discontinued |  |  |  |  |
| operations | \$553, 851 | \$836, 387 | \$633,452 | \$2, 023,690 |



Add: EPS from discontinued operations

EPS including discontinued operations

$$
\begin{array}{llll}
0.028 & 0.035 & 0.007 & 0.069
\end{array}
$$

FY06

| Q1 | Q2 | Q3 | Q4 | FY06 |
| :---: | :---: | :---: | :---: | :---: |


| Net sales from continuing operations | \$433,964 | \$619,830 | \$479,718 | \$501,573 | \$2,035,085 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Add: sales from discontinued operations | 14,987 | 30,506 | 18,141 | 12,782 | 76,416 |
| Net sales including discontinued |  |  |  |  |  |
| operations | \$448,951 | \$650,336 | \$497,859 | \$514,355 | \$2,111,501 |



| Diluted EPS f continuing operations | \$0.225 | \$0.413 | \$0.260 | \$0. 294 | \$1.194 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Add: EPS from discontinued operations | 0.015 | 0.032 | 0.018 | 0.013 | 0.078 |
| EPS including discontinued operations | \$0.240 | \$0.446 | \$0.278 | \$0.306 | \$1.272 |

COACH, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
At March 31, 2007, July 1, 2006 and April 1, 2006
(in thousands)
(unaudited)

| March 31, | July 1, | April 1, |
| :---: | :---: | :---: |
| 2007 | 2006 |  |


| Cash, cash equivalents and short term investments | \$936,174 | \$537,565 | \$838,357 |
| :---: | :---: | :---: | :---: |
| Receivables | 124,858 | 84,361 | 110,415 |
| Inventories | 249,818 | 233,494 | 210,465 |
| Other current assets | 155,414 | 119,062 | 118,652 |
| Total current assets | 1,466,264 | 974,482 | 1,277,889 |
| Property and equipment, net | 344,659 | 298,531 | 269,562 |
| Other noncurrent assets | 332,272 | 353,507 | 326,979 |
| Total assets | \$2,143,195 | \$1,626,520 | \$1,874,430 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |
| Accounts payable | \$62,113 | \$79,819 | \$54, 841 |
| Accrued liabilities | 275,916 | 261,835 | 241,136 |
| Current portion of long-term debt | 235 | 170 | 170 |
| Total current liabilities | 338,264 | 341,824 | 296,147 |
| Long-term debt | 2,865 | 3,100 | 3,100 |
| Other liabilities | 96,620 | 92,862 | 60,337 |
| Stockholders' equity | 1,705,446 | 1,188,734 | 1,514,846 |
| Total liabilities and stockholders' equity | \$2,143,195 | \$1,626,520 | \$1,874,430 |

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