

SECURITIES AND EXCHANGE COMMISSION

FORM 8-K

Current report filing

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FILER

**COACH INC**

CIK: [1116132](#) | IRS No.: **522242751** | State of Incorporation: **MD** | Fiscal Year End: **0630**  
Type: **8-K** | Act: **34** | File No.: [001-16153](#) | Film No.: **13541532**  
SIC: **3100** Leather & leather products

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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of report (Date of earliest event reported): January 23, 2013

Coach, Inc.

(Exact name of registrant as specified in its charter)

Maryland  
(State of  
Incorporation)

1-16153  
(Commission File Number)

52-2242751  
(IRS Employer  
Identification No.)

516 West 34<sup>th</sup> Street, New York, NY 10001  
(Address of principal executive offices) (Zip Code)

(212) 594-1850  
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02 Results of Operations and Financial Condition.

On January 23, 2013, Coach, Inc. (the “Company”) issued a press release (the “Press Release”) in which the Company announced its financial results for its fiscal quarter ended December 29, 2012. 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:

- Operating income, operating margin, income before provision for income taxes, provision for income taxes, SG&A expense and SG&A expense ratio have been presented both including and excluding the effect of certain items which affect the comparability of our results.
- Percentage increases/decreases in sales for the Company and Coach Japan have been presented both including and excluding currency fluctuation effects from translating foreign-denominated sales into U.S. dollars and compared to the same period in the prior fiscal year.

The Company believes that it is appropriate to present this supplemental information, for the following reasons:

- Presenting the metrics listed in the first bulleted paragraph above both including and excluding the impact of certain items which affect the comparability of our results will help investors and analysts to understand the year-over-year changes in these metrics from continuing operations.
- Presenting the Company and Coach Japan sales increases/decreases including and excluding currency fluctuation effects will help investors and analysts to understand the effect on this valuable performance measure of significant year-over-year currency fluctuations.

## Item 9.01 Financial Statements and Exhibits.

(d) *Exhibits.* The following exhibit is being furnished herewith:

99.1 Text of Press Release, dated January 23, 2013

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**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: January 23, 2013

COACH, INC.

By: /s/ Todd Kahn

Todd Kahn  
Executive Vice President, General Counsel  
and Secretary

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EXHIBIT INDEX

99.1 Text of Press Release, dated January 23, 2013

## Coach Reports Second Quarter Earnings Per Share of \$1.23

NEW YORK--(BUSINESS WIRE)--January 23, 2013--Coach, Inc. (NYSE: COH, SEHK: 6388), a leading marketer of modern classic American accessories, today announced sales of \$1.50 billion for its second fiscal quarter ended December 29, 2012, compared with \$1.45 billion reported in the same period of the prior year, an increase of 4%. On a constant currency basis sales rose 5% for the quarter. Net income for the period totaled \$353 million, with earnings per diluted share of \$1.23. This compared to net income of \$347 million and earnings per diluted share of \$1.18 in the prior year's second quarter, increases of 2% and 5%, respectively.

Lew Frankfort, Chairman and Chief Executive Officer of Coach, Inc. said, "During the holiday quarter we drove modest growth and continued to gain overall traction on our key strategies. We posted strong international results, leveraged the Men's opportunity globally and strengthened our digital capabilities. However, we were disappointed by our performance in North America, where the holiday season proved challenging. Most broadly, the consumer was impacted by a muted macroeconomic environment, while in the Women's handbag category competition intensified and promotional activity increased. Importantly, we maintained our pricing strategies despite the retail climate, protecting our brand proposition."

"Over the last decade we have built Coach into a leading international accessories company with a loyal and highly engaged consumer franchise. Our customers recognize the Coach brand for its authenticity, innovation and relevance. We're now transforming Coach into a global lifestyle brand, anchored in accessories. We've been strengthening our teams to enhance and build out the Coach experience through product, retail environments and integrated marketing communications. This comprehensive approach will continue to add excitement and cachet to the brand."

For the second fiscal quarter, operating income totaled \$527 million, up 5% from the \$501 million reported on a GAAP basis in the comparable year ago period, while the operating margin was 35.0% versus 34.6% reported in the prior year. During the quarter, gross profit increased 4% to \$1.09 billion from \$1.05 billion a year ago. Gross margin remained strong at 72.2%, even with the prior year. SG&A expenses as a percentage of net sales was 37.2%, compared to the 37.6% reported in the year-ago quarter.

During the year-ago quarter, the company recorded certain items which yielded a substantially lower tax rate decreasing Coach's provision for taxes. As a result, it made charitable contributions which precisely offset the benefit of the tax settlement to net income and earnings per share. Therefore, on a non-GAAP basis, excluding these items, operating income for the prior year's second quarter was \$521 million with a 36.0% operating margin and the SG&A expense ratio was 36.2%. The increase in the SG&A expense ratio compared to prior year on a non-GAAP basis reflected the acquisition of retail businesses in Asia.

The company also announced that during the second fiscal quarter, it repurchased and retired nearly four million shares of its common stock at an average cost of \$56.63, spending a total of \$225 million and taking the year-to-date total to \$400 million. At the end of the period, approximately \$1.4 billion remained under the company's current repurchase authorization.

For the six months ended December 29, 2012, net sales were \$2.67 billion, up 7% from the \$2.50 billion reported in the first six months of fiscal 2012. Net income totaled \$574 million, up 2% from the \$562 million reported a year ago, while earnings per share rose 5% to \$2.00 from \$1.90.

Second fiscal quarter sales results in each of Coach's primary channels of distribution were as follows:

- Total North American sales increased 1%, to \$1.08 billion from \$1.07 billion last year. North American direct sales rose 2% for the quarter with comparable store sales down 2%. At POS, sales in North American department stores were modestly below prior year while shipments into this channel declined.
- International sales increased 12% to \$411 million from \$368 million last year. China results continued very strong, with total sales growing 40% and comparable store sales rising at a double-digit rate. Shipments into international wholesale accounts declined modestly, while underlying POS sales trends remained robust. In Japan, sales declined 2% on a constant-currency basis, while dollar sales were 7% below the prior year, reflecting the weaker yen.

During the second quarter of fiscal 2013, in North America, the company opened two retail locations - including the first company operated concession in Macy's Herald Square - as well as 15 factory stores including four Men's factory stores. This brought the total to 356 retail stores and 189 factory stores as of December 29, 2012. In China, 13 new locations were opened during the quarter, all on the mainland, bringing the total to 117. In Japan, Coach opened five net locations taking the total to 193 at the end of the quarter. In addition, at quarter-end, the company operated seven locations in Singapore, 27 in Taiwan, 10 in Malaysia and 48 in Korea.

Mr. Frankfort continued, "Our international growth remained robust, led by China, which is on course to generate at least \$400 million in sales this year. In addition, we're pleased with the growth of our Men's business, which is on track to generate sales of over \$600 million globally in FY13, up about 50%."

"Looking ahead, we're confident in our ability to address the near-term challenges in North America while leveraging the global opportunity, as we continue to evolve the Coach brand," Mr. Frankfort concluded.

Coach will host a conference call to review second fiscal quarter results at 8:30 a.m. (ET) today, January 23, 2013. Interested parties may listen to the webcast by accessing [www.coach.com/investors](http://www.coach.com/investors) on the Internet or dialing into 1-888-405-2080 or 1-210-795-9977 and asking for the Coach earnings call led by Andrea Shaw Resnick, SVP 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 is 1-866-352-7723 or 1-203-369-0080. 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, men's bags, women's and men's small leathers goods, weekend and travel accessories, footwear, watches, outerwear, scarves, sunwear, fragrance, jewelry and related accessories. Coach is sold worldwide through Coach stores, select department stores and specialty stores, and through Coach's website at [www.coach.com](http://www.coach.com). Coach's common stock is traded on the New York Stock Exchange under the symbol COH and Coach's Hong Kong Depositary Receipts are traded on The Stock Exchange of Hong Kong Limited under the symbol 6388.

*Neither the Hong Kong Depositary Receipts nor the Hong Kong Depositary Shares evidenced thereby have been or will be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), and may not be offered or sold in the United States or to, or for the account of, a U.S. Person (within the meaning of Regulation S under the Securities Act), absent registration or an applicable exemption from the registration requirements. Hedging transactions involving these securities may not be conducted unless in compliance with the Securities Act.*

*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," "ahead," "estimate," "on track," "on course," "are positioned to," "continue," "project," "guidance," "target," "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-K for a complete list of risk factors.*

### COACH, INC.

#### CONDENSED CONSOLIDATED STATEMENTS OF INCOME

For the Quarters and Six Months Ended December 29, 2012 and December 31, 2011

(in thousands, except per share data)

(unaudited)

QUARTER ENDED		SIX MONTHS ENDED	
December 29, 2012	December 31, 2011	December 29, 2012	December 31, 2011

Net sales	\$ 1,503,774	\$ 1,448,649	\$ 2,665,124	\$ 2,499,008
Cost of sales	<u>418,392</u>	<u>403,438</u>	<u>734,574</u>	<u>689,144</u>
Gross profit	1,085,382	1,045,211	1,930,550	1,809,864
Selling, general and administrative expenses	<u>558,805</u>	<u>544,310</u>	<u>1,072,256</u>	<u>986,997</u>
Operating income	526,577	500,901	858,294	822,867
Interest income (expense), net	266	(16)	302	98
Other expense	<u>(1,505)</u>	<u>(1,755)</u>	<u>(3,577)</u>	<u>(3,231)</u>
Income before provision for income taxes	525,338	499,130	855,019	819,734
Provision for income taxes	<u>172,574</u>	<u>151,635</u>	<u>280,874</u>	<u>257,256</u>
Net income	<u>\$ 352,764</u>	<u>\$ 347,495</u>	<u>\$ 574,145</u>	<u>\$ 562,478</u>
Net income per share				
Basic	<u>\$ 1.25</u>	<u>\$ 1.20</u>	<u>\$ 2.02</u>	<u>\$ 1.94</u>
Diluted	<u>\$ 1.23</u>	<u>\$ 1.18</u>	<u>\$ 2.00</u>	<u>\$ 1.90</u>
Shares used in computing net income per share				
Basic	<u>282,693</u>	<u>289,812</u>	<u>283,630</u>	<u>289,578</u>
Diluted	<u>286,223</u>	<u>295,509</u>	<u>287,358</u>	<u>295,572</u>

**COACH, INC.**

**GAAP TO NON-GAAP RECONCILIATION**

**For the Quarters Ended December 29, 2012 and December 31, 2011**

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

**(unaudited)**

	QUARTER ENDED				
	December 29, 2012		December 31, 2011		
	GAAP Basis (As Reported)	GAAP Basis (As Reported)	Tax Adjustment	Charitable Contribution	Non-GAAP Basis (Excluding Items)
Selling, general and administrative expenses	\$ 558,805	\$ 544,310	\$ -	\$ 20,270	\$ 524,040
Operating income	\$ 526,577	\$ 500,901	\$ -	\$ (20,270)	\$ 521,171
Income before provision for income taxes	\$ 525,338	\$ 499,130	\$ -	\$ (20,270)	\$ 519,400
Provision for income taxes	\$ 172,574	\$ 151,635	\$ (12,365)	\$ (7,905)	\$ 171,905
Net income	\$ 352,764	\$ 347,495	\$ 12,365	\$ (12,365)	\$ 347,495
Diluted Net income per share	\$ 1.23	\$ 1.18	\$ 0.04	\$ (0.04)	\$ 1.18

**COACH, INC.**

**GAAP TO NON-GAAP RECONCILIATION**

**For the Six Months Ended December 29, 2012 and December 31, 2011**

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

**(unaudited)**

SIX MONTHS ENDED	
December 29, 2012	December 31, 2011

	<u>GAAP Basis (As Reported)</u>		<u>GAAP Basis (As Reported)</u>		<u>Tax Adjustment</u>		<u>Charitable Contribution</u>		<u>Non-GAAP Basis (Excluding Items)</u>
Selling, general and administrative expenses	\$ 1,072,256	\$	986,997	\$	-	\$	20,270	\$	966,727
Operating income	\$ 858,294	\$	822,867	\$	-	\$	(20,270)	\$	843,137
Income before provision for income taxes	\$ 855,019	\$	819,734	\$	-	\$	(20,270)	\$	840,004
Provision for income taxes	\$ 280,874	\$	257,256	\$	(12,365)	\$	(7,905)	\$	277,526
Net income	\$ 574,145	\$	562,478	\$	12,365	\$	(12,365)	\$	562,478
Diluted Net income per share	\$ 2.00	\$	1.90	\$	0.04	\$	(0.04)	\$	1.90

**COACH, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
**At December 29, 2012, June 30, 2012 and December 31, 2011**  
**(in thousands)**  
**(unaudited)**

	<u>December 29, 2012</u>		<u>June 30, 2012</u>		<u>December 31, 2011</u>
<b>ASSETS</b>					
Cash, cash equivalents and short term investments	\$ 858,657	\$	917,215	\$	1,085,595
Receivables	223,041		174,462		212,041
Inventories	493,659		504,490		429,031
Other current assets	273,010		208,361		169,339
Total current assets	1,848,367		1,804,528		1,896,006
Property and equipment, net	701,273		644,449		595,829
Other noncurrent assets	729,789		655,344		609,050
Total assets	<u>\$ 3,279,429</u>	\$	<u>3,104,321</u>	\$	<u>3,100,885</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>					
Accounts payable	\$ 152,571	\$	155,387	\$	136,731
Accrued liabilities	594,140		540,398		673,461
Current portion of long-term debt	22,225		22,375		804
Total current liabilities	768,936		718,160		810,996
Long-term debt	485		985		23,165
Other liabilities	427,676		392,245		397,998
Stockholders' equity	2,082,332		1,992,931		1,868,726
Total liabilities and stockholders' equity	<u>\$ 3,279,429</u>	\$	<u>3,104,321</u>	\$	<u>3,100,885</u>

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