



Tapestry Inc. (TPR)

Updated November 11th, 2023 by Felix Martinez

Key Metrics

Current Price:	\$28	5 Year CAGR Estimate:	20.4%	Market Cap:	\$6.4 B
Fair Value Price:	\$50	5 Year Growth Estimate:	5.0%	Ex-Dividend Date:	12/07/23
% Fair Value:	57%	5 Year Valuation Multiple Estimate:	12.0%	Dividend Payment Date:	12/26/23
Dividend Yield:	5.0%	5 Year Price Target	\$63	Years of Dividend Growth:	2
Dividend Risk Score:	D	Retirement Suitability Score:	C	Rating:	Buy

Overview & Current Events

Tapestry Inc. (TPR) was founded in 2017 as a transformation from Coach IP Holdings LLC (founded in 1941) and is a leading American multinational luxury fashion holding company. The company is based in New York and is the parent company of three brands: Coach, Kate Spade, and Stuart Weitzman. The company's renaming came after Coach acquired Stuart Weitzman and Kate Spade and expanded from making Coach-brand handbags to producing a wider variety of products through their three primary brands. These products include various leather goods, footwear, accessories, clothes, fragrances, and jewelry. Tapestry has a market capitalization of approximately \$6.4 billion, over 20,000 employees, and \$6.7 billion in annual revenue. Coach continues to make up 70% of company sales, Kate Spade represents about a quarter of sales, and Stuart Weitzman is a small but growing segment in the overall business. The company sells products worldwide from its 1,500+ branded retail locations, brand websites, and through thousands of distributor retail locations.

Tapestry reported first-quarter results for Fiscal Year (FY)2023 on November 9th, 2023. CEO Joanne Crevoiserat highlighted record-breaking performance, with net sales reaching \$1.51 billion, a 2% increase over the prior year. The company reported a gross margin of 72.5%, up 2.5% from the previous year, and achieved a strong operating income of \$253 million.

Strategically, Tapestry focused on customer engagement, acquiring over 1.2 million new customers in North America, particularly from Gen Z and Millennials. International revenue grew by 7% at constant currency, driven by gains of 12% in Japan and 9% in Greater China. The company maintained a solid digital presence, with digital sales representing nearly 25% of total revenue. Additionally, Tapestry successfully controlled inventory, ending the quarter with levels 17% below the prior year.

Looking ahead, Tapestry provided a fiscal 2024 outlook, projecting revenue of approximately \$6.7 billion, a slight increase from the prior year. The company anticipates earnings per diluted share in the range of \$4.10 to \$4.15, representing a 6% to 7% growth compared to the previous year. Tapestry remains committed to returning approximately \$325 million to shareholders through dividends in the fiscal year, signaling a 17% increase from the previous year. The company is also progressing with its strategic acquisition of Capri Holdings Limited, expecting to complete the transaction in calendar 2024.

Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
EPS	\$3.10	\$1.92	\$1.98	\$2.15	\$2.63	\$2.57	\$0.97	\$2.95	\$3.47	\$3.88	\$4.13	\$5.27
DPS	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.02	\$1.00	\$1.00	\$1.20	\$1.40	\$1.70
Shares¹	274.4	276.6	278.5	281.9	288.0	286.8	278.0	283.0	270.0	241.0	241.0	241.0

Tapestry has experienced earnings growth of 2.5% since 2014, when it earned \$3.10 per share, but has had 8.6% annual growth over the past five years. Revenue has continued to grow at a CAGR of 2.5% for the past five years, while operating margins have deteriorated, resulting in flat and choppy earnings in recent years. We expect earnings to grow

¹ Share count is in millions.

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5.0% for the next five years. Still, the outcome is highly dependent on Tapestry's ability to maintain margins and sustain at least mild topline growth.

Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	16.2	19.4	17.4	18.3	17.4	15.2	13.7	14.6	8.9	11.0	6.8	12.0
Avg. Yld.	2.7%	3.6%	3.9%	3.4%	3.0%	3.5%	0.0%	0.0%	3.3%	2.8%	5.0%	2.7%

Over the past decade, Tapestry has averaged a P/E ratio of 15.2x. However, the company consisted entirely of the Coach brand and enjoyed higher returns on invested capital for most of that period. With slowing sales and declining margins in a competitive environment of online competition and slower global growth, we consider a P/E ratio of 12.0x to be fair until the company can demonstrate a resumption of growth and stabilized margins. The company has a tailwind of 12.0% valuation multiple towards the mean of a P/E ratio of 12.0x. Thus, the stock looks to be undervalued at the current price.

Safety, Quality, Competitive Advantage, & Recession Resiliency

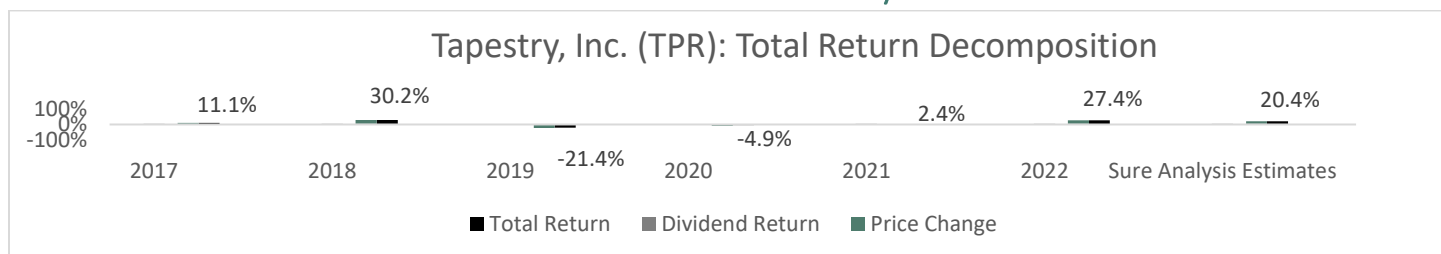
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2028
Payout	43.5%	70.3%	68.2%	62.8%	51.3%	52.5%	105%	33.9%	28.8%	30.9%	34%	32%

Tapestry's luxury brands, especially Coach, give the company at least a small economic moat. This is evidenced by its historically high returns on invested capital and considerable market outperformance since Coach went public in the early 2000s. However, the company's returns on invested capital have been declining in recent years, indicating a cyclical deterioration in brand strength as online retail puts margin pressure on all physical retailers. Overall, their investment returns and profitability remain above average but diminishing. The ongoing trade dispute between the United States and China puts further pressure on Tapestry, as a small portion of its products is made in China, but a significant amount of its sales is earned from China. Tapestry currently has a BBB- credit rating, which puts them on the low side of investment grade. The company's balance has gotten better, with a Debt/Equity ratio of 1.3. Still, the inconsistency of their earnings and the company's economic vulnerability appears to drive lower overall credit quality from the rating agencies. The security does not necessarily offer the growth or stability that many retirees rely on. The company did remain highly profitable during the previous two recessions as the primary Coach brand, but the expanded Tapestry company is untested by a downturn in its current form.

Final Thoughts & Recommendation

Tapestry has decent brands but faces stiff competition, global tariff uncertainty, and diminishing profitability. The good news is that Tapestry is the manufacturer of its products, rather than just a middleman, and has various online platforms from which to grow. We expect 20.4% per annum returns from Tapestry as a baseline case, but the actual result is expected to be highly variable. Overall, business uncertainty remains high. However, we consider Tapestry a buy after its recent price came down since last report.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	4,806	4,192	4,492	4,488	5,880	6,027	4,961	5,746	6,685	6,661
Gross Profit	3,297	2,909	3,051	3,081	3,849	4,054	3,239	4,082	4,650	4,715
Gross Margin	68.6%	69.4%	67.9%	68.6%	65.5%	67.3%	65.3%	71.0%	69.6%	70.8%
SG&A Exp.	2,177	2,291	2,398	2,294	3,177	3,234	3,312	3,114	3,475	3,542
D&A Exp.	189	192	211	213	260	268	248	219	195	182
Operating Profit	1,120	618	654	787	672	820	-73	968	1,176	1,172
Operating Margin	23.3%	14.7%	14.5%	17.5%	11.4%	13.6%	-1.5%	16.8%	17.6%	17.6%
Net Profit	781	402	461	591	398	643	-652	834	856	936
Net Margin	16.3%	9.6%	10.3%	13.2%	6.8%	10.7%	-13.1%	14.5%	12.8%	14.1%
Free Cash Flow	766	728	353	571	730	518	202	1208	759	791
Income Tax	341	209	166	168	199	123	28	63	191	207

Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	3,663	4,667	4,893	5,832	6,678	6,877	7,924	8,382	7,265	7,117
Cash & Equivalents	592	1,292	859	2,673	1,243	969	1,426	2,008	790	726
Accounts Receivable	199	220	245	268	314	298	193	200	252	212
Inventories	526	485	459	470	674	778	737	735	994	920
Goodwill & Int. Ass.	371	794	849	821	3,217	3,228	2,681	2,671	2,608	2,588
Total Liabilities	1,243	2,177	2,210	2,830	3,434	3,364	5,648	5,123	4,980	4,839
Accounts Payable	154	223	187	195	264	244	131	445	521	417
Long-Term Debt	141	890	876	1,580	1,594	1,597	2,299	1,591	1,690	1,661
Shareholder's Equity	2,421	2,490	2,683	3,002	3,245	3,513	2,276	3,259	2,286	2,278
LTD/E Ratio	0.06	0.36	0.33	0.53	0.49	0.45	1.01	0.49	0.74	0.73

Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	21.7%	9.7%	9.6%	11.0%	6.4%	9.5%	-8.8%	10.2%	10.9%	13.0%
Return on Equity	32.4%	16.4%	17.8%	20.8%	12.7%	19.0%	-22.5%	30.1%	30.9%	41.0%
ROIC	31.4%	13.5%	13.3%	14.5%	8.4%	12.9%	-13.5%	17.7%	19.4%	23.7%
Shares Out.	274.4	276.6	278.5	281.9	288.0	286.8	278.0	283.0	270.1	241.3
Revenue/Share	17.14	15.12	16.08	15.87	20.37	20.73	17.81	20.30	24.75	27.60
FCF/Share	2.73	2.62	1.26	2.02	2.53	1.78	0.72	4.27	2.81	3.28

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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