

# Tapestry Inc.

# **Conference Takeaways: see opportunity** for sustainable growth

Maintain Rating: BUY | PO: 52.00 USD | Price: 47.80 USD

## Maintain Buy following encouraging meetings

We hosted meetings with CEO Joanne Crevoiserat and CFO/COO Scott Roe from Tapestry (TPR) at our Conference in Miami. We came away encouraged by the opportunities laid out to drive continued growth at Coach, including expansion with its lifestyle offering and into international markets, along with better utilization of customer insights to lead product innovation. We maintain our Buy rating as we think the Coach strength, strong margin profile, and cash flow generation warrant a higher multiple.

## Various initiatives to drive Kors turnaround

TPR reiterated confidence in closing the CPRI acquisition in C24. We see the biggest opportunities around reducing wholesale exposure (CPRI 30% vs TPR 10%), along with increasing digital penetration (CPRI roughly half of TPR levels). We would expect TPR to first focus on solidifying Kors' brand positioning and marketing message and migrating data onto its platform so this information can be turned into actionable insights. CPRI has a greater European penetration and TPR could use that knowledge to drive expansion in the region.

## Synergies focused on supply chain efficiency

The company identified \$200mn in synergies, with 2/3 in supply chain and 1/3 in redundant corporate costs. TPR sees opportunity to drive a more efficient operation through container optimization and leveraging excess capacity. Initial integration efforts will focus on Kors as the supply chain overlap is greater than at Versace/Jimmy Choo.

## AURs supported by customer insights, data analytics

TPR has been successfully raising AURs by using customer insights to identify preferences and add value to products (ie. adding a new feature onto a handbag). Brand building efforts have also supported elevated pricing, and data analytics allow the company to be more targeted with discounts. These capabilities could also help at Kors.

Estimates (Jun) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	3.47	3.88	4.25	4.52	5.76
GAAP EPS	3.17	3.88	4.45	5.57	5.76
EPS Change (YoY)	16.8%	11.8%	9.5%	6.4%	27.4%
Consensus EPS (Bloomberg)			4.25	4.60	4.98
DPS	1.00	1.20	1.40	1.40	1.40
Valuation (Jun)					
P/E	13.8x	12.3x	11.2x	10.6x	8.3x
GAAP P/E	15.1x	12.3x	10.7x	8.6x	8.3x
Dividend Yield	2.1%	2.5%	2.9%	2.9%	2.9%
EV / EBITDA*	11.1x	11.6x	11.0x	10.4x	9.9x
Free Cash Flow Yield*	6.0%	6.2%	7.4%	6.4%	8.2%
* For full definitions of <i>iQmethod</i> measures, see page 4.					

#### 14 March 2024

#### Equity

Lorraine Hutchinson, CFA Research Analyst +1 646 855 0951 lorraine hutchinson@hofa.com

Melanie Nuñez

Research Analyst +1 646 855 2279 melanie.nunez@bofa.com

#### **Stock Data**

Price Objective Date Established 8-Feb-2024 Investment Opinion B-1-7 52-Week Range 25.99 USD - 48.80 USD Mrkt Val (mn) / Shares Out 12,691 USD / 265.5 (mn) Free Float 99.4% 187.51 USD Average Daily Value (mn) BofA Ticker / Exchange TPR / NYS Bloomberg / Reuters TPR US / TPR.N ROE (2024E) 39.1% Net Dbt to Eqty (Jun-2023A) 41.0% ESGMeter™ Medium

47.80 USD

52.00 USD

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AUR: average unit retail

CPRI: Capri Holdings

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Timestamp: 14 March 2024 12:01AM EDT

# **iQ**profile<sup>™</sup> Tapestry Inc.

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<b>iQ</b> method <sup>sM</sup> − <b>Bus Performance*</b>					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	15.6%	16.4%	10.9%	8.4%	8.6%
Return on Equity	33.8%	41.0%	39.1%	34.8%	30.6%
Operating Margin	18.2%	17.6%	18.5%	18.9%	19.2%
Free Cash Flow	759	791	934	809	1,045
iQmethod <sup>™</sup> – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	0.9x	1.0x	1.1x	0.9x	1.1>
Asset Replacement Ratio	0.5x	1.0x	0.9x	1.0x	1.0
Tax Rate	18.1%	18.1%	19.9%	19.9%	19.9%
Net Debt-to-Equity Ratio	39.4%	41.0%	35.9%	15.6%	-5.3%
Interest Cover	20.8x	42.5x	NM	NM	NM
Income Statement Data (Jun)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	6,685	6,661	6,743	7,011	7,297
% Change	16.3%	-0.4%	1.2%	4.0%	4.1%
Gross Profit	4,650	4,715	4,905	5,131	5,357
% Change	14.2%	1.4%	4.0%	4.6%	4.4%
EBITDA	1,414	1,355	1,424	1,506	1,577
% Change	7.6%	-4.2%	5.1%	5.7%	4.7%
Net Interest & Other Income	(75)	(29)	(18)	(20)	(20)
Net Income (Adjusted)	937	936	986	1,047	1,103
% Change	11.3%	-0.1%	5.3%	6.2%	5.4%
Free Cash Flow Data (Jun)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Net Income from Cont Operations (GAAP)	937	936	986	1,047	1,103
Depreciation & Amortization	195	182	175	179	179
Change in Working Capital	(367)	(217)	4	3	6
Deferred Taxation Charge	NA	NA	NA	NA	N/
Other Adjustments, Net	88	74	(76)	(244)	(60)
Capital Expenditure	(94)	(184)	(154)	(175)	(182)
Free Cash Flow	759	791	934	809	1,045
% Change	-37.1%	4.2%	18.1%	-13.4%	29.2%
Share / Issue Repurchase	(1,600)	(704)	0	0	C
Cost of Dividends Paid	(264)	(283)	(323)	(324)	(327)
Change in Debt	48	(31)	6,140	(303)	С
Balance Sheet Data (Jun)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	790	726	6,797	6,979	7,697
Trade Receivables	252	212	214	223	232
Other Current Assets	1,532	1,426	2,000	2,020	2,041
Property, Plant & Equipment	544	565	560	557	561
Other Non-Current Assets	4,147	4,189	4,234	4,234	4,234
Total Assets	<b>7,265</b>	7,117	13,805	14,011	14,764
Short-Term Debt	1 420	25	25	25	1 2 2 5
Other Current Liabilities	1,438	1,262	1,253	1,284	1,320
Long-Term Debt	1,659	1,636	7,765	7,462	7,462
Other Non-Current Liabilities	1,852	1,917	1,994	1,994	1,994
Total Liabilities	4,980	4,839	11,037	10,764	10,801
Total Equity	2,286	2,278	2,769	3,247	3,963
Total Equity & Liabilities	7,265	7,117	13,805	14,011	14,764

## **Company Sector**

Retailing-Specialty

## **Company Description**

Tapestry (TPR) is a leading specialty retailer positioned in an appealing segment of the market (affordable luxury).

Tapestry is comprised of the Coach, Kate Spade, and Stuart Weitzman brands and is best known for accessories (especially handbags). Its products are primarily sold through retail stores, outlet stores, and online. The brands have a strong presence in select department stores and specialty retailer locations.

#### **Investment Rationale**

We expect consistent strong EPS growth, driven by a stable and growing Coach brand and comp improvement and margin expansion at Kate Spade. We expect the multiple to expand as investors become more comfortable with the margin profile of both core businesses. We expect Tapestry to continue to return capital to shareholders in an accelerated manner given its strong free cash flow generation.

## Stock Data

Average Daily Volume 3,922,748

## **Quarterly Earnings Estimates**

	2023	2024
Q1	0.79A	0.93A
Q2	1.36A	1.63A
Q3	0.78A	0.65E
04	0.95A	1.05E



\* For full definitions of  $\emph{\textbf{IQ}}$  method  $^{\text{SM}}$  measures, see page 4.

## Price objective basis & risk

## Tapestry Inc. (TPR)

Our \$52 price objective is based on an EV/EBITDA of 8x our F2025 estimates. We think the company's robust total shareholder return plans, turnaround potential at its new brands, growth potential in Kate Spade, and continued strong margins and cash flow warrant a higher multiple (vs peer group avg of 7x).

Downside risks to our price objective are: troubles integrating the Kors business, significant weakness in NA consumer, potential slowing of Coach comps, deterioration of the Kate Spade comp and margins, and the disruption caused by global macro uncertainty.

Upside risks to our price objective are: immediate consumer acceptance of the new product, accelerating trends in outlet, faster recovery in China.

## **Analyst Certification**

I, Lorraine Hutchinson, CFA, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

#### **US - Softline Retailing and Dept Stores Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Amer Sports Inc	AS	AS US	Lorraine Hutchinson, CFA
	Bath & Body Works Inc	BBWI	BBWI US	Lorraine Hutchinson, CFA
	Burlington Stores	BURL	BURL US	Lorraine Hutchinson, CFA
	Crocs, Inc.	CROX	CROX US	Christopher Nardone
	Deckers Outdoor Corp	DECK	DECK US	Christopher Nardone
	European Wax Center	EWCZ	EWCZ US	Lorraine Hutchinson, CFA
	lululemon athletica Inc	LULU	LULU US	Lorraine Hutchinson, CFA
	Oddity Tech	ODD	ODD US	Lorraine Hutchinson, CFA
	PVH Corp	PVH	PVH US	Christopher Nardone
	Ralph Lauren	RL	RL US	Christopher Nardone
	Ross Stores Inc	ROST	ROST US	Lorraine Hutchinson, CFA
	Tapestry Inc.	TPR	TPR US	Lorraine Hutchinson, CFA
	TJX Companies	TJX	TJX US	Lorraine Hutchinson, CFA
	Urban Outfitters	URBN	URBN US	Lorraine Hutchinson, CFA
NEUTRAL				
	American Eagle	AEO	AEO US	Christopher Nardone
	Birkenstock	BIRK	BIRK US	Lorraine Hutchinson, CFA
	FIGS, Inc.	FIGS	FIGS US	Alice Xiao
	Foot Locker	FL	FL US	Lorraine Hutchinson, CFA
	Levi Strauss & Co.	LEVI	LEVI US	Christopher Nardone
	Nike	NKE	NKE US	Lorraine Hutchinson, CFA
	Signet Jewelers	SIG	SIG US	Lorraine Hutchinson, CFA
	Skechers USA Inc	SKX	SKX US	Christopher Nardone
	Ulta Beauty	ULTA	ULTA US	Lorraine Hutchinson, CFA
	Under Armour Inc	UAA	UAA US	Lorraine Hutchinson, CFA
UNDERPERFORM				
	Aritzia	YATZ	ATZ CN	Alice Xiao
	Aritzia	ATZAF	ATZAF US	Alice Xiao
	Carter's Inc	CRI	CRI US	Christopher Nardone
	Gap Inc.	GPS	GPS US	Lorraine Hutchinson, CFA
	Kohl's	KSS	KSS US	Lorraine Hutchinson, CFA
	Nordstrom	JWN	JWN US	Lorraine Hutchinson, CFA
	Revolve	RVLV	RVLV US	Alice Xiao
	V F Corp	VFC	VFC US	Lorraine Hutchinson, CFA
	Victoria's Secret & Co	VSCO	VSCO US	Alice Xiao



## **US - Softline Retailing and Dept Stores Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
RSTR				
	Macy's	М	M US	Lorraine Hutchinson, CFA

## **Q**method<sup>SM</sup> Measures Definitions

<b>Business Performance</b>	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) $\times$ (1 - Tax Rate) + Goodwill Amortization	Total Assets — Current Liabilities + ST Debt + Accumulated Goodwill
		Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations — Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt - Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
,	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

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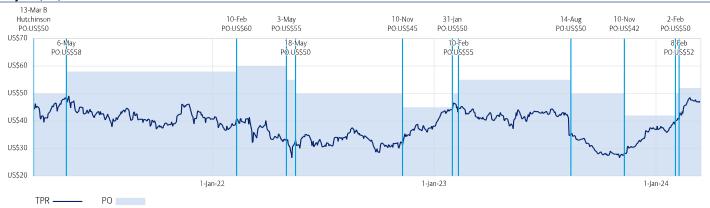
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#### Tapestry Inc. (TPR) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

#### Equity Investment Rating Distribution: Retailing Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	96	57.83%	Buy	39	40.63%
Hold	32	19.28%	Hold	12	37.50%
Sell	38	22.89%	Sell	18	47 37%

#### Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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