

Coach Inc in Luxury Goods (USA)

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Abstracts

Whilst Coach operates at both wholesale and retail level, its wholesale operations have been hit badly by the poor performance of department stores. The low store traffic and heavy discounts at department stores have negatively impacted Coach sales. Moving forward, Coach will further invest in shop-in-shop retail format and restructure its wholesale channel by closing about 25% of its doors by the year end of FY2017, according to the company.

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Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

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