

# 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.

Euromonitor International Local Company Profiles are a concise set of briefings detailing the strategic direction taken by a company. Discover key contact details, the company background and their competitive positioning through this collection of snapshot company profiles.

**Product coverage:** Designer Apparel and Footwear (Ready-to-Wear), Fine Wines/Champagne and Spirits, Luxury Eyewear, Luxury Jewellery, Luxury Leather Goods, Luxury Portable Consumer Electronics, Luxury Timepieces, Luxury Writing Instruments and Stationery, Super Premium Beauty and Personal Care.

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

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Pinpoint growth sectors and identify factors driving change;

Understand the competitive environment, the market's major players and leading brands;

Use five-year forecasts to assess how the market is predicted to develop.

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