FORM 10-Q
/X/ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended October 29, 1994
OR
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$

Commission file number 1-8344

THE LIMITED, INC.
(Exact name of registrant as specified in its charter)

DELAWARE
(I.R.S. Employer Identification No.)
(State or other jurisdiction of incorporation or organization)

THREE LIMITED PARKWAY, P.O. BOX 16000, COLUMBUS, OH 43230 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (614) 479-7000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes $X$ No
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

| Class | Outstanding at December 1, 1994 |
| :---: | :---: |
| Common Stock, \$. 50 Par Value | Shares 357,680,909 |

THE LIMITED, INC.

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THE LIMITED, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
(Thousands except per share amounts)

## (Unaudited)

|  | Thirteen Weeks Ended |  | Thirty-nine Weeks Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { October 29, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { October 30, } \\ 1993 \end{gathered}$ | $\begin{gathered} \text { October 29, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { October 30, } \\ 1993 \end{gathered}$ |
| NET SALES | \$1,715,176 | \$1, 616,667 | \$4,782, 196 | \$4, 824, 283 |
| Cost of Goods Sold, Occupancy and Buying Costs | 1,219,881 | 1,169,619 | 3,499,304 | 3,568,798 |
| GROSS INCOME | 495,295 | 447, 048 | 1,282,892 | 1,255,485 |
| General, Administrative and Store Operating Expenses | $(329,753)$ | $(298,159)$ | $(923,914)$ | $(894,813)$ |
| Special and Nonrecurring Items, net | -- | 2,617 | -- | 2,617 |
| OPERATING INCOME | 165,542 | 151,506 | 358,978 | 363,289 |
| Interest Expense | $(16,425)$ | $(16,378)$ | $(45,845)$ | $(47,715)$ |
| Other Income, net | 1,373 | 1,087 | 5,465 | 4,098 |
| INCOME BEFORE INCOME TAXES | 150,490 | 136,215 | 318,598 | 319,672 |
| Provision for Income Taxes | 60,000 | 54,000 | 127,000 | 125,000 |
| NET INCOME | \$ 90,490 | \$ 82, 215 | \$ 191, 598 | \$ 194,672 |
| NET INCOME PER SHARE | \$. 25 | \$. 23 | \$. 53 | \$. 53 |
| DIVIDENDS PER SHARE | \$. 09 | \$. 09 | \$. 27 | \$. 27 |
| WEIGHTED AVERAGE SHARES OUTSTANDING | 358,881 | 363,843 | 358,693 | 363,929 |

The accompanying notes are an integral part of these consolidated financial statements.

| October 29, | January 29, |
| :---: | :---: |
| 1994 | 1994 |
| ------------------1 |  |

ASSETS

| CURRENT ASSETS: |  |  |
| :---: | :---: | :---: |
| Cash and Equivalents | \$ 58,544 | \$ 320,558 |
| Accounts Receivable | 1,219,372 | 1, 056,911 |
| Inventories | 1,092,194 | 733,700 |
| Other | 149, 742 | 109,456 |
| TOTAL CURRENT ASSETS | 2,519,852 | 2,220,625 |
| PROPERTY AND EQUIPMENT, NET | 1,715,373 | 1,666,588 |
| OTHER ASSETS | 320,533 | 247, 892 |
| TOTAL ASSETS | \$4,555,758 | \$4,135,105 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| CURRENT LIABILITIES: |  |  |
| Accounts Payable | \$ 380,822 | \$ 250,363 |
| Accrued Expenses | 376, 022 | 347, 892 |
| Commercial Paper and Certificates of Deposit | 244,322 | 15,700 |
| Income Taxes | 28,671 | 93,489 |
| TOTAL CURRENT LIABILITIES | 1,029,837 | 707,444 |
| LONG-TERM DEBT | 650,000 | 650, 000 |
| DEFERRED INCOME TAXES | 279,432 | 275,101 |
| OTHER LONG-TERM LIABILITIES | 60,105 | 61,267 |
| SHAREHOLDERS' EQUITY: |  |  |
| Common Stock | 189,727 | 189,727 |
| Paid-in Capital | 131,795 | 128,906 |
| Retained Earnings | 2,491,964 | 2,397,112 |
|  | 2,813,486 | 2,715,745 |
| Less Treasury Stock, at average cost | $(277,102)$ | $(274,452)$ |
| TOTAL SHAREHOLDERS' EQUITY | 2,536,384 | 2,441,293 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$4,555,758 | \$4,135,105 |

The accompanying notes are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(Thousands)
(Unaudited)

CASH FLOWS FROM OPERATING ACTIVITIES:
Net Income

| Thirty-nine Weeks Ended |  |
| :---: | :---: |
| $\begin{gathered} \text { October 29, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { October } 30, \\ 1993 \end{gathered}$ |
| \$191, 598 | \$194, 672 |
| 197,364 | $\begin{gathered} 202,888 \\ (2,617) \end{gathered}$ |
| $(162,461)$ | $(165,320)$ |
| $(358,494)$ | $(198,516)$ |
| 158,589 | 186, 090 |
| $(64,818)$ | 5,369 |
| $(97,089)$ | $(97,815)$ |
| $(135,311)$ | 124,751 |
| (261, 468 ) | $(244,883)$ |
| - - | 285, 000 |
| -- | (60, 000) |
| (261, 468 ) | $(19,883)$ |
| 228,622 | $(131,339)$ |
| -- | 250,000 |
| $(96,746)$ | $(97,968)$ |
| $(9,514)$ | -- |
| 12,403 | 5,131 |
| 134,765 | 25,824 |
| $(262,014)$ | 130,692 |
| 320,558 | 41,235 |
| \$ 58,544 | \$171, 927 |

The accompanying notes are an integral part of these consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

The consolidated financial statements include the accounts of The Limited, Inc. (the "Company") and all significant subsidiaries which are more than 50 percent owned and controlled. All significant intercompany balances and transactions have been eliminated in consolidation.

Investments in other entities (including joint ventures) which are more than 20 percent owned are accounted for on the equity method.

The consolidated financial statements as of and for the periods ended October 29, 1994 and October 30, 1993 are unaudited and are presented pursuant to the rules and regulations of the Securities and Exchange Commission. Accordingly, the consolidated financial statements should be read in conjunction with the financial statement disclosures contained in the Company's 1993 Annual Report. In the opinion of management, the accompanying consolidated financial statements reflect all adjustments (which are of a normal recurring nature) necessary to present fairly the financial position and results of operations and cash flows for the interim periods, but are not necessarily indicative of the results of operations for a full fiscal year.

The consolidated financial statements as of October 29, 1994 and for the thirteen and thirty-nine week periods ended October 29, 1994 and October 30, 1993 included herein have been reviewed by the independent public accounting firm of Coopers \& Lybrand and the report of such firm follows the notes to consolidated financial statements.

## INVENTORIES

The fiscal year of the Company and its subsidiaries is comprised of two principal selling seasons: Spring (the first and second quarters) and Fall (the third and fourth quarters). Valuation of finished goods inventories is based principally upon the lower of average cost or market determined on a first-in, first-out basis utilizing the retail method. Inventory valuation at the end of the first and third quarters reflects adjustments for inventory markdowns and shrinkage estimates for the total selling season.

## INCOME TAXES

The provision for income taxes is based on the current estimate of the annual effective tax rate. Income taxes paid during the thirty-nine weeks ended October 29, 1994 and October 30, 1993 approximated $\$ 177.5$ million and $\$ 174.1$ million.

The Internal Revenue Service has assessed the Company for additional taxes and interest for 1989 and 1990. The assessment was based primarily on the treatment of transactions involving the Company's foreign operations and construction allowances. The Company strongly disagrees with the assessment and is vigorously contesting the matter. Management believes resolution of this matter will not have a material adverse effect on the Company's results of operations or financial condition.

Long-term debt consisted of (\$000):

|  | $\begin{gathered} \text { October 29, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { January 29, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
| 7 1/2\% Debentures due March, 2023 | \$250, 000 | \$250, 000 |
| 7.80\% Notes due May, 2002 | 150, 000 | 150, 000 |
| 9 1/8\% Notes due February, 2001 | 150, 000 | 150, 000 |
| 8 7/8\% Notes due August, 1999 | 100, 000 | 100, 000 |
|  | \$650, 000 | \$650, 000 |

The Company maintains two revolving credit agreements (the "Agreements") totaling $\$ 840$ million. One Agreement provides the Company available borrowings of up to $\$ 490$ million. The other Agreement provides World Financial Network National Bank, a wholly-owned consolidated subsidiary, available borrowings of up to $\$ 350$ million. Borrowings outstanding under the Agreements are due December 4, 1999. However, the revolving terms of each of the Agreements may be extended an additional two years upon notification by the Company at least 60 days prior to December 4, 1996, subject to the approval of the lending banks. Both Agreements have similar borrowing options, including interest rates which are based on either the lender's "Base Rate", as defined, LIBOR, CD based options or at a rate submitted under a bidding process. Aggregate commitment and facility fees for the Agreements approximate $0.11 \%$ of the total commitment. The Agreements place restrictions on the amount of the Company's working capital, debt and net worth. No amounts were outstanding under the Agreements at October 29, 1994.

The Agreements support the Company's commercial paper program which funds working capital and other general corporate requirements. The Company had $\$ 225$ million of commercial paper outstanding at October 29, 1994, classified as current based on its maturity.

Under the Company's shelf registration statement, up to $\$ 250$ million of debt securities and warrants to purchase debt securities may be issued.

All long-term debt outstanding at October 29, 1994 and January 29, 1994 is unsecured.

Interest paid during the thirty-nine weeks ended October 29, 1994 and October 30, 1993 approximated $\$ 53.2$ million and $\$ 40.0$ million.

Property and equipment, net, consisted of (\$000):

|  | $\begin{gathered} \text { October } 29, \\ 1994 \end{gathered}$ | $\begin{gathered} \text { January } 29, \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
| Property and equipment, at cost | \$2,785, 274 | \$2,638, 197 |
| Accumulated depreciation and amortization | $(1,069,901)$ | (971, 609) |
| Property and equipment, net | \$1, 715, 373 | \$1,666,588 |

6. SPECIAL AND NONRECURRING ITEMS

During the third quarter of 1993, the Company approved a plan which includes the following components: The sale of a $60 \%$ interest in its Brylane mail order business; the acceleration of the store remodeling, downsizing and closing program at the Limited Stores and Lerner divisions; and the refocusing of the merchandising strategy at its Henri Bendel division. The net pre-tax gain from these special and nonrecurring items was $\$ 2.6$ million.

The remodeling, downsizing and closing program includes approximately 360 Limited and Lerner stores and is expected to be completed by the end of 1995. The Company had closed approximately 90 of these stores and remodeled approximately 115 of these stores as of October 29, 1994.

The net impact of the plan is anticipated to be immaterial to future operations.

To the Audit Committee of
The Board of Directors of
The Limited, Inc.

We have reviewed the condensed consolidated balance sheet of The Limited, Inc and Subsidiaries at October 29, 1994, and the related condensed consolidated statements of income and cash flows for the thirteen-week and thirty-nine-week periods ended October 29, 1994 and October 30, 1993. These finnacial statements are the responsibility of the Company's management.

We conducted our review in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical procedures to financial data and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements for them to be in conformity with generally accepted accounting principles.

We have previously audited, in acordance with generally accepted auditing standards, the consolidated balance sheet as of January 29, 1994, and the related consolidated statements of income, shareholders' equity, and cash flows for the year then ended (not presented herein); and in our report dated February 14, 1994 we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of January 29, 1994, is fairly stated, in all material aspects, in relation to the consolidated balance sheet from which it has been derived.

## RESULTS OF OPERATIONS

During the third quarter of 1994, net sales increased $6 \%$ to $\$ 1.715$ billion compared to $\$ 1.617$ billion a year ago. Net income for the quarter of $\$ 90.5$ million increased $10 \%$ from last year's $\$ 82.2$ million and earnings per share reached a record $\$ .25$ for the quarter compared to \$.23 in 1993.

Divisional highlights include the following:
Express delivered low single digit improvement in comparable store sales at the end of the quarter, representing an increase and change in trend, and merchandising margins were up compared to last year.

Lane Bryant achieved high single digit comparable store sales gains.
Although Limited Stores and Lerner experienced negative comparable store sales, merchandising margins were up compared to last year.

Victoria's Secret Stores significantly increased sales and produced their highest ever third quarter operating income.

Victoria's Secret Catalogue increased sales significantly over 1993's third quarter, and began operations at their second telephone sales center.

Abercrombie \& Fitch achieved strong comparable store sales gains along with strong merchandise margins.

Structure delivered another solid quarter in terms of sales, and produced an over $20 \%$ increase in operating income.

Bath \& Body Works delivered comparable store sales increases of almost $40 \%$, and operating margins continued at record levels.

Limited Too generated significant increases in comparable store sales and operating income.

Net sales for the thirty-nine weeks ended October 29, 1994 of $\$ 4.782$ billion increased $4 \%$ from sales of $\$ 4.582$ billion for the same period last year (excluding Brylane sales). Operating income decreased 1\% to $\$ 359.0$ million, while net income decreased $2 \%$ to $\$ 191.6$ million. Earnings per share for the thirty-nine weeks ended October 29, 1994 remained flat at $\$ .53$ per share compared to the same period last year.

The following summarized financial data compares the thirteen and thirty-nine week periods ended October 29, 1994 to the comparable periods for 1993:

|  | Third Quarter |  | Year-to-Date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1994 | 1993 | Change <br> From Prior Period | 1994 | 1993 | Change <br> From Prior Period |
|  | --- - | --- - | ----- | -- | --- | ----- |
| Retail Sales (millions) | \$1,594 | \$1,531 | 4\% | \$ 4,398 | \$ 4,288 | 3\% |
| Catalogue Sales (millions) | 121 | 86 | 41\% | 384 | 536 | (28\%) |
| Total Net Sales (millions) | \$1,715 | \$1,617 | 6\% | \$ 4,782 | \$ 4,824 | (1\%) |
| Increase (Decrease) in Comparable Store Sales | ( $2 \%$ ) | 1\% |  | (3\%) | 1\% |  |
| Retail Sales Increase |  |  |  |  |  |  |
| Attributable to New and Remodeled Stores | 6\% | 6\% |  | 6\% | 8\% |  |
| Retail Sales per Average |  |  |  |  |  |  |
| Selling Square Foot | \$63.47 | \$64.24 | (1\%) | \$176.53 | \$182.24 | ( $3 \%$ ) |
| Retail Sales per Average Store (thousands) | \$335 | \$337 | (1\%) | \$931 | \$950 | (2\%) |
| Average Store Size at End of Quarter (square feet) | 5,265 | 5,255 | 0.2\% |  |  |  |
| Number of Stores: |  |  |  |  |  |  |
| Beginning of Period | 4,696 | 4,481 | 5\% | 4,623 | 4,425 | 4\% |
| Opened | 141 | 137 |  | 262 | 253 |  |
| Closed | (12) | (13) |  | (60) | (73) |  |
| End of Period | 4,825 | 4,605 | 5\% | 4,825 | 4,605 | 5\% |

## Net Sales

Retail sales for the third quarter of 1994 increased $4 \%$ from the third quarter of 1993 primarily due to the increased sales productivity of the non-women's apparel businesses (lingerie, men's, kids and personal care), which had comparable store sales increases of $10 \%$, combined with a $6 \%$ increase in sales attributable to new and remodeled stores. These increases were partially offset by lower sales in the women's apparel divisions, which had comparable store sales decreases of $6 \%$.

The year-to-date 1994 retail sales increase of $3 \%$ is a result of a $13 \%$ increase in comparable store sales at the non-women's apparel businesses combined with a $6 \%$ increase in sales attributable to new and remodeled stores. Women's apparel comparable store sales for the year-to-date period declined 9\%.

Catalogue sales were 41\% higher in the third quarter of 1994 compared to the third quarter of 1993, due to a significant increase in the number of books mailed and a slight increase in the response rate.

Catalogue sales decreased $28 \%$ for the first three quarters of 1994, reflecting the absence of Brylane Catalogue sales since the beginning of the third quarter of 1993. Had last year catalogue sales excluded Brylane, catalogue sales for the first three quarters of 1994 would have increased $31 \%$, due to a significant increase in the number of books mailed and a slight increase in the response rate.

|  | \# of Stores |  |  | Selling Sq. Ft. (000's) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | October | October | Change From Prior | October | October | Change From Prior |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  | 29, 1994 | 30, 1993 | Period | 29, 1994 | 30, 1993 | Period |
|  |  |  | --- | , | ------- | ----- |
| Express | 703 | 664 | 39 | 4,219 | 3,793 | 426 |
| Lerner | 861 | 901 | (40) | 6,687 | 6,935 | (248) |
| Limited Stores | 730 | 749 | (19) | 4,447 | 4,455 | (8) |
| Lane Bryant | 818 | 817 | 1 | 3,877 | 3,846 | 31 |
| Henri Bendel | 4 | 4 | 0 | 93 | 93 | 0 |
| Victoria's Secret Stores | 594 | 577 | 17 | 2,531 | 2,288 | 243 |
| Cacique | 115 | 101 | 14 | 344 | 291 | 53 |
| Structure | 441 | 377 | 64 | 1,636 | 1,330 | 306 |
| Abercrombie \& Fitch | 61 | 45 | 16 | 499 | 375 | 124 |
| Bath \& Body Works | 286 | 179 | 107 | 424 | 221 | 203 |
| Penhaligon's | 6 | 6 | 0 | 3 | 3 | 0 |
| Limited Too | 206 | 185 | 21 | 646 | 568 | 78 |
| Total Stores and |  |  |  |  |  |  |
| Selling Square Feet | 4,825 | 4,605 | 220 | 25,406 | 24,198 | 1,208 |
|  | ===== | ===== | ==== | ===== | ====== | ==== |

Gross income increased as a percentage of sales to $28.9 \%$ for the third quarter 1994 from $27.7 \%$ for the same period in 1993. Merchandise margins, expressed as a percentage of sales, increased $2.5 \%$, as the Company continued to be less price promotional than a year earlier. However, buying and occupancy costs, which increased $1.3 \%$ as a percentage of sales, partially offset the merchandise margin increase, primarily due to the lower sales productivity associated with the $6 \%$ decrease in the women's apparel comparable store sales.

The 1994 year-to-date gross income rate increased .8\% to $26.8 \%$ as compared to 1993. Merchandise margins, expressed as a percentage of sales, increased 2.4\% due to the Company's less promotional pricing strategy, partially offset by an increase in buying and occupancy costs resulting from the $9 \%$ decrease in the women's apparel comparable store sales.

General, Administrative and Store Operating Expenses
General, administrative and store operating expenses increased as a percentage of sales to $19.2 \%$ in the third quarter of 1994 from $18.4 \%$ for the same period in 1993. Sales productivity which is initially lower in new and remodeled stores was also lower in existing stores. The Company continues to maintain its high level of customer service, particularly at its women's apparel businesses even though comparable store sales were down $6 \%$.

Year-to-date general, administrative and store operating expenses increased as a percentage of sales to $19.3 \%$ in 1994 compared to $18.5 \%$ in 1993 . This increase was due to lower sales productivity at both existing stores and new, remodeled and expanded stores. The Company expects to continue its policy of maintaining a high level of customer service.

Operating Income
Year-to-date operating income, as a percentage of sales, was $7.5 \%$ in both 1994 and 1993. The Company's higher gross income was offset by higher general, administrative and store operating expenses.

As discussed more fully in Note 6 to the financial statements, operating income during the third quarter of 1993 included a gain of $\$ 2.617$ million related to the Company's sale of a $60 \%$ interest in its Brylane mail order business, the acceleration of the store remodeling, downsizing and closing program at the Limited Stores and Lerner divisions, and the refocusing of the merchandising strategy at its Henri Bendel division.

|  | Third Quarter |  | Year-to-Date |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1994 | 1993 | 1994 | 1993 |
| Average Borrowings | \$783.6 | \$813. 2 | \$714.4 | \$813.9 |
| (in millions) |  |  |  |  |
| Average Effective Interest Rate | 8.38\% | 8.06\% | 8.56\% | 7.82\% |

Interest expense increased slightly in the third quarter of 1994 as compared to the same period in 1993 while decreasing on a year- to-date basis, principally as a result of lower borrowing levels. Higher interest rates increased interest costs approximately $\$ 0.6$ million and $\$ 4.0$ million during the third quarter and year-to-date periods. The effective interest rate increase was offset by lower borrowing levels during the third quarter and year-to-date periods which resulted in lower interest costs of approximately $\$ 0.6$ million and $\$ 5.8$ million, respectively.

Liquidity and Capital Resources
Cash provided from operating activities, commercial paper backed by funds available under committed long-term credit agreements and the Company's capital structure continue to provide the resources to support operations, including projected growth, seasonal requirements and capital expenditures. A summary of the Company's working capital position and capitalization follows (\$000):

|  | $\begin{gathered} \text { October } 29, \\ 1994 \end{gathered}$ | $\begin{gathered} \text { January 29, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
| Working Capital | \$1,490, 015 | \$1, 513,181 |
| Capitalization: |  |  |
| Long-term debt | \$ 650,000 | \$ 650,000 |
| Deferred income taxes | 279,432 | 275,101 |
| Shareholders' equity | 2,536,384 | 2,441,293 |
| Total Capitalization | \$3,465, 816 | \$3,366,394 |
| Additional amounts available under committed |  |  |
| long-term credit agreements | \$ 615,000 | \$ 840,000 |

Net cash used for operating activities totaled $\$ 135.3$ million for the thirty-nine weeks ended October 29, 1994 versus $\$ 124.8$ million provided in the same period of 1993. Cash requirements for inventories were primarily due to the net addition of approximately 1.2 million selling square feet which was somewhat offset by conservatively planned inventory levels at our women's apparel businesses. Cash requirements for other assets and liabilities related primarily to a deposit made to the Internal Revenue Service in connection with an assessment for additional taxes and interest for 1989 and 1990 which is described in Note 3 to the financial statements.

Financing activities included $\$ 9.5$ million of common stock representing approximately 521,000 shares that the Company repurchased in the third quarter.

Capital expenditures totaled $\$ 261.5$ million during the thirty-nine weeks ended October 29, 1994, compared to $\$ 244.9$ million for the comparable period of 1993. The Company anticipates spending approximately $\$ 300$ - $\$ 325$ million for capital expenditures in 1994 of which approximately $\$ 200$ - $\$ 250$ million will be for new stores, the remodeling of existing stores, and fixturing and related improvements for the retail businesses. The Company anticipates spending approximately $\$ 10$ million for a 24 -hour telephone catalogue sales center in Kettering, Ohio to expand Victoria's Secret Catalogue operations, of which \$9.2 million was spent in the third quarter.

Through the end of the third quarter, a total of 1.0 million net selling square feet was added. Based on the current store design and construction schedules, the Company expects to add approximately .4 million net additional selling square feet over the balance of the year.

The Company presently anticipates that substantially all 1994 capital
expenditures will be funded by net cash provided from operating activities. In addition, the Company presently has available $\$ 615$ million under committed, unsecured long-term credit agreements as well as the ability to offer up to $\$ 250$ million of additional debt securities and warrants to purchase debt securities under its shelf registration statement authorization.
4. Instruments Defining the Rights of Security Holders.

| 4.1. | Copy of the form of Global Security representing the |
| :--- | :--- |
|  | Company's $7 / 2 \%$ Debentures due 2023, incorporated by |
| reference to Exhibit 1 to the Company's Current |  |
| Report on Form 8-K dated March 4, 1993 |  |

incorporated by reference
to Exhibit 4.3 to the 1993 Form S-3
4.9. Amendment No. 2 dated as of April 28, 1994 to the Credit Agreement among the Company, Morgan Guaranty Trust Company of New York and the Banks, incorporated by reference to Exhibit 4.9 to the Company's Quarterly Report on Form 10-Q for the quarter ended April 30, 1994.
4.10. Amendment No. 1 dated as of April 28, 1994 to the WFNNB Credit Agreement among the Company, Morgan Guaranty Trust Company of New York and the Banks, incorporated by reference to Exhibit 4.10 to the Company's Quarterly Report on Form 10-Q for the quarter ended April 30, 1994.
11. Statement re: Computation of Per Share Earnings.
12. Statement re: Computation of Ratio of Earnings to Fixed Charges.
15. Letter re: Unaudited Interim Financial Information to Securities and Exchange Commission re: Incorporation of Accountants' Report.

Financial Data Schedule.
(b) Reports on Form 8-K.

None.

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 thereunto duly authorized.

THE LIMITED, INC.
(Registrant)

By /s/ Kenneth B. Gilman
Kenneth B. Gilman, Vice Chairman and Chief Financial Officer*

Date: December 12, 1994

* Mr. Gilman is the principal financial officer and has been duly authorized to sign on behalf of the Registrant.


## Exhibit No.

11

12

15

27

Document
Statement re: Computation of
Per Share Earnings.
Statement re: Ratio of
Earnings to Fixed Charges.
Letter re: Unaudited Interim Financial Information re: Incorporation of Report of Independent Accountants

Financial Data Schedule

THE LIMITED, INC. AND SUBSIDIARIES
COMPUTATION OF PER SHARE EARNINGS
(Thousands except per share amounts)

|  | Thirte | ded |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { October } 29, \\ 1994 \end{gathered}$ | $\begin{gathered} \text { October 30, } \\ 1993 \end{gathered}$ |
| Net income | \$ 90,490 | \$ 82, 215 |
| Common shares outstanding: |  |  |
| Weighted average | 379,454 | 379,454 |
| Dilutive effect of stock options | 729 | 864 |
| Weighted average treasury shares | $(21,302)$ | $(16,475)$ |
| Weighted average used to calculate net income per share | 358,881 | 363,843 |
| Net income per share | \$. 25 | \$. 23 |
|  | Thirty | Ended |
|  | $\begin{gathered} \text { October 29, } \\ 1994 \end{gathered}$ | $\begin{gathered} \text { October 30, } \\ 1993 \end{gathered}$ |
| Net income | \$191, 598 | \$194, 672 |
| Common shares outstanding: |  |  |
| Weighted average | 379,454 | 379,454 |
| Dilutive effect of stock options | 651 | 1,070 |
| Weighted average treasury shares | $(21,412)$ | $(16,595)$ |
| Weighted average used to calculate net income per share | 358,693 | 363,929 |
| Net income per share | \$. 53 | \$. 53 |

THE LIMITED, INC. AND SUBSIDIARIES RATIO OF EARNINGS TO FIXED CHARGES (Thousands except ratio amounts)

|  | Thirty-n | ded |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { October } 29, \\ 1994 \end{gathered}$ | $\begin{gathered} \text { October 30, } \\ 1993 \end{gathered}$ |
| Adjusted Earnings |  |  |
| Income before income taxes | \$318, 598 | \$319, 672 |
| Portion of minimum rent (\$463,709 in 1994 and $\$ 435,217$ in 1993) representative of interest | 154,570 | 145,072 |
| Interest on indebtedness | 45,845 | 47,715 |
| Total Earnings as Adjusted | \$519, 013 | \$512,459 |
| Fixed Charges |  |  |
| Portion of minimum rent representative of interest | \$154,570 | \$145, 072 |
| Interest on indebtedness | 45,845 | 47,715 |
| Total Fixed Charges | \$200, 415 | \$192,787 |
| Ratio of Earnings to Fixed Charges | 2.59x | 2.66 x |

Securities and Exhchange Commission
450 5th Street, N.W.
Judiciary Plaza
Washington, D.C. 20549

We are aware that our report dated December 12, 1994, on our review of the interim consolidated financial information of The Limited, Inc. and Subsidiaries for the thirteen-week and thirty-nine-week periods ended October 29, 1994 and included in this Form $10-\mathrm{Q}$ is incorporated by reference in the Company's registration statements on Form S-8, Registration Nos. 33-18533, 33-25005, 2-92277, 33-24829, 33-24507, 33-24828, 2-95788, 2-88919, 33-24518, 33-6965, 33-14049, 33-22844, 33-44041, 33-49871, and the registration statements on Form S-3, Registration Nos. 33-20788, 33-31540, 33-43832, and 33-53366. Pursuant to Rule 436(c) under the Securities Act of 1933, this report should not be considered a part of the registration statement prepared or certified by us within the meaning of Sections 7 and 11 of that Act.

This schedule contains summary financial information extracted from the Consolidated Financial Statements (unaudited) of The Limited, Inc. and Subsidiaries for the quarter ended October 29, 1994 and is qualified in its entirety by reference to such financial statements.

1,000

$$
\begin{aligned}
& \text { 9-MOS } \\
& \text { JAN-29-1994 } \\
& \text { JAN-30-1994 } \\
& \text { OCT-29-1994 } \\
& \text { 58,544 } \\
& 0 \\
& \text { 1,259,403 } \\
& \text { 40, } 031 \\
& \text { 1, 092, } 194 \\
& \text { 2,519,852 } \\
& \text { 2,785,274 } \\
& \text { 1, 069, } 901 \\
& \text { 4,555,758 } \\
& \text { 1, 029, } 837 \\
& 0 \\
& \text { 2,346,657 } \\
& \text { 4,555,758 } \\
& \text { 4,782,196 } \\
& \text { 3,499,304 } \\
& \text { 3,499,304 } \\
& \text { 918,449 } \\
& 0 \\
& \text { 45, } 845 \\
& \text { 318, } 598 \\
& \text { 127, } 000 \\
& \text { 191,598 } \\
& 0 \\
& 0 \\
& \text { 191,598 } \\
& .53 \\
& 0
\end{aligned}
$$

