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 August 2, 1997
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to

Commission file number 1-8344
THE LIMITED, INC.
(Exact name of registrant as specified in its charter)

## Delaware

(State or other jurisdiction of incorporation or organization)

Three Limited Parkway, P.O. Box 16000, Columbus, OH 43216
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (614) 415-7000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ 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.

Common Stock, \$.50 Par Value
Outstanding at August 29, 1997
271,905, 619 Shares

THE LIMITED, INC.
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## Item 1. FINANCIAL STATEMENTS

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

## NET SALES

Cost of Goods Sold, Occupancy and Buying Costs
GROSS INCOME

General, Administrative and Store Operating Expenses

OPERATING INCOME

Interest Expense

Other Income

Minority Interest

Gain in Connection with Initial Public Offering of Equity Investee

INCOME BEFORE INCOME TAXES
Provision for Income Taxes

NET INCOME
NET INCOME PER SHARE
DIVIDENDS PER SHARE

WEIGHTED AVERAGE SHARES OUTSTANDING

| Thirteen Weeks Ended |  |
| :---: | :---: |
| August 2, | August 3, |
| 1997 | 1996 |
| $\$ 2,020,084$ | $\$ 1,895,601$ |
| $1,481,177$ | $1,403,692$ |


| 538,907 | 491,909 |
| ---: | ---: |
| 466,247 | 410,367 |
| 72,660 | 81,542 |
| $(16,272)$ | $(18,734)$ |
| 6,818 | 6,512 |
| $(10,632)$ | $(8,170)$ |


| -- -- |  |  |
| :---: | :---: | :---: |
| 52,574 | 61,150 |  |
| 25,000 | 28,000 |  |
| \$ 27,574 | \$ 33,150 |  |
| \$ . 10 | \$ . 12 |  |
| \$ . 12 | \$ | . 10 |
| 273, 214 |  | 077 |

Twenty-six Weeks Ended

| August 2, | August 3, |
| :---: | ---: |
| 1997 | 1996 | 1996

$\$ 3,683,544$ 2,722,094 961, 450 826, 072

135,378
$(35,281)$

23, 654
$(12,449)$

| 8,606 |  |  |
| :---: | :---: | :---: |
| 97,447 |  | 302 |
| 45,000 |  | 000 |
| \$ 52,447 | \$ | 302 |
| \$ . 19 | \$ | 21 |
| \$ . 24 | \$ | 20 |
| 272,846 |  | 284 |

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

THE LIMITED, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (Thousands)

| Common Stock | 180,352 | 180,352 |
| :---: | :---: | :---: |
| Paid-in Capital | 143,995 | 142,860 |
| Retained Earnings | 3,513,585 | 3,526,256 |
|  | 3,837,932 | 3,849,468 |
| Less Treasury Stock, at Average Cost | $(1,917,971)$ | $(1,926,886)$ |
| TOTAL SHAREHOLDERS' EQUITY | 1,919,961 | 1,922,582 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$ 4, 071, 492 | \$ 4,120, 002 |

## ASSETS

CURRENT ASSETS:
Cash and Equivalents
Accounts Receivable
Inventories
Store Supplies
Other
TOTAL CURRENT ASSETS
PROPERTY AND EQUIPMENT, NET
RESTRICTED CASH
OTHER ASSETS
TOTAL ASSETS

## LIABILITIES AND SHAREHOLDERS' EQUITY

CURRENT LIABILITIES:
Accounts Payable
Accrued Expenses
Commercial Paper
Income Taxes Payable

TOTAL CURRENT LIABILITIES
LONG-TERM DEBT
DEFERRED INCOME TAXES
OTHER LONG-TERM LIABILITIES
MINORITY INTEREST
CONTINGENT STOCK REDEMPTION AGREEMENT
SHAREHOLDERS' EQUITY:

Retained Earnings

Less Treasury Stock, at Average Cost
TOTAL SHAREHOLDERS' EQUITY

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

August 2, 1997
(unaudited)

| \$ | 22,467 | \$ | 312,796 |
| :---: | :---: | :---: | :---: |
|  | 91,545 |  | 69,337 |
|  | 1,155,665 |  | 1, 007,303 |
|  | 92,578 |  | 90,400 |
|  | 89,995 |  | 65,261 |
|  | 1,452,250 |  | 1,545,097 |
|  | 1,853,267 |  | 1,828,869 |
|  | 351,600 |  | 351,600 |
|  | 414,375 |  | 394,436 |
|  | 4,071,492 | \$ | 4,120,002 |

$\left.\begin{array}{rrr}\$ 353,933 & \$ & 307,841 \\ 446,006 \\ 116,121\end{array}\right)$

February 1, 1997
------------------

+ 312,796 69, 337

90,40 65, 261

1, 828,869 351, 600
\$ 4, 120, 002
================

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

> THE LIMITED, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (Thousands) (Unaudited)



NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

## 1. BASIS OF PRESENTATION

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 August 2, 1997 and for the thirteen and twenty-six week periods ended August 2, 1997 and August 3, 1996 are unaudited and are presented pursuant to the rules and regulations of the Securities and Exchange Commission. Accordingly, these statements should be read in conjunction with the consolidated financial statements and notes thereto contained in the Company's 1996 Annual Report on Form $10-\mathrm{K}$. 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 August 2, 1997 and for the thirteen and twenty-six week periods ended August 2, 1997 and August 3, 1996 included herein have been reviewed by the independent public accounting firm of Coopers \& Lybrand L.L.P. and the report of such firm follows the notes to consolidated financial statements.
2. ADOPTION OF ACCOUNTING STANDARD

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings Per Share."

The Company will adopt the computation, presentation and disclosure requirements for earnings per share in the fourth quarter of 1997, the effect of which will not be material to the Company's consolidated financial statements.

## 3. 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.

Property and equipment, net, consisted of (thousands):

|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { February 1, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Property and equipment, at cost | \$3,412, 807 | \$3,290,244 |
| Accumulated depreciation and amortization | $(1,559,540)$ | $(1,461,375)$ |
| Property and equipment, net | \$1,853, 267 | \$1,828,869 |

5. INCOME TAXES

The provision for income taxes is based on the current estimate of the annual effective tax rate. Income taxes paid during the twenty-six weeks ended August 2, 1997 and August 3, 1996 approximated $\$ 183$ million and $\$ 142$ million.

The Internal Revenue Service has assessed the Company for additional taxes and interest for years 1989 - 1992. The outstanding issue from the assessment is based primarily on the treatment of transactions involving the Company's foreign operations. 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.
6. FINANCING ARRANGEMENTS

Unsecured long-term debt consisted of (thousands):

7 1/2\% Debentures due March 2023
7 4/5\% Notes due May 2002
9 1/8\% Notes due February 2001
8 7/8\% Notes due August 1999

| $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { February 1, } \\ 1997 \end{gathered}$ |
| :---: | :---: |
| \$250, 000 | \$250, 000 |
| 150,000 | 150,000 |
| 150,000 | 150,000 |
| 100,000 | 100,000 |
| \$650, 000 | \$650, 000 |

The Company maintains a $\$ 1$ billion unsecured revolving credit agreement (the "Agreement"). Borrowings outstanding under the Agreement are due December 14, 2000. However, the revolving term of the Agreement may be extended an additional two years upon notification by the Company on the second and fourth anniversaries of the effective date (December 15, 1995), subject to the approval of the lending banks. The Agreement has several 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. Facilities fees payable under the Agreement are based on the Company's long-term credit ratings, and currently approximate $1 / 8 \%$ of the committed amount per annum. The Agreement contains covenants relating to the Company's working capital, debt and net worth. No amounts were outstanding under the Agreement at August 2, 1997.

The Agreement supports the Company's commercial paper program which is used from time to time to fund working capital and other general corporate requirements. Commercial paper outstanding at August 2, 1997 was $\$ 116.1$ million.

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

Interest paid during the twenty-six weeks ended August 2, 1997 and August 3,1996 approximated $\$ 40.1$ million and $\$ 34.6$ million.
7. SELF-TENDER OFFER

On March 17, 1996, the Company completed the repurchase for $\$ 1.615$ billion or $\$ 19$ per share of 85 million shares of its common stock under a self-tender offer.
8. GAIN IN CONNECTION WITH INITIAL PUBLIC OFFERING OF EQUITY INVESTEE

During the first quarter of 1997, the Company recognized a pre-tax gain of $\$ 8.6$ million in connection with the initial public offering ("IPO") of Brylane, Inc., a $26 \%$ owned (post IPO) specialty catalogue retailer.

## [LETTERHEAD OF COOPERS \& LYBRAND APPEARS HERE]

REPORT OF INDEPENDENT ACCOUNTANTS

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 August 2, 1997, and the related condensed consolidated statements of income and cash flows for the thirteen-week and twenty-six-week periods ended August 2, 1997 and August 3, 1996. These financial 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 accordance with generally accepted auditing standards, the consolidated balance sheet as of February 1, 1997, 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 24, 1997, 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 February 1, 1997, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.
/s/ Coopers \& Lybrand L.L.P. COOPERS \& LYBRAND L.L.P.

## Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND

 FINANCIAL CONDITIONRESULTS OF OPERATIONS
During the first quarter of 1996, the Company repurchased 85 million of its common shares via a self-tender consummated effective March 17, 1996. Accordingly, to aid in the analysis of the twenty-six weeks ended August 2, 1997 as compared to 1996, certain proforma adjustments, including the tax impact, have been made to the 1996 results as follows: 1) weighted average shares outstanding have been reduced to reflect the 85 million share repurchase as if it occurred at the beginning of 1996; and 2) the 1996 year-to-date income statement has been adjusted to remove $\$ 10.5$ million in interest income earned on the temporary investment of the proceeds from the Intimate Brands, Inc. ("IBI") and WFNNB Fall 1995 transactions that were used to consummate the self-tender. The adjusted proforma summary income information is presented below.

|  | Thirteen Weeks Ended |  | Twenty-six Weeks Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August 3, } \\ 1996 \end{gathered}$ | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | Adjusted Proforma August 3, 1996 |
| Operating Income | \$72,660 | \$81, 542 | \$122, 284 | \$135, 378 |
| Interest Expense | $(16,272)$ | $(18,734)$ | $(32,819)$ | $(35,281)$ |
| Other Income | 6,818 | 6,512 | 15,655 | 13,154 |
| Minority Interest | $(10,632)$ | $(8,170)$ | $(16,279)$ | $(12,449)$ |
| Gain in Connection with IPO of Equity Investee | - | - | 8,606 | - |
| Income before Income Taxes | 52,574 | 61,150 | 97,447 | 100, 802 |
| Provision for Income Taxes | 25,000 | 28,000 | 45,000 | 46,000 |
| Net Income | \$27,574 | \$33, 150 | \$52,447 | \$54, 802 |
| Net Income per Share | \$. 10 | \$. 12 | \$. 19 | \$. 20 |
| Net Income per Share Exclusive of Gain in Connection with IPO | \$. 10 | \$. 12 | \$. 17 | \$. 20 |
| Weighted Average Shares Outstanding | 273,214 | 272, 077 | 272,846 | 271, 669 |

(a) Reduced 1996 interest income by $\$ 10.5$ million derived from the temporary investment of the proceeds from the IBI and WFNNB Fall 1995 transactions that were used to consummate the self-tender.
(b) Adjusted taxes for effect of $\$ 10.5$ million proforma adjustment to interest income.
(c) Adjusted net income per share and weighted average shares outstanding for the impact of the self-tender for 85 million shares effective March 17, 1996 as if it were consummated at the beginning of 1996.

Net sales for the second quarter of 1997 grew $7 \%$ to $\$ 2.020$ billion from $\$ 1.896$ billion a year ago. Operating income decreased $11 \%$ to $\$ 72.7$ million compared to operating income of $\$ 81.5$ million for 1996. Net income decreased $17 \%$ for the quarter in 1997 to $\$ 27.6$ million compared to net income of $\$ 33.2$ million for 1996.

Sales for the twenty-six weeks ended August 2, 1997 increased 5\% to \$3.850 billion compared to $\$ 3.684$ billion in 1996. Excluding the gain in connection with the IPO of Brylane (see Note 8) net income decreased $15 \%$ to $\$ 46.8$ million from proforma 1996 net income of $\$ 54.8$ million (earnings per share were $\$ .17$ compared to 1996 proforma earnings per share of \$.20).

Business highlights include the following:
The Intimate Brands businesses continued their solid performance during the second quarter recording a $15 \%$ comparable store sales increase and a $24 \%$ operating income increase.

Victoria's Secret Stores had a very successful semi-annual sale in June. Overall for the quarter, the business recorded comparable store sales increases of $15 \%$ and a margin improvement, resulting in an operating income increase of $29 \%$.

Bath \& Body Works achieved a $58 \%$ sales gain and a $43 \%$ increase in operating profits. To date, the business has benefited from continued product introductions, a growing gift business and 241 new stores as compared to last year.

Victoria's Secret Catalogue steadily gained momentum throughout the first half of the year, achieving record sales and profits. Year-to-date, operating income increased $39 \%$, due to a $10 \%$ sales increase and a $2.5 \%$ decline in catalogue and related costs, as a percentage of sales, primarily from lower paper costs.

The Women's businesses in total continued to underperform in the second quarter, principally due to the Express business, which experienced a $24 \%$ decrease in comparable store sales. Overall, the Women's businesses reported an $11 \%$ decrease in comparable store sales in the second quarter.

Limited Too had a significant improvement in sales momentum with a $25 \%$ comparable store sales gain in the second quarter.

Abercrombie \& Fitch Co. reported a 150\% increase in second quarter operating income supported by a $15 \%$ comparable store sales increase.

## Financial Summary

The following summarized financial and statistical data compares the thirteen week and twenty-six week periods ended August 2, 1997 to the comparable 1996 periods

|  | Second Quarter |  |  | Year - to - Date |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | Change From Prior Year | 1997 | 1996 | Change From Prior Year |
| Net Sales (millions) : |  |  |  |  |  |  |
| Victoria's Secret Stores | \$389 | \$319 | 22\% | \$714 | \$605 | 18\% |
| Victoria's Secret Catalogue | 196 | 176 | 12\% | 376 | 343 | 10\% |
| Bath \& Body Works | 212 | 134 | 58\% | 389 | 245 | 59\% |
| Cacique | 22 | 21 | 5\% | 42 | 40 | 5\% |
| Other | 8 | 3 | 167\% | 10 | 6 | 67\% |
| Total Intimate Brands, Inc. | \$827 | \$653 | 27\% | \$1,531 | \$1,239 | 24\% |
| Express | \$246 | \$317 | (22\%) | \$470 | \$632 | (26\%) |
| Lerner | 203 | 225 | (10\%) | 397 | 446 | (11\%) |
| Lane Bryant | 217 | 207 | 5\% | 421 | 426 | (1\%) |
| Limited Stores | 175 | 205 | (15\%) | 355 | 393 | (10\%) |
| Henri Bendel | 17 | 18 | (6\%) | 43 | 40 | 8\% |
| Total Women's Businesses | \$858 | \$972 | (12\%) | \$1,686 | \$1,937 | (13\%) |
| Structure | \$152 | \$146 | 4\% | \$279 | \$269 | 4\% |
| The Limited Too | 61 | 48 | 27\% | 127 | 93 | 37\% |
| Galyan's | 35 | 20 | 75\% | 66 | 37 | 78\% |
| Total Emerging Businesses | \$248 | \$214 | 16\% | \$472 | \$399 | 18\% |
| Abercrombie \& Fitch | \$87 | \$57 | 53\% | \$161 | \$109 | 48\% |
| Total Net Sales | \$2, 020 | \$1,896 | 7\% | \$3,850 | \$3,684 | 5\% |
| Operating Income (millions): |  |  |  |  |  |  |
| Intimate Brands, Inc. | \$107 | \$87 | 23\% | \$168 | \$136 | 24\% |
| Women's Businesses | (69) | (19) | (263\%) | (96) | (15) | (540\%) |
| Emerging Businesses | 30 | 12 | 150\% | 43 | 13 | 231\% |
| Abercrombie \& Fitch | 5 | 2 | 150\% | 7 | 1 | 600\% |
| Total Operating Income | \$73 | \$82 | (11\%) | \$122 | \$135 | (10\%) |

Second Quarter


Increase (decrease) in comparable store sales:


* Acquired in July 1995 with comparable store sales reporting starting July 1996

|  | Number of Stores |  |  | Selling Sq. Ft. (thousands) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August 3, } \\ 1996 \end{gathered}$ | Change From Prior Year | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August 3, } \\ 1996 \end{gathered}$ | Change From Prior Year |
| Victoria's Secret Stores | 757 | 703 | 54 | 3,433 | 3,195 | 238 |
| Bath \& Body Works | 844 | 603 | 241 | 1,564 | 1,042 | 522 |
| Cacique | 118 | 120 | (2) | 363 | 368 | (5) |
| Penhaligon's | - | 4 | (4) | - | 2 | (2) |
| Total Intimate Brands, Inc. | 1,719 | 1,430 | 289 | 5,360 | 4,607 | 753 |
| Express | 751 | 750 | 1 | 4,738 | 4,688 | 50 |
| Lerner | 757 | 814 | (57) | 5,803 | 6,225 | (422) |
| Lane Bryant | 808 | 825 | (17) | 3,875 | 3,954 | (79) |
| Limited Stores | 648 | 681 | (33) | 3,891 | 4,142 | (251) |
| Henri Bendel | 6 | 4 | 2 | 113 | 88 | 25 |
| Total Women's Businesses | 2,970 | 3,074 | (104) | 18,420 | 19,097 | (677) |
| Structure | 543 | 534 | 9 | 2,132 | 2,067 | 65 |
| The Limited Too | 310 | 304 | 6 | 973 | 953 | 20 |
| Galyan's | 9 | 6 | 3 | 488 | 250 | 238 |
| Total Emerging Businesses | 862 | 844 | 18 | 3,593 | 3,270 | 323 |
| Abercrombie \& Fitch | 139 | 106 | 33 | 1,101 | 830 | 271 |
| Total Stores and Selling Square Feet | 5,690 | 5,454 | 236 | 28,474 | 27,804 | 670 |

## Net Sales

Net sales for the second quarter of 1997 increased $7 \%$ over the second quarter of 1996, primarily as a result of the increase in retail sales attributed to new and remodeled stores and catalogue sales as comparable store sale performance was flat. During the second quarter of 1997, the Company opened 80 new stores, remodeled 60 stores and closed 19 stores. Net sales for the twenty-six weeks ended August 2, 1997 increased 5\% as compared to the same period in 1996 primarily as a result of new and remodeled stores offset by a $2 \%$ decrease in comparable store sales.

Sales at the Intimate Brands' businesses for the second quarter of 1997 increased $27 \%$ over the same period last year. This increase was attributable to the net addition of 289 stores, a $15 \%$ increase in comparable store sales and a $12 \%$ increase in catalogue net sales. Year-to-date Intimate Brands, Inc. sales increased $24 \%$ over the same period in 1996, due to the net addition of new and remodeled stores, a 12\% increase in comparable store sales, and a 10\% increase in catalogue net sales.

Sales at the Women's businesses for the second quarter and year-to-date periods of 1997 decreased $12 \%$ and $13 \%$, respectively, compared to the same periods in 1996, primarily due to the $11 \%$ and $12 \%$ decreases in comparable store sales. A substantial portion of the disappointing sales results in the Women's businesses can be attributed to the Express business which recorded a $24 \%$ and $27 \%$ decline in comparable store sales for the thirteen and twenty-six week periods ended August 2, 1997.

Sales improved significantly at Limited Too and Abercrombie \& Fitch Co. which were bolstered by comparable store sales increases of $25 \%$ and $15 \%$ for the second quarter 1997 and $30 \%$ and $14 \%$ for the year-to-date period.

Gross Income

Gross income, expressed as a percentage of sales, increased to $26.7 \%$ for the second quarter of 1997 from $26.0 \%$ for the second quarter of 1996. The increase was attributable to a $0.5 \%$ increase in merchandise margins, expressed as a percentage of sales, and a $0.2 \%$ decrease in buying and occupancy costs, also expressed as a percentage of sales. The increase in merchandise margin was attributable to higher initial markup which was partially offset by a higher markdown rate over the comparable period last year.

The 1997 year-to-date gross income percentage increased $0.9 \%$ to $27.0 \%$ in 1997 from $26.1 \%$ for the same period in 1996, which was primarily attributable to higher initial markup partially offset by higher markdowns.

General, Administrative and Store Operating Expenses

General, administrative and store operating expenses, expressed as a percentage of sales, increased to $23.1 \%$ for the second quarter of 1997 as compared to $21.6 \%$ for the second quarter of 1996. This increase was attributable to a combination of the increase in IBI businesses in the overall sales mix and the inability to leverage these expenses in the Women's businesses due to poor sales performance. The Intimate Brands expense rate increased $1.3 \%$, resulting primarily from Bath \& Body Works which increased from $21 \%$ to $26 \%$ of total IBI sales. Although Bath \& Body Works has a higher gross margin, it also has higher general, administrative and store operating expenses as a percent of sales. In addition, investments made in store staffing for the fragrance portion of Victoria's Secret Stores also contributed to the rate increase.

Year-to-date general, administrative and store operating expenses increased as a percentage of sales to $23.8 \%$ in 1997 compared to $22.4 \%$ in 1996. This increase was due primarily to the reasons discussed above.

## Operating Income

Second quarter and year-to-date 1997 operating income, expressed as a percentage of sales, were $3.6 \%$ and $3.2 \%$, compared to $4.3 \%$ and $3.7 \%$, respectively, for 1996. The decrease was due to higher general, administrative and store operating expenses which more than offset the increase in gross income, expressed as a percentage of sales.

|  | Second Quarter |  | Year-to-Date |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1997 | 1996 |
| Average Borrowings (millions) | \$767 | \$917 | \$780 | \$854 |
| Average Effective Interest Rate | 8.49\% | 8.17\% | 8.42\% | 8.26\% |

Interest expense decreased $\$ 2.5$ million in the second quarter and year-to-date periods in 1997 from the comparable periods in 1996. In 1996 two subsidiaries of Abercrombie \& Fitch borrowed $\$ 150$ million in July which was repaid in the third quarter of 1996. The Company also experienced slightly lower average borrowings in the second quarter of 1997 versus 1996.

Other Income

The increase in 1997 second quarter and year-to-date other income of \$0.3 million and $\$ 2.5$ million, compared to 1996 second quarter and adjusted proforma year-to-date other income, was due to interest income earned on temporary investments.

## FINANCIAL CONDITION

Liquidity and Capital Resources

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

|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { February 1, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Working Capital | \$533, 247 | \$638, 204 |
| Capitalization: |  |  |
| Long-term debt | \$650,000 | \$650, 000 |
| Deferred income taxes | 106,755 | 169,932 |
| Shareholders' equity | 1,919,961 | 1,922,582 |
| Total Capitalization | \$2,676,716 | \$2,742,514 |
| Amounts available under |  |  |
| long-term credit agreements* | \$873, 879 | \$1,000, 000 |

* In addition, the Company may offer up to $\$ 250$ million of debt securities and warrants to purchase debt securities under its shelf registration statement.

Net cash used for operating activities was $\$ 138.9$ million for the twenty-six weeks ended August 2, 1997 versus $\$ 31.7$ million last year. The increase was primarily attributable to an increase in income tax payments and an increase in inventories as merchandise payables, used to fund inventory, remained flat to last year.

Investing activities included capital expenditures, approximately $\$ 107$ million of which were for new and remodeled stores.

Cash used for financing activities for 1997 reflect an increase in the dividend to $\$ .12$ per share from $\$ .10$ per share. For 1996 , financing activities included $\$ 1.615$ billion used to repurchase 85 million shares of the Company's common stock.

## Capital Expenditures

Capital expenditures totaled $\$ 212.5$ million for the twenty-six weeks ended August 2, 1997, compared to $\$ 191.0$ million for the same period of 1996 . The Company anticipates spending $\$ 390$ - $\$ 410$ million for capital expenditures in 1997, of which $\$ 240$ - $\$ 260$ million will be for new stores, the remodeling of existing stores and related improvements for the retail businesses.

The Company expects that 1997 capital expenditures will be funded by net cash provided by operating activities.

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995

All forward-looking statements made by the Company involve material risks and uncertainties and are subject to change based on various important factors which may be beyond the Company's control. Accordingly, the Company's future performance and financial results may differ materially from those expressed or implied in any such forward-looking statements. Such factors include, but are not limited to, changes in consumer spending patterns, consumer preferences and overall economic conditions, the impact of competition and pricing, changes in weather patterns, political stability, currency and exchange risks and changes in existing or potential duties, tariffs or quotas, availability of suitable store locations on appropriate terms, ability to develop new merchandise, ability to hire and train associates, and other factors that may be described in the Company's filings with the Securities and Exchange Commission. The Company does not undertake to publicly update or revise its forward-looking statements even if experience or future changes make it clear that any projected results expressed or implied therein will not be realized.

## Item 1. LEGAL PROCEEDINGS

The Company is a defendant in a variety of lawsuits arising in the ordinary course of business. On April 8, 1997, the United States District Court, Central District of California, unsealed and permitted to be served an amended complaint previously filed in that court against the Company and certain of its subsidiaries by the American Textiles Manufacturers Institute, a textile industry trade association. The amended complaint alleges that the defendants violated the federal False Claims Act by submitting false country of origin records to the US Customs Service. The amended complaint seeks recovery on behalf of the United States in an unspecified amount. On June 2, 1997, the defendants filed a motion to dismiss the complaint and a motion to transfer the case to the United States District court for the Southern District of Ohio, Eastern Division. On June 30, 1997, the motion to transfer was granted. The motion to dismiss the amended complaint remains pending. The Company believes the allegations made are without merit and intends to defend the lawsuit vigorously.

Although it is not possible to predict with certainty the eventual outcome of any litigation, in the opinion of management, the
foregoing proceedings are not expected to have a material adverse effect on the Company's financial position or results of operations

## Item 2. CHANGES IN SECURITIES

(c) Recent Sales of Unregistered Securities

In July 1997, the Company issued 110,345 shares of common stock of The Limited, Inc. to Patrick W. Galyan in settlement of certain contractual obligations. The sale of the common stock was exempt from registration under the Securities Act of 1933, as amended (the "Securities Act"), pursuant to Section 4(2) thereof, as a transaction not involving a public offering.

## Item 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits.
3. Articles of Incorporation and Bylaws.
3.1 Certificate of Incorporation of the Company incorporated by reference to Exhibit 3.4 to the Company's Annual Report on Form 10-K for the fiscal year ended January 30, 1988.
3.2 Restated Bylaws of the Company incorporated by reference to Exhibit 3.2 to the Company's Annual Report on Form 10-K for the fiscal year ended February 2, 1991 (the "1990" form 10-K).
4. Instruments Defining the Rights of Security Holders.
4.1 Copy of the form of Global Security representing the Company's 7 1/2\% Debentures due 2023, incorporated by reference to Exhibit 1 to the Company's Current Report on Form 8-K dated March 4, 1993.

Conformed copy of the Indenture dated as of March 15, 1988 between the Company and The Bank of New York, incorporated by reference to Exhibit 4.1(a) to the Company's Current Report on Form 8-K dated March 21, 1989.
4.3 Copy of the form of Global Security representing the Company's 8 7/8\% Notes due August 15, 1999 incorporated by reference to Exhibit 4.1 to the Company's Current Report on Form $8-\mathrm{K}$ dated August 14, 1989.
4.4 Copy of the form of Global Security representing the Company's 9 1/8\% Notes due February 1, 2001 incorporated by reference to Exhibit 4.1 to the Company's Current Report on Form 8-K dated February 6, 1991.
4.5 Copy of the form of Global Security representing the Company's 7.80\% Notes due May 15, 2002, incorporated by reference to the Company's Current Report on Form 8-K dated February 27, 1992.
4.6 Proposed form of Debt Warrant Agreement for Warrants attached to Debt Securities, with proposed form of Debt Warrant Certificate incorporated by reference to Exhibit 4.2 to the Company's Registration Statement on Form S-3 (File no. 33-53366) originally filed with the Securities and Exchange Commission (the "Commission") on October 16, 1992 as amended by Amendment No. 1 thereto, filed with the Commission on February 23, 1993 (the "1993 Form S-3").
4.7 Proposed form of Debt Warrant Agreement for Warrants not attached to Debt Securities, with proposed form of Debt Warrant Certificate incorporated by reference to Exhibit 4.3 to the 1993 Form S-3.
4.8

Credit Agreement dated as of December 15, 1995 among the Company, Morgan Guaranty Trust Company of New York and the banks listed therein, incorporated by reference to Exhibit 4.8 to the Company's 1995 Annual Report on Form 10-K.

Material Contracts

| 10.1 | Supplemental Schedule of Directors and Officers who <br> became parties to an Indemnification Agreement. |
| :---: | :--- |
| 10.2 | The 1997 Restatement of The Limited, Inc. 1993 <br> Stock Option and Performance Incentive Plan <br> incorporated by reference to Exhibit B to the <br> Company's Proxy Statement dated April 14, 1997. |
| 10.3 | The Limited, Inc. 1996 Stock Plan for Non-Associate |
|  | Directors incorporated by reference to Exhibit 10.2 <br> to the Company's Quarterly Report on Form 10-Q for <br> the quarter ended November 2, 1996. |
|  | The Limited, Inc. Incentive Compensation |
|  | Performance Plan incorporated by reference to <br> Exhibit A to the Company's Proxy Statement dated |
|  | April 14, 1997. |

12. Statement re: Computation of Ratio of Earnings to Fixed Charges.
13. Letter re: Unaudited Interim Financial Information to Securities and Exchange Commission re: Incorporation of Independent Accountants' Report.
14. 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/ V. Ann Hailey
V. Ann Hailey,

Executive Vice President
and Chief Financial Officer*

Date: September 12, 1997

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


## Exhibit No. Document

10.1 Supplemental Schedule of Directors and Officers who became parties to an Indemnification Agreement.

Statement re: Computation of Per Share Earnings.

Statement re: Ratio of Earnings to Fixed Charges.

Letter re: Unaudited Interim Financial Information to Securities and Exchange Commission re: Incorporation of Independent Accountants' Report.

Financial Data Schedule.

SUPPLEMENTAL SCHEDULE OF DIRECTORS AND OFFICERS WHO BECAME PARTIES TO AN INDEMNIFICATION AGREEMENT

| Signatory | Effective Date | Capacity |
| :--- | :---: | :--- |
| Abigail S. Wexner | $------------------19, ~$ | Director |
| V. Ann Hailey | May 1997 | Executive Officer |

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

|  | Thirteen Weeks Ended |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August } 3, \\ 1996 \end{gathered}$ |
| Net Income | \$27,574 | \$33,150 |
| Common shares outstanding: |  |  |
| Weighted average | 379,454 | 379,454 |
| Dilutive effect of stock options | $1,620$ | $1,190$ |
| Weighted average treasury shares | $(107,860)$ | $(108,567)$ |
| Weighted average used to calculate net income per share | 273,214 | 272,077 |
| Net income per share | \$. 10 | \$. 12 |
|  | Twenty-six Weeks Ended |  |
|  | $\begin{gathered} \text { August 2, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { August 3, } \\ 1996 \end{gathered}$ |
| Net Income | \$52,447 | \$61,302 |
| Common shares outstanding: |  |  |
| Weighted average | 379,454 | 379,454 |
| Dilutive effect of stock options | 1,213 | 870 |
| Weighted average treasury shares | $(107,821)$ | $(89,040)$ |
| Weighted average used to calculate net income per share | 272,846 | 291, 284 |
| Net income per share | \$. 19 | \$. 21 |

Note: Exercise of the Wexner Agreement (which cannot occur prior to January 31, 1998) was determined not to dilute reported earnings per share.

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

| Twenty-six Weeks Ended |  |
| :---: | :---: |
| August 2, | August 3, |
| 1997 | 1996 |

## Adjusted Earnings

Income before income taxes
Portion of minimum rent ( $\$ 373,745$ in 1997 and $\$ 360,223$ in 1996)
representative of interest

Interest on indebtedness
Minority Interest

Total earnings as adjusted
$\$ 97,447$
\$111, 302

| 124,582 | 120,074 |
| :---: | :---: |
| 32,819 | 35,281 |
| 16,279 | 12,449 |

\$271, 127
\$279, 106
=============== =============

## Fixed Charges

Portion of minimum rent representative of interest
Interest on indebtedness

Total fixed charges

Ratio of earnings to fixed charges

| \$124, 582 | \$120, 074 |
| :---: | :---: |
| 32,819 | 35,281 |
| \$157, 401 | \$155, 355 |
| 1.72x | 1.80x |

[LETTERHEAD OF COOPERS \& LYBRAND APPEARS HERE]

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

We are aware that our report dated September 10, 1997, on our review of the interim consolidated financial information of The Limited, Inc. and Subsidiaries for the thirteen-week and twenty-six-week periods ended August 2, 1997 and included in this Form 10-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, 333-04927, 333-04941, 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.
/s/ Coopers \& Lybrand L.L.P.
COOPERS \& LYBRAND L.L.P.
Columbus, Ohio
September 10, 1997

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) OF THE LIMITED, INC. AND SUBSIDIARIES FOR THE QUARTER ENDED AUGUST 2, 1997 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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