



# Lbrands

VICTORIA'S SECRET / BATH & BODY WORKS  
PINK / LA SENZA / HENRI BENDEL

Second Quarter Earnings Presentation  
August 22, 2018



## Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

We caution that any forward-looking statements (as such term is defined in the Private Securities Litigation Reform Act of 1995) contained in this presentation or made by our company or our management involve risks and uncertainties and are subject to change based on various factors, many of which are beyond our control. Accordingly, our future performance and financial results may differ materially from those expressed or implied in any such forward-looking statements. Words such as “estimate,” “project,” “plan,” “believe,” “expect,” “anticipate,” “intend,” “planned,” “potential” and any similar expressions may identify forward-looking statements. Risks associated with the following factors, among others, in some cases have affected and in the future could affect our financial performance and actual results and could cause actual results to differ materially from those expressed or implied in any forward-looking statements included in this presentation or otherwise made by our company or our management:

- general economic conditions, consumer confidence, consumer spending patterns and market disruptions including severe weather conditions, natural disasters, health hazards, terrorist activities, financial crises, political crises or other major events, or the prospect of these events;
- the seasonality of our business;
- the dependence on mall traffic and the availability of suitable store locations on appropriate terms;
- our ability to grow through new store openings and existing store remodels and expansions;
- our ability to successfully expand internationally and related risks;
- our independent franchise, license and wholesale partners;
- our direct channel businesses;
- our ability to protect our reputation and our brand images;
- our ability to attract customers with marketing, advertising and promotional programs;
- our ability to protect our trade names, trademarks and patents;
- the highly competitive nature of the retail industry and the segments in which we operate;
- consumer acceptance of our products and our ability to manage the life cycle of our brands, keep up with fashion trends, develop new merchandise and launch new product lines successfully;
- our ability to source, distribute and sell goods and materials on a global basis, including risks related to:
  - political instability, significant health hazards, environmental hazards or natural disasters;
  - duties, taxes and other charges;
  - legal and regulatory matters;
  - volatility in currency exchange rates;
  - local business practices and political issues;



## Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

### Continued

- potential delays or disruptions in shipping and transportation and related pricing impacts;
- disruption due to labor disputes; and
- changing expectations regarding product safety due to new legislation;
- our geographic concentration of vendor and distribution facilities in central Ohio;
- fluctuations in foreign currency exchange rates;
- stock price volatility;
- our ability to pay dividends and related effects;
- our ability to maintain our credit rating;
- our ability to service or refinance our debt;
- our ability to retain key personnel;
- our ability to attract, develop and retain qualified associates and manage labor-related costs;
- the ability of our vendors to deliver products in a timely manner, meet quality standards and comply with applicable laws and regulations;
- fluctuations in product input costs;
- our ability to adequately protect our assets from loss and theft;
- fluctuations in energy costs;
- increases in the costs of mailing, paper and printing;
- claims arising from our self-insurance;
- our ability to implement and maintain information technology systems and to protect associated data;
- our ability to maintain the security of customer, associate, third-party or company information;
- our ability to comply with regulatory requirements;
- legal and compliance matters; and
- tax, trade and other regulatory matters.

We are not under any obligation and do not intend to make publicly available any update or other revisions to any of the forward-looking statements contained in this presentation to reflect circumstances existing after the date of this presentation or to reflect the occurrence of future events even if experience or future events make it clear that any expected results expressed or implied by those forward-looking statements will not be realized. Additional information regarding these and other factors can be found in Item 1A. Risk Factors in our 2017 Annual Report on Form 10-K.



**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**THIRTEEN WEEKS ENDED AUGUST 4, 2018 AND JULY 29, 2017**  
**(Unaudited)**

(In millions except per share amounts)

	<u>2018</u>	<u>2017</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Net Sales	\$ 2,983.8	\$ 2,755.0	\$ 228.8	8%
Comparable Store Sales	-1%	-6%		
Comparable Sales	3%	-8%		
Gross Profit	1,059.0	1,027.9	31.1	3%
% of Sales	35.5%	37.3%	(180 bps)	
General, Administrative and Store Operating Expenses	830.9	727.0	103.9	14%
% of Sales	27.8%	26.4%	140 bps	
Operating Income	<u>228.1</u>	<u>300.9</u>	(72.8)	-24%
% of Sales	7.6%	10.9%	(330 bps)	
Interest Expense and Other	<u>99.2</u>	<u>83.8</u>	15.4	18%
Income Before Income Taxes	128.9	217.1	(88.2)	-41%
Provision for Income Taxes	29.9	78.2	(48.3)	-62%
% of Pre-Tax Income	23.2%	36.0%		
Net Income	<u>\$ 99.0</u>	<u>\$ 138.9</u>	\$ (39.9)	-29%
% of Sales	3.3%	5.0%	(170 bps)	
Net Income Per Diluted Share	<u>\$ 0.36</u>	<u>\$ 0.48</u>	\$ (0.12)	-25%
Weighted Average Shares Outstanding	<u>278.7</u>	<u>288.9</u>		



**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**TWENTY-SIX WEEKS ENDED AUGUST 4, 2018 AND JULY 29, 2017**  
**(Unaudited)**  
**(In millions except per share amounts)**

	<u>2018</u>	<u>2017</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Net Sales	\$ 5,609.7	\$ 5,191.5	\$ 418.2	8%
Comparable Store Sales	-2%	-7%		
Comparable Sales	3%	-9%		
Gross Profit	2,002.9	1,930.7	72.2	4%
% of Sales	35.7%	37.2%	(150 bps)	
General, Administrative and Store Operating Expenses	1,620.0	1,420.6	199.4	14%
% of Sales	28.9%	27.4%	150 bps	
Operating Income	<u>382.9</u>	<u>510.1</u>	(127.2)	-25%
% of Sales	6.8%	9.8%	(300 bps)	
Interest Expense and Other	<u>195.6</u>	<u>174.6</u>	21.0	12%
Income Before Income Taxes	187.3	335.5	(148.2)	-44%
Provision for Income Taxes	40.7	102.6	(61.9)	-60%
% of Pre-Tax Income	21.7%	30.6%		
Net Income	<u>\$ 146.6</u>	<u>\$ 232.9</u>	\$ (86.3)	-37%
% of Sales	2.6%	4.5%	(190 bps)	
Net Income Per Diluted Share	<u>\$ 0.52</u>	<u>\$ 0.81</u>	\$ (0.29)	-36%
Weighted Average Shares Outstanding	<u>280.2</u>	<u>289.1</u>		



**L BRANDS, INC. AND SUBSIDIARIES**  
**OPERATING INCOME BY SEGMENT**  
**THIRTEEN WEEKS ENDED AUGUST 4, 2018 AND JULY 29, 2017**  
**(Unaudited)**  
**(In millions)**

	<u>2018</u>	<u>2017</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Victoria's Secret	\$ 114.2	\$ 183.1	\$ (68.9)	-38%
% of Sales	6.6%	11.1%	(450 bps)	
Bath & Body Works	168.8	156.3	12.5	8%
% of Sales	17.5%	18.2%	(70 bps)	
Victoria's Secret and Bath & Body Works International	(9.4)	1.7	(11.1)	-667%
% of Sales	(6.5%)	1.5%	(800 bps)	
Other	(45.5)	(40.2)	(5.3)	-13%
% of Sales	(30.3%)	(29.9%)	(40 bps)	
<b>Total L Brands</b>	<b><u>\$ 228.1</u></b>	<b><u>\$ 300.9</u></b>	<b>\$ (72.8)</b>	<b>-24%</b>
% of Sales	7.6%	10.9%	(330 bps)	



**L BRANDS, INC. AND SUBSIDIARIES**  
**OPERATING INCOME BY SEGMENT**  
**TWENTY-SIX WEEKS ENDED AUGUST 4, 2018 AND JULY 29, 2017**  
**(Unaudited)**  
**(In millions)**

	<u>2018</u>	<u>2017</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Victoria's Secret % of Sales	\$ 197.4 6.0%	\$ 341.8 10.8%	\$ (144.4) (480 bps)	-42%
Bath & Body Works % of Sales	292.4 17.0%	258.2 16.8%	34.2 20 bps	13%
Victoria's Secret and Bath & Body Works International % of Sales	(14.2) (5.1%)	1.1 0.5%	(15.3) (560 bps)	-1401%
Other % of Sales	(92.7) (31.9%)	(91.0) (35.5%)	(1.7) 360 bps	-2%
Total L Brands % of Sales	<u>\$ 382.9</u> 6.8%	<u>\$ 510.1</u> 9.8%	\$ (127.2) (300 bps)	-25%



**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED CONDENSED BALANCE SHEETS**  
(Unaudited)  
(In thousands)

	August 4, 2018	July 29, 2017
<b>ASSETS</b>		
Current Assets		
Cash and Cash Equivalents	\$ 842,655	\$ 1,360,253
Accounts Receivable, Net	310,441	244,904
Inventories	1,315,048	1,118,215
Other	246,848	233,362
Total Current Assets	2,714,992	2,956,734
Property and Equipment, Net	2,949,397	2,840,757
Goodwill	1,348,287	1,348,287
Trade Names	411,000	411,000
Deferred Income Taxes	20,637	24,995
Other Assets	175,272	181,075
<b>TOTAL ASSETS</b>	<b>\$ 7,619,585</b>	<b>\$ 7,762,848</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY (DEFICIT)</b>		
Current Liabilities		
Accounts Payable	\$ 821,538	\$ 758,551
Accrued Expenses and Other	963,552	859,802
Current Debt	64,620	64,251
Income Taxes	6,724	76,086
Total Current Liabilities	1,856,434	1,758,690
Deferred Income Taxes	236,555	368,552
Long-Term Debt	5,711,838	5,703,648
Other Long-Term Liabilities	936,989	844,277
Shareholders' Equity (Deficit)	(1,122,231)	(912,319)
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY (DEFICIT)</b>	<b>\$ 7,619,585</b>	<b>\$ 7,762,848</b>





## L BRANDS 2ND QUARTER

2nd Quarter 2018 versus 2017

(\$ amounts in millions)

(Unaudited)

	<u>Victoria's Secret</u>	<u>Bath &amp; Body Works</u>	<u>Total L Brands</u>
Comparable store sales	(5%)	7%	(1%)
Comparable sales	(1%)	10%	3%
Sales change	5%	12%	8%
Sales	\$1,725	\$964	\$2,984
Gross profit (% of sales)	Down Significantly	Down	35.5%
Operating income (% of sales)	6.6%	17.5%	7.6%
Operating income	\$114	\$169	\$228
Net income			\$99
Average shares outstanding			279
Earnings per share			\$0.36



## L BRANDS YEAR TO DATE

Year to Date 2018 versus 2017

(\$ amounts in millions)

(Unaudited)

	<u>Victoria's Secret</u>	<u>Bath &amp; Body Works</u>	<u>Total L Brands</u>
Comparable store sales	(5%)	6%	(2%)
Comparable sales	0%	9%	3%
Sales change	4%	12%	8%
Sales	\$3,314	\$1,724	\$5,610
Gross profit (% of sales)	Down Significantly	Flat	35.7%
Operating income (% of sales)	6.0%	17.0%	6.8%
Operating income	\$197	\$292	\$383
Net income			\$147
Average shares outstanding			280
Earnings per share			\$0.52



## L Brands, Inc. 2018 Outlook as of August 22, 2018

	<u>Third Quarter</u>	<u>Full Year 2018</u>
<b>Comps</b>	Up low-single digits	Up low-single digits
<b>Gross Margin Rate</b>	Down from 37.8 % LY	Down from 39.3% LY
<b>SG&amp;A Expense Rate</b>	Up significantly from 28.9% LY	Up from 25.6% LY
<b>Net Non-Operating Expense</b>	About \$95 million	About \$380 million
<b>Tax Rate (before discrete items)</b>	About 27.0%	About 26.0%
<b>Weighted Average Shares Outstanding</b>	Approximately 277 million	Approximately 278 million
<b>Earnings Per Share</b>	\$0.00 to \$0.05	\$2.45 to \$2.70
<b>Capital Expenditures</b>	N/A	Between \$625 and \$650 million
<b>Depreciation and Amortization</b>	N/A	Approximately \$540 million
<b>Free Cash Flow<sup>1</sup></b>	N/A	About \$800 million

<sup>1</sup>Defined as operating cash flow less capital expenditures.



**L BRANDS**  
**COMPANY - OWNED STORE COUNT AND SELLING SQ FT**  
**2018 Forecast**

	Beginning of Year	New Stores	Closures	Total Reconstructions and Change in SSF	End of Year	Increase / (Decrease)	
<b>Victoria's Secret</b>							
Store Count	984	2	(18)	30	968	(16)	(2%)
Selling Sq Ft 000's	6,719	17	(95)	31	6,672	(47)	(1%)
<b>PINK</b>							
Store Count	140	1	-	7	141	1	1%
Selling Sq Ft 000's	491	4	-	11	506	15	3%
<b>Victoria's Secret - Canada</b>							
Store Count	39	-	-	-	39	-	-
Selling Sq Ft 000's	379	-	-	-	379	-	-
<b>PINK - Canada</b>							
Store Count	7	-	(1)	-	6	(1)	(14%)
Selling Sq Ft 000's	28	-	(5)	-	23	(5)	(17%)
<b>Subtotal VS</b>							
Store Count	1,170	3	(19)	37	1,154	(16)	(1%)
Selling Sq Ft 000's	7,616	21	(100)	42	7,580	(37)	(0%)
<b>Bath &amp; Body Works <sup>1</sup></b>							
Store Count	1,592	54	(30)	141	1,616	24	2%
Selling Sq Ft 000's	4,032	148	(59)	60	4,180	148	4%
<b>Bath &amp; Body Works - Canada</b>							
Store Count	102	1	(1)	3	102	-	-
Selling Sq Ft 000's	255	3	(2)	2	258	3	1%
<b>Subtotal BBW</b>							
Store Count	1,694	55	(31)	144	1,718	24	1%
Selling Sq Ft 000's	4,286	151	(61)	62	4,438	151	4%
<b>Victoria's Secret - UK / Ireland</b>							
Store Count	19	2	-	-	21	2	11%
Selling Sq Ft 000's	193	21	-	-	214	21	11%
<b>PINK - UK</b>							
Store Count	5	-	-	-	5	-	-
Selling Sq Ft 000's	17	-	-	-	17	-	-
<b>Victoria's Secret - Greater China</b>							
Store Count	7	9	-	-	16	9	129%
Selling Sq Ft 000's	89	84	-	-	173	84	94%
<b>VSBA - Greater China</b>							
Store Count	29	15	(6)	-	38	9	31%
Selling Sq Ft 000's	29	13	(6)	-	35	7	23%
<b>Subtotal VS &amp; BBW International</b>							
Store Count	60	26	(6)	-	80	20	33%
Selling Sq Ft 000's	328	118	(6)	-	440	112	34%
<b>La Senza - U.S.</b>							
Store Count	5	7	-	-	12	7	140%
Selling Sq Ft 000's	13	16	-	-	29	16	126%
<b>La Senza - Canada</b>							
Store Count	119	-	(4)	1	115	(4)	(3%)
Selling Sq Ft 000's	335	-	(12)	(1)	322	(13)	(4%)
<b>Subtotal La Senza</b>							
Store Count	124	7	(4)	1	127	3	2%
Selling Sq Ft 000's	347	16	(12)	(1)	351	3	1%
<b>Henri Bendel</b>							
Store Count	27	-	(5)	-	22	(5)	(19%)
Selling Sq Ft 000's	78	-	(8)	-	69	(8)	(11%)
<b>Total</b>							
Store Count	3,075	91	(65)	182	3,101	26	1%
Selling Sq Ft 000's	12,656	305	(187)	103	12,877	221	2%

1 - Includes White Barn Candle



## L BRANDS, INC. INTERNATIONAL STORE COUNT 2018 FORECAST

	2017 Year End	2018 New Stores	2018 Closures	2018 Fcst Year End
<b><u>Wholly Owned Stores</u></b>				
Victoria's Secret Full Assortment - U.K.	18	1 to 2	0	19 to 20
PINK - U.K.	5	0 to 1	0	5 to 6
Victoria's Secret Full Assortment - Ireland	1	0	0	1
Victoria's Secret Full Assortment - Greater China	7	8 to 9	0	15 to 16
Victoria's Secret Beauty & Accessories - Greater China	29	13 to 15	6 to 8	34 to 38
<b>Wholly Owned Total</b>	<b>60</b>	<b>22 to 27</b>	<b>6 to 8</b>	<b>74 to 81</b>
<b><u>Partner Owned Stores</u></b>				
Victoria's Secret Full Assortment	32	18 to 20	0	50 to 52
PINK	5	5 to 6	0	10 to 11
Victoria's Secret Beauty & Accessories - Local Market	241	6 to 10	15 to 22	225 to 236
Bath & Body Works - Local Market	176	40 to 50	1 to 2	214 to 225
Victoria's Secret Beauty & Accessories - Travel Retail	156	29 to 33	9 to 10	175 to 180
Bath & Body Works - Travel Retail	9	5 to 7	1 to 2	12 to 15
<b>Partner Owned Total</b>	<b>619</b>	<b>103 to 126</b>	<b>26 to 36</b>	<b>686 to 719</b>
<b>Total VS &amp; BBW International</b>	<b>679</b>	<b>125 to 153</b>	<b>32 to 44</b>	<b>760 to 800</b>
La Senza International	194	2	9	187

# APPENDIX



**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**THIRTEEN WEEKS ENDED AUGUST 4, 2018 AND JULY 29, 2017**  
**(Unaudited)**  
**(In thousands except per share amounts)**

	<b>2018</b>	<b>2017</b>
Net Sales	\$ 2,983,849	\$ 2,755,020
Costs of Goods Sold, Buying and Occupancy	<u>(1,924,804)</u>	<u>(1,727,129)</u>
Gross Profit	1,059,045	1,027,891
General, Administrative and Store Operating Expenses	<u>(830,908)</u>	<u>(726,996)</u>
Operating Income	228,137	300,895
Interest Expense	(98,332)	(100,428)
Other Income (Loss)	<u>(830)</u>	<u>16,617</u>
Income Before Income Taxes	128,975	217,084
Provision for Income Taxes	<u>29,941</u>	<u>78,210</u>
Net Income	<u>\$ 99,034</u>	<u>\$ 138,874</u>
Net Income Per Diluted Share	<u>\$ 0.36</u>	<u>\$ 0.48</u>
Weighted Average Shares Outstanding	<u>278,723</u>	<u>288,936</u>



**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**TWENTY-SIX WEEKS ENDED AUGUST 4, 2018 AND JULY 29, 2017**  
**(Unaudited)**  
**(In thousands except per share amounts)**

	<b>2018</b>	<b>2017</b>
Net Sales	\$ 5,609,695	\$ 5,191,543
Costs of Goods Sold, Buying and Occupancy	<u>(3,606,820)</u>	<u>(3,260,802)</u>
Gross Profit	2,002,875	1,930,741
General, Administrative and Store Operating Expenses	<u>(1,619,931)</u>	<u>(1,420,655)</u>
Operating Income	382,944	510,086
Interest Expense	(196,231)	(201,035)
Other Income	<u>570</u>	<u>26,479</u>
Income Before Income Taxes	187,283	335,530
Provision for Income Taxes	<u>40,732</u>	<u>102,602</u>
Net Income	<u>\$ 146,551</u>	<u>\$ 232,928</u>
Net Income Per Diluted Share	<u>\$ 0.52</u>	<u>\$ 0.81</u>
Weighted Average Shares Outstanding	<u>280,155</u>	<u>289,132</u>





**L BRANDS, INC. AND SUBSIDIARIES  
STORES AND SELLING SQUARE FOOTAGE  
At August 4, 2018 and July 29, 2017**

	August 4, 2018		July 29, 2017	
	Stores	Selling Sq. Ft. (000's)	Stores	Selling Sq. Ft. (000's)
Victoria's Secret U.S.	980	6,727	994	6,740
PINK U.S.	140	496	134	467
Victoria's Secret Canada	39	379	39	378
PINK Canada	6	23	7	28
Bath & Body Works U.S.	1,601	4,096	1,596	3,996
Bath & Body Works Canada	102	255	102	255
Victoria's Secret U.K. / Ireland	19	193	16	165
PINK U.K.	5	17	3	11
Victoria's Secret Beauty and Accessories	28	28	30	32
Victoria's Secret China	10	126	2	38
Henri Bendel	23	71	29	81
La Senza Canada	118	330	121	339
La Senza U.S.	5	13	4	10
<b>Total L Brands</b>	<b>3,076</b>	<b>12,754</b>	<b>3,077</b>	<b>12,539</b>



## L BRANDS, INC. AND SUBSIDIARIES

### 2018 Selected Data

(Unaudited)

(In thousands)

	<u>2018</u>	<u>2017</u>
<b>Capital Expenditures</b>		
First Quarter	\$ 159,678	\$ 164,564
Second Quarter	185,600	206,958
Spring Season	345,278	371,522
Third Quarter		227,800
Fourth Quarter		107,353
Year	\$ 345,278	\$ 706,675
<b>Depreciation &amp; Amortization</b>		
First Quarter	\$ 136,874	\$ 129,655
Second Quarter	137,034	128,566
Spring Season	273,908	258,221
Third Quarter		132,497
Fourth Quarter		133,963
Year	\$ 273,908	\$ 524,681



**L BRANDS, INC.**  
**QUARTERLY FINANCIAL INFORMATION**  
**(UNAUDITED)**

The following table provides our quarterly financial information as determined in accordance with generally accepted accounting principles and also on an "Adjusted" basis. The "Adjusted" financial information should not be construed as an alternative to the reported results determined in accordance with generally accepted accounting principles. Further, our definition of "Adjusted" may differ from similarly titled measures used by other companies. We believe the "Adjusted" financial information is useful for assessing our ongoing operations. The "Adjusted" financial information should be used in conjunction with the reported financial information included herein and also our historical financial statements and notes thereto contained in our quarterly reports on Form 10-Q and annual report on Form 10-K. For detailed information related to the adjustments included in our "Adjusted" financial information, please refer to our quarterly earnings press releases available on our website [www.LB.com](http://www.LB.com).



PERIOD	2016	2017	2018
<b>1. Net Sales - Consolidated</b>			
1st Qtr	2,613,815	2,436,523	2,625,846
2nd Qtr	2,889,744	2,755,020	2,983,849
3rd Qtr	2,580,979	2,617,784	
4th Qtr	4,489,483	4,823,105	
6 Mos	5,503,560	5,191,543	5,609,695
9 Mos	8,084,539	7,809,327	
Year	12,574,022	12,632,431	
<b>2. Net Sales - Victoria's Secret</b>			
1st Qtr	1,740,865	1,533,049	1,589,427
2nd Qtr	1,867,379	1,646,288	1,724,803
3rd Qtr	1,584,063	1,538,940	
4th Qtr	2,588,782	2,668,879	
6 Mos	3,608,244	3,179,337	3,314,229
9 Mos	5,192,307	4,718,277	
Year	7,781,089	7,387,156	
<b>3. Net Sales - Bath &amp; Body Works</b>			
1st Qtr	660,242	678,044	760,434
2nd Qtr	801,383	860,337	963,586
3rd Qtr	770,174	815,791	
4th Qtr	1,619,907	1,793,716	
6 Mos	1,461,625	1,538,381	1,724,019
9 Mos	2,231,800	2,354,173	
Year	3,851,706	4,147,888	



PERIOD	2016	2017	2018
<b>4. Net Sales - Victoria's Secret and Bath &amp; Body Works International</b>			
1st Qtr	95,208	103,307	135,117
2nd Qtr	99,709	113,940	145,489
3rd Qtr	103,761	114,900	
4th Qtr	124,055	170,285	
6 Mos	194,917	217,247	280,607
9 Mos	298,678	332,147	
Year	422,732	502,432	
<b>5. Net Sales - Other</b>			
1st Qtr	117,500	122,122	140,868
2nd Qtr	121,273	134,454	149,972
3rd Qtr	122,981	148,153	
4th Qtr	156,739	190,225	
6 Mos	238,773	256,577	290,840
9 Mos	361,755	404,730	
Year	518,494	594,955	
<b>6. Comparable Store Sales - Consolidated</b>			
1st Qtr	2%	-9%	-2%
2nd Qtr	1%	-6%	-1%
3rd Qtr	0%	-3%	
4th Qtr	0%	-2%	
6 Mos	2%	-7%	-2%
9 Mos	1%	-6%	
Year	1%	-4%	



PERIOD	2016	2017	2018
<b>7. Comparable Sales - Consolidated</b>			
1st Qtr	3%	-9%	3%
2nd Qtr	3%	-8%	3%
3rd Qtr	2%	-1%	
4th Qtr	0%	2%	
6 Mos	3%	-9%	3%
9 Mos	3%	-6%	
Year	2%	-3%	
<b>8. Comparable Store Sales - Victoria's Secret</b>			
1st Qtr	1%	-12%	-5%
2nd Qtr	1%	-11%	-5%
3rd Qtr	-2%	-5%	
4th Qtr	-2%	-6%	
6 Mos	1%	-11%	-5%
9 Mos	0%	-9%	
Year	-1%	-8%	
<b>9. Comparable Sales - Victoria's Secret</b>			
1st Qtr	2%	-14%	1%
2nd Qtr	2%	-14%	-1%
3rd Qtr	-1%	-4%	
4th Qtr	-3%	-1%	
6 Mos	2%	-14%	0%
9 Mos	1%	-11%	
Year	0%	-8%	



PERIOD	2016	2017	2018
<b>10. Comparable Store Sales - Bath &amp; Body Works</b>			
1st Qtr	4%	-1%	5%
2nd Qtr	3%	4%	7%
3rd Qtr	5%	1%	
4th Qtr	2%	4%	
6 Mos	4%	2%	6%
9 Mos	4%	1%	
Year	3%	2%	
<b>11. Comparable Sales - Bath &amp; Body Works</b>			
1st Qtr	6%	2%	8%
2nd Qtr	5%	6%	10%
3rd Qtr	7%	4%	
4th Qtr	5%	6%	
6 Mos	6%	4%	9%
9 Mos	6%	4%	
Year	6%	5%	
<b>12. Costs of Goods Sold, Buying and Occupancy Costs</b>			
1st Qtr	1,570,861	1,533,673	1,682,016
1st Qtr - Adjusted	1,559,758	N/A	N/A
2nd Qtr	1,776,840	1,727,129	1,924,804
3rd Qtr	1,555,693	1,629,437	
4th Qtr	2,545,460	2,782,769	
6 Mos	3,347,701	3,260,802	3,606,820
6 Mos - Adjusted	3,336,598	N/A	N/A
9 Mos	4,903,394	4,890,239	
9 Mos - Adjusted	4,892,291	N/A	
Year	7,448,854	7,673,007	
Year - Adjusted	7,437,751	N/A	



PERIOD	2016	2017	2018
<b>13. Gross Profit</b>			
1st Qtr	1,042,954	902,850	943,830
1st Qtr - Adjusted	1,054,056	N/A	N/A
2nd Qtr	1,112,904	1,027,891	1,059,045
3rd Qtr	1,025,286	988,347	
4th Qtr	1,944,023	2,040,336	
6 Mos	2,155,859	1,930,741	2,002,875
6 Mos - Adjusted	2,166,962	N/A	N/A
9 Mos	3,181,145	2,919,088	
9 Mos - Adjusted	3,192,248	N/A	
Year	5,125,168	4,959,424	
Year - Adjusted	5,136,271	N/A	
<b>14. General Administrative &amp; Store Operating Expenses</b>			
1st Qtr	719,566	693,658	789,023
1st Qtr - Adjusted	696,124	N/A	N/A
2nd Qtr	704,688	726,996	830,908
3rd Qtr	741,706	756,684	
4th Qtr	956,471	1,053,697	
6 Mos	1,424,255	1,420,655	1,619,931
6 Mos - Adjusted	1,400,813	N/A	N/A
9 Mos	2,165,961	2,177,339	
9 Mos - Adjusted	2,142,519	N/A	
Year	3,122,432	3,231,035	
Year - Adjusted	3,098,990	N/A	





PERIOD	2016	2017	2018
<b>15. Operating Income (Loss) - Consolidated</b>			
1st Qtr	323,388	209,192	154,807
1st Qtr - Adjusted	357,933	N/A	N/A
2nd Qtr	408,216	300,895	228,137
3rd Qtr	283,580	231,663	
4th Qtr	987,552	986,639	
6 Mos	731,604	510,086	382,944
6 Mos - Adjusted	766,149	N/A	N/A
9 Mos	1,015,184	741,749	
9 Mos - Adjusted	1,049,729	N/A	
Year	2,002,736	1,728,389	
Year - Adjusted	2,037,281	N/A	
<b>16. Operating Income (Loss) - Victoria's Secret</b>			
1st Qtr	234,562	158,735	83,170
1st Qtr - Adjusted	268,259	N/A	N/A
2nd Qtr	280,645	183,051	114,250
3rd Qtr	163,884	134,093	
4th Qtr	493,693	456,468	
6 Mos	515,207	341,786	197,420
6 Mos - Adjusted	548,904	N/A	N/A
9 Mos	679,090	475,879	
9 Mos - Adjusted	712,787	N/A	
Year	1,172,783	932,347	
Year - Adjusted	1,206,480	N/A	



PERIOD	2016	2017	2018
<b>17. Operating Income (Loss) - Bath &amp; Body Works</b>			
1st Qtr	111,684	101,829	123,660
2nd Qtr	148,333	156,354	168,766
3rd Qtr	145,404	137,520	
4th Qtr	501,797	556,813	
6 Mos	260,017	258,182	292,426
9 Mos	405,421	395,702	
Year	907,218	952,515	
<b>18. Operating Income (Loss) - Victoria's Secret and Bath &amp; Body Works International</b>			
1st Qtr	13,065	(566)	(4,803)
2nd Qtr	7,609	1,657	(9,392)
3rd Qtr	8,884	(70)	
4th Qtr	10,338	3,976	
6 Mos	20,674	1,091	(14,195)
9 Mos	29,557	1,021	
Year	39,895	4,997	
<b>19. Operating Income (Loss) - Other</b>			
1st Qtr	(35,923)	(50,806)	(47,220)
1st Qtr - Adjusted	(35,076)	N/A	N/A
2nd Qtr	(28,371)	(40,168)	(45,488)
3rd Qtr	(34,591)	(39,880)	
4th Qtr	(18,276)	(30,618)	
6 Mos	(64,293)	(90,973)	(92,708)
6 Mos - Adjusted	(63,446)	N/A	N/A
9 Mos	(98,886)	(130,853)	
9 Mos - Adjusted	(98,039)	N/A	
Year	(117,162)	(161,470)	
Year - Adjusted	(116,315)	N/A	



PERIOD	2016	2017	2018
<b>20. Interest Expense</b>			
1st Qtr	97,328	100,608	97,899
2nd Qtr	101,172	100,428	98,332
3rd Qtr	96,817	98,640	
4th Qtr	98,346	106,313	
6 Mos	198,501	201,035	196,231
9 Mos	295,317	299,675	
Year	393,663	405,988	
<b>21. Other Income (Loss)</b>			
1st Qtr	6,918	9,863	1,401
2nd Qtr	73,014	16,617	(830)
2nd Qtr - Adjusted	531	N/A	N/A
3rd Qtr	3,417	1,639	
4th Qtr	3,417	(38,146)	
4th Qtr - Adjusted	N/A	6,839	
6 Mos	79,934	26,479	570
6 Mos - Adjusted	7,451	N/A	N/A
9 Mos	83,350	28,118	
9 Mos - Adjusted	10,867	N/A	
Year	86,767	(10,029)	
Year - Adjusted	14,284	34,956	



PERIOD	2016	2017	2018
<b>22. Income (Loss) Before Income Taxes</b>			
1st Qtr	232,978	118,447	58,309
1st Qtr - Adjusted	267,523	N/A	N/A
2nd Qtr	380,058	217,084	128,975
2nd Qtr - Adjusted	307,575	N/A	N/A
3rd Qtr	190,180	134,662	
4th Qtr	892,623	842,180	
4th Qtr - Adjusted	N/A	887,165	
6 Mos	613,037	335,530	187,283
6 Mos - Adjusted	575,099	N/A	N/A
9 Mos	803,217	470,192	
9 Mos - Adjusted	765,279	N/A	
Year	1,695,840	1,312,372	
Year - Adjusted	1,657,902	1,357,357	
<b>23. Provision (Benefit) for Income Taxes</b>			
1st Qtr	80,672	24,393	10,792
1st Qtr - Adjusted	93,847	N/A	N/A
2nd Qtr	127,636	78,210	29,941
2nd Qtr - Adjusted	102,912	N/A	N/A
3rd Qtr	68,540	48,677	
4th Qtr	260,878	178,108	
4th Qtr - Adjusted	302,628	286,554	
6 Mos	208,309	102,602	40,732
6 Mos - Adjusted	196,760	N/A	N/A
9 Mos	276,849	151,279	
9 Mos - Adjusted	265,300	N/A	
Year	537,726	329,386	
Year - Adjusted	567,927	437,832	



PERIOD	2016	2017	2018
<b>24. Net Income (Loss)</b>			
1st Qtr	152,306	94,054	47,517
1st Qtr - Adjusted	173,676	N/A	N/A
2nd Qtr	252,422	138,874	99,034
2nd Qtr - Adjusted	204,663	N/A	N/A
3rd Qtr	121,640	85,985	
4th Qtr	631,745	664,072	
4th Qtr - Adjusted	589,995	600,611	
6 Mos	404,728	232,928	146,551
6 Mos - Adjusted	378,339	N/A	N/A
9 Mos	526,368	318,913	
9 Mos - Adjusted	499,979	N/A	
Year	1,158,114	982,986	
Year - Adjusted	1,089,975	919,525	
<b>25. Net Income (Loss) Per Dilutive Share</b>			
1st Qtr	\$0.52	\$0.33	\$0.17
1st Qtr - Adjusted	\$0.59	N/A	N/A
2nd Qtr	\$0.87	\$0.48	\$0.36
2nd Qtr - Adjusted	\$0.70	N/A	N/A
3rd Qtr	\$0.42	\$0.30	
4th Qtr	\$2.18	\$2.33	
4th Qtr - Adjusted	\$2.03	\$2.11	
6 Mos	\$1.39	\$0.81	\$0.52
6 Mos - Adjusted	\$1.30	N/A	N/A
9 Mos	\$1.81	\$1.11	
9 Mos - Adjusted	\$1.72	N/A	
Year	\$3.98	\$3.42	
Year - Adjusted	\$3.74	\$3.20	



PERIOD	2016	2017	2018
<b>26. Weighted Average Diluted Shares Outstanding</b>			
1st Qtr	292,778	289,327	281,587
2nd Qtr	290,986	288,936	278,723
3rd Qtr	290,265	285,437	
4th Qtr	290,231	284,546	
6 Mos	291,882	289,132	280,155
9 Mos	291,343	287,900	
Year	291,065	287,062	
<b>27. Dividends per Share</b>			
1st Qtr	0.60	0.60	0.60
1st Qtr - Special dividend	2.00	N/A	N/A
2nd Qtr	0.60	0.60	0.60
3rd Qtr	0.60	0.60	
4th Qtr	0.60	0.60	
6 Mos - including special dividend	3.20	1.20	1.20
6 Mos - excluding special dividend	1.20	1.20	1.20
9 Mos - including special dividend	3.80	1.80	
9 Mos - excluding special dividend	1.80	1.80	
Year - including special dividend	4.40	2.40	
Year - excluding special dividend	2.40	2.40	