

# Lbrands

BATH & BODY WORKS  
VICTORIA'S SECRET / PINK

Third Quarter Earnings Presentation  
November 18, 2020

## 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 pandemics or significant health hazards, severe weather conditions, natural disasters, terrorist activities, financial crises, political crises or other major events, or the prospect of these events;
- divestitures or other dispositions, including any divestiture of Victoria’s Secret and related operations, could negatively impact our business, and contingent liabilities from businesses that we have sold could adversely affect our financial statements;
- the seasonality of our business;
- difficulties arising from turnover in company leadership or other key positions;
- our ability to attract, develop and retain qualified associates and manage labor-related costs;
- liabilities arising from divested businesses;
- 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, environmental hazards or natural disasters;
  - significant health hazards or pandemics, which could result in closed factories, reduced workforces, scarcity of raw materials, and scrutiny or embargoing of goods produced in infected areas;
  - duties, taxes and other charges;
  - legal and regulatory matters;

- CONTINUED -

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

- volatility in currency exchange rates;
- local business practices and political issues;
- 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;
- shareholder activism matters;
- 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 laws and regulations or other obligations related to data privacy and security;
- 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.

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED CONSOLIDATED STATEMENTS OF INCOME**  
**THIRTEEN WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**

(In millions except per share amounts)

	<u>2020</u>	<u>2019</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Net Sales	\$ 3,055.3	\$ 2,676.7	\$ 378.6	14%
Comparable Store Sales	13%	-3%		
Comparable Sales	28%	-2%		
Gross Profit	1,359.5	957.6	401.9	42%
% of Sales	44.5%	35.8%	870 bps	
General, Administrative and Store Operating Expenses	808.8	861.3	(52.5)	-6%
% of Sales	26.5%	32.2%	(570 bps)	
Operating Income	<u>550.7</u>	<u>96.3</u>	454.4	472%
% of Sales	18.0%	3.6%	1440 bps	
Interest Expense and Other	<u>118.5</u>	<u>88.9</u>	29.6	33%
Income Before Income Taxes	432.2	7.4	424.8	5741%
Provision for Income Taxes	111.9	1.7	110.2	6482%
% of Pre-Tax Income	25.9%	22.3%		
Net Income	<u>\$ 320.3</u>	<u>\$ 5.7</u>	\$ 314.6	5519%
% of Sales	10.5%	0.2%	1030 bps	
Net Income Per Diluted Share	<u>\$ 1.13</u>	<u>\$ 0.02</u>	\$ 1.11	5550%
Weighted Average Shares Outstanding	<u>283.0</u>	<u>278.0</u>		

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED CONSOLIDATED STATEMENTS OF INCOME**  
**THIRTY-NINE WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**

(In millions except per share amounts)

	<u>2020</u>	<u>2019</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Net Sales	\$ 7,028.9	\$ 8,207.1	\$ (1,178.2)	-14%
Comparable Store Sales	13%	-3%		
Comparable Sales	30%	-1%		
Gross Profit	2,535.4	2,873.8	(338.4)	-12%
% of Sales	36.1%	35.0%	110 bps	
General, Administrative and Store Operating Expenses	1,999.9	2,449.5	(449.6)	-18%
% of Sales	28.5%	29.8%	(130 bps)	
Operating Income	<u>535.5</u>	<u>424.3</u>	111.2	26%
% of Sales	7.6%	5.2%	240 bps	
Interest Expense and Other	<u>317.3</u>	<u>274.9</u>	42.4	15%
Income Before Income Taxes	218.2	149.4	68.8	46%
Provision for Income Taxes	104.1	35.8	68.3	191%
% of Pre-Tax Income	47.7%	23.9%		
Net Income	<u>\$ 114.1</u>	<u>\$ 113.6</u>	\$ 0.5	0%
% of Sales	1.6%	1.4%	20 bps	
Net Income Per Diluted Share	<u>\$ 0.41</u>	<u>\$ 0.41</u>	\$ -	0%
Weighted Average Shares Outstanding	<u>280.7</u>	<u>278.2</u>		

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED OPERATING INCOME (LOSS) BY SEGMENT**  
**THIRTEEN WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**  
**(In millions)**

	<u>2020</u>	<u>2019</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Bath & Body Works	\$ 494.1	\$ 208.8	\$ 285.4	137%
% of Sales	29.0%	19.0%	1000 bps	
Victoria's Secret	114.6	(70.0)	184.6	264%
% of Sales	8.5%	-4.4%	1290 bps	
Other	(58.0)	(42.5)	(15.5)	-36%
% of Sales	nm	nm	nm	
Total L Brands	<u>\$ 550.7</u>	<u>\$ 96.3</u>	\$ 454.4	472%
% of Sales	18.0%	3.6%	1440 bps	

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED OPERATING INCOME (LOSS) BY SEGMENT**  
**THIRTY-NINE WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**  
**(In millions)**

	<u>2020</u>	<u>2019</u>	<u>Increase (Decrease)</u>	<u>% Increase (Decrease)</u>
Bath & Body Works % of Sales	\$ 918.5 24.7%	\$ 560.0 17.9%	\$ 358.5 680 bps	64%
Victoria's Secret % of Sales	(227.7) -6.9%	(2.7) -0.1%	(225.0) (680 bps)	-8333%
Other % of Sales	(155.3) nm	(133.0) nm	(22.3) nm	-17%
Total L Brands % of Sales	<u>\$ 535.5</u> 7.6%	<u>\$ 424.3</u> 5.2%	\$ 111.2 240 bps	26%

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

	<b>October 31, 2020</b>	<b>November 2, 2019</b>
<b>ASSETS</b>		
Current Assets		
Cash and Cash Equivalents	\$ 2,622,465	\$ 339,961
Accounts Receivable, Net	296,699	295,477
Inventories	1,864,870	2,031,794
Other	142,804	258,926
Total Current Assets	4,926,838	2,926,158
Property and Equipment, Net	2,230,744	2,571,390
Operating Lease Assets	2,558,377	3,130,282
Goodwill	628,236	1,317,813
Trade Names	411,000	411,000
Deferred Income Taxes	69,217	63,019
Other Assets	336,319	210,587
<b>TOTAL ASSETS</b>	<b>\$ 11,160,731</b>	<b>\$ 10,630,249</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY (DEFICIT)</b>		
Current Liabilities		
Accounts Payable	\$ 1,100,874	\$ 1,024,225
Accrued Expenses and Other	1,478,598	979,951
Current Debt	10,914	74,488
Current Operating Lease Liabilities	625,325	459,812
Income Taxes	113,963	4,460
Total Current Liabilities	3,329,674	2,542,936
Deferred Income Taxes	190,665	245,754
Long-Term Debt	6,451,349	5,477,168
Long-Term Operating Lease Liabilities	2,565,888	3,108,494
Other Long-Term Liabilities	187,169	494,049
Shareholders' Equity (Deficit)	(1,564,014)	(1,238,152)
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY (DEFICIT)</b>	<b>\$ 11,160,731</b>	<b>\$ 10,630,249</b>



## L BRANDS 3RD QUARTER

3rd Quarter 2020 versus 2019

(\$ amounts in millions)

(Unaudited)

	<u>Bath &amp; Body Works</u>	<u>Victoria's Secret</u>	<u>Total L Brands</u>
Comparable store sales	38%	(10%)	13%
Comparable sales	56%	4%	28%
Sales change	55%	(14%)	14%
Sales	\$1,702	\$1,353	\$3,055
Adjusted gross profit (% of sales)	Up Significantly	Up Significantly	44.5%
Adjusted operating income (% of sales)	29.0%	8.5%	18.0%
Adjusted operating income	\$494	\$115	\$551
Adjusted net income			\$320
Average shares outstanding			283
Adjusted earnings per share			\$1.13

## L BRANDS YEAR TO DATE

Year to Date 2020 versus 2019

(\$ amounts in millions)

(Unaudited)

	<u>Bath &amp; Body Works</u>	<u>Victoria's Secret</u>	<u>Total L Brands</u>
Comparable store sales	45%	(13%)	13%
Comparable sales	70%	3%	30%
Sales change	19%	(34%)	(14%)
Sales	\$3,716	\$3,313	\$7,029
Adjusted gross profit (% of sales)	Up Significantly	Down Significantly	36.1%
Adjusted operating income (loss) (% of sales)	24.7%	(6.9%)	7.6%
Adjusted operating income (loss)	\$918	(\$228)	\$536
Adjusted net income			\$114
Average shares outstanding			281
Adjusted earnings per share			\$0.41

**L BRANDS**  
**COMPANY - OPERATED STORE COUNT AND SELLING SQ FT**  
**2020 Forecast**

	Beginning of Year	New Stores	Closures	Transferred to Joint Venture	Total Reconstructions and Change in SSF	End of Year	Increase / (Decrease)	
<b>Bath &amp; Body Works</b>								
<b>Bath &amp; Body Works</b>								
Store Count	1,637	26	(30)	-	27	1,633	(4)	(0%)
Selling Sq Ft 000's	4,306	81	(66)	-	20	4,341	35	1%
<b>Bath &amp; Body Works - Canada</b>								
Store Count	102	1	(1)	-	2	102	-	-
Selling Sq Ft 000's	260	2	(3)	-	0	260	(0)	(0%)
<b>Total BBW Company - Operated</b>								
Store Count	1,739	27	(31)	-	29	1,735	(4)	(0%)
Selling Sq Ft 000's	4,566	83	(68)	-	20	4,601	35	1%
<b>Victoria's Secret</b>								
<b>Victoria's Secret</b>								
Store Count	909	19	(225)	-	2	703	(206)	(23%)
Selling Sq Ft 000's	6,377	99	(1,125)	-	(4)	5,348	(1,030)	(16%)
<b>PINK</b>								
Store Count	144	2	(3)	-	-	143	(1)	(1%)
Selling Sq Ft 000's	521	9	(10)	-	-	519	(2)	(0%)
<b>Victoria's Secret - Canada</b>								
Store Count	33	-	(10)	-	-	23	(10)	(30%)
Selling Sq Ft 000's	322	-	(81)	-	-	241	(81)	(25%)
<b>PINK - Canada</b>								
Store Count	5	-	(3)	-	-	2	(3)	(60%)
Selling Sq Ft 000's	19	-	(10)	-	-	9	(10)	(54%)
<b>Subtotal VS North America</b>								
Store Count	1,091	21	(241)	-	2	871	(220)	(20%)
Selling Sq Ft 000's	7,239	108	(1,228)	-	(4)	6,116	(1,123)	(16%)
<b>Victoria's Secret - UK / Ireland</b>								
Store Count	21	-	-	(21)	-	-	(21)	(100%)
Selling Sq Ft 000's	214	-	-	(214)	-	-	(214)	(100%)
<b>PINK - UK</b>								
Store Count	5	-	-	(5)	-	-	(5)	(100%)
Selling Sq Ft 000's	17	-	-	(17)	-	-	(17)	(100%)
<b>Victoria's Secret - Greater China</b>								
Store Count	23	4	(1)	-	-	26	3	13%
Selling Sq Ft 000's	186	9	(23)	-	-	171	(14)	(8%)
<b>VSBA - Greater China</b>								
Store Count	41	1	(5)	-	-	37	(4)	(10%)
Selling Sq Ft 000's	36	1	(5)	-	-	33	(4)	(10%)
<b>Subtotal VS International</b>								
Store Count	90	5	(6)	(26)	-	63	(27)	(30%)
Selling Sq Ft 000's	453	10	(28)	(231)	-	204	(249)	(55%)
<b>Total VS Company - Operated</b>								
Store Count	1,181	26	(247)	(26)	2	934	(247)	(21%)
Selling Sq Ft 000's	7,692	118	(1,255)	(231)	(4)	6,320	(1,372)	(18%)

**L BRANDS, INC.  
INTERNATIONAL STORE COUNT  
2020 FORECAST**

	<u>2019 Year End</u>	<u>2020 New Stores</u>	<u>2020 Closures</u>	<u>2020 Transferred to Joint Venture</u>	<u>2020F Year End</u>
<b><u>Bath &amp; Body Works International</u></b>					
<b><u>Partner - Operated Stores</u></b>					
Bath & Body Works - Local Market	262	10 to 12	4 to 7	0	265 to 270
Bath & Body Works - Travel Retail	16	1 to 2	0	0	17 to 18
<b>Bath &amp; Body Works Total</b>	<b><u>278</u></b>	<b><u>11 to 14</u></b>	<b><u>4 to 7</u></b>	<b><u>0</u></b>	<b><u>282 to 288</u></b>
<b><u>Victoria's Secret International</u></b>					
<b><u>Partner - Operated Stores</u></b>					
Victoria's Secret Full Assortment	72	9 to 11	1	0	80 to 82
PINK	12	1	1	0	12
Victoria's Secret Beauty & Accessories - Local Market	207	3 to 4	16 to 18	0	192 to 195
Victoria's Secret Beauty & Accessories - Travel Retail	153	3 to 4	11 to 13	0	143 to 146
Victoria's Secret Full Assortment - U.K.	0	0	0	20	20
PINK - U.K.	0	0	0	5	5
Victoria's Secret Full Assortment - Ireland	0	0	0	1	1
<b>Partner - Operated Total</b>	<b><u>444</u></b>	<b><u>16 to 20</u></b>	<b><u>29 to 33</u></b>	<b><u>26</u></b>	<b><u>453 to 461</u></b>
<b><u>Company - Operated Stores</u></b>					
Victoria's Secret Full Assortment - U.K.	20	0	0	(20)	0
PINK - U.K.	5	0	0	(5)	0
Victoria's Secret Full Assortment - Ireland	1	0	0	(1)	0
Victoria's Secret Full Assortment - Greater China	23	4	1	0	26
Victoria's Secret Beauty & Accessories - Greater China	41	1	5	0	37
<b>Company - Operated Total</b>	<b><u>90</u></b>	<b><u>5</u></b>	<b><u>6</u></b>	<b><u>(26)</u></b>	<b><u>63</u></b>
 <b>Victoria's Secret Total</b>	 <b><u>534</u></b>	 <b><u>21 to 25</u></b>	 <b><u>35 to 39</u></b>	 <b><u>0</u></b>	 <b><u>516 to 524</u></b>

# APPENDIX

**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME (LOSS)**  
**THIRTEEN WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**  
**(In thousands except per share amounts)**

	<b>2020</b>	<b>2019</b>
Net Sales	\$ 3,055,276	\$ 2,676,747
Costs of Goods Sold, Buying and Occupancy	<u>(1,695,787)</u>	<u>(1,936,244)</u>
Gross Profit	1,359,489	740,503
General, Administrative and Store Operating Expenses	<u>(778,878)</u>	<u>(891,717)</u>
Operating Income (Loss)	580,611	(151,214)
Interest Expense	(120,729)	(92,098)
Other Loss	<u>(50,418)</u>	<u>(34,051)</u>
Income (Loss) Before Income Taxes	409,464	(277,363)
Provision (Benefit) for Income Taxes	<u>78,882</u>	<u>(25,371)</u>
Net Income (Loss)	<u>\$ 330,582</u>	<u>\$ (251,992)</u>
Net Income (Loss) Per Diluted Share	<u>\$ 1.17</u>	<u>\$ (0.91)</u>
Weighted Average Shares Outstanding <sup>1</sup>	<u>283,001</u>	<u>276,398</u>

<sup>1</sup> - Reported Weighted Average Shares Outstanding in the third quarter of 2019 reflects basic shares due to the Net Loss.

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED FINANCIAL INFORMATION**  
**THIRTEEN WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**  
**(In thousands except per share amounts)**

	2020			2019		
	Reported	Adjustments	Adjusted	Reported	Adjustments	Adjusted
Net Sales	\$ 3,055,276	\$ -	\$ 3,055,276	\$ 2,676,747	\$ -	\$ 2,676,747
Costs of Goods Sold, Buying & Occupancy	(1,695,787)	-	(1,695,787)	(1,936,244)	217,058	(1,719,186)
Gross Profit	1,359,489	-	1,359,489	740,503	217,058	957,561
General, Administrative and Store Operating Expenses	(778,878)	(29,918)	(808,796)	(891,717)	30,474	(861,243)
Operating Income (Loss)	580,611	(29,918)	550,693	(151,214)	247,532	96,318
Interest Expense	(120,729)	-	(120,729)	(92,098)	-	(92,098)
Other Income (Loss)	(50,418)	52,668	2,250	(34,051)	37,217	3,166
Income (Loss) Before Income Taxes	409,464	22,750	432,214	(277,363)	284,749	7,386
Provision (Benefit) for Income Taxes	78,882	33,005	111,887	(25,371)	27,015	1,644
Net Income (Loss)	<u>\$ 330,582</u>	<u>\$ (10,255)</u>	<u>\$ 320,327</u>	<u>\$ (251,992)</u>	<u>\$ 257,734</u>	<u>\$ 5,742</u>
Net Income (Loss) Per Diluted Share	<u>\$ 1.17</u>		<u>\$ 1.13</u>	<u>\$ (0.91)</u>		<u>\$ 0.02</u>
Weighted Average Shares Outstanding <sup>1</sup>	<u>283,001</u>		<u>283,001</u>	<u>276,398</u>		<u>277,986</u>

See Notes to Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures.

<sup>1</sup> - Reported Weighted Average Shares Outstanding in the third quarter of 2019 reflects basic shares due to the Net Loss.

**L BRANDS, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME (LOSS)**  
**THIRTY-NINE WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**  
**(In thousands except per share amounts)**

	<b>2020</b>	<b>2019</b>
Net Sales	\$ 7,028,951	\$ 8,207,095
Costs of Goods Sold, Buying and Occupancy	(4,669,373)	(5,550,340)
Gross Profit	2,359,578	2,656,755
General, Administrative and Store Operating Expenses	(2,052,625)	(2,480,024)
Operating Income	306,953	176,731
Interest Expense	(321,772)	(286,105)
Other Loss	(48,228)	(65,550)
Loss Before Income Taxes	(63,047)	(174,924)
Benefit for Income Taxes	(47,165)	(783)
Net Loss	<u>\$ (15,882)</u>	<u>\$ (174,141)</u>
Net Loss Per Basic Share	<u>\$ (0.06)</u>	<u>\$ (0.63)</u>
Weighted Average Shares Outstanding <sup>1</sup>	<u>277,804</u>	<u>276,059</u>

<sup>1</sup> - Reported Weighted Average Shares Outstanding in 2020 and 2019 reflects basic shares due to the Net Loss.



**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED FINANCIAL INFORMATION**  
**THIRTY-NINE WEEKS ENDED OCTOBER 31, 2020 AND NOVEMBER 2, 2019**  
**(Unaudited)**  
**(In thousands except per share amounts)**

	2020			2019		
	Reported	Adjustments	Adjusted	Reported	Adjustments	Adjusted
Net Sales	\$ 7,028,951		\$ 7,028,951	\$ 8,207,095	\$ -	\$ 8,207,095
Costs of Goods Sold, Buying & Occupancy	(4,669,373)	175,806	(4,493,567)	(5,550,340)	217,058	(5,333,282)
Gross Profit	2,359,578	175,806	2,535,384	2,656,755	217,058	2,873,813
General, Administrative and Store Operating Expenses	(2,052,625)	52,749	(1,999,876)	(2,480,024)	30,474	(2,449,550)
Operating Income	306,953	228,555	535,508	176,731	247,532	424,263
Interest Expense	(321,772)		(321,772)	(286,105)	-	(286,105)
Other Income (Loss)	(48,228)	52,668	4,440	(65,550)	76,781	11,231
Income (Loss) Before Income Taxes	(63,047)	281,223	218,176	(174,924)	324,313	149,389
Provision (Benefit) for Income Taxes	(47,165)	151,205	104,040	(783)	36,547	35,764
Net Income (Loss)	<u>\$ (15,882)</u>	<u>\$ 130,018</u>	<u>\$ 114,136</u>	<u>\$ (174,141)</u>	<u>\$ 287,766</u>	<u>\$ 113,625</u>
Net Income (Loss) Per Diluted Share	<u>\$ (0.06)</u>		<u>\$ 0.41</u>	<u>\$ (0.63)</u>		<u>\$ 0.41</u>
Weighted Average Shares Outstanding <sup>1</sup>	<u>277,804</u>		<u>280,694</u>	<u>276,059</u>		<u>278,213</u>

See Notes to Reconciliation of GAAP Financial Measures to Non-GAAP Financial Measures.

<sup>1</sup> - Reported Weighted Average Shares Outstanding in 2020 and 2019 reflects basic shares due to the Net Loss.

**L BRANDS, INC. AND SUBSIDIARIES**  
**NOTES TO RECONCILIATION OF GAAP FINANCIAL MEASURES**  
**TO NON-GAAP FINANCIAL MEASURES**  
**(Unaudited)**

The “Adjusted Financial Information” provided in the attached reflects the following non-GAAP financial measures:

Fiscal 2020

In the third quarter of 2020, adjusted results exclude the following:

- A \$52.7 million pre-tax loss (\$40.0 million net of tax of \$12.7 million), included in other income (loss), associated with the early extinguishment of outstanding notes.
- A \$29.9 million pre-tax gain (\$27.2 million net of tax of \$2.7 million), included in general, administrative and store operating expenses, related to the establishment of a joint venture for the Victoria’s Secret U.K. and Ireland business with Next PLC.
- A \$23.1 million net income tax benefit related to tax matters associated with foreign investments and recent changes in tax legislation.

In the second quarter of 2020, adjusted results exclude the following:

- A \$117.1 million charge (\$98.7 million net of tax of \$18.5 million), included in buying and occupancy expenses, related to the impairment of certain Victoria’s Secret lease and store assets.
- An \$80.8 million charge (\$65.2 million net of tax of \$15.6 million), included in general, administrative and store operating expenses, related to previously announced restructuring actions.
- A \$36.3 million gain (\$24.7 million net of tax of \$11.6 million), principally included in buying and occupancy expenses, related to the closure and termination of our lease and the related liability for the Victoria’s Secret Hong Kong flagship store.
- A \$20.5 million income tax benefit related to recent changes in tax legislation included in the CARES Act.

In the first quarter of 2020, adjusted results exclude the following:

- A \$96.8 million charge (\$72.0 million net of tax of \$24.8 million), included in buying and occupancy expenses, related to the impairment of certain Victoria’s Secret store assets.
- A \$50.4 million tax benefit related to the resolution of certain tax matters.

**L BRANDS, INC. AND SUBSIDIARIES**  
**NOTES TO RECONCILIATION OF GAAP FINANCIAL MEASURES**  
**TO NON-GAAP FINANCIAL MEASURES**  
**(Unaudited)**

The “Adjusted Financial Information” provided in the attached reflects the following non-GAAP financial measures:

Fiscal 2019

In the third quarter of 2019, adjusted results exclude the following:

- A \$247.5 million charge (\$230.0 million net of tax of \$17.5 million), \$217.1 million included in buying and occupancy expenses and \$30.5 million included in general, administrative and store operating expenses, related to the impairment of certain Victoria’s Secret store and other assets.
- A \$37.2 million charge (\$27.7 million net of tax of \$9.5 million), included in other income (loss), to increase reserves related to ongoing guarantees for the La Senza business which was sold in the fourth quarter of 2018.

In the second quarter of 2019, adjusted results exclude the following:

- A \$39.6 million pre-tax loss (\$30.0 million net of tax of \$9.5 million), included in other income (loss), associated with the early extinguishment of \$764 million in outstanding notes maturing between 2020 and 2022 through the issuance of \$500 million of new notes maturing in 2029 and the use of \$315 million in cash, lowering total debt by \$264 million.

In the first quarter of 2019, there were no adjustments to results.

The Adjusted Financial Information should not be construed as an alternative to the reported results determined in accordance with generally accepted accounting principles. Further, the Company’s definition of adjusted income information may differ from similarly titled measures used by other companies. Management believes that the presentation of adjusted financial information provides additional information to investors to facilitate the comparison of past and present operations. While it is not possible to predict future results, management believes the adjusted information is useful for the assessment of the ongoing operations of the Company because the adjusted items are not indicative of our ongoing operations due to their size and nature. Additionally, management uses adjusted financial information as key performance measures of results of operations for the purpose of evaluating performance internally. The Adjusted Financial Information should be read in conjunction with the Company’s historical financial statements and notes thereto contained in the Company’s quarterly reports on Form 10-Q and annual report on Form 10-K.

**L BRANDS, INC. AND SUBSIDIARIES**  
**COMPANY - OPERATED STORES AND SELLING SQUARE FOOTAGE**  
**At October 31, 2020 and November 2, 2019**

	October 31, 2020		November 2, 2019	
	Stores	Selling Sq. Ft. (000's)	Stores	Selling Sq. Ft. (000's)
Bath & Body Works U.S.	1,643	4,360	1,641	4,301
Bath & Body Works Canada	103	262	103	263
<b>Total Bath &amp; Body Works Company - Operated</b>	<b><u>1,746</u></b>	<b><u>4,622</u></b>	<b><u>1,744</u></b>	<b><u>4,564</u></b>
Victoria's Secret U.S.	704	5,352	923	6,455
PINK U.S.	143	519	143	518
Victoria's Secret Canada	23	241	39	379
PINK Canada	2	9	6	23
Victoria's Secret U.K. / Ireland	-	-	21	214
PINK U.K.	-	-	5	17
Victoria's Secret Beauty and Accessories	38	34	42	37
Victoria's Secret China	25	168	21	184
<b>Total Victoria's Secret Company - Operated</b>	<b><u>935</u></b>	<b><u>6,323</u></b>	<b><u>1,200</u></b>	<b><u>7,827</u></b>

**L BRANDS, INC. AND SUBSIDIARIES**

**2020 Selected Data**

**(Unaudited)**

**(In thousands)**

	<u>2020</u>	<u>2019</u>
<b>Capital Expenditures</b>		
First Quarter	\$ 55,221	\$ 123,307
Second Quarter	68,788	120,388
Spring Season	<u>124,009</u>	<u>243,695</u>
Third Quarter	76,155	147,961
Fourth Quarter	<u>        </u>	<u>66,701</u>
Year	\$ 200,164	\$ 458,357
 <b>Depreciation &amp; Amortization</b>		
First Quarter	\$ 138,547	\$ 145,314
Second Quarter	127,595	149,328
Spring Season	<u>266,142</u>	<u>294,642</u>
Third Quarter	127,082	148,515
Fourth Quarter	<u>        </u>	<u>144,837</u>
Year	\$ 393,224	\$ 587,994

**L BRANDS, INC. AND SUBSIDIARIES**  
**RESULTS BY SEGMENT**  
**FISCAL YEAR 2020**  
**Unaudited**  
**\$(In thousands)**

The following schedules were previously filed on Form 8-K and provide reconciliations of certain historical financial information from our prior segment reporting structure to the new segment reporting structure described below. In addition to results provided in accordance with U.S. GAAP, we have provided operating income (loss) on an adjusted non-GAAP basis which removes certain special items. The special items are consistent with those previously reported in each respective fiscal period. For additional information regarding the special items, please refer to our periodic filings on Form 10-K and Form 10-Q.

Effective in the third quarter of 2020, the Company now has two reporting segments: 1) Bath & Body Works and 2) Victoria's Secret. As a result, the following key reclassifications for segment reporting were made:  
- The Victoria's Secret and Bath & Body Works International segment results are now reported in their respective brand segment.  
- The Victoria's Secret and Bath & Body Works sourcing and production functions (formerly known as Mast Global) and certain other corporate functions that directly support a specific brand are now reported in their respective brand segment.

	May 2, 2020			August 1, 2020			YTD August 1, 2020		
	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted
<b><u>Bath &amp; Body Works</u></b>									
Comparable Store Sales	20%	-	20%	87%	-	87%	54%	-	54%
Comparable Sales	41%	-	41%	123%	-	123%	84%	-	84%
Net Sales	\$ 712,662	\$ 47,940	\$ 760,602	\$ 1,196,688	\$ 56,444	\$ 1,253,132	\$ 1,909,350	\$ 104,384	\$ 2,013,734
Operating Income (Loss)	\$ 69,093	\$ 6,634	\$ 75,727	\$ 325,624	\$ 11,329	\$ 336,953	\$ 394,716	\$ 17,965	\$ 412,681
% of Sales	9.7%	0.3%	10.0%	27.2%	-0.3%	26.9%	20.7%	-0.2%	20.5%
<b><u>Victoria's Secret</u></b>									
Comparable Store Sales	-15%	-3%	-18%	-10%	-2%	-12%	-13%	-3%	-16%
Comparable Sales	-13%	-2%	-15%	28%	-4%	24%	6%	-3%	3%
Net Sales	\$ 821,542	\$ 72,065	\$ 893,607	\$ 977,540	\$ 88,794	\$ 1,066,334	\$ 1,799,082	\$ 160,859	\$ 1,959,941
Operating Income (Loss)	\$ (299,967)	\$ (53,888)	\$ (353,855)	\$ (140,396)	\$ (77,006)	\$ (217,402)	\$ (440,363)	\$ (130,894)	\$ (571,257)
% of Sales	-36.5%	-3.1%	-39.6%	-14.4%	-6.0%	-20.4%	-24.5%	-4.6%	-29.1%
<b><u>Victoria's Secret and Bath &amp; Body Works International</u></b>									
Comparable Store Sales	-52%	52%	-	-28%	28%	-	-40%	40%	-
Comparable Sales	-44%	44%	-	-22%	22%	-	-33%	33%	-
Net Sales	\$ 65,464	\$ (65,464)	\$ -	\$ 79,922	\$ (79,922)	\$ -	\$ 145,385	\$ (145,385)	\$ -
Operating Income (Loss)	\$ (35,264)	\$ 35,264	\$ -	\$ (18,659)	\$ 18,659	\$ -	\$ (53,923)	\$ 53,923	\$ -
% of Sales	-53.9%	53.9%	-	-23.3%	23.3%	-	-37.1%	37.1%	-
<b><u>Other</u></b>									
Comparable Store Sales	-	-	-	-	-	-	-	-	-
Comparable Sales	-	-	-	-	-	-	-	-	-
Net Sales	\$ 54,541	\$ (54,541)	\$ -	\$ 65,316	\$ (65,316)	\$ -	\$ 119,858	\$ (119,858)	\$ -
Operating Income (Loss)	\$ (51,560)	\$ 11,989	\$ (39,571)	\$ (122,529)	\$ 47,016	\$ (75,513)	\$ (174,089)	\$ 59,007	\$ (115,082)
% of Sales	-94.5%	94.5%	0.0%	-187.6%	187.6%	0.0%	-145.2%	145.2%	0.0%
<b><u>Total L Brands</u></b>									
Comparable Store Sales	-5%	-	-5%	33%	-	33%	12%	-	12%
Comparable Sales	4%	-	4%	63%	-	63%	32%	-	32%
Net Sales	\$ 1,654,209	\$ -	\$ 1,654,209	\$ 2,319,466	\$ -	\$ 2,319,466	\$ 3,973,675	\$ -	\$ 3,973,675
Operating Income (Loss)	\$ (317,698)	\$ -	\$ (317,698)	\$ 44,040	\$ -	\$ 44,040	\$ (273,659)	\$ -	\$ (273,659)
% of Sales	-19.2%	-	-19.2%	1.9%	-	1.9%	-6.9%	-	-6.9%

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED RESULTS BY SEGMENT**  
**FISCAL YEAR 2020**  
**Unaudited**  
**\$(In thousands)**

Effective in the third quarter of 2020, the Company now has two reporting segments: 1) Bath & Body Works and 2) Victoria's Secret. As a result, the following key reclassifications for segment reporting were made:

- The Victoria's Secret and Bath & Body Works International segment results are now reported in their respective brand segment.
- The Victoria's Secret and Bath & Body Works sourcing and production functions (formerly known as Mast Global) and certain other corporate functions that directly support a specific brand are now reported in their respective brand segment.

	May 2, 2020			August 1, 2020			YTD August 1, 2020		
	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted
<b><u>Bath &amp; Body Works</u></b>									
Comparable Store Sales	20%	-	20%	87%	-	87%	54%	-	54%
Comparable Sales	41%	-	41%	123%	-	123%	84%	-	84%
Net Sales	\$ 712,662	\$ 47,940	\$ 760,602	\$ 1,196,688	\$ 56,444	\$ 1,253,132	\$ 1,909,350	\$ 104,384	\$ 2,013,734
Operating Income (Loss)	\$ 69,093	\$ 6,634	\$ 75,727	\$ 330,931	\$ 17,676	\$ 348,607	\$ 400,023	\$ 24,312	\$ 424,335
% of Sales	9.7%	0.3%	10.0%	27.7%	0.1%	27.8%	21.0%	0.1%	21.1%
<b><u>Victoria's Secret</u></b>									
Comparable Store Sales	-15%	-3%	-18%	-10%	-2%	-12%	-13%	-3%	-16%
Comparable Sales	-13%	-2%	-15%	28%	-4%	24%	6%	-3%	3%
Net Sales	\$ 821,542	\$ 72,065	\$ 893,607	\$ 977,540	\$ 88,794	\$ 1,066,334	\$ 1,799,082	\$ 160,859	\$ 1,959,941
Operating Income (Loss)	\$ (203,123)	\$ (53,888)	\$ (257,011)	\$ (38,920)	\$ (46,424)	\$ (85,344)	\$ (242,043)	\$ (100,312)	\$ (342,355)
% of Sales	-24.7%	-4.1%	-28.8%	-4.0%	-4.0%	-8.0%	-13.5%	-4.0%	-17.5%
<b><u>Victoria's Secret and Bath &amp; Body Works International</u></b>									
Comparable Store Sales	-52%	52%	-	-28%	28%	-	-40%	40%	-
Comparable Sales	-44%	44%	-	-22%	22%	-	-33%	33%	-
Net Sales	\$ 65,464	\$ (65,464)	\$ -	\$ 79,922	\$ (79,922)	\$ -	\$ 145,385	\$ (145,385)	\$ -
Operating Income (Loss)	\$ (35,264)	\$ 35,264	\$ -	\$ (12,894)	\$ 12,894	\$ -	\$ (48,158)	\$ 48,158	\$ -
% of Sales	-53.9%	53.9%	-	-16.1%	16.1%	-	-33.1%	33.1%	-
<b><u>Other</u></b>									
Comparable Store Sales	-	-	-	-	-	-	-	-	-
Comparable Sales	-	-	-	-	-	-	-	-	-
Net Sales	\$ 54,541	\$ (54,541)	\$ -	\$ 65,316	\$ (65,316)	\$ -	\$ 119,858	\$ (119,858)	\$ -
Operating Income (Loss)	\$ (51,560)	\$ 11,989	\$ (39,571)	\$ (73,448)	\$ 15,852	\$ (57,596)	\$ (125,008)	\$ 27,842	\$ (97,166)
% of Sales	-94.5%	94.5%	0.0%	-112.5%	112.5%	0.0%	-104.3%	104.3%	0.0%
<b><u>Total L Brands</u></b>									
Comparable Store Sales	-5%	-	-5%	33%	-	33%	12%	-	12%
Comparable Sales	4%	-	4%	63%	-	63%	32%	-	32%
Net Sales	\$ 1,654,209	\$ -	\$ 1,654,209	\$ 2,319,466	\$ -	\$ 2,319,466	\$ 3,973,675	\$ -	\$ 3,973,675
Operating Income (Loss)	\$ (220,854)	\$ -	\$ (220,854)	\$ 205,669	\$ -	\$ 205,669	\$ (15,186)	\$ -	\$ (15,186)
% of Sales	-13.4%	-	-13.4%	8.9%	-	8.9%	-0.4%	-	-0.4%

**L BRANDS, INC. AND SUBSIDIARIES**  
**RESULTS BY SEGMENT**  
**FISCAL YEAR 2019**  
**Unaudited**  
**\$(In thousands)**

Effective in the third quarter of 2020, the Company now has two reporting segments: 1) Bath & Body Works and 2) Victoria's Secret. As a result, the following key reclassifications for segment reporting were made:  
- The Victoria's Secret and Bath & Body Works International segment are now reported in their respective brand segment.  
- The Victoria's Secret and Bath & Body Works sourcing and production functions (formerly known as Mast Global) and certain other corporate functions that directly support a specific brand are now reported in their respective brand segment.

	May 4, 2019			August 3, 2019			November 2, 2019			February 1, 2020			Full Year February 1, 2020		
	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted
<b>Bath &amp; Body Works</b>															
Comparable Store Sales	7%	-	7%	4%	-	4%	5%	-	5%	5%	-	5%	5%	-	5%
Comparable Sales	13%	-	13%	8%	-	8%	9%	-	9%	10%	-	10%	10%	-	10%
Net Sales	\$ 870,734	\$ 48,262	\$ 918,996	\$ 1,060,864	\$ 45,896	\$ 1,106,760	\$ 1,064,146	\$ 34,815	\$ 1,098,961	\$ 2,174,750	\$ 56,197	\$ 2,230,947	\$ 5,170,493	\$ 185,172	\$ 5,355,665
Operating Income (Loss)	\$ 154,851	\$ 12,870	\$ 167,721	\$ 180,234	\$ 3,334	\$ 183,568	\$ 195,579	\$ 13,181	\$ 208,760	\$ 660,606	\$ 3,120	\$ 663,726	\$ 1,191,270	\$ 32,505	\$ 1,223,775
% of Sales	17.8%	0.5%	18.3%	17.0%	-0.4%	16.6%	18.4%	0.6%	19.0%	30.4%	-0.6%	29.8%	23.0%	-0.1%	22.9%
<b>Victoria's Secret</b>															
Comparable Store Sales	-7%	-1%	-8%	-9%	-	-9%	-8%	-1%	-9%	-10%	-1%	-11%	-9%	-	-9%
Comparable Sales	-5%	-	-5%	-6%	-	-6%	-7%	-1%	-8%	-10%	-	-10%	-7%	-1%	-8%
Net Sales	\$ 1,510,852	\$ 159,551	\$ 1,670,403	\$ 1,605,632	\$ 179,060	\$ 1,784,692	\$ 1,412,215	\$ 165,271	\$ 1,577,486	\$ 2,275,817	\$ 200,377	\$ 2,476,194	\$ 6,804,516	\$ 704,258	\$ 7,508,774
Operating Income (Loss)	\$ 32,720	\$ (753)	\$ 31,967	\$ 16,565	\$ 18,811	\$ 35,376	\$ (122,202)	\$ (195,336)	\$ (317,538)	\$ (543,141)	\$ 11,794	\$ (531,347)	\$ (616,057)	\$ (165,485)	\$ (781,542)
% of Sales	2.2%	-0.3%	1.9%	1.0%	1.0%	2.0%	-8.7%	-11.4%	-20.1%	-23.9%	2.4%	-21.5%	-9.1%	-1.3%	-10.4%
<b>Victoria's Secret and Bath &amp; Body Works International</b>															
Comparable Store Sales	-10%	10%	-	-13%	13%	-	-19%	19%	-	-18%	18%	-	-16%	16%	-
Comparable Sales	-5%	5%	-	-8%	8%	-	-18%	18%	-	-18%	18%	-	-13%	13%	-
Net Sales	\$ 134,955	\$ (134,955)	\$ -	\$ 154,561	\$ (154,561)	\$ -	\$ 133,349	\$ (133,349)	\$ -	\$ 177,102	\$ (177,102)	\$ -	\$ 599,967	\$ (599,967)	\$ -
Operating Income (Loss)	\$ (4,011)	\$ 4,011	\$ -	\$ (1,280)	\$ 1,280	\$ -	\$ (215,055)	\$ 215,055	\$ -	\$ (15,270)	\$ 15,270	\$ -	\$ (235,615)	\$ 235,615	\$ -
% of Sales	-3.0%	3.0%	-	-0.8%	0.8%	-	-161.3%	161.3%	-	-8.6%	8.6%	-	-39.3%	39.3%	-
<b>Other</b>															
Comparable Store Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Comparable Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Sales	\$ 112,268	\$ (72,857)	\$ 39,411	\$ 80,481	\$ (70,395)	\$ 10,086	\$ 67,037	\$ (66,737)	\$ 300	\$ 79,472	\$ (79,472)	\$ -	\$ 339,259	\$ (289,462)	\$ 49,797
Operating Income (Loss)	\$ (30,216)	\$ (16,125)	\$ (46,341)	\$ (20,919)	\$ (23,424)	\$ (44,343)	\$ (9,537)	\$ (32,899)	\$ (42,436)	\$ (20,481)	\$ (30,185)	\$ (50,666)	\$ (81,153)	\$ (102,634)	\$ (183,787)
% of Sales	-26.9%	-90.7%	-117.6%	-26.0%	-413.7%	-439.7%	-14.2%	-14131.1%	-14145.3%	-25.8%	25.8%	0.0%	-23.9%	-345.2%	-369.1%
<b>Total L Brands</b>															
Comparable Store Sales	-3%	-	-3%	-4%	-	-4%	-3%	-	-3%	-4%	-	-4%	-3%	-	-3%
Comparable Sales	0%	-	0%	-1%	-	-1%	-2%	-	-2%	-2%	-	-2%	-1%	-	-1%
Net Sales	\$ 2,628,809	\$ -	\$ 2,628,809	\$ 2,901,538	\$ -	\$ 2,901,538	\$ 2,676,747	\$ -	\$ 2,676,747	\$ 4,707,141	\$ -	\$ 4,707,141	\$ 12,914,236	\$ -	\$ 12,914,236
Operating Income (Loss)	\$ 153,345	\$ -	\$ 153,345	\$ 174,601	\$ -	\$ 174,601	\$ (151,214)	\$ -	\$ (151,214)	\$ 81,714	\$ -	\$ 81,714	\$ 258,446	\$ -	\$ 258,446
% of Sales	5.8%	-	5.8%	6.0%	-	6.0%	-5.6%	-	-5.6%	1.7%	-	1.7%	2.0%	-	2.0%



**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED RESULTS BY SEGMENT**  
**FISCAL YEAR 2019**  
 Unaudited  
 \$ (In thousands)

Effective in the third quarter of 2020, the Company now has two reporting segments: 1) Bath & Body Works and 2) Victoria's Secret. As a result, the following key reclassifications for segment reporting were made:  
 - The Victoria's Secret and Bath & Body Works International segment results are now reported in their respective brand segment.  
 - The Victoria's Secret and Bath & Body Works sourcing and production functions (formerly known as Mast Global) and certain other corporate functions that directly support a specific brand are now reported in their respective brand segment.

	May 4, 2019			August 3, 2019			November 2, 2019			February 1, 2020			Full Year February 1, 2020		
	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted
<b>Bath &amp; Body Works</b>															
Comparable Store Sales	7%	-	7%	4%	-	4%	5%	-	5%	5%	-	5%	5%	-	5%
Comparable Sales	13%	-	13%	8%	-	8%	9%	-	9%	10%	-	10%	10%	-	10%
Net Sales	\$ 870,734	\$ 48,262	\$ 918,996	\$ 1,060,864	\$ 45,896	\$ 1,106,760	\$ 1,064,146	\$ 34,815	\$ 1,098,961	\$ 2,174,750	\$ 56,197	\$ 2,230,947	\$ 5,170,493	\$ 185,172	\$ 5,355,665
Operating Income (Loss)	\$ 154,851	\$ 12,870	\$ 167,721	\$ 180,234	\$ 3,334	\$ 183,568	\$ 195,579	\$ 13,181	\$ 208,760	\$ 660,606	\$ 3,120	\$ 663,726	\$ 1,191,270	\$ 32,505	\$ 1,223,775
% of Sales	17.8%	0.5%	18.3%	17.0%	-0.4%	16.6%	18.4%	0.6%	19.0%	30.4%	-0.6%	29.8%	23.0%	-0.1%	22.9%
<b>Victoria's Secret</b>															
Comparable Store Sales	-7%	-1%	-8%	-9%	-	-9%	-8%	-1%	-9%	-10%	-1%	-11%	-9%	-	-9%
Comparable Sales	-5%	-	-5%	-6%	-	-6%	-7%	-1%	-8%	-10%	-	-10%	-7%	-1%	-8%
Net Sales	\$ 1,510,852	\$ 159,551	\$ 1,670,403	\$ 1,605,632	\$ 179,060	\$ 1,784,692	\$ 1,412,215	\$ 165,271	\$ 1,577,486	\$ 2,275,817	\$ 200,377	\$ 2,476,194	\$ 6,804,516	\$ 704,258	\$ 7,508,774
Operating Income (Loss)	\$ 32,720	\$ (753)	\$ 31,967	\$ 16,565	\$ 18,811	\$ 35,376	\$ (81,072)	\$ 11,067	\$ (70,005)	\$ 146,435	\$ 47,178	\$ 193,613	\$ 114,649	\$ 76,302	\$ 190,951
% of Sales	2.2%	-0.3%	1.9%	1.0%	1.0%	2.0%	-5.7%	1.3%	-4.4%	6.4%	1.4%	7.8%	1.7%	0.8%	2.5%
<b>Victoria's Secret and Bath &amp; Body Works International</b>															
Comparable Store Sales	-10%	10%	-	-13%	13%	-	-19%	19%	-	-18%	18%	-	-16%	16%	-
Comparable Sales	-5%	5%	-	-8%	8%	-	-18%	18%	-	-18%	18%	-	-13%	13%	-
Net Sales	\$ 134,955	\$ (134,955)	\$ -	\$ 154,561	\$ (154,561)	\$ -	\$ 133,349	\$ (133,349)	\$ -	\$ 177,102	\$ (177,102)	\$ -	\$ 599,967	\$ (599,967)	\$ -
Operating Income (Loss)	\$ (4,011)	\$ 4,011	\$ -	\$ (1,280)	\$ 1,280	\$ -	\$ (8,653)	\$ 8,653	\$ -	\$ 20,114	\$ (20,114)	\$ -	\$ 6,172	\$ (6,172)	\$ -
% of Sales	-3.0%	-3.0%	-	-0.8%	-0.8%	-	-6.5%	-6.5%	-	11.4%	11.4%	-	1.0%	1.0%	-
<b>Other</b>															
Comparable Store Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Comparable Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Sales	\$ 112,268	\$ (72,857)	\$ 39,411	\$ 80,481	\$ (70,395)	\$ 10,086	\$ 67,037	\$ (66,737)	\$ 300	\$ 79,472	\$ (79,472)	\$ -	\$ 339,259	\$ (289,462)	\$ 49,797
Operating Income (Loss)	\$ (30,216)	\$ (16,125)	\$ (46,341)	\$ (20,919)	\$ (23,424)	\$ (44,343)	\$ (9,537)	\$ (32,899)	\$ (42,436)	\$ (20,481)	\$ (30,185)	\$ (50,666)	\$ (81,153)	\$ (102,634)	\$ (183,787)
% of Sales	-26.9%	-90.7%	-117.6%	-26.0%	-413.7%	-439.7%	-14.2%	-14131.1%	-14145.3%	-25.8%	25.8%	0.0%	-23.9%	-345.2%	-369.1%
<b>Total L Brands</b>															
Comparable Store Sales	-3%	-	-3%	-4%	-	-4%	-3%	-	-3%	-4%	-	-4%	-3%	-	-3%
Comparable Sales	0%	-	0%	-1%	-	-1%	-2%	-	-2%	-2%	-	-2%	-1%	-	-1%
Net Sales	\$ 2,628,809	\$ -	\$ 2,628,809	\$ 2,901,538	\$ -	\$ 2,901,538	\$ 2,676,747	\$ -	\$ 2,676,747	\$ 4,707,141	\$ -	\$ 4,707,141	\$ 12,914,236	\$ -	\$ 12,914,236
Operating Income (Loss)	\$ 153,345	\$ -	\$ 153,345	\$ 174,601	\$ -	\$ 174,601	\$ 96,318	\$ -	\$ 96,318	\$ 806,674	\$ -	\$ 806,674	\$ 1,230,939	\$ -	\$ 1,230,939
% of Sales	5.8%	-	5.8%	6.0%	-	6.0%	3.6%	-	3.6%	17.1%	-	17.1%	9.5%	-	9.5%



**L BRANDS, INC. AND SUBSIDIARIES**  
**RESULTS BY SEGMENT**  
**FISCAL YEAR 2018**  
 Unaudited  
 \$ (In thousands)

Effective in the third quarter of 2020, the Company now has two reporting segments: 1) Bath & Body Works and 2) Victoria's Secret. As a result, the following key reclassifications for segment reporting were made:  
 - The Victoria's Secret and Bath & Body Works International segment results are now reported in their respective brand segment.  
 - The Victoria's Secret and Bath & Body Works sourcing and production functions (formerly known as Mast Global) and certain other corporate functions that directly support a specific brand are now reported in their respective brand segment.

	May 5, 2018			August 4, 2018			November 3, 2018			February 2, 2019			Full Year February 2, 2019		
	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted	As Reported	Adjustment	As Adjusted
<b>Bath &amp; Body Works</b>															
Comparable Store Sales	5%	-	5%	7%	-	7%	10%	-	10%	8%	-	8%	8%	-	8%
Comparable Sales	8%	-	8%	10%	-	10%	13%	-	13%	12%	-	12%	11%	-	11%
Net Sales	\$ 760,434	\$ 27,582	\$ 788,016	\$ 963,586	\$ 38,235	\$ 1,001,821	\$ 956,202	\$ 34,357	\$ 990,559	\$ 1,950,798	\$ 44,337	\$ 1,995,135	\$ 4,631,020	\$ 144,512	\$ 4,775,532
Operating Income (Loss)	\$ 123,660	\$ 5,691	\$ 129,351	\$ 168,766	\$ 3,787	\$ 172,553	\$ 177,845	\$ 13,082	\$ 190,927	\$ 607,183	\$ 3,070	\$ 610,253	\$ 1,077,454	\$ 25,632	\$ 1,103,086
% of Sales	16.3%	0.1%	16.4%	17.5%	-0.3%	17.2%	18.6%	0.7%	19.3%	31.1%	-0.5%	30.6%	23.3%	-0.2%	23.1%
<b>Victoria's Secret</b>															
Comparable Store Sales	-5%	-	-5%	-5%	-	-5%	-6%	-	-6%	-7%	-	-7%	-6%	-	-6%
Comparable Sales	1%	-1%	0%	-1%	-	-1%	-2%	1%	-1%	-3%	-	-3%	-2%	-	-2%
Net Sales	\$ 1,589,427	\$ 169,825	\$ 1,759,252	\$ 1,724,803	\$ 172,876	\$ 1,897,679	\$ 1,528,799	\$ 166,907	\$ 1,695,706	\$ 2,531,836	\$ 218,285	\$ 2,750,121	\$ 7,374,864	\$ 727,894	\$ 8,102,758
Operating Income (Loss)	\$ 83,170	\$ 6,736	\$ 89,906	\$ 114,250	\$ 8,450	\$ 122,700	\$ (35,872)	\$ (19,855)	\$ (55,727)	\$ 300,739	\$ 60,164	\$ 360,903	\$ 462,288	\$ 55,495	\$ 517,783
% of Sales	5.2%	-0.1%	5.1%	6.6%	-0.1%	6.5%	-2.3%	-1.0%	-3.3%	11.9%	1.2%	13.1%	6.3%	0.1%	6.4%
<b>Victoria's Secret and Bath &amp; Body Works International</b>															
Comparable Store Sales	-20%	20%	-	-14%	14%	-	-10%	10%	-	-9%	9%	-	-13%	13%	-
Comparable Sales	-6%	6%	-	2%	-2%	-	-1%	1%	-	0%	-	-	-1%	1%	-
Net Sales	\$ 135,117	\$ (135,117)	\$ -	\$ 145,489	\$ (145,489)	\$ -	\$ 134,004	\$ (134,004)	\$ -	\$ 190,673	\$ (190,673)	\$ -	\$ 605,284	\$ (605,284)	\$ -
Operating Income (Loss)	\$ (4,803)	\$ 4,803	\$ -	\$ (9,392)	\$ 9,392	\$ -	\$ (41,806)	\$ 41,806	\$ -	\$ 18,666	\$ (18,666)	\$ -	\$ (37,335)	\$ 37,335	\$ -
% of Sales	-3.6%	3.6%	-	-6.5%	6.5%	-	-31.2%	31.2%	-	9.8%	-9.8%	-	-6.2%	6.2%	-
<b>Other</b>															
Comparable Store Sales	-1%	-	-1%	-2%	-	-2%	5%	-	5%	8%	-	8%	3%	-	3%
Comparable Sales	3%	-	3%	1%	-	1%	10%	-	10%	13%	-	13%	7%	-	7%
Net Sales	\$ 140,868	\$ (62,291)	\$ 78,577	\$ 149,972	\$ (65,623)	\$ 84,349	\$ 155,868	\$ (67,259)	\$ 88,609	\$ 179,003	\$ (71,949)	\$ 107,054	\$ 625,710	\$ (267,121)	\$ 358,589
Operating Income (Loss)	\$ (47,220)	\$ (17,232)	\$ (64,452)	\$ (45,488)	\$ (21,628)	\$ (67,116)	\$ (45,772)	\$ (35,033)	\$ (80,805)	\$ (127,141)	\$ (44,565)	\$ (171,706)	\$ (265,620)	\$ (118,462)	\$ (384,082)
% of Sales	-33.5%	-48.5%	-82.0%	-30.3%	-49.3%	-79.6%	-29.4%	-61.8%	-91.2%	-71.0%	-89.4%	-160.4%	-42.5%	-64.6%	-107.1%
<b>Total L Brands</b>															
Comparable Store Sales	-2%	-	-2%	-1%	-	-1%	0%	-	0%	-1%	-	-1%	-1%	-	-1%
Comparable Sales	3%	-	3%	3%	-	3%	4%	-	4%	3%	-	3%	3%	-	3%
Net Sales	\$ 2,625,846	\$ -	\$ 2,625,846	\$ 2,983,849	\$ -	\$ 2,983,849	\$ 2,774,874	\$ -	\$ 2,774,874	\$ 4,852,309	\$ -	\$ 4,852,309	\$ 13,236,878	\$ -	\$ 13,236,878
Operating Income (Loss)	\$ 154,807	\$ -	\$ 154,807	\$ 228,137	\$ -	\$ 228,137	\$ 54,396	\$ -	\$ 54,396	\$ 799,448	\$ -	\$ 799,448	\$ 1,236,787	\$ -	\$ 1,236,787
% of Sales	5.9%	-	5.9%	7.6%	-	7.6%	2.0%	-	2.0%	16.5%	-	16.5%	9.3%	-	9.3%

**L BRANDS, INC. AND SUBSIDIARIES**  
**ADJUSTED RESULTS BY SEGMENT**  
**FISCAL YEAR 2018**  
**Unaudited**  
**\$( In thousands)**

Effective in the third quarter of 2020, the Company now has two reporting segments: 1) Bath & Body Works and 2) Victoria's Secret. As a result, the following key reclassifications for segment reporting were made:  
- The Victoria's Secret and Bath & Body Works International segment results are now reported in their respective brand segment.  
- The Victoria's Secret and Bath & Body Works sourcing and production functions (formerly known as Mast Global) and certain other corporate functions that directly support a specific brand are now reported in their respective brand segment.

	May 5, 2018			August 4, 2018			November 3, 2018			February 2, 2019			Full Year February 2, 2019		
	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted	Adjusted As Reported	Adjustment	Adjusted As Adjusted
<b>Bath &amp; Body Works</b>															
Comparable Store Sales	5%	-	5%	7%	-	7%	10%	-	10%	8%	-	8%	8%	-	8%
Comparable Sales	8%	-	8%	10%	-	10%	13%	-	13%	12%	-	12%	11%	-	11%
Net Sales	\$ 760,434	\$ 27,582	\$ 788,016	\$ 963,586	\$ 38,235	\$ 1,001,821	\$ 956,202	\$ 34,357	\$ 990,559	\$ 1,950,798	\$ 44,337	\$ 1,995,135	\$ 4,631,020	\$ 144,512	\$ 4,775,532
Operating Income (Loss)	\$ 123,660	\$ 5,691	\$ 129,351	\$ 168,766	\$ 3,787	\$ 172,553	\$ 177,845	\$ 13,082	\$ 190,927	\$ 607,183	\$ 3,070	\$ 610,253	\$ 1,077,454	\$ 25,632	\$ 1,103,086
% of Sales	16.3%	0.1%	16.4%	17.5%	-0.3%	17.2%	18.6%	0.7%	19.3%	31.1%	-0.5%	30.6%	23.3%	-0.2%	23.1%
<b>Victoria's Secret</b>															
Comparable Store Sales	-5%	-	-5%	-5%	-	-5%	-6%	-	-6%	-7%	-	-7%	-6%	-	-6%
Comparable Sales	1%	-1%	0%	-1%	-	-1%	-2%	1%	-1%	-3%	-	-3%	-2%	-	-2%
Net Sales	\$ 1,589,427	\$ 169,825	\$ 1,759,252	\$ 1,724,803	\$ 172,876	\$ 1,897,679	\$ 1,528,799	\$ 166,907	\$ 1,695,706	\$ 2,531,836	\$ 218,285	\$ 2,750,121	\$ 7,374,864	\$ 727,894	\$ 8,102,758
Operating Income (Loss)	\$ 83,170	\$ 6,736	\$ 89,906	\$ 114,250	\$ 8,450	\$ 122,700	\$ 14,248	\$ 10,903	\$ 25,151	\$ 300,739	\$ 60,164	\$ 360,903	\$ 512,408	\$ 86,253	\$ 598,661
% of Sales	5.2%	-0.1%	5.1%	6.6%	-0.1%	6.5%	0.9%	0.6%	1.5%	11.9%	1.2%	13.1%	6.9%	0.5%	7.4%
<b>Victoria's Secret and Bath &amp; Body Works International</b>															
Comparable Store Sales	-20%	20%	-	-14%	14%	-	-10%	10%	-	-9%	9%	-	-13%	13%	-
Comparable Sales	-6%	6%	-	-2%	-2%	-	-1%	1%	-	0%	-	-	-1%	1%	-
Net Sales	\$ 135,117	\$ (135,117)	\$ -	\$ 145,489	\$ (145,489)	\$ -	\$ 134,004	\$ (134,004)	\$ -	\$ 190,673	\$ (190,673)	\$ -	\$ 605,284	\$ (605,284)	\$ -
Operating Income (Loss)	\$ (4,803)	\$ 4,803	\$ -	\$ (9,392)	\$ 9,392	\$ -	\$ (11,048)	\$ 11,048	\$ -	\$ 18,666	\$ (18,666)	\$ -	\$ (6,577)	\$ 6,577	\$ -
% of Sales	-3.6%	3.6%	-	-6.5%	6.5%	-	-8.2%	8.2%	-	9.8%	-9.8%	-	-1.1%	1.1%	-
<b>Other</b>															
Comparable Store Sales	-1%	-	-1%	-2%	-	-2%	5%	-	5%	8%	-	8%	3%	-	3%
Comparable Sales	3%	-	3%	1%	-	1%	10%	-	10%	13%	-	13%	7%	-	7%
Net Sales	\$ 140,868	\$ (62,291)	\$ 78,577	\$ 149,972	\$ (65,623)	\$ 84,349	\$ 155,868	\$ (67,259)	\$ 88,609	\$ 179,003	\$ (71,949)	\$ 107,054	\$ 625,710	\$ (267,121)	\$ 358,589
Operating Income (Loss)	\$ (47,220)	\$ (17,232)	\$ (64,452)	\$ (45,488)	\$ (21,628)	\$ (67,116)	\$ (25,462)	\$ (35,033)	\$ (60,495)	\$ (27,899)	\$ (44,565)	\$ (72,464)	\$ (146,068)	\$ (118,462)	\$ (264,530)
% of Sales	-33.5%	-48.5%	-82.0%	-30.3%	-49.3%	-79.6%	-16.3%	-52.0%	-68.3%	-15.6%	-52.1%	-67.7%	-23.3%	-50.5%	-73.8%
<b>Total L Brands</b>															
Comparable Store Sales	-2%	-	-2%	-1%	-	-1%	0%	-	0%	-1%	-	-1%	-1%	-	-1%
Comparable Sales	3%	-	3%	3%	-	3%	4%	-	4%	3%	-	3%	3%	-	3%
Net Sales	\$ 2,625,846	\$ -	\$ 2,625,846	\$ 2,983,849	\$ -	\$ 2,983,849	\$ 2,774,874	\$ -	\$ 2,774,874	\$ 4,852,309	\$ -	\$ 4,852,309	\$ 13,236,878	\$ -	\$ 13,236,878
Operating Income (Loss)	\$ 154,807	\$ -	\$ 154,807	\$ 228,137	\$ -	\$ 228,137	\$ 155,584	\$ -	\$ 155,584	\$ 898,689	\$ -	\$ 898,689	\$ 1,437,217	\$ -	\$ 1,437,217
% of Sales	5.9%	-	5.9%	7.6%	-	7.6%	5.6%	-	5.6%	18.5%	-	18.5%	10.9%	-	10.9%