

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

- (x) Quarterly Report Under Section 13 or 15 (d) of the Securities Exchange Act of 1934 for the Quarterly Period Ended August 2, 1997.
- ( ) Transition Report Pursuant to Section 13 or 15 (d) of the Securities Exchange Act of 1934 for the Transition Period from \_\_\_\_\_ to \_\_\_\_\_.

Commission File No. 0-20036

THE MEN'S WEARHOUSE, INC.  
(Exact name of registrant as specified in its charter)

Texas 74-1790172  
(State or other jurisdiction of (I.R.S. Employer  
incorporation or organization) Identification No.)

5803 Glenmont Drive  
Houston, Texas 77081  
(Address of principal executive offices) (Zip code)

(713) 295-7200  
(Registrant's telephone number including area code)

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

Yes  No

As of September 10, 1997 there were 22,053,469 common shares, \$.01 par value, of the registrant outstanding.

PART 1 - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

THE MEN'S WEARHOUSE, INC. AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS

<TABLE>  
<CAPTION>

|   | AUGUST 3,<br>1996     | AUGUST 2,<br>1997     | FEBRUARY 1,<br>1997   |
|---|-----------------------|-----------------------|-----------------------|
|   | (UNAUDITED)           | (UNAUDITED)           |                       |
| <S>   | <C>                   | <C>                   | <C>                   |
| <b>ASSETS</b>                               |                       |                       |                       |
| <b>CURRENT ASSETS:</b>                      |                       |                       |                       |
| Cash  | \$ 12,795,000         | \$ 27,490,000         | \$ 34,113,000         |
| Inventories                                 | 161,002,000           | 205,106,000           | 164,140,000           |
| Other current assets                        | 6,770,000             | 10,301,000            | 10,051,000            |
| <b>Total Current Assets</b>                 | <b>180,567,000</b>    | <b>242,897,000</b>    | <b>208,304,000</b>    |
| <b>PROPERTY AND EQUIPMENT, NET</b>          | <b>63,954,000</b>     | <b>75,800,000</b>     | <b>71,022,000</b>     |
| <b>OTHER ASSETS</b>                         | <b>10,015,000</b>     | <b>19,860,000</b>     | <b>16,152,000</b>     |
| <b>TOTAL</b>                                | <b>\$ 254,536,000</b> | <b>\$ 338,557,000</b> | <b>\$ 295,478,000</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b> |                       |                       |                       |
| <b>CURRENT LIABILITIES:</b>                 |                       |                       |                       |
| Accounts payable                            | \$ 29,888,000         | \$ 50,392,000         | \$ 38,089,000         |

|                                |                |                |                |
|--------------------------------|----------------|----------------|----------------|
| Accrued expenses               | 12,905,000     | 21,004,000     | 24,742,000     |
| Income taxes payable           | 2,196,000      | 2,397,000      | 8,194,000      |
| Other current liabilities      | 513,000        | 181,000        | 442,000        |
|                                | -----          | -----          | -----          |
| Total Current Liabilities      | 45,502,000     | 73,974,000     | 71,467,000     |
| LONG-TERM DEBT                 | 57,500,000     | 57,500,000     | 57,500,000     |
| OTHER LIABILITIES              | 6,558,000      | 7,199,000      | 7,382,000      |
|                                | -----          | -----          | -----          |
| Total Liabilities              | 109,560,000    | 138,673,000    | 136,349,000    |
|                                | -----          | -----          | -----          |
| SHAREHOLDERS' EQUITY:          |                |                |                |
| Common stock                   | 210,000        | 220,000        | 210,000        |
| Capital in excess of par       | 78,054,000     | 109,317,000    | 78,182,000     |
| Retained earnings              | 67,291,000     | 90,688,000     | 81,316,000     |
|                                | -----          | -----          | -----          |
| Total                          | 145,555,000    | 200,225,000    | 159,708,000    |
| Treasury common stock, at cost | (579,000)      | (341,000)      | (579,000)      |
|                                | -----          | -----          | -----          |
| Total Shareholders' Equity     | 144,976,000    | 199,884,000    | 159,129,000    |
|                                | -----          | -----          | -----          |
| TOTAL                          | \$ 254,536,000 | \$ 338,557,000 | \$ 295,478,000 |
|                                | =====          | =====          | =====          |

</TABLE>

See notes to consolidated financial statements.  
THE MEN'S WEARHOUSE, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF EARNINGS  
(UNAUDITED)

FOR THE INTERIM PERIODS ENDED  
AUGUST 3, 1996 AND AUGUST 2, 1997

<TABLE>  
<CAPTION>

|  | THREE MONTHS ENDED |                |
|--|--------------------|----------------|
|  | 1996               | 1997           |
|  | -----              | -----          |
| <S>  | <C>                | <C>            |
| Net Sales  | \$ 98,885,000      | \$ 133,935,000 |
| Cost of goods sold, including buying and<br>occupancy costs  | 59,923,000         | 82,744,000     |
|  | -----              | -----          |
| Gross margin   | 38,962,000         | 51,191,000     |
| Selling, general and administrative expenses   | 31,640,000         | 41,374,000     |
|  | -----              | -----          |
| Operating income   | 7,322,000          | 9,817,000      |
| Interest expense (net of interest income of \$395,000<br>and \$255,000 in 1996 and 1997, respectively) | 500,000            | 699,000        |
|  | -----              | -----          |
| Earnings before income taxes   | 6,822,000          | 9,118,000      |
| Provision for income taxes   | 2,813,000          | 3,762,000      |
|  | -----              | -----          |
| Net earnings   | \$ 4,009,000       | \$ 5,356,000   |
|  | =====              | =====          |
| Net earnings per share of common stock   | \$ 0.19            | \$ 0.25        |
|  | =====              | =====          |
| Weighted average number of common and<br>common equivalent shares outstanding                          | 21,213,000         | 21,495,000     |
|  | =====              | =====          |

</TABLE>

See notes to the consolidated financial statements.

THE MEN'S WEARHOUSE, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF EARNINGS  
(UNAUDITED)

FOR THE INTERIM PERIODS ENDED  
AUGUST 3, 1996 AND AUGUST 2, 1997

<TABLE>  
<CAPTION>

|  | SIX MONTHS ENDED |                |
|--|------------------|----------------|
|  | 1996             | 1997           |
| <S>  | <C>              | <C>            |
| Net Sales  | \$ 202,582,000   | \$ 264,556,000 |
| Cost of goods sold, including buying and<br>occupancy costs  | 124,658,000      | 164,932,000    |
| Gross margin   | 77,924,000       | 99,624,000     |
| Selling, general and administrative expenses   | 64,971,000       | 82,445,000     |
| Operating income   | 12,953,000       | 17,179,000     |
| Interest expense (net of interest income of \$762,000<br>and \$568,000 in 1996 and 1997, respectively) | 839,000          | 1,226,000      |
| Earnings before income taxes   | 12,114,000       | 15,953,000     |
| Provision for income taxes   | 4,996,000        | 6,581,000      |
| Net earnings   | \$ 7,118,000     | \$ 9,372,000   |
| Net earnings per share of common stock   | \$ 0.34          | \$ 0.44        |
| Weighted average number of common and<br>common equivalent shares outstanding                          | 21,212,000       | 21,371,000     |

</TABLE>

See notes to the consolidated financial statements.  
THE MEN'S WEARHOUSE, INC. AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(UNAUDITED)

FOR THE INTERIM PERIODS ENDED  
AUGUST 3, 1996 AND AUGUST 2, 1997

<TABLE>  
<CAPTION>

|  | SIX MONTHS ENDED |              |
|--|------------------|--------------|
|  | 1996             | 1997         |
| <S>  | <C>              | <C>          |
| CASH FLOWS FROM OPERATING ACTIVITIES:  |                  |              |
| Net earnings   | \$ 7,118,000     | \$ 9,372,000 |
| Adjustments to reconcile net earnings to<br>net cash used in operating activities: |                  |              |
| Depreciation and amortization  | 5,652,000        | 7,800,000    |
| Increase in inventories  | (24,205,000)     | (40,966,000) |
| Increase in other assets   | (1,257,000)      | (841,000)    |
| Increase (decrease) in accounts payable and<br>accrued expenses                    | (6,900,000)      | 9,418,000    |
| Decrease in income taxes payable   | (2,038,000)      | (4,730,000)  |
| Increase (decrease) in other liabilities   | 76,000           | (183,000)    |
| Net cash used in operating activities  | (21,554,000)     | (20,130,000) |
| CASH FLOWS FROM INVESTING ACTIVITIES:  |                  |              |
| Capital expenditures   | (12,373,000)     | (11,880,000) |
| Investment in trademark, tradenames and<br>other intangibles                       | (6,000,000)      | (3,470,000)  |
| Net cash used in investing activities  | (18,373,000)     | (15,350,000) |

|  |               |               |
|--|---------------|---------------|
| CASH FLOWS FROM FINANCING ACTIVITIES:              |               |               |
| Net proceeds from sale of Notes                    | 55,500,000    | --            |
| Net proceeds from issuance of common stock         | --            | 29,961,000    |
| Bank borrowings                                    | 18,750,000    | --            |
| Principal payments on bank debt                    | (23,000,000)  | --            |
| Principal payments under capital lease obligations | (306,000)     | (261,000)     |
| Payments of deferred loan costs                    | --            | (197,000)     |
| Exercise of stock options                          | 582,000       | 710,000       |
| Option shares relinquished for tax obligations     | (1,351,000)   | (1,356,000)   |
| Net cash provided by financing activities          | 50,175,000    | 28,857,000    |
|  |               |               |
| INCREASE (DECREASE) IN CASH                        | 10,248,000    | (6,623,000)   |
|  |               |               |
| CASH:  |               |               |
| Beginning of period                                | 2,547,000     | 34,113,000    |
| End of period                                      | \$ 12,795,000 | \$ 27,490,000 |

</TABLE>

See notes to consolidated financial statements.

THE MEN'S WEARHOUSE, INC. AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(UNAUDITED)

1. Basis of Presentation

The consolidated balance sheets as of August 3, 1996 and August 2, 1997 and the consolidated statements of earnings and cash flows for the interim periods ended August 3, 1996 and August 2, 1997 have been prepared by the Company, without audit. In the opinion of management, all adjustments (which include only normal recurring accruals) considered necessary to present fairly the financial position, results of operations and cash flows of the Company at August 3, 1996 and August 2, 1997 and for all periods presented, have been made. Certain reclassifications have been made to the consolidated statements of cash flows for the six months ended August 3, 1996 to conform to the 1997 classifications.

Certain information and footnote disclosures normally included in annual financial statements prepared in accordance with generally accepted accounting principles have been omitted from these interim financial statements. It is suggested that these consolidated financial statements be read in conjunction with the consolidated financial statements and notes thereto included in the Company's Annual Report on Form 10-K.

The results of operations for the six months ended August 2, 1997 are not necessarily indicative of the operating results that may be expected for the year ending January 31, 1998.

2. Supplemental Disclosures of Cash Flow Information

<TABLE>

<CAPTION>

|                                  | SIX MONTHS ENDED |              |
|----------------------------------|------------------|--------------|
|                                  | 1996             | 1997         |
| <S>                              | <C>              | <C>          |
| Cash paid during the period for: |                  |              |
| Interest                         | \$ 269,000       | \$ 1,803,000 |
| Income taxes                     | \$7,034,000      | \$11,311,000 |

Non-cash investing and financing activities:

|   |             |              |
|---|-------------|--------------|
| Additional paid in capital resulting from tax benefit recognized upon exercise of stock options | \$1,042,000 | \$ 1,067,000 |
| Treasury stock issued to employee stock ownership plan  | \$ 625,000  | \$ 1,000,000 |

</TABLE>

RESULTS OF OPERATIONS

General

In large part, changes in net sales and operating results are impacted by the number of stores operating during the fiscal period. The following information is provided with respect to stores in operation during each of the respective fiscal periods. References herein to years are to the Company's 52 - or 53 - week fiscal year which ends on the Saturday nearest January 31 in the following calendar year. For example, references to "1997" mean the fiscal year ending January 31, 1998.

<TABLE>

<CAPTION>

|                                    | Three Months Ended |                   | Six Months Ended  |                   | Fiscal Year Ended   |
|------------------------------------|--------------------|-------------------|-------------------|-------------------|---------------------|
|                                    | August 3,<br>1996  | August 2,<br>1997 | August 3,<br>1996 | August 2,<br>1997 | February 1,<br>1997 |
| <S>                                | <C>                | <C>               | <C>               | <C>               | <C>                 |
| Stores open at beginning of period | 285                | 359               | 278               | 345               | 278                 |
| Opened during period               | 12                 | 11                | 19                | 26                | 50                  |
| C&R acquired during period         | --                 | --                | --                | --                | 17                  |
| NAL acquired during period         | --                 | 6                 | --                | 6                 | --                  |
| Closed during period               | --                 | (2)               | --                | (3)               | --                  |
| Stores open at end of period       | 297                | 374               | 297               | 374               | 345                 |

</TABLE>

In May 1997, the Company, through an indirect wholly-owned subsidiary, acquired the assets of Walter Pye's Men's Shops, Inc., which operated four weekend-only stores in the Greater Houston area and one store in each of San Antonio and New Orleans. Walter Pye's Men's Shops, Inc. operated these six stores under the name "NAL". The Company operates these stores, along with Value Price Clothing Inc.'s ("VPC") C&R stores, as part of the VPC division selling men's tailored apparel to the more price sensitive clothing customer.

Results of Operations - Three Months

Net sales in the second quarter of 1997 increased \$35.1 million, or 35.4%, over the prior year due to sales from stores opened after August 3, 1996, sales from the 17 C&R stores and 6 NAL stores acquired by VPC in January 1997 and May 1997, respectively, and a comparable store sales increase. Comparable store sales (which are calculated by excluding the net sales of a store for any month of one period if the store was not open throughout the same month of the prior year) increased 9.1% over the second quarter of 1996. Comparable store sales increased .7% in the second quarter of 1996 over the second quarter of 1995.

In the second quarter of 1997, gross margin increased by \$12.2 million as compared to the second quarter of 1996 and as a percentage of net sales decreased from 39.4% to 38.2%. The decline in gross margin percentage resulted principally from the impact of the lower gross margin realized by the VPC division. The gross margin in the Company's traditional stores improved as occupancy costs decreased as a percentage of net sales.

Selling, general and administrative costs for the second quarter of 1997 increased \$9.7 million as compared to the second quarter of 1996, yet as a percentage of net sales decreased from 32.0% to 30.9%. The principal components of selling, general and administrative costs increased as a result of the Company's growth. As a percentage of net sales, advertising expense increased from 6.4% to 6.6%, store salaries decreased from 13.2% to 12.5% and other store and non-store general and administrative costs decreased from 12.4% to 11.8%. The relationship of these components of selling, general and administrative costs to net sales was favorably impacted by the operations of the VPC division.

Interest expense, net of interest income, increased from \$500,000 in the second quarter of 1996 to \$699,000 in the second quarter of 1997. Weighted average borrowings outstanding, including obligations under capital leases, decreased from \$58.3 million in the second quarter of 1996 to \$57.7 million in the second quarter of 1997, while the

weighted average interest rate on outstanding indebtedness increased from 6.1% to 6.3%, respectively. The effective interest rate includes commitment fees paid pursuant to the credit agreement (see Liquidity and Capital Resources) under which there was no indebtedness outstanding in both the second quarter of 1996 and 1997. Interest expense associated with the 5 1/4% Convertible Subordinated Notes (see Liquidity and Capital Resources) was offset by interest income of \$395,000 and \$255,000 resulting from the investment of excess cash in short-term securities during the second quarter of 1996 and 1997, respectively.

The effective tax rate remained unchanged between the quarters at approximately 41.3%.

The factors discussed above resulted in net earnings of \$5,356,000, or 4.0% of net sales, for the second quarter of 1997 as compared to \$4,009,000, or 4.1% of net sales, for the second quarter of 1996.

## Results of Operations - Six Months

Net sales in the first six months of 1997 increased \$62.0 million, or 30.6%, over the prior year due to sales from stores opened after August 3, 1996, sales from the 17 C&R stores and 6 NAL stores acquired by VPC on January 17, 1997 and May 6, 1997, respectively, and a comparable store sales increase. Comparable store sales (which are calculated by excluding the net sales of a store for any month of one period if the store was not open throughout the same month of the prior year) increased 5.1% over the first six months of 1996. Comparable store sales increased 4.1% in the first six months of 1996 over the first six months of 1995.

In the first six months of 1997, gross margin increased by \$21.7 million as compared to the first six months of 1996 and as a percentage of net sales decreased from 38.5% to 37.7%. The decline in gross margin percentage resulted principally from the impact of the lower gross margin realized by the VPC division. The gross margin in the Company's traditional stores improved slightly as product costs decreased as a percentage of net sales while occupancy costs increased as a percentage of net sales.

Selling, general and administrative costs for the first six months of 1997 increased \$17.5 million as compared to the first six months of 1996, yet as a percentage of net sales decreased from 32.1% to 31.2%. The principal components of selling, general and administrative costs increased as a result of the Company's growth. As a percentage of net sales, advertising expense decreased from 6.8% to 6.6%, store salaries decreased from 12.9% to 12.5% and other store and non-store general and administrative costs decreased from 12.4% to 12.1%. The relationship of these components of selling, general and administrative costs to net sales was favorably impacted by the operations of the VPC division.

Interest expense, net of interest income, increased from \$839,000 in the first six months of 1996 to \$1,226,000 in the first six months of 1997. Weighted average borrowings outstanding, including obligations under capital leases, increased from \$51.5 million in the first six months of 1996 to \$57.8 million in the first six months of 1997, while the weighted average interest rate on outstanding indebtedness equaled 6.2% for both periods. The effective interest rate includes commitment fees paid pursuant to the credit agreement (see Liquidity and Capital Resources) under which indebtedness was outstanding for only a portion of the first six months of 1996. Interest expense associated with the 5 1/4% Convertible Subordinated Notes (see Liquidity and Capital Resources) was offset by interest income of \$762,000 and \$568,000 resulting from the investment of excess cash in short-term securities during the first six months of 1996 and 1997, respectively.

The effective tax rate remained unchanged between the six-month periods at approximately 41.3%.

The factors discussed above resulted in net earnings of \$9,372,000, or 3.5% of net sales, for the first six months of 1997 as compared to \$7,118,000, or 3.5% of net sales, for the first six months of 1996.

## Liquidity and Capital Resources

In July 1997, the Company completed a public offering of 2,041,250 shares of common stock, \$.01 par value, at \$31.75 per share, of which 1,000,000 shares were sold by the Company for proceeds, net of offering costs, of \$30.0 million.

In March 1996, the Company sold \$57.5 million of 5 1/4% Convertible Subordinated Notes (the "Notes") due 2003. The Notes are convertible into Common Stock at a conversion price of \$34.125 per share. A portion of the net proceeds from the Notes was used to repay outstanding indebtedness under the second amended and restated Credit Agreement and the balance has been invested in new stores, the acquisition of C&R and NAL, licenses, trademarks, short-term interest bearing securities or otherwise used to minimize borrowings under the second amended and restated Credit Agreement. Interest on the Notes is payable semi-annually on March 1 and September 1 of each year.

The change in the Company's cash position during the six months ended August 2, 1997, resulted from the following combination of factors:

- o Net proceeds from issuance of 1,000,000 shares of common stock on July 23, 1997 of approximately \$30 million.
- o Net cash used in operations, principally related to an inventory increase due to seasonal inventory buildup and the addition of 26 stores opened during the six months ended August 2, 1997, as well as the purchase of inventory for stores to be opened in the third quarter of 1997.
- o Use of cash in connection with capital expenditures related to new stores opened during the six months ended, or under construction at, August 2, 1997, land and building purchased for use by the Company in connection with various training and meeting functions, employee retreats and vendor relations and purchases of telecommunication and computer equipment.
- o The acquisition of six NAL stores, including inventory and related intangibles.

On June 2, 1997, the Company entered into a revolving credit agreement ("Revised Credit Agreement") to replace the second amended and restated Credit Agreement with its bank group that became effective on June 30, 1995. The Revised Credit Agreement provides for borrowings of up to \$125 million through April 30, 2002. As of September 10, 1997, there was no indebtedness outstanding under the Revised Credit Agreement.

Advances under the Revised Credit Agreement bear interest at a rate per annum equal to, at the Company's option, (i) the bank's prime rate or (ii) the reserve adjusted LIBOR rate plus an interest rate margin varying between .875% to 1.375%. The Revised Credit Agreement provides for fees applicable to unused commitments of .125% to .275% .

The Revised Credit Agreement contains certain restrictive and financial covenants, including a requirement to maintain a minimum amount of Consolidated Net Worth (as defined). The Company is also required to maintain certain debt to cash flow, cash flow coverage and current ratios and must keep its average store inventories below certain specified amounts. In addition, the Revised Credit Agreement limits additional indebtedness, creation of liens, Restricted Payments (as defined) and Investments (as defined). The Revised Credit Agreement prohibits payment of cash dividends on the Common Stock of the Company. The Revised Credit Agreement also permits, with certain limitations, the Company to merge or consolidate with another company, sell or dispose of its property, make acquisitions, issue options or enter into transactions with affiliates.

The Company anticipates opening a total of approximately 50 new stores in the current fiscal year, including the 26 stores opened in the first six months of 1997. The continuing consolidation of the men's tailored clothing industry and recent financial difficulties of significant menswear retailers may present the Company with opportunities to acquire retail chains significantly larger than the Company's past acquisitions. Any such acquisitions may be undertaken as an alternative to opening new stores. The Company has received, and from time to time in the past has received, inquiries concerning its interest in possible acquisitions and has requested information with respect thereto. The Company may use cash on hand, together with its cash flow from operations and borrowings under the Revised Credit Agreement, to take advantage of acquisition opportunities.

The Company is currently conducting an evaluation of the computer hardware and software needs necessary to productively manage its expected future business activities. Based on the current plan, it is expected that the related capital expenditures will approximate \$12 million to \$17 million over the next 18 to 24 months.

In June 1997, the Company commenced construction of approximately 150,000 square feet on a six acre tract adjacent to its current distribution facility in Houston. Including the cost of the land (which was purchased for \$700,000 in 1996), fixtures and equipment, these new distribution facilities are estimated to cost approximately \$7.5 million and are expected to be completed after the end of the current fiscal year.

The Company anticipates that its existing cash and cash flow from operations, supplemented by borrowings under the Revised Credit Agreement and net proceeds from the July 1997 public offering, will be sufficient to fund its planned store openings, other capital expenditures and other operating cash requirements for at least the next twelve months.

In connection with the Company's direct sourcing program, the Company may enter into purchase commitments that are denominated in a foreign currency. The Company generally enters into forward exchange contracts to reduce the risk of currency fluctuations related to firmly committed and certain other probable, but not firmly committed, inventory transactions denominated in a foreign currency. The majority of the forward exchange contracts are with one financial institution. Therefore, the Company is exposed to credit risk in the event of nonperformance by this party. However, due to the creditworthiness of this major financial institution, full performance is anticipated. The Company may also be exposed to market risk as a result of changes in foreign exchange rates. This market risk should be substantially offset by changes in the valuation of the underlying transactions being hedged.

#### Impact of New Accounting Pronouncements

The Financial Accounting Standards Board issued Statement No. 128, "Earnings Per Share," (SFAS 128), in February 1997. SFAS 128, which is effective for periods ending after December 15, 1997, establishes standards for computing and presenting earnings per share (EPS) and applies to entities with publicly held common stock or potential common stock. SFAS 128 simplifies the standards for computing earnings per share previously found in APB Opinion No. 15 and makes them comparable to international EPS standards. It replaces the presentation of primary EPS with a presentation of basic EPS. It also requires dual presentation of basic and diluted EPS on the face of the income statement for all entities with complex capital structures and requires a reconciliation of the numerator and denominator of the diluted EPS computation.

Basic EPS excludes dilution and is computed by dividing income available to common stockholders by the weighted-average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if

securities or other contracts to issue common stock were exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the entity. Diluted EPS is computed similarly to fully diluted EPS pursuant to Opinion 15. The Company does not believe that the adoption of SFAS 128 will have a material effect on the Company's method of calculation or display of earnings per share amount.

Also in February 1997, the FASB issued SFAS No. 129, Disclosure of Information about Capital Structure, which establishes standards for disclosing information about an entity's capital structure. Such SFAS is

effective for periods ending after December 15, 1997. In June 1997, the FASB issued SFAS No. 130, Reporting Comprehensive Income, and SFAS 131, Disclosures About Segments of an Enterprise and Related information. SFAS No. 130 establishes standards for reporting and displaying of comprehensive income and its components. SFAS No. 131 establishes standards for the way that public business enterprises report information about operating segments and related information in interim and annual financial statements. SFAS No. 130 and 131 are effective for periods beginning after December 15, 1997. These three statements will not have any effect on the Company's 1997 financial statements, however, management is evaluating what, if any, additional disclosures may be required when these three statements are implemented.

#### Forward -Looking Statements

Certain statements made herein and in other public offerings and releases by the Company contain "forward-looking" information (as defined in the Private Securities Litigation Reform Act of 1995) that involve risk and uncertainty. These forward-looking statements may include, but are not limited to, future sales, earnings, margins, costs, number and costs of store openings, demand for men's clothing, market trends in the retail men's clothing business, currency fluctuations, inflation and various economic and business trends. Forward-looking statements may be made by management orally or in writing, including but not limited to, this Management's Discussion and Analysis of Financial Condition and Results of Operations section and other sections of the Company's filings with the Securities and Exchange Commission under the Securities Exchange Act of 1934 and the Securities Act of 1933.

Actual results and trends in the future may differ materially depending on a variety of factors including, but not limited to, domestic economic activity and inflation, the Company's successful execution of internal operating plans and new store and new market expansion plans, performance issues with key suppliers, foreign currency fluctuations, government export and import policies and legal proceedings. Future results will also be dependent upon the ability of the Company to continue to identify and complete successful expansions and penetrations into existing and new markets and its ability to integrate such expansions with the Company's existing operations.

## PART II - OTHER INFORMATION

### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

At the Company's Annual Meeting of Shareholders held on June 18, 1997, the Company's shareholders (i) elected nine directors to the Company's Board of Directors and (ii) ratified the appointment of Deloitte & Touche LLP as independent auditors of the Company for 1997. The number of shares voted for and withheld with respect to the election of each director is as follows:

<TABLE>  
<CAPTION>

| Name<br>----       | Shares Voted For<br>----- | Shares Withheld<br>----- |
|--------------------|---------------------------|--------------------------|
| <S>                | <C>                       | <C>                      |
| George Zimmer      | 19,067,010                | 19,515                   |
| David Edwab        | 19,067,290                | 19,235                   |
| Richard E. Goldman | 19,067,290                | 19,235                   |
| Robert E. Zimmer   | 19,067,028                | 19,497                   |
| James E. Zimmer    | 19,067,178                | 19,347                   |
| Harry M. Levy      | 19,066,699                | 19,826                   |
| Rinaldo Brutoco    | 19,067,290                | 19,235                   |
| Michael L. Ray     | 19,067,290                | 19,235                   |
| Sheldon I. Stein   | 19,059,951                | 26,574                   |

</TABLE>

The number of shares voted in favor, against, or abstained related to the ratification of the appointment of independent auditors was as follows:

<TABLE>  
<CAPTION>

|     | Voted For<br>----- | Voted Against<br>----- | Abstained<br>----- |
|-----|--------------------|------------------------|--------------------|
| <S> | <C>                | <C>                    | <C>                |



Proposal (ii) 19,068,312 8,025 10,188  
</TABLE>

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits

11.1 Statement of Computation of Net Earnings Per Share.

27.1 Financial Data Schedule.

(b) The Company was not required to file any reports on Form 8-K during the 13 weeks ended August 2, 1997.

SIGNATURES

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 thereinto duly authorized.

The Men's Wearhouse, Inc.  
(REGISTRANT)

/s/  
-----

David H. Edwab  
President  
September 12, 1997

/s/  
-----

Gary G. Ckudre  
Vice President - Finance and Principal Financial  
and Accounting Officer  
September 12, 1997

INDEX TO EXHIBITS

<TABLE>  
<CAPTION>

| EXHIBIT<br>NUMBER<br>----- | DESCRIPTION<br>-----                                       | SEQUENTIALLY<br>NUMBERED PAGES<br>----- |
|----------------------------|--|---|
| <S><br>11.1                | <C><br>Statement of Computation of Net Earnings Per Share. | <C>                                     |
| 27.1                       | Financial Data Schedule.                                   |   |

</TABLE>

## EXHIBIT 11.1

THE MEN'S WEARHOUSE, INC. AND SUBSIDIARIES  
 STATEMENT OF COMPUTATION OF NET EARNINGS PER SHARE  
 FOR THE INTERIM PERIODS ENDED AUGUST 3, 1996 AND AUGUST 2, 1997

<TABLE>  
 <CAPTION>

|   | Three Months Ended |              |
|---|--------------------|--------------|
|   | 1996               | 1997         |
|   | -----              | -----        |
| <S>   | <C>                | <C>          |
| Shares outstanding - beginning of period  | 20,903,000         | 21,011,000   |
| Shares issued during period - weighted average:                                   |                    |              |
| Public offerings  | --                 | 121,000      |
| Options exercised   | 3,000              | 12,000       |
| Common stock equivalents - weighted average:                                      |                    |              |
| Shares issuable upon exercise of stock<br>options granted (treasury stock method) | 307,000            | 351,000      |
|   | -----              | -----        |
| Weighted average number of common and common<br>equivalent shares                 | 21,213,000         | 21,495,000   |
|   | =====              | =====        |
| Net earnings applicable to common stock   | \$ 4,009,000       | \$ 5,356,000 |
|   | =====              | =====        |
| Primary and fully diluted earnings per share                                      | \$ .19             | \$ .25       |
|   | =====              | =====        |

=====  
 <CAPTION>

|   | Six Months Ended |              |
|---|------------------|--------------|
|   | 1996             | 1997         |
|   | -----            | -----        |
| <S>   | <C>              | <C>          |
| Shares outstanding - beginning of period  | 20,820,000       | 20,921,000   |
| Shares issued during period - weighted average:                                   |                  |              |
| Public offerings  | --               | 60,000       |
| Options exercised   | 57,000           | 56,000       |
| Contribution to Employee Stock Plan   | 14,000           | 26,000       |
| Common stock equivalents - weighted average:                                      |                  |              |
| Shares issuable upon exercise of stock<br>options granted (treasury stock method) | 321,000          | 308,000      |
|   | -----            | -----        |
| Weighted average number of common and common<br>equivalent shares                 | 21,212,000       | 21,371,000   |
|   | =====            | =====        |
| Net earnings applicable to common stock   | \$ 7,118,000     | \$ 9,372,000 |
|   | =====            | =====        |
| Primary and fully diluted earnings per share                                      | \$ .34           | \$ .44       |
|   | =====            | =====        |

</TABLE>

<TABLE> <S> <C>

<ARTICLE> 5

<LEGEND>

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE COMPANY'S CONSOLIDATED FINANCIAL STATEMENTS ON FORM 10-Q AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

</LEGEND>

<MULTIPLIER> 1,000

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|------------------------------|-------------|
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| <FISCAL-YEAR-END>            | JAN-31-1998 |
| <PERIOD-START>               | FEB-02-1997 |
| <PERIOD-END>                 | AUG-02-1997 |
| <CASH>                       | 27,490      |
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| <CURRENT-ASSETS>             | 242,897     |
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| <OTHER-SE>                   | 199,664     |
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| <SALES>                      | 264,556     |
| <TOTAL-REVENUES>             | 264,556     |
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| <INTEREST-EXPENSE>           | 1,226       |
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| <CHANGES>                    | 0           |
| <NET-INCOME>                 | 9,372       |
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| <EPS-DILUTED>                | 0           |

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