

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D. C. 20549

/X/ Quarterly Report Under Section 13 and 15(d)  
of the Securities Exchange Act of 1934  
or  
/ / Transition Report Pursuant to Section 13 and 15(d)  
of the Securities Exchange Act of 1934

For Quarter Ended April 30, 1994  
Commission file number 1-4908

The TJX Companies, Inc.  
(Exact name of registrant as specified in its charter)

DELAWARE  
(State or other jurisdiction of  
incorporation or organization)

04-2207613  
(I.R.S. Employer  
Identification No.)

770 Cochituate Road  
Framingham, Massachusetts  
(Address of principal executive offices)

01701  
(Zip Code)

(508)390-1000  
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes X . No .

The number of shares of Registrant's common stock outstanding as of May 28, 1994: 73,456,447

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PART I FINANCIAL INFORMATION  
THE TJX COMPANIES, INC. AND CONSOLIDATED SUBSIDIARIES  
STATEMENTS OF INCOME  
(UNAUDITED)  
DOLLARS IN THOUSANDS EXCEPT PER SHARE AMOUNTS

|   | Thirteen Weeks Ended<br>April 30,<br>1994 | May 1,<br>1993 |
|---|---|----------------|
| Net sales   | \$851,736                                 | \$785,637      |
| Cost of sales, including buying and<br>occupancy costs                    | 635,714                                   | 585,406        |
| Selling, general and administrative expenses                              | 177,609                                   | 157,931        |
| Interest on debt and capital leases                                       | 5,479                                     | 4,746          |
| Income before income taxes and cumulative<br>effect of accounting changes | 32,934                                    | 37,554         |
| Provision for income taxes  | 13,565                                    | 14,897         |

|   |           |           |
|---|-----------|-----------|
| Income before cumulative effect of accounting changes | 19,369    | 22,657    |
| Cumulative effect of accounting changes               | -         | (2,667)   |
| Net income  | 19,369    | 19,990    |
| Preferred stock dividends                             | 1,789     | 1,789     |
| Net income available to common shareholders           | \$ 17,580 | \$ 18,201 |

Primary and fully diluted earnings per common share:

|   |        |        |
|---|--------|--------|
| Income before cumulative effect of accounting changes | \$ .24 | \$ .28 |
| Cumulative effect of accounting changes               | -      | (.03)  |
| Net income  | \$ .24 | \$ .25 |
| Cash dividends per common share                       | \$ .14 | \$.125 |

The accompanying notes are an integral part of the financial statements.

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THE TJX COMPANIES, INC. AND CONSOLIDATED SUBSIDIARIES  
BALANCE SHEETS  
(UNAUDITED)  
IN THOUSANDS

| ASSETS  | April 30,<br>1994 | January 29,<br>1994 | May 1,<br>1993 |
|---|-------------------|---------------------|----------------|
| Current assets:                                   |                   |                     |                |
| Cash and cash equivalents                         | \$ 30,287         | \$ 58,102           | \$ 46,949      |
| Accounts receivable                               | 49,609            | 30,639              | 37,456         |
| Merchandise inventories                           | 859,374           | 772,324             | 784,001        |
| Prepaid expenses                                  | 29,859            | 20,791              | 30,875         |
| Total current assets                              | 969,129           | 881,856             | 899,281        |
| Property, at cost:                                |                   |                     |                |
| Land and buildings                                | 112,841           | 110,793             | 87,596         |
| Leasehold costs and improvements                  | 265,649           | 256,929             | 227,137        |
| Furniture, fixtures and equipment                 | 405,557           | 398,106             | 357,700        |
|   | 784,047           | 765,828             | 672,433        |
| Less accumulated depreciation                     | 340,542           | 326,685             | 292,177        |
|   | 443,505           | 439,143             | 380,256        |
| Other assets                                      | 13,636            | 13,744              | 9,578          |
| Goodwill, net of amortization                     | 91,883            | 92,627              | 94,680         |
| TOTAL ASSETS                                      | \$1,518,153       | \$1,427,370         | \$1,383,795    |
| LIABILITIES                                       |                   |                     |                |
| Current liabilities:                              |                   |                     |                |
| Short-term debt                                   | \$ 10,000         | \$ -                | \$ -           |
| Current installments of long-term debt            | 5,995             | 5,936               | 5,412          |
| Accounts payable                                  | 400,091           | 340,578             | 392,837        |
| Accrued expenses and other current liabilities    | 259,729           | 245,139             | 256,327        |
| Total current liabilities                         | 675,815           | 591,653             | 654,576        |
| Long-term debt exclusive of current installments: |                   |                     |                |
| Real estate mortgages                             | 42,021            | 42,823              | 45,097         |
| Equipment notes                                   | 5,900             | 6,031               | 7,399          |
| General corporate debt                            | 161,915           | 162,000             | 125,000        |
| Deferred income taxes                             | 34,587            | 33,963              | 36,687         |

| SHAREHOLDERS' EQUITY  |                 |                 |                 |
|---|-----------------|-----------------|-----------------|
| Preferred stock at face value,<br>authorized 5,000,000 shares, par<br>value \$1, issued and outstanding<br>cumulative convertible stock of: |                 |                 |                 |
| - 250,000 shares of 8% Series A   | 25,000          | 25,000          | 25,000          |
| - 1,650,000 shares of 6.25% Series C  | 82,500          | 82,500          | 82,500          |
| Common stock, par value \$1, authorized<br>150,000,000 shares, issued and<br>outstanding 73,455,447, 73,430,615<br>and 73,299,267 shares    | 73,455          | 73,431          | 73,299          |
| Additional paid-in capital  | 285,172         | 284,744         | 280,538         |
| Retained earnings   | 131,788         | 125,225         | 53,699          |
| Total shareholders' equity  | 597,915         | 590,900         | 515,036         |
| <br>TOTAL LIABILITIES AND<br>SHAREHOLDERS' EQUITY   | <br>\$1,518,153 | <br>\$1,427,370 | <br>\$1,383,795 |

The accompanying notes are an integral part of the financial statements.

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THE TJX COMPANIES, INC. AND CONSOLIDATED SUBSIDIARIES  
STATEMENTS OF CASH FLOWS  
(UNAUDITED)  
IN THOUSANDS

|  | Thirteen Weeks Ended<br>April 30,<br>1994 | May 1,<br>1993 |
|--|---|----------------|
| Cash flows from operating activities:  |   |                |
| Income before cumulative effect of<br>accounting changes   | \$ 19,369                                 | \$ 22,657      |
| Adjustments to reconcile income before<br>cumulative effect of accounting changes<br>to net cash (used in) operating activities: |   |                |
| Depreciation and amortization  | 18,363                                    | 16,186         |
| Loss on property disposals   | 2,500                                     | 265            |
| Other  | (61)                                      | (1,024)        |
| Changes in assets and liabilities:   |   |                |
| (Increase) in accounts receivable  | (18,970)                                  | (13,335)       |
| (Increase) in merchandise inventories  | (87,050)                                  | (111,647)      |
| (Increase) in prepaid expenses   | (9,068)                                   | (12,982)       |
| Increase in accounts payable   | 59,513                                    | 67,059         |
| Increase in accrued expenses and other<br>current liabilities  | 14,590                                    | 480            |
| Increase (decrease) in deferred income taxes   | 624                                       | (276)          |
| Net cash (used in) operating activities  | (190)                                     | (32,617)       |
| Cash flows from investing activities:  |   |                |
| Property additions   | (24,352)                                  | (16,405)       |
| Cash flows from financing activities:  |   |                |
| Proceeds from borrowings of short-term debt  | 10,000                                    | -              |
| Principal payments on long-term debt   | (959)                                     | (1,083)        |
| Proceeds from sale and issuance of common<br>stock, net  | 492                                       | 1,316          |
| Cash dividends   | (12,806)                                  | (10,953)       |
| Net cash (used in) financing activities  | (3,273)                                   | (10,720)       |
| Net (decrease) in cash and cash equivalents  | (27,815)                                  | (59,742)       |
| Cash and cash equivalents at beginning of year   | 58,102                                    | 106,691        |
| Cash and cash equivalents at end of period   | \$ 30,287                                 | \$ 46,949      |

The accompanying notes are an integral part of the financial statements.

Thirteen Weeks (First Quarter) ended April 30, 1994 versus  
Thirteen Weeks ended May 1, 1993

Net sales for the first quarter were \$851.7 million, up 8% from \$785.6 million last year. The sales increase is primarily attributable to new stores. Same store sales increased 2% and 13% for T.J. Maxx and Winners, respectively, while same store sales decreased by 1% at Hit or Miss. In general, sales comparisons were impacted by an earlier Easter and a general softness, industrywide, in apparel sales. Chadwick's of Boston had a difficult quarter as sales increased only 5%, compared to its first quarter last year in which they achieved an 87% increase in sales. Chadwick's results reflect a poor performance by the spring catalogs where sales ran well below plan.

Net income for the first quarter was \$19.4 million, or \$.24 per common share, versus last year's first quarter earnings of \$22.7 million or \$.28 per common share before the net cumulative effect of accounting changes of \$2.7 million recorded in that period. Net income in the prior period, after the one-time net charge for accounting changes, was \$20.0 million or \$.25 per common share.

The following table sets forth operating results expressed as a percentage of net sales:

|  | Percentage of Net Sales |        |
|--|-------------------------|--------|
|  | 13 Weeks Ended          |        |
|  | 4/30/94                 | 5/1/93 |
| Net sales  | 100.0%                  | 100.0% |
| Cost of sales, including buying and occupancy costs                    | 74.6                    | 74.5   |
| Selling, general and administrative expenses                           | 20.9                    | 20.1   |
| Interest on debt and capital leases                                    | .6                      | .6     |
| Income before income taxes and cumulative effect of accounting changes | 3.9%                    | 4.8%   |

Consolidated cost of sales, including buying and occupancy costs, as a percentage of net sales remained fairly constant year to year.

Selling, general and administrative expenses as a percentage of net sales increased primarily due to the weak sales performance at Chadwick's as well as the net operating results of T.K. Maxx, the Company's United Kingdom venture, and a reserve for the closing of the Value Mart operation.

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The following table sets forth the operating results of the Company's major business segments: (unaudited)

|                                    | 13 Weeks Ended    |                |
|------------------------------------|-------------------|----------------|
|                                    | (In Thousands)    |                |
|                                    | April 30,<br>1994 | May 1,<br>1993 |
| Net sales:                         |                   |                |
| Off-price family apparel stores    | \$653,428         | \$593,740      |
| Off-price women's specialty stores | 89,476            | 88,296         |
| Off-price catalog operation        | 108,832           | 103,601        |
|                                    | \$851,736         | \$785,637      |
| Operating income:                  |                   |                |
| Off-price family apparel stores    | \$ 46,679         | \$ 42,747      |
| Off-price women's specialty stores | 243               | 123            |
| Off-price catalog operation        | 972               | 6,483          |
|                                    | 47,894            | 49,353         |
| General corporate expense*         | 8,828             | 6,398          |
| Goodwill amortization              | 653               | 655            |
| Interest expense                   | 5,479             | 4,746          |

Income before income taxes and

cumulative effect of accounting changes    \$ 32,934        \$ 37,554

\* General corporate expense includes the net operating results of HomeGoods and Value Mart in both periods. In addition, the thirteen weeks ended April 30, 1994 includes the net operating results of T.K. Maxx and a reserve for the closing of the Value Mart operation.

The off-price family apparel stores segment, T.J. Maxx and Winners, recorded a 9% increase in operating income. Hit or Miss, which has a narrower merchandise mix, was more directly impacted by the softness in apparel sales and posted only a modest increase in operating income versus last year's first quarter. Chadwick's of Boston experienced a decrease in operating income as compared to last year's increase of 86%, which was largely the result of a poor performance of the spring catalogs.

Stores in operation at the end of the period are as follows:

|             | April 30, 1994 | May 1, 1993 |
|-------------|----------------|-------------|
| T.J. Maxx   | 513            | 485         |
| Hit or Miss | 504            | 498         |
| Winners     | 28             | 21          |
| HomeGoods   | 10             | 6           |
| T.K. Maxx   | 2              | -           |

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#### Financial Condition

Cash flows from operating and financing activities for the three months reflect increases in inventory, accounts payable, and short-term borrowings, which are primarily due to normal seasonal requirements. In addition for the period ended May 1, 1993, cash flows were impacted by an increase in income taxes paid due to the Ames settlement received in December 1992.

As of April 30, 1994, the Company has unsecured committed short-term credit lines totalling \$200 million and is currently expanding these lines to \$300 million. These lines, when needed, are drawn upon or used as backup to the Company's commercial paper program. The Company believes that internally generated funds along with its ability to access external financing sources, will meet its needs.

The Company has available reserves for lease and other contingent liabilities associated with the 1988 sale of the Company's former Zayre Stores division to Ames Department Stores, Inc. and the Company believes that these reserves should be adequate to cover all reasonably expected liabilities that it may incur as a result of the Ames bankruptcy. On December 30, 1992, Ames emerged from bankruptcy pursuant to a plan of reorganization.

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#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. The results for the first three months are not necessarily indicative of results for the full fiscal year, because the Company's business, in common with the businesses of retailers generally, is subject to seasonal influences, with higher levels of sales and income generally realized in the second half of the year.
2. The preceding data are unaudited and reflect all normal recurring adjustments, the use of retail statistics, and accruals and deferrals among periods required to match costs properly with the related revenue or activity, considered necessary by the Company for a fair presentation of its financial statements for the periods reported, all in accordance with generally accepted accounting principles and practices consistently applied.
3. The Company has available reserves for lease and other contingent liabilities associated with the 1988 sale of the Company's former Zayre Stores division to Ames Department Stores, Inc. and the Company believes that these reserves should be adequate to cover all reasonably expected liabilities that it may incur as a result of the Ames bankruptcy. On December 30, 1992, Ames emerged from bankruptcy pursuant to a plan of reorganization.
4. The Company's cash payments for interest expense and income taxes are as follows: (in thousands)

Thirteen Weeks Ended

|                                     | April 30,<br>1994 | May 1,<br>1993 |
|-------------------------------------|-------------------|----------------|
| Cash paid for:                      |                   |                |
| Interest on debt and capital leases | \$1,201           | \$ 2,405       |
| Income taxes                        | 4,828             | 21,695         |

5. Effective January 31, 1993, the Company adopted the provisions of Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes" (SFAS No. 109). SFAS No. 109 requires the adjustment of deferred tax assets and liabilities to reflect the effect of enacted changes in tax laws or rates. In connection with the adoption of SFAS No. 109, the Company recorded as a cumulative effect of an accounting change, a gain of \$3,478,000, or \$.05 per share, which represents the net decrease to the net deferred tax liability as of January 31, 1993.
6. Effective January 31, 1993, the Company also adopted the Statement of Financial Accounting Standards No. 106 "Employers' Accounting for Postretirement Benefits Other Than Pensions." This standard requires accrual for the cost of postretirement health care and life insurance benefits during the years that an employee provides services to the Company. The Company has elected to recognize the transition obligation in full as of January 31, 1993, and accordingly has recorded a one-time implementation charge of \$6,145,000, net of a tax benefit of \$3,937,000, as a cumulative effect of an accounting change. The Company's cash flows are not impacted by the new accounting.

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PART II. Other Information

Item 4. Submission of Matters to a Vote of Security Holders

The Company held its Annual Meeting of Stockholders on June 7, 1994. The following matters were voted upon at the Annual Meeting:

| Election of Directors | For        | Withheld |
|-----------------------|------------|----------|
| Bernard Cammarata     | 63,116,655 | 430,787  |
| Arthur F. Loewy       | 63,111,480 | 435,962  |
| Robert F. Shapiro     | 63,121,259 | 426,183  |
| Fletcher H. Wiley     | 63,121,276 | 426,166  |

In addition to those elected, the following are directors whose term of office continued after the Annual Meeting:

Michael H. Davis  
Phyllis B. Davis  
Sumner L. Feldberg  
Stanley H. Feldberg  
John M. Nelson  
Burton S. Stern  
Abraham Zaleznik

Proposal for the approval of certain terms of the Management Incentive Plan for purposes of Section 162(m) of the Internal Revenue Code.

|         |            |
|---------|------------|
| For     | 61,802,552 |
| Against | 1,263,883  |
| Abstain | 481,007    |

Proposal for the approval of certain terms of the Long Range Performance Incentive Plan for purposes of Section 162(m) of the Internal Revenue Code.

|         |            |
|---------|------------|
| For     | 61,809,216 |
| Against | 1,256,881  |
| Abstain | 481,345    |

Item 6(a). Exhibits

- (11) Statement re Computation of Per Share Earnings

This statement is filed herewith.

Item 6(b). Reports on Form 8-K

The Company was not required to file a Current Report on Form 8-

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SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934 the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

THE TJX COMPANIES, INC.  
(Registrant)

Date: June 10, 1994

/s/ Donald G. Campbell  
Donald G. Campbell, Senior Vice  
President - Finance, on behalf  
of The TJX Companies, Inc. and as  
Principal Financial and Accounting  
Officer of The TJX Companies, Inc.

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COMPUTATION OF NET INCOME PER COMMON SHARE  
(UNAUDITED)  
DOLLARS IN THOUSANDS

|  | Thirteen Weeks Ended<br>April 30,<br>1994 | May 1,<br>1993 |
|--|---|----------------|
| The computation of net income available and adjusted shares outstanding follows: |   |                |
| Net income   | \$19,369                                  | \$19,990       |
| Less:  |   |                |
| Preferred stock dividends  | (1,789)                                   | (1,789)        |
| Net income used for primary and fully diluted computation                        | \$17,580                                  | \$18,201       |
| <br>   |   |                |
| Weighted average number of common shares outstanding                             | 73,461,299                                | 73,310,866     |
| Add:   |   |                |
| Assumed exercise of those options that are common stock equivalents              | 615,533                                   | 797,943        |
| Adjusted shares outstanding, used for primary and fully diluted computation      | 74,076,832                                | 74,108,809     |