PAGE 1
FORM 10-Q

```
            SECURITIES AND EXCHANGE COMMISSION
                    WASHINGTON, DC 20549
            /X/ Quarterly Report Under Section 13 and 15(d)
        of the Securities Exchange Act of }193
                            or
/ / Transition Report Pursuant to Section 13 and 15(d)
        of the Securities Exchange Act of 1934
```

For Quarter Ended May 2, 1998
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 30, 1998; 158,581,150.

PAGE 2
PART I FINANCIAL INFORMATION
THE TJX COMPANIES, INC. AND CONSOLIDATED SUBSIDIARIES
STATEMENTS OF INCOME
(UNAUDITED)
DOLLARS IN THOUSANDS EXCEPT PER SHARE AMOUNTS

|  | Thirteen May 2, 1998 | Weeks Ended April 26, 1997 |
| :---: | :---: | :---: |
| Net sales | \$1,775, 847 | \$1, 560, 150 |
| Cost of sales, including buying and occupancy costs | 1,330,261 | 1,202,619 |
| Selling, general and administrative expenses | 299,835 | 273,738 |
| Interest expense (income), net | (42) | 855 |
| Income before income taxes | 145,793 | 82,938 |
| Provision for income taxes | 58,026 | 34,477 |
| Net income | 87,767 | 48, 461 |
| Preferred stock dividends | 1,250 | 2,625 |
| Net income available to common shareholders | \$ 86,517 | \$ 45,836 |


| Earnings per share: <br> Basic <br> Diluted | $\$ .54$ | $\$ .29$ |
| :--- | ---: | ---: |
| Cash dividends per common share | .52 | .27 |

The accompanying notes are an integral part of the financial statements.
PAGE 3
THE TJX COMPANIES, INC. AND CONSOLIDATED SUBSIDIARIES
baLANCE SHEETS
(UNAUDITED)
IN THOUSANDS

| May 2, | January 31, | April 26, |
| ---: | ---: | ---: | ---: |
| 1998 | 1998 | 1997 |

ASSETS
Current assets:

Cash and cash equivalents
Accounts receivable
Merchandise inventories
Prepaid expenses
Total current assets
Property, at cost:
Land and buildings
Leasehold costs and improvements
Furniture, fixtures and equipment
Less accumulated depreciation and amortization

Other assets
Goodwill and tradename,
net of amortization
TOTAL ASSETS
LIABILITIES
Current liabilities:
Short-term debt
Current installments of long-term debt
Accounts payable
Accrued expenses and other current liabilities
Federal and state income taxes payable

Total current liabilities
Long-term debt exclusive of
current installments

| Real estate mortgages | - | - | 22,391 |
| :--- | ---: | ---: | ---: |
| Promissory notes | 1,045 | 1,127 | 1,985 |
| General corporate debt | 219,901 | 219,897 | 219,887 |
|  |  |  | 6,859 |

\$ 327,391
90,691 1,381,321

47,707
1,847,110

113,099
494,072
633,526
1,240,697
545, 82
694, 87
22,845
202,785
\$2,767,616
\$2,609, 632
480, 964
611,470 548,903
1,201,163 1,088,662
515,027 445,415
686,136 643,247
36,645 41,186
204,220 214,560
\$2,788,531

| \$ | 6,972 | \$ | - |
| ---: | ---: | ---: | ---: |
|  | \$ | 2,632 |  |
| 22,779 | 23,360 | 26,234 |  |
| 739,880 | 582,791 | 713,699 |  |
|  | 547,995 | 553,643 | 581,972 |
|  |  |  |  |
| 85,098 | 57,863 | 43,051 |  |
| $1,402,724$ | $1,217,657$ | $1,367,588$ |  |

1,217,657
1,367,588

SHAREHOLDERS' EQUITYPreferred stock at face value, authorized 5,000,000 shares, par
value $\$ 1$, issued and outstanding
cumulative convertible stock of: 670,900 shares of $7 \%$ Series E

67,090
72,730
150, 000
Common stock, authorized 300,000,000
shares, par value $\$ 1$, issued and
outstanding 158,728,677;
159,901,247 and 79,720,729 shares
Additional paid-in capital
Retained earnings
109, 070
159,901
79,720
806,387

1,141,276
1,164,092
1,167,995
TOTAL LIABILITIES AND
SHAREHOLDERS' EQUITY
\$2,767,616
\$2,609,632 \$2,788,531
The accompanying notes are an integral part of the financial statements.

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


The accompanying notes are an integral part of the financial statements. PAGE 5

MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

Thirteen Weeks Ended May 2, 1998
Versus Thirteen Weeks Ended April 26, 1997

Historical earnings per share amounts have been restated to reflect the June 1997 two-for-one stock split. All reference to earnings per share amounts are diluted earnings per share unless otherwise indicated.

Net sales from continuing operations for the first quarter were \$1,775.8 million, up $14 \%$ from $\$ 1,560.2$ million last year. The increase in sales is attributable to an increase in same store sales, new stores and also the benefit associated with a shift in the Company's fiscal reporting period as last year's first quarter reporting period ended one week earlier than this year's first quarter reporting period. Same store sales, on a comparable 13 week basis, increased $6 \%$ at T.J. Maxx, $9 \%$ at Marshalls, $12 \%$ at Winners, $8 \%$ at T.K. Maxx and $8 \%$ at HomeGoods.

Net income for the first quarter was $\$ 87.8$ million, or $\$ .52$ per common share, versus $\$ 48.5$ million, or $\$ .27$ per common share last year.

The following table sets forth operating results expressed as a percentage of net sales (continuing operations):

Cost of sales including buying and occupancy costs as a percent of net sales decreased from the prior year. This improvement reflects improved merchandise margins at T.J. Maxx and Marshalls, strong inventory management and the strong growth in sales.

Selling, general and administrative expenses, as a percentage of net sales, decreased from the prior year. The improvement in this ratio is primarily due to the strong sales performance.

Interest expense (income), net, includes $\$ 5.9$ million of interest income this year versus $\$ 6.2$ million last year. Gross interest expenses decreased PAGE 6
due to the early write off of deferred financing costs associated with the Company's replacement, in September 1997, of its former revolving credit agreement, as well as the benefit of reduced fees associated with the new agreement.

The Company's effective income tax rate is $39.8 \%$ for the first quarter of fiscal 1999 versus $41.6 \%$ in the first quarter last year. This reduction is due to a lower effective state income tax rate, the impact of foreign operations and a favorable tax benefit associated with a charitable donation of appreciated property.

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

Thirteen Weeks Ended May 2, April 26, 19981997
(In Thousands)

Net sales:
Off-price family apparel stores
Off-price home fashion stores

Operating income (loss):
Off-price family apparel stores
Off-price home fashion stores

General corporate expense
Goodwill amortization
Interest expense (income), net
Income before income taxes

| $\$ 1,750,465$ | $\$ 1,539,757$ |
| ---: | ---: |
| 25,382 | 20,393 |
| $\$ 1,775,847$ | $\$ 1,560,150$ |

$\$ \quad 167,361$
$(2,256)$$\quad \$ \quad \begin{gathered}106,203 \\ (2,833)\end{gathered}$
165,105 103,370
18,701 18,924
$653 \quad 653$
(42) 855
\$ 145,793 \$ 82,938

The off-price family apparel stores segment, T.J. Maxx, Marshalls, Winners, T.K. Maxx and A.J. Wright significantly increased its operating income. These results reflect strong inventory management and the strong sales performance on top of strong gains in the prior year. General corporate expense includes a charge of $\$ 4$ million this year versus $\$ 10$ million last year associated with a deferred compensation award, initially denominated in shares of the Company's common stock, granted to the Company's Chief Executive Officer in the first quarter of fiscal 1998.

Stores in operation at the end of the period are as follows:
May 2, 1998
April 26, 1997

| T.J. Maxx | 587 | 577 |
| :--- | ---: | ---: |
| Marshalls | 462 | 457 |
| Winners | 79 | 68 |
| HomeGoods | 25 | 21 |
| T.K. Maxx | 31 | 20 |

## Financial Condition

Cash flows from operating activities for the three months reflect increases in inventories and accounts payable that are primarily due to normal seasonal requirements and are largely influenced by the change in inventory from year-end levels. Cash generated from operations has allowed the Company to maintain a strong cash position.

In February 1998, the Company completed its $\$ 250$ million stock buyback program initiated in June 1997, and announced its intention to purchase an additional $\$ 250$ million of the Company's common stock. During the first quarter ended May 2, 1998, the Company repurchased a combined total of 2.4 million shares at a cost of $\$ 103.3$ million.

On April 8, 1998, the Company approved a second two-for-one stock split to be effected in the form of a $100 \%$ stock dividend which was subject to approval by the shareholders of an increase in the number of authorized shares of the Company's common stock. On June 2, 1998, the shareholders approved a proposed increase in the number of authorized shares of common stock making the two-for-one stock split effective. The split will be paid on June 25, 1998 to shareholders of record June 11, 1998. During the Company's second quarter reporting period, the Company will reflect the issuance of the new shares and all historical earnings per share amounts will be restated to reflect the June 1998 two-for-one stock split. Earnings per share amounts presented in these financial statements are presented on a pre-June 1998 stock split basis.

The Company has developed plans to address issues related to the impact on its computer systems of the year 2000. Financial and operational systems have been assessed and plans have been developed to address systems modification requirements. The Company expects to spend the aggregate of approximately $\$ 10$ million on conversion costs, primarily in fiscal years 1998 and 1999. There can be no guarantee that a failure to resolve a year 2000 issue by the Company or a third party whose systems may interface with the Company, would not have a material effect on the Company.

## PAGE 8

## 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's cash payments for interest expense and income taxes are as follows:
Thirteen Weeks Ended
May 2, April 26,
$1998 \quad 1997$
(In Thousands)
Cash paid for:
Interest on debt
\$ 2,699 \$ 3,079
Income taxes
32,908 34,226
4. In October 1988, the Company completed the sale of its former Zayre Stores division to Ames Department Stores, Inc. ("Ames"). In April 1990, Ames filed for protection under Chapter 11 of the Federal Bankruptcy Code and in December 1992, Ames emerged from bankruptcy under a plan of reorganization.

The Company remains contingently liable for the leases of most of the former Zayre stores still operated by Ames. In addition, the Company is contingently liable on a number of leases of the Hit or Miss division, the Company's former off-price women's specialty stores, sold on September 30, 1995. The Company believes that the Company's contingent liability on these leases will not have a material effect on the Company's financial condition.

The Company is also contingently liable on certain leases of its former warehouse club operations (BJ's Wholesale Club and HomeBase), which was
spun off by the Company in fiscal 1990 as Waban Inc. During fiscal 1998, Waban Inc. was renamed HomeBase, Inc. and spun-off its BJ's Wholesale Club division (BJ's Wholesale Club, Inc.). HomeBase, Inc., and BJ's Wholesale Club, Inc. are primarily liable on their respective leases and have indemnified the Company for any amounts the Company may have to pay with respect to such leases. In addition, HomeBase, Inc., BJ's Wholesale Club, Inc. and the Company have entered into agreements under which BJ's Wholesale Club, Inc. has substantial indemnification responsibility with respect to such HomeBase, Inc. leases. The Company is also contingently liable on certain leases of BJ's Wholesale Club, Inc. for which both BJ's Wholesale Club, Inc. and HomeBase, Inc. remain PAGE 9
liable. The Company believes that its contingent liability on the HomeBase, Inc. and BJ's Wholesale Club, Inc. leases will not have a material effect on the Company's financial condition.
5. In June 1997, the Company distributed a two-for-one stock split. All historical earnings per share have been restated to reflect the June 1997 stock split.
6. The computation of basic and diluted earnings per share is as follows:


Shares for basic and diluted earnings per share calculations:
Average common shares outstanding for basic EPS
Dilutive effect of stock options and awards
159,666,683 159,272,616
Dilutive effect of convertible preferred stock
Average common shares outstanding
for diluted EPS
2,768,659 1,699,268
7,719,831 16,195,546
170,155,173 177,167,430

| Basic earnings per share | $\$ 0.54$ | $\$ 0.29$ |
| :--- | :--- | :--- |
| Diluted earnings per share | $\$ 0.52$ | $\$ 0.27$ |

7. The Company adopted Statement of Financial Accounting Standards No. 130, Reporting Comprehensive Income (SFAS No. 130), in the first quarter ended May 2, 1998. The components of other comprehensive income for the Company generally include foreign currency translation adjustments of its foreign subsidiaries (including related hedging activity) and unrealized gains and losses on marketable securities. Restatement of prior period information is required. The computation of comprehensive income follows:

Net income
Other comprehensive income (loss) net of reclassification adjustments
Total comprehensive income
May 2, April 26,
1998 1997
(In Thousands)

| $\$ 87,767$ | $\$ 48,461$ |
| ---: | ---: |
| $(3,806)$ | $(268)$ |
| $\$ 83,961$ | $\$ 48,193$ |

PAGE 10
Cumulative other comprehensive income, included as a component of additional paid in capital, is as follows:

| May 2, January 31, | April 26, |
| :---: | :---: |
| 1998 | 1998 |
|  | $($ In Thousands $)$ |

Cumulative other comprehensive income (loss) $\$(490) \quad \$ 3,316 \quad \$(1,308)$

| 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 2, |
|  | 1998. The following were voted upon at the Annual Meeting: |
|  | Election of Directors For Withheld |
|  | Richard G. Lesser 140,838,986 1,785,450 |
|  | John M. Nelson 140,843,145 1,781,291 |
|  | In addition to those elected, the following are directors whose term of office continued after the Annual Meeting: |
|  | Bernard Cammarata |
|  | Phyllis B. Davis |
|  | Dennis F. Hightower |
|  | Arthur F. Loewy |
|  | John F. O'Brien |
|  | Robert F. Shapiro |
|  | Willow B. Shire |
|  | Fletcher H. Wiley |
|  | Proposal for the approval to amend Article Fourth of the |
|  | Company's Third Restated Certificate of Incorporation to |
|  | increase the number of authorized shares of the Company's |
|  | common stock from 300, 000,000 to 600, $000,000$. |
|  | For 138,209,564 |
|  | Against 4,198,054 |
|  | Abstain 216,818 |
|  | Broker non-votes 0 |
| Item 6(b) | Reports on Form 8-K |
|  | The Company was not required to file a current report on Form 8 -K during the quarter ended May 2, 1998. |

PAGE 12

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 16, 1998
/s/ Donald G. Campbell
Donald G. Campbell, Executive Vice President - Finance, on behalf of The TJX Companies, Inc. and as Principal Financial and Accounting Officer of The TJX Companies, Inc.

This schedule contains summary financial information extracted from the statements of income and balance sheets and is qualified in its entirety by reference to such financial statements.

3-MOS
JAN-30-1999
MAY-02-1998
327,391, 000
0
90,691,000
0
1,381,321,000
1,847,110,000
1,240,697,000
545,821,000
2,767,616,000
1,402,724,000
220,946, 000
67,090,000
0
158, 729, 000
915, 457, 000
$2,767,616,000$
1,775, 847, 000
1,775, 847, 000
1,330,261, 000
1,330,261,000
299, 835, 000
0
(42,000)
145, 793, 000
58,026,000
87,767,000

0
87,767,000
. 54
. 52

