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 July 29, 1995
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 August 26, 1995: 72,407,871

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

|  | $\begin{gathered} \text { Thirteen } \\ \text { July } 29, \\ 1995 \end{gathered}$ | s Ended July 30, 1994 |
| :---: | :---: | :---: |
| Net sales | \$848, 945 | \$775, 240 |
| Cost of sales, including buying and occupancy costs | 657,682 | 583,386 |
| Selling, general and administrative expenses | 166,933 | 152,483 |
| Interest on debt and capital leases | 9,813 | 5,400 |
| Income from continuing operations before income taxes | 14,517 | 33,971 |
| Provision for income taxes | 6,804 | 14,176 |
| Income from continuing operations | 7,713 | 19,795 |


Discontinued operations:
net of income taxes
$(31,700)$
(24,842) 18,796
1,789 1,789
$\$(26,631) \quad \$ 17,007$
(.45)
\$ (.37)
\$ . 14

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

PAGE 3

## PART I FINANCIAL INFORMATION

THE TJX COMPANIES, INC. AND CONSOLIDATED SUBSIDIARIES
STATEMENTS OF INCOME
(UNAUDITED)
dollars in thousands except per share amounts


The accompanying notes are an integral part of the financial statements.
PAGE 4

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


## ASSETS

Current assets:
Cash and cash equivalents
Accounts receivable
Merchandise inventories
Prepaid expenses
Net current assets of discontinued operations

Total current assets
Property, at cost:
Land and buildings
Leasehold costs and improvements
Furniture, fixtures and equipment

Less accumulated depreciation

## Other assets

Goodwill, net of amortization
Net noncurrent assets of discontinued
operations
total ASSETS
LIABILITIES
Current liabilities:
Short-term debt
Current installments of long-term debt
Accounts payable
Accrued expenses and other current liabilities
Total current liabilities
Long-term debt exclusive of current
installments:
Real estate mortgages
Equipment notes
General corporate debt
Deferred income taxes

## SHAREHOLDERS' EQUITY

Preferred stock at face value, authorized 5,000,000 shares, par value \$1, issued and outstanding cumulative convertible stock of: 250,000 shares of $8 \%$ Series A
$1,650,000$ shares of $6.25 \%$ Series C
Common stock, authorized 150,000,000 shares, par value $\$ 1$, issued and outstanding 72,406,751, 72,401,254 and $73,459,528$ shares
Additional paid-in capital
Retained earnings
Total shareholders' equity
TOTAL LIABILITIES AND
SHAREHOLDERS' EQUITY

| July 29, |  |  |
| ---: | ---: | ---: |
| 1995 | January 28, |  |
|  | 1995 | July 30, |
| 1994 |  |  |,


| $\$ 65,749$ | $\$$ | 20,000 | $\$$ | 94,000 |
| ---: | ---: | ---: | ---: | ---: |
| 33,987 |  | 31,306 |  |  |
| 396,133 |  | 415,861 | 3,119 |  |
|  |  | 392,948 |  |  |
| 299,870 |  | 252,424 | 225,491 |  |
| 795,739 | 719,591 | 718,558 |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| 72,462 | 77,550 | 40,446 |  |  |
| 3,897 | 4,598 | 5,303 |  |  |
| 357,193 | 157,330 | 161,830 |  |  |
|  |  |  |  |  |
| 15,716 | 33,523 | 29,985 |  |  |

25,000

25,000
25, 000 82,500

82,500
82,500

| 72,407 | 72,401 | 73,460 |
| ---: | ---: | ---: |
| 267,496 | 267,937 | 285,463 |
| 118,487 | 159,114 | 138,510 |
| 565,890 | 606,952 | 604,933 |
|  |  |  |
| $, 810,897$ | $\$ 1,599,544$ | $\$ 1,561,055$ |

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

|  | Twenty-Six July 29, 1995 | Weeks Ended July 30, 1994 |
| :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |
| Net income (loss) | \$(16, 777 ) | \$ 38,165 |
| Adjustments to reconcile net income (loss) to net cash (used in) operating activities: |  |  |
| Depreciation and amortization | 37,589 | 31,584 |
| Loss from discontinued operations | 2,300 | 1, 098 |
| Loss on disposal of discontinued operations | 31,700 | - |
| Loss on property disposals | 297 | 2,779 |
| Other | $(3,356)$ | (192) |
| Changes in assets and liabilities: |  |  |
| (Increase) in accounts receivable | $(6,846)$ | $(7,645)$ |
| (Increase) in merchandise inventories | $(201,550)$ | $(192,730)$ |
| (Increase) in prepaid expenses | $(6,557)$ | $(1,878)$ |
| Increase (decrease) in accounts payable | $(19,728)$ | 84,283 |
| (Decrease) in accrued expenses and other current liabilities | (4, 070) | $(1,406)$ |
| Increase (decrease) in deferred income taxes | 1,950 | $(3,978)$ |
| Net cash (used in) operating activities | $(185,048)$ | $(49,920)$ |
| Cash flows from investing activities: |  |  |
| Property additions | $(57,518)$ | $(52,876)$ |
| Cash flows from financing activities: |  |  |
| Proceeds from borrowings of short-term debt | 45,749 | 94,000 |
| Proceeds from borrowings of long-term debt | 199,861 | - - |
| Principal payments on long-term debt | $(3,108)$ | $(3,092)$ |
| Proceeds from sale and issuance of common stock, net | 82 | 551 |
| Cash dividends | $(23,850)$ | $(24,880)$ |
| Net cash provided by financing activities | 218, 734 | 66,579 |
| Net cash (used in) continuing operations <br> Net cash provided by (used in) discontinued |  |  |
| Net cash provided by (used in) discontinued operations | 2,015 | $(1,280)$ |
| Net (decrease) in cash and cash equivalents | $(21,817)$ | $(37,497)$ |
| Cash and cash equivalents at beginning of year | 41,569 | 58,102 |
| Cash and cash equivalents at end of period | \$ 19,752 | \$ 20,605 |

The accompanying notes are an integral part of the financial statements.
PAGE 6

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

Thirteen Weeks (Second Quarter) and Twenty-Six Weeks Ended July 29, 1995 Versus Thirteen Weeks and Twenty-Six Weeks Ended July 30, 1994

On August 14, 1995, the Company signed an agreement to sell its women's specialty division, Hit or Miss, to an entity owned by a group of outside investors and management of that division. As a result of this transaction, the operating results of Hit or Miss for the current period and all prior periods are presented as discontinued operations for comparative purposes. The impact of the sale of the division, estimated to be an after-tax loss of $\$ 31.7$ million (net of tax benefits of $\$ 19.8$ million), is reflected as loss on disposal of discontinued operations. The loss on disposal includes an estimate of operating results of Hit or Miss from July 30, 1995 through the anticipated closing date of the transaction.

Net sales from continuing operations for the second quarter were \$848.9 million, up $10 \%$ from $\$ 775.2$ million last year. For the six months, net sales from continuing operations were $\$ 1,679.4$ million, up $9 \%$ from $\$ 1,537.5$ million for the same period last year. The sales increase is primarily attributable to new stores and, to a lesser extent, the inclusion of HomeGoods in this year's consolidated net sales. Same store sales for the quarter decreased $2 \%$ for T.J. Maxx and increased $18 \%$ for Winners. For the
six months, same store sales decreased $2 \%$ for T.J. Maxx and increased $11 \%$ for Winners. Chadwick's experienced an increase in sales of $3 \%$ and $5 \%$ for the quarter and six months, respectively. In general, sales were impacted in both periods by the continuing general softness, industrywide, in U.S. apparel sales, continued promotional activity of other retailers and unusual weather in the second quarter.

Income from continuing operations for the second quarter was $\$ 7.7$ million, or $\$ .08$ per common share, versus last year's $\$ 19.8$ million, or $\$ .24$ per common share. The net loss for the second quarter after reflecting Hit or Miss as discontinued operations, was $\$ 24.8$ million, or $\$ .37$ per common share, versus net income of $\$ 18.8$ million, or $\$ .23$ per common share, last year. For the six months, income from continuing operations was \$17.2 million, or $\$ .19$ per common share versus $\$ 39.3$ million, or $\$ .48$ per common share. The net loss for the six months after reflecting Hit or Miss as discontinued operations was $\$ 16.8$ million, or $\$ .28$ per common share, versus net income of $\$ 38.2$ million, or $\$ .47$ per common share, for the same period last year.

PAGE 7
The following table sets forth operating results expressed as a percentage of net sales:

| Net sales | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |
| :--- | :---: | ---: | ---: | ---: |
| Cost of sales, including buying <br> and occupancy costs | 77.5 | 75.2 | 76.9 | 74.7 |
| Selling, general and administrative | 19.7 | 19.7 | 20.1 | 20.2 |
| $\quad$expenses | 1.1 | .7 | 1.1 | .7 |
| Interest on debt and capital leases | $1.7 \%$ | $4.4 \%$ | $1.9 \%$ | $4.4 \%$ |

Consolidated cost of sales, including buying and occupancy costs, as a percentage of net sales increased in both periods over last year due to higher markdowns taken at T.J. Maxx.

Interest on debt and capital leases increased in both periods over the prior year due to additional long-term borrowings under the Company's medium term note program in September 1994, a $\$ 45$ million real estate mortgage placed on the Chadwick's fulfillment center in December 1994, and $\$ 200$ million of long-term notes issued in June 1995. In addition, interest expense reflects an increase in short-term borrowings, prior to receipt of the $\$ 200$ million borrowed in June.

The increase in the effective income tax rate in both periods reflects the impact of foreign operating losses for which tax benefits have not been recognized.

PAGE 8
The following table sets forth the operating results of the Company's major business segments: (unaudited)
(In Thousands)

|  | Thirteen July 29, 1995 | ks Ended July 30, 1994 | $\begin{array}{r} \text { Twenty-Six } \\ \text { July } 29, \\ 1995 \end{array}$ | Weeks Ended July 30, 1994 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |
| $\begin{aligned} \text { Off-price family } \\ \text { apparel stores }\end{aligned} \quad \$ 742,032 \quad \$ 689,849$ \$1,442,746 ${ }^{\text {S }}$ \$1,343,277 |  |  |  |  |
| Off-price catalog <br> operation 87,602 85,391 204,213 194,223 |  |  |  |  |
| Off-price home fashion |  |  |  |  |
|  | \$848,945 | \$775, 240 | \$1,679,375 | \$1,537,500 |
| Operating income (loss): |  |  |  |  |
| Off-price family apparel stores | \$ 37, 229 | \$ 46,924 | \$ 70,140 | \$ 93,603 |
| Off-price catalog operation | $(1,128)$ | 4,111 | 4,133 | 5,083 |
| Off-price home fashion |  |  |  |  |
| stores | 33,774 | 51,035 | 70,417 | 98,686 |
| General corporate expense* | 8,790 | 11,010 | 18,983 | 19,741 |
| Goodwill amortization | 654 | 654 | 1,307 | 1,307 |
| Interest expense | 9,813 | 5,400 | 18,312 | 10,574 |
| Income from continuing |  |  |  |  |
| taxes | \$ 14,517 | \$ 33,971 | \$ 31,815 | \$ 67,064 |

* General corporate expense for the periods ended July 29, 1995 include the net operating results of T.K. Maxx and the Cosmopolitan catalog. General corporate expense for the periods ended July 30, 1994 include the net operating results of HomeGoods and T.K. Maxx.

The off-price family apparel stores segment, T.J. Maxx and Winners, recorded a decrease in operating profit of $21 \%$ and $25 \%$ for the second quarter and six months, respectively. This is attributable to weak apparel sales and increased markdowns at T.J. Maxx. Winners operating income increased in both periods. Chadwick's recorded a decrease in operating income in both periods due to a weak response to the summer catalog. Despite the weak sales performance, this division has made operational improvements leading to improved customer service.

PAGE 9
Stores in operation at the end of the period are as follows:

$$
\text { July 29, } 1995 \quad \text { July 30, } 1994
$$

| T. J. Maxx | 565 | 520 |
| :--- | ---: | ---: |
| Winners | 42 | 29 |
| HomeGoods | 22 | 10 |
| T.K. Maxx | 6 | 2 |

## Financial Condition

Cash flows from operating and financing activities for the six months reflect increases in inventory and short-term borrowings, which are primarily due to normal seasonal requirements and an increase in opportunistic purchases at T.J. Maxx for the fall selling season versus
that of the prior year. An increase in long-term debt is due to the Company's borrowing of $\$ 100$ million of 5 year notes at $65 / 8 \%$ and $\$ 100$ million of 10 year notes at $7 \%$. Proceeds of these two notes initially used in part to reduce short-term borrowings will be used for the repayment of scheduled maturities of outstanding long-term debt, for new store and other capital expenditures and for general corporate purposes. Overall borrowing levels have increased primarily due to lower than anticipated earnings in fiscal 1995 and the first half of fiscal 1996.

As of July 29, 1995, the Company has unsecured committed short-term credit lines totalling $\$ 330$ million and unsecured uncommitted short-term credit lines of $\$ 105$ 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.

PAGE 10
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. The results for the first six 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, including discontinued operations, are as follows: (in thousands)

|  | $\begin{gathered} \text { Twenty-Si’ } \\ \text { July } 29, \\ 1995 \end{gathered}$ | ks Ended July 30, 1994 |
| :---: | :---: | :---: |
| Cash paid for: |  |  |
| Interest on debt and capital leases | \$17,718 | \$11,229 |
| Income taxes | 5,568 | 33,882 |

5. On August 14, 1995, the Company signed an agreement to sell the Hit or Miss division to members of Hit or Miss management and outside investors. Under the agreement, the Company will be responsible for the cost of closing 69 stores. The Company will receive $\$ 3$ million in cash and a seven-year, $\$ 10$ million Note with interest at $10 \%$. The parties
expect to complete the transaction during September, 1995.
As a result of this transaction, the operating results of Hit or Miss, as well as the loss on the sale of the division, are presented as discontinued operations. The Company's results for the second quarter and first six months include an after-tax loss from discontinued operations of $\$ .9$ million and $\$ 2.3$ million, respectively. The operating results of Hit or Miss for all prior periods have been reclassified as "Income (loss) from discontinued operations" for comparative purposes. The impact of the sale of the division, estimated to be an after-tax loss of $\$ 31.7$ million (net of tax benefits of $\$ 19.8$ million), is reflected as "Loss on disposal of discontinued operations." The loss on disposal includes an estimate of operating results of Hit or Miss through the anticipated closing date of the transaction.

PAGE 11
6. In June 1995, the Company filed a shelf registration statement with the Securities and Exchange Commission which provides for the issuance of up to $\$ 250,000,000$ of long-term debt. Upon completion of the filing, the Company then issued $\$ 200$ million of long-term notes. A summary of the notes issued is as follows:

Principal
Term

5 Years
10 Years

Interest Rate 6 5/8\%

7\%

The proceeds, initially used in part to repay short-term borrowings, will be used by the Company for the repayment of scheduled maturities of outstanding long-term debt, for new store and other capital expenditures and for general corporate purposes.

PAGE 12
PART II. Other Information
Item 4. Submission of Matters to a Vote of Security Holders
Information with respect to matters voted on at the Company's Annual Meeting of Stockholders on June 6, 1995 (during the period covered by this report) was provided in the Company's Quarterly Report on Form 10-Q for the quarter ended April 29, 1995.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibit 11 - Statement re Computation of Per Share Earnings
(b) On June 20, the Company filed a report on Form 8-K under which it filed a copy of its bylaws as amended on June 6, 1995. In addition, under the Form 8-K, a form of Underwriting Agreement was filed which related to the Company's issuance of $\$ 200$ million of long-term notes. PAGE 13

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: September 12, 1995

President - Finance, on behalf
of The TJX Companies, Inc. and as Principal Financial and Accounting Officer of The TJX Companies, Inc.

PAGE 1

## COMPUTATION OF NET INCOME PER COMMON SHARE (UNAUDITED) <br> DOLLARS IN THOUSANDS

| Thirteen Weeks Ended | Twenty-Six Weeks Ended |  |  |
| ---: | ---: | ---: | ---: |
| July 29, | July 30, |  |  |
| July 29, | July 30, |  |  |
| 1995 | 1994 | 1995 | 1994 |


| The computation of net incon (loss) available and adju shares outstanding follow |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income (loss) | \$ 24,842 ) | \$18,796 | \$ 16,777$)$ | \$38,165 |
| Less: <br> Preferred stock dividends | $(1,789)$ | $(1,789)$ | $(3,578)$ | $(3,578)$ |
| Net income (loss) used for primary and fully diluted computation | \$ 26,631 ) | \$17,007 | \$(20,355) | \$34,587 |
| Weighted average number of common shares outstanding | 72,406,751 | 73,459,548 | 72,407,447 | 73,462,483 |
| Add (where dilutive): |  |  |  |  |
| Assumed exercise of those |  |  |  |  |
| options that are common stock equivalents, net of treasury shares deemed to | 82,238 | 404,980 | 82,238 | 497,179 |
| Adjusted shares outstanding, used for primary and |  |  |  |  |
| fully diluted computation | 72,488,989 | 73,864,528 | 72,489,685 | 73,959,662 |

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.

$$
\begin{gathered}
\text { 6-MOS } \begin{array}{c}
\text { JAN-27-1996 } \\
\text { JUL-29-1995 } \\
19,752,000 \\
0
\end{array} \\
48,595,000 \\
0 \\
1,092,143,000 \\
800,145,000 \\
1,201,865,000 \\
328,634,000 \\
1,810,897,000 \\
795,739,000 \\
433,552,000 \\
72,407,000 \\
0 \\
107,500,000 \\
385,983,000 \\
1,679,375,000 \\
1,810,897,000 \\
1,679,375,000 \\
1,292,119,000 \\
1,292,119,000 \\
337,129,000 \\
0 \\
18,312,000 \\
31,815,000 \\
14,592,000 \\
17,223,000 \\
(34,000,000) \\
0
\end{gathered}
$$

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.

```
        12-MOS 9-MOS
        JAN-28-1995 JAN-28-1995
            JAN-28-1995 OCT-29-1994
                            41,569,000 26,247,000
                            0 0
            41,749,000
                        0
            890,593,000
                                1,014,448,000
        1,007,523,000
                            746,929,000 729,136,000
                            1,141,700,000
        297,019,000 291,440,000
        1,599,544,000 1,725,684,000
        719,591,000
        864,958,000
            239,478,000 227,188,000
            72,401,000
        0
            107,500,000
                                0
            427,051,000
                            107,500,000
1,599,544,000
                    1,725,684,000
                3,489,146,000 2,462,106,000
                            425,636,000
    3,489,146,000 2,462,106,000
                            2,643,323,000 1,829,799,000
            2,643,323,000 1,829,799,000
        673,187,000
    488,429,000
        0
        24,484,000
        148,152,000
        17,831,000
        126,047,000
            61,573,000 52,188,000
        86,579,000
        73,859,000
            (2,906,000)
            (3,960,000)
                                    0
                                    0
                                    0
0
0
82,619,000
70,953,000
1.03
0.89
1.03
0.89
```

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.

$$
\begin{gathered}
3-\text { MOS } \\
\text { JAN-27-1996 } \\
\text { APR-29-1995 } \\
21,159,000 \\
0 \\
83,053,000 \\
0 \\
1,010,991,000 \\
1,166,957,000 \\
313,201,000 \\
1,763,939,000 \\
888,214,000 \\
238,497,000 \\
72,401,000 \\
0 \\
107,500,000 \\
422,829,000 \\
830,430,000 \\
1,763,939,000 \\
830,430,000 \\
634,437,000 \\
63,437,000 \\
170,196,000 \\
0 \\
8,499,000 \\
17,298,000 \\
7,788,000 \\
9,510,000 \\
(1,445,000) \\
0
\end{gathered}
$$

