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FORM 10-Q

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            SECURITIES AND EXCHANGE COMMISSION
                        WASHINGTON, DC 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
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For Quarter Ended July 27, 1996
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 $15(\mathrm{~d})$ 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 24, 1996: 74,463,709.

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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 July 27, 1996 | $\begin{aligned} & \text { Ended } \\ & \text { July } 29, \\ & 1995 \end{aligned}$ |
| :---: | :---: | :---: |
| Net sales | \$1, 641, 163 | \$848, 945 |
| Cost of sales, including buying and occupancy costs | 1,277,754 | 657,682 |
| Selling, general and administrative expenses | 290,863 | 166,933 |
| Interest on debt, net | 11,319 | 9,813 |
| Income from continuing operations before income taxes | 61,227 | 14,517 |
| Provision for income taxes | 25,173 | 6,804 |
| Income from continuing operations | 36,054 | 7,713 |


| Income (loss) from discontinued operations, net of income taxes |  | - | (855) |
| :---: | :---: | :---: | :---: |
| (Loss) on disposal of discontinued operations, net of income taxes |  | - | $(31,700)$ |
| Net income (loss) |  | 36,054 | $(24,842)$ |
| Preferred stock dividends |  | 4,260 | 1,789 |
| Net income (loss) attributable to common shareholders | \$ | 31,794 | \$(26, 631) |
| Primary and fully diluted earnings per common share: |  |  |  |
| Continuing operations |  | \$ . 40 | \$ . 08 |
| Discontinued operations |  | - | (.45) |
| Net income |  | \$ . 40 | \$ (.37) |
| Cash dividends per common share |  | \$ . 07 | \$ . 14 |

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

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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


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

| July 27, | January 27, | July 29, |
| ---: | ---: | ---: | ---: |
| 1996 | 1996 | 1995 |

## ASSETS

Current assets:
Cash and cash equivalents
Accounts receivable and income taxes recoverable
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 and amortization

Other assets
Goodwill and tradename,
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
Federal and state income taxes payable

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 250,000 shares of $1.81 \%$ Series D 1,500,000 shares of $7 \%$ Series E Common stock, authorized 150,000,000 shares, par value $\$ 1$, issued and outstanding 74,132,470; 72,485,776 and $72,406,751$ shares
Additional paid-in capital
Retained earnings
Total shareholders' equity

74,132
296,49
187,574
815,702

25,000
82,500
25, 000
150, 000

72,48
269,159 267,496
140,489 118,487
764,634

2,662
635, 807
21,478

72,462
3, 897
27,241
3,272
357, 193
15,716

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


Net cash provided by (used in) continuing operations

$$
36,116
$$

$(23,832)$
Net cash provided by discontinued operations
2,015
Net increase (decrease) in cash and cash equivalents

36,116
$(21,817)$
Cash and cash equivalents at beginning of year
209, 226
41,569
Cash and cash equivalents at end of period
\$245, 342
\$ 19,752 PAGE 6

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

Thirteen Weeks (Second Quarter) and Twenty-Six Weeks Ended July 27, 1996 Versus Thirteen Weeks and Twenty-Six Weeks Ended July 29, 1995

On November 17, 1995, the Company acquired the Marshalls off-price family apparel chain from Melville Corporation. Under the purchase method of accounting, the assets and liabilities and results of operations associated with the acquired business are included in the Company's financial position and results of operations from the date of acquisition.

Net sales from continuing operations for the second quarter were \$1,641.2 million, up $93 \%$ from $\$ 848.9$ million last year. For the six months, net sales from continuing operations were $\$ 3,245.4$ million, up $93 \%$ from $\$ 1,679.4$ million for the same period last year. The increase in sales is primarily attributable to the acquisition of Marshalls. Same store sales for the second quarter increased by $4 \%$ at T.J. Maxx, 7\% at Winners, 13\% at Marshalls and decreased by $1 \%$ at HomeGoods. Same store sales for the six months increased by 5\% at T.J. Maxx, 10\% at Marshalls, 6\% at Winners and 2\% at HomeGoods. Chadwick's experienced a $6 \%$ and $10 \%$ increase in net sales for the quarter and six months, respectively.

Income from continuing operations for the second quarter was $\$ 36.1$ million, or $\$ .40$ per common share versus $\$ 7.7$ million, or $\$ .08$ per common share. For the six months, income from continuing operations was $\$ 66.1$ million, or $\$ .73$ per common share versus $\$ 17.2$ million, or $\$ .19$ per common share. For the periods ended July 1995, after reflecting Hit or Miss as a discontinued operation, the Company recorded a net loss of $\$ 24.8$ million or $\$ .37$ per common share for the second quarter and $\$ 16.8$ million or $\$ .28$ per common share for the six months.

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

| Percentage of Net Sales |  |  |  |
| :---: | :---: | :---: | :---: |
| 13 Weeks Ended | 26 Weeks Ended |  |  |
| $7 / 27 / 96$ | $7 / 29 / 95$ | $7 / 27 / 96$ | $7 / 29 / 95$ |
| $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |
| 77.9 | 77.5 | 77.6 | 76.9 |
| 17.7 | 19.7 | 18.1 | 20.1 |
| .7 | 1.1 | .8 | 1.1 |
|  |  |  |  |
| $3.7 \%$ | $1.7 \%$ | $3.5 \%$ | $1.9 \%$ |


| Net sales |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Cost of sales, including buying <br> and occupancy costs | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |
| Selling, general and administrative <br> expenses | 77.9 | 77.5 | 77.6 | 76.9 |
| Interest on debt and capital leases <br> Income from continuing operations <br> before income taxes | 17.7 | 19.7 | 18.1 | 20.1 |
|  | $3.7 \%$ | 1.1 | .8 | 1.1 |

Cost of sales including buying and occupancy costs as a percent of net sales increased in both periods from the prior year. This increase is the result of Chadwick's smaller pro rata share of consolidated results, due to the Marshalls acquisition, as Chadwick's operates with a lower cost of sales ratio than the Company's store operations.

PAGE 7
Selling, general and administrative expenses, as a percentage of net sales, decreased from the prior year in both periods. This improvement is partially the result of a decrease in Chadwick's pro rata share of consolidated results, due to the Marshalls acquisition, as Chadwick's operates at a higher selling, general and administrative expense ratio than the Company's store operations. This ratio also reflects the benefit of the increased sales volume due to the Marshalls acquisition.

The increase in interest expense for the second quarter and six months ended July 1996 versus July 1995 is due to interest on the $\$ 200$ million of notes issued in June 1995 and on the $\$ 375$ million term loan incurred for
the acquisition of Marshalls.
The decrease in the effective income tax rate reflects the tax benefits on foreign operating losses realizable due to a corporate restructuring of certain foreign subsidiaries that took place in the second half of fiscal 1996.

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

|  | $\begin{gathered} \text { Thirteen W } \\ \text { July } 27, \\ 1996 \end{gathered}$ | s Ended July 29, 1995 | $\begin{array}{r} \text { Twenty-Six } \\ \text { July } 27, \\ 1996 \end{array}$ | eks Ended July 29, 1995 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |
| Off-price family |  |  |  |  |
| apparel stores | \$1,528,177 | \$742, 032 | \$2,981, 041 | \$1,442,746 |
| Off-price catalog | 92904 | 87,602 | 224,900 | 204,213 |
| Off-price home fashion |  |  |  |  |
| stores | 20, 082 | 19,311 | 39,465 | 32,416 |
|  | \$1, 641, 163 | \$848,945 | \$3, 245,406 | \$1, 679, 375 |
| Operating income (loss): |  |  |  |  |
| Off-price family apparel stores | \$ 82, 197 | \$ 37, 229 | \$ 149,254 | \$ 70,140 |
| Off-price catalog operation | 4,478 | $(1,128)$ | 17,409 | 4,133 |
| Off-price home fashion |  |  |  |  |
| stores | $(3,056)$ | $(2,327)$ | $(5,626)$ | $(3,856)$ |
|  | 83,619 | 33,774 | 161, 037 | 70,417 |
| General corporate expense(1) | 10,419 | 8,790 | 20,632 | 18,983 |
| Goodwill amortization | 654 | 654 | 1,307 | 1,307 |
| Interest expense | 11,319 | 9,813 | 26,424 | 18,312 |

Income from continuing
operations before income
taxes \$ 61,227 \$ 14,517 \$ 112,674 $\quad \$ \quad 31,815$
(1) General corporate expense for the periods ended July 27, 1996 include the net operating results of T.K. Maxx. General corporate expense for the periods ended July 29, 1995 include the net operating results of T.K. Maxx and the Cosmopolitan catalog.

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The off-price family apparel stores segment, T.J. Maxx, Marshalls, and Winners more than doubled its operating profit for the quarter and six months primarily due to the benefits of the Marshalls acquisition. This segment's operating results reflect its strong sales performance, aided by its aggressive markdown policy, along with tight inventory control. Chadwick's recorded an increase in operating income due to a strong response to the spring and summer catalogs and its improved ability to meet customer demand versus last year. HomeGoods results were slightly below the Company's expectations.

Stores in operation at the end of the period are as follows:
July 27, 1996
July 29, 1995

| T.J. Maxx | 582 | 565 |
| :--- | ---: | ---: |
| Marshalls | 464 | - |
| Winners | 57 | 42 |
| HomeGoods | 23 | 22 |
| T.K. Maxx | 11 | 6 |

## Financial Condition

Cash flows from operating and financing activities for the six months reflect increases in inventories and accounts payable, which are primarily due to normal seasonal requirements. The improvement in cash provided by operating activities for the six months ended July 1996 versus July 1995 reflects stronger sales and tight inventory controls. The decrease in short term borrowings from last year is a result of the strong cash position at the end of fiscal 1996 which reflected the benefits from the timing of the Marshalls acquisition and the resulting favorable cash flow of the holiday selling season. Future operating cash flows will be impacted by the T.J. Maxx store closing reserve and the reserves established (primarily for store closings) in the allocation of the purchase price of Marshalls. Reductions in the reserve in this period have
been primarily non-cash items. The Company is in the process of evaluating Marshalls store closing program and the allocation of the purchase price of Marshalls. Any adjustments to the initial allocation of purchase price will be reflected by the end of the current fiscal year.

Cash flow from investing activities reflects a final payment made to Melville based on the closing balance sheet of Marshalls.

On May 24, 1996, Chadwick's of Boston, Ltd. ("Chadwick's"), a wholly-owned subsidiary of the Company, filed a registration statement with the Securities and Exchange Commission for the sale of a majority of the common stock of Chadwick's. On July 31, 1996, the Company announced a postponement of the initial public offering of Chadwick's due to weak stock market conditions. There can be no assurance that the offering reflected in the Registration Statement will be made or consummated or, if the offering is consummated, that the terms will be as reflected in the Registration Statement.

On July 31, 1996, the Company announced that it had called for early redemption on September 16, 1996, $\$ 88.83$ million of its $91 / 2 \%$ sinking fund debentures, allowing the Company to take advantage of its strong cash position. The Company will record a $\$ 2.9$ million after-tax extraordinary charge in its third quarter as a result of this redemption.

PAGE 9
On August 13, 1996, the Company announced that it has called for redemption all outstanding shares of its Series C Convertible Preferred Stock on September 12, 1996, at a redemption price of $\$ 51.875$ per share, plus accrued dividends of $\$ .616$ per share through the redemption date. Each Series C Preferred Share is convertible into TJX Common Stock at a conversion price of $\$ 25.9375$ per share of Common Stock (equivalent to a conversion rate of 1.9277 shares of Common Stock per Series C Preferred Share). No dividends for the period commencing July 1, 1996 will be paid on the Series C Preferred shares converted into Common Stock. The Company has entered into a standby agreement with Salomon Brothers Inc pursuant to which, subject to certain conditions, Salomon will purchase from the Company the number of shares of Common Stock that would have been issuable upon conversion of Series C Preferred Shares that are not converted.

During the second quarter, all of the Company's outstanding Series A cumulative convertible Preferred Stock was converted into Common Stock pursuant to a call for redemption. There were 1,190,475 shares of Common Stock issued upon the conversion of the Series A Preferred Stock.

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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's cash payments for interest expense and income taxes are as follows: (in thousands)

| Twenty-Six Weeks Ended |  |  |
| :--- | ---: | ---: |
| July 27, | July 29, |  |
| Cash paid for: | 1996 | 1995 |
| Interest on debt, net | $\$ 26,534$ | $\$ 17,718$ |
| Income taxes | 79,619 | 5,568 |

4. As of July 29, 1995, the Company reflected the loss on the sale of its Hit or Miss division (completed as of September 30, 1995) to members of Hit or Miss management and outside investors and, thus, Hit or Miss' operating results for all prior periods have been reclassified to discontinued operations.
5. On November 17, 1995, the Company completed its acquisition of the Marshalls off-price family apparel chain from Melville Corporation. The purchase price (before expenses) for the acquisition was $\$ 599.3$ million, consisting of $\$ 375$ million in cash, before closing adjustments, plus an additional $\$ 49.3$ million (paid on April 30, 1996) based on the final closing balance sheet, plus $\$ 175$ million in TJX convertible Preferred

Stock. The purchase has been accounted for under the purchase method of accounting.

As a result of the acquisition, the Company announced its intentions to close a total of 170 Marshalls stores and 30 T.J. Maxx stores, in operation at the date of acquisition. The Company established a \$244.1 million reserve in the allocation of the purchase price of Marshalls, primarily relating to the Marshalls store closings, and recorded a pretax charge of $\$ 35$ million relating to the T.J. Maxx store closings. The Company's total store closing and restructuring reserve as of July 27, 1996 totalled $\$ 215.5$ million. The reduction in the reserve to date is primarily due to inventory markdowns and fixed asset writeoffs. The Company is in the process of evaluating its store closing program and the reserves established in the allocation of the Marshalls acquisition price.

In connection with the purchase of Marshalls, the Company entered into an $\$ 875$ million credit facility with a group of banks. The credit facility consists of a $\$ 375$ million term loan used for the cash portion

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of the purchase price, and a $\$ 500$ million revolving credit facility to meet the Company's ongoing working capital needs.
6. In October 1988, the Company completed the sale of its former Zayre stores division to Ames Department Stores, Inc. ("Ames"). On April 25, 1990, Ames filed for protection under Chapter 11 of the Federal Bankruptcy Code and on December 30, 1992, Ames emerged from bankruptcy under a plan of reorganization. The Company is liable for certain amounts to be distributed under the plan for certain unassigned landlord claims under certain former Zayre store leases on which Zayre Corp. was liable as of the date of acquisition and which Ames has rejected.

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 Waban Inc., a division spun-off in fiscal 1990, and 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 in view of the nature of the leases and the fact that Ames, Waban and Hit or Miss are primarily liable, the Company's contingent liability on these leases will not have a material effect on the Company's financial condition. Accordingly, the Company believes its available reserves of $\$ 21.8$ million as of July 27,1996 should be adequate to cover all reasonably expected liabilities associated with discontinued operations that it may incur.
7. On May 24, 1996, Chadwick's of Boston, Ltd. ("Chadwick's"), a whollyowned subsidiary of the Company, filed a registration statement for the sale of a majority of the common stock of Chadwick's. On July 31, 1996, the Company announced a postponement of the initial public offering of Chadwick's due to weak stock market conditions.
8. On July 31, 1996, the Company announced that it had called for early redemption on September 16, 1996, $\$ 88.83$ million of its $91 / 2 \%$ sinking fund debentures. The Company will record a $\$ 2.9$ million after-tax extraordinary charge in its third quarter as a result of this redemption.
9. On August 13, 1996, the Company announced that it has called for redemption all outstanding shares of its Series C Cumulative Convertible Preferred Stock on September 12, 1996 at a redemption price of $\$ 51.875$ per share plus accrued dividends through the Redemption Date. Each Series C Preferred Share is convertible into TJX Common Stock at a conversion price of $\$ 25.9375$ per share of Common Stock (equivalent to a conversion rate of 1.9277 shares of Common Stock per Series C Preferred Share).

During the second quarter, all of the Company's outstanding Series A cumulative convertible Preferred Stock was converted into Common Stock pursuant to a call for redemption. There were 1,190,475 shares of Common Stock issued upon the conversion of the Series A Preferred Stock.

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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 4, 1996 (during the period covered by this report) was provided in the Company's Quarterly Report on Form 10-Q for the quarter ended April 27,

11 Statement re Computation of Per Share Earnings
Item 6(b) Reports on Form 8-K

On June 5, 1996, the Company filed a current report on Form 8K dated May 24, 1996 relating to the filing of a Registration Statement by Chadwick's of Boston, Ltd., a subsidiary of the Company, and the Company's intention to sell a majority interest in its Chadwick's division. The Company filed unaudited pro forma financial statements for the fiscal year ended January 27, 1996 with the Form 8-K.

On June 20, 1996, the Company filed a current report on Form 8 -K dated June 18, 1996 announcing that all outstanding shares of the Company's Series A Preferred Stock had been converted into Common Stock of the Company.

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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: September 10, 1996
/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.

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

|  | Thirteen July 27, 1996 | Weeks Ended July 29, 1995 | ```Twenty-Six July 27, 1 9 9 6``` | Weeks Ended July 29, 1995 |
| :---: | :---: | :---: | :---: | :---: |
| The computation of net income (loss) available and adjusted shares outstanding follows: |  |  |  |  |
| Net income (loss) | \$36, 054 | \$(24, 842$)$ | \$66, 140 | \$ $(16,777)$ |
| Less: <br> Preferred stock dividends | - | $(1,789)$ | $(2,578)$ | $(3,578)$ |
| Net income (loss) used for primary and fully diluted computation | \$36, 054 | \$(26,631) | \$63, 562 | \$(20, 355 ) |
| Weighted average number of common shares outstanding | 74,132,470 | 72,406,751 | 74,127,874 | 72,407,447 |
| Add (where dilutive): |  |  |  |  |
| Assumed exercise of those options that are common stock equivalents, net of treasury shares deemed to have been repurchased | 932,693 | 82,238 | 854,930 | 82,238 |
| Assumed conversion of convertible preferred stock | 14,921,614 | - | 11,740,891 | - |
| Adjusted shares outstanding used for primary and fully diluted computation | 89,986,777 | 72,488,989 | 86,723,695 | 72,489,685 |

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.

6-MOS
JAN-25-1997
JUL-27-1996
245, 342, 000
0
110,006,000
0
1,437,553,000
1, 824,411, 000
1,193, 884, 000
422,256,000
2,864,598, 000
1,364,547,000
662,871,000
175,000,000
82,500, 000
74,132,000
484, 070, 000
2,864,598,000
3,245,406,000
3,245,406, 000
2,518,413,000
2,518,413,000
587,895,000
0
26, 424, 000
112,674,000
46,534, 000
66,140,000
0
0
66,140, 000
0.73
0.73

