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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 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 October 28, 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 November 25, 1995: 72,430,059

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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 October 28, October 29, 19951994 |  |  |
| :---: | :---: | :---: | :---: |
| Net sales | \$1, 012, 672 | \$ | 924,606 |
| Cost of sales, including buying and occupancy costs | 748,005 |  | 680, 365 |
| Selling, general and administrative expenses | 196,950 |  | 178, 001 |
| Interest on debt and capital leases | 11,250 |  | 7,257 |
| Income from continuing operations before income taxes | 56,467 |  | 58,983 |
| Provision for income taxes | 22,590 |  | 24,387 |
| Income from continuing operations | 33,877 |  | 34,596 |


| Discontinued operations: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Income (loss) from discontinued operations, |  |  |  |  |
| (Loss) on the disposal of discontinued |  |  |  |  |
| Net income |  | 33,877 |  | 32,788 |
| Preferred stock dividends |  | 1,789 |  | 1,789 |
| Net income available to common shareholders | \$ | 32,088 | \$ | 30,999 |
| Primary and fully diluted earnings per common share: |  |  |  |  |
| Continuing operations |  | \$ . 44 |  | \$ . 44 |
| Discontinued operations |  | - |  | (.02) |
| Net income |  | \$ . 44 |  | \$ . 42 |
| Cash dividends per common share |  | \$ . 14 |  | \$ . 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

| ASSETS | $\begin{array}{r} \text { October } 28, \\ 1995 \end{array}$ | January 28, 1995 | October 29, 1994 |
| :---: | :---: | :---: | :---: |
| Current assets: |  |  |  |
| Cash and cash equivalents | \$ 26,902 | 41,569 | \$ 26,247 |
| Accounts receivable | 135,901 | 41,749 | 65,297 |
| Merchandise inventories | 1,111,651 | 890,593 | 1,014,448 |
| Prepaid expenses | 31,367 | 22,881 | 24,426 |
| Net current assets of discontinued operations | - | 10,731 | 11,282 |
| Total current assets | 1,305,821 | 1,007,523 | 1,141,700 |
| Property, at cost: |  |  |  |
| Land and buildings | 115,226 | 114,736 | 114,423 |
| Leasehold costs and improvements | 287,888 | 251,387 | 241,312 |
| Furniture, fixtures and equipment | 421,493 | 380, 806 | 373,401 |
|  | 824,607 | 746,929 | 729,136 |
| Less accumulated depreciation | 342,722 | 297,019 | 291,440 |
|  | 481,885 | 449,910 | 437,696 |
| Other assets | 27,580 | 14,244 | 16,532 |
| Goodwill, net of amortization | 87,993 | 89,877 | 90,624 |
| Net noncurrent assets of discontinued operations | - | 37,990 | 39,132 |
| TOTAL ASSETS | \$1,903, 279 | \$1,599, 544 | \$1,725,684 |
| LIABILITIES |  |  |  |
| Current liabilities: |  |  |  |
| Short-term debt | \$ 97,699 | \$ 20,000 | \$ 118,970 |
| Current installments of long-term debt | 56,048 | 31,306 | 6,175 |
| Accounts payable | 407,778 | 415, 861 | 452,964 |
| Accrued expenses and other current liabilities | 306,240 | 252,424 | 266,393 |
| Federal and state income taxes payable | 2,068 | - | 20,456 |
| Total current liabilities | 869,833 | 719,591 | 864,958 |
| Long-term debt exclusive of current installments: |  |  |  |
|  |  |  |  |
| Real estate mortgages | 71,569 | 77,550 | 39,614 |
| Equipment notes | 3,801 | 4,598 | 5,244 |
| General corporate debt | 335,196 | 157,330 | 182,330 |
| Deferred income taxes | 34,780 | 33,523 | 27,993 |

## 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

25, 000

- 1,650,000 shares of $6.25 \%$ Series C

82,500
82,500
82,500
Common stock, par value \$1, authorized
150,000,000 shares, issued and
outstanding 72,418,517; 72,401,254
and $72,409,433$ shares
Additional paid-in capital
Retained earnings
Total shareholders' equity

72,41
267,743
140, 438
588,100
\$1,903, 279
\$1,599,544 \$1,725,684

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

Cash flows from operating activities:
Income before cumulative effect of accounting changes
Adjustments to reconcile income before cumulative effect of accounting changes to net cash (used in) operating activities:

|  | 1995 | 1994 |
| :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |
| Income before cumulative effect of |  |  |
| accounting changes | \$ 17,100 | \$ 70,953 |
| Adjustments to reconcile income before |  |  |
| cumulative effect of accounting changes |  |  |
| to net cash (used in) operating activities: |  |  |
| Depreciation and amortization | 57,039 | 48,686 |
| Loss from discontinued operations | 2,300 | 2,906 |
| Loss on disposal of discontinued operations | 31,700 |  |
| Loss on property disposals | 719 | 2,834 |
| Other | $(4,718)$ | $(2,656)$ |
| Changes in assets and liabilities: |  |  |
| (Increase) in accounts receivable | $(94,152)$ | $(36,658)$ |
| (Increase) in merchandise inventories | $(221,058)$ | $(294,206)$ |
| (Increase) in prepaid expenses | $(8,486)$ | $(4,464)$ |
| Increase (decrease) in accounts payable | $(8,083)$ | 144,299 |
| Increase in accrued expenses and |  |  |
| Increase in income taxes payable | 11,520 | 20,456 |
| Increase (decrease) in deferred |  |  |
| income taxes | 7,973 | $(5,970)$ |
| Net cash (used in) operating activities | $(175,943)$ | $(15,981)$ |
| Cash flows from investing activities: |  |  |
| Property additions | $(86,759)$ | $(88,853)$ |
| Proceeds from sale of discontinued operations | 3,000 | - |
| Net cash (used in) investing activities | $(83,759)$ | $(88,853)$ |
| Cash flows from financing activities: |  |  |
| Proceeds from borrowings of short-term debt | 77,699 | 118,970 |
| Proceeds from borrowings of long-term debt | 199,861 | 20,500 |
| Principal payments on long-term debt | $(4,036)$ | $(3,927)$ |
| Proceeds from sale and issuance of common stock, net | 121 | 720 |
| Common stock repurchased |  | $(19,261)$ |
| Cash dividends | $(35,776)$ | $(36,954)$ |
| Net cash provided by financing activities | 237,869 | 80,048 |

Loss from discontinued operations
Loss on disposal of discontinued operations
Loss on property disposals
Other
Changes in assets and liabilities: (Increase) in accounts receivable (Increase) in merchandise inventories (Increase) in prepaid expenses Increase (decrease) in accounts payable Increase in accrued expenses and other current liabilities Thirty-Nine Weeks Ended October 28, October 29, 1995 1994

Cash and cash equivalents at end of period
\$ 26,902
\$ 26,247
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 (Third Quarter) and Thirty-Nine Weeks Ended October 28, 1995 Versus Thirteen Weeks and Thirty-Nine Weeks Ended October 29, 1994

Effective September 30, 1995, the Company sold 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 the operating results of Hit or Miss from July 30, 1995 through the closing date of the transaction.

Net sales from continuing operations for the third quarter were $\$ 1,012.7$ million, up $10 \%$ from $\$ 924.6$ million last year. For the nine months, net sales from continuing operations were $\$ 2,692.0$ million, up $9 \%$ from $\$ 2,462.1$ 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 $4 \%$ and $1 \%$ for T.J. Maxx and Winners, respectively. For the nine months, same store sales decreased $2 \%$ for T.J. Maxx and increased $6 \%$ for Winners. Chadwick's experienced an increase in sales of $25 \%$ and $13 \%$ for the quarter and nine 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.

Income from continuing operations for the third quarter was $\$ 33.9$ million, or $\$ .44$ per common share, versus last year's $\$ 34.6$ million, or $\$ .44$ per common share. For the nine months, income from continuing operations was $\$ 51.1$ million, or $\$ .63$ per common share versus last year's $\$ 73.9$ million or $\$ .93$ per common share. Net income for the nine months after reflecting Hit or Miss as discontinued operations was $\$ 17.1$ million, or $\$ .16$ per common share.

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

| centage of Net Sales |  |  |  |
| :---: | :---: | :---: | :---: |
| 13 Weeks Ended |  | 39 Week | Ended |
| 10/28/95 | 10/29/94 | 10/28/95 | 10/29/94 |
| 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| 73.9 | 73.6 | 75.8 | 74.3 |
| 19.4 | 19.3 | 19.8 | 19.8 |
| 1.1 | . 7 | 1.1 | . 8 |
| 5.6\% | 6.4\% | 3.3\% | 5.1\% |

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Consolidated cost of sales, including buying and occupancy costs, as a percentage of net sales increased for the nine months as compared to last year primarily due to higher markdowns taken at T.J. Maxx. For the quarter, the increase in this ratio is primarily due to the decrease in same store sales.

Interest on debt and capital leases increased in both periods over the prior year due to additional 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 for the nine months reflects the impact of foreign operating losses for which tax benefits have not been recognized. The decrease in the effective income tax rate in the quarter reflects the tax benefit on foreign operating losses realizable due to a third quarter corporate restructuring of certain foreign subsidiaries.

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

|  | Thirteen Weeks Ended October 28, October 29, 19951994 |  |  | Thirty-Nine October 28, 1995 | Weeks Ended October 29, 1994 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |  |
| Off-price family |  |  |  |  |  |
| Off-price catalog operation | 151,458 |  | 120,953 | 355,671 | 315,176 |
| Off-price home |  |  |  |  |  |
| fashion stores | 20,539 |  |  | 52,955 |  |
|  | \$1, 012,672 | \$ | 924,606 | \$2,692, 047 | \$2,462,106 |
| Operating income (loss): |  |  |  |  |  |
| Off-price family |  |  |  |  |  |
| Off-price catalog operation | 13,905 |  | 3,798 | 18,038 | 8,881 |
| Off-price home |  |  |  |  |  |
| fashion stores | $(2,211)$ |  | 75, ${ }^{-}$ | $(6,067)$ |  |
|  | 77,593 |  | 75,175 | 148,010 | 173,861 |
| General corporate expense* | * 9,223 |  | 8,282 | 28,206 | 28,023 |
| Goodwill amortization | 653 |  | 653 | 1,960 | 1,960 |
| Interest expense | 11,250 |  | 7,257 | 29,562 | 17,831 |
| Income from continuing operations before |  |  |  |  |  |
| income taxes | \$ 56,467 | \$ | 58,983 | \$ 88,282 | \$ 126,047 |

* General corporate expense for the periods ended October 28, 1995 include the net operating results of T.K. Maxx and the Cosmopolitan catalog. General corporate expense for the periods ended October 29, 1994 include the net operating results of HomeGoods and T.K. Maxx.

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The off-price family apparel stores segment, T.J. Maxx and Winners, recorded a decrease in operating profit of $8 \%$ and $18 \%$ for the third quarter and nine months, respectively. These results are attributable to weak apparel sales in both periods, as well as increased markdowns at T.J. Maxx for the nine months ended October 1995. Winners operating income increased in both periods. Chadwick's recorded an increase in operating income in both periods due to high demand from the winter and holiday catalogs. This division has made operational improvements leading to improved customer service.

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

$$
\text { October 28, } 1995 \text { October 29, } 1994
$$

| T. J. Maxx | 581 | 539 |
| :--- | ---: | ---: |
| Winners | 49 | 34 |
| HomeGoods | 24 | 12 |
| T.K. Maxx | 8 | 4 |

## Financial Condition

Cash flows from operating and financing activities for the nine months reflect increases in inventory and short-term borrowings, which are primarily due to normal seasonal requirements. In addition, cash flows from operating activities for the nine months ended October 1995 reflects an increase in opportunistic purchases at T.J. Maxx. The increase in short-term borrowings also reflects an increase in accounts receivable due to a deferred customer billing program at Chadwick's. The 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 stores and for other capital expenditures and for other
general corporate purposes. Overall long-term borrowing levels have increased primarily due to lower than anticipated earnings in fiscal 1995 and the first nine months of fiscal 1996.

On November 17, 1995, the Company completed its acquisition of Marshalls, the off-price family apparel retailer, from Melville Corporation. The Company paid $\$ 375$ million in cash and $\$ 175$ million in junior convertible preferred stock for the Marshalls division. The acquisition will be accounted for under the purchase method of accounting.

Simultaneously, the Company entered into an unsecured $\$ 875$ million bank credit agreement under which the Company borrowed $\$ 375$ million on a term loan basis to fund the cash portion of the Marshalls purchase price and may borrow up to an additional $\$ 500$ million on a revolving loan basis to fund the working capital needs of the Company. The Company cancelled its former committed U.S. short-term credit lines, effective November 17, 1995. The new agreement has certain financial covenants which include a minimum net worth requirement, and certain leverage and fixed charge ratios.

## PAGE 9

In connection with the acquisition, the Company reduced its annual common dividend from $\$ .56$ per common share to $\$ .28$ per common share effective with the dividend declared on December 7, 1995. The common dividend paid on November 30, 1995 was unaffected. The Company also eliminated its share repurchase program.

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. The results for the first nine 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)

| Thirty-Nine | Weeks Ended |
| ---: | ---: |
| October 28, | October 29, |
| 1995 | 1994 |
| $\$ 20,097$ | $\$ 14,242$ |
| 10,513 | 43,841 |

5. Effective September 30, 1995, the Company sold its Hit or Miss division to members of management and outside investors. The Company received $\$ 3$ million in cash and a 7-year, $\$ 10$ million note with interest at $10 \%$. Interest payable prior to October 2, 1997 may be paid-in-kind at the election of Hit or Miss. In addition, the Company is responsible for the cost of closing 69 stores.

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 nine months includes an after-tax loss from discontinued operations of $\$ 2.3$ million. 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 the disposal includes operating results of Hit or Miss through the closing date.

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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. In June 1995, the Company issued \$200 million of long-term notes under the registration statement. A summary of the notes issued is as follows:

> Principal Term Interest Rate

| Note A | $\$ 100$ Million | 5 Years | $65 / 8 \%$ |
| :--- | ---: | ---: | ---: |
| Note B | 100 Million | 10 Years | $7 \%$ |

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.
7. On November 17, 1995, the Company completed its acquisition of Marshalls, the off-price family apparel retailer, from Melville Corporation. The Company paid $\$ 375$ million in cash and $\$ 175$ million in junior convertible preferred stock for the Marshalls division. The acquisition will be accounted for under the purchase method of accounting.

Simultaneously, the Company entered into an unsecured $\$ 875$ million bank credit agreement under which the Company borrowed $\$ 375$ million on a term loan basis to fund the cash portion of the Marshalls purchase price and may borrow up to an additional $\$ 500$ million on a revolving loan basis to fund the working capital needs of the Company. Interest payable on borrowings are at rates equal to or less than prime. The term loan matures on November 17, 2000 and the revolving loan feature expires on November 17, 1998. The Company cancelled its former committed U.S. short-term credit lines, effective November 17, 1995. The new agreement has certain financial covenants which include a minimum net worth requirement, and certain leverage and fixed charge ratios.

In connection with the acquisition, the Company reduced its annual common dividend from $\$ .56$ per common share to $\$ .28$ per common share effective with the dividend declared on December 7, 1995. The common dividend, paid on November 30, 1995, was unaffected. The Company also eliminated its share repurchase program.

The preferred stock issued to Melville was issued in two separate series, both of which are convertible into shares of common stock. The common shares issuable on conversion will vary depending on the market price of the common stock at time of conversion. A summary of certain provisions of the preferred issuances follows:

|  | Preferred <br> Shares <br> Issued | Face | Value |
| :---: | :---: | :---: | :---: | | Annual |
| :---: |
| Dividend |$\quad$| Common Shares |
| :---: |
| Issuable at |
| Conversion |

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The Series D is mandatorily converted into common stock on November 17, 1996 unless redeemed for cash or converted earlier. The Series E is mandatorily converted into common shares on November 17, 1998 unless converted earlier. The Series $D$ and Series $E$ have an aggregate liquidation preference of $\$ 175,000,000$. Dividends are cumulative and are payable quarterly, in arrears.

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PART II. Other Information
Item 6(a) Exhibits
(2.2) Stock Purchase Agreement dated as of October 14, 1995 between the Company and Melville Corporation is incorporated by reference to the Form 8-K dated October 14, 1995.
(11) Statement re Computation of Per Share Earnings Item 6(g) Reports on Form 8-K

The Company did not file any reports on Form 8-K with the Securities and Exchange Commission during the quarter ended October 28, 1995.

On November 7, 1995, the Company filed a Form 8-K dated October 14, 1995 relating to the Stock Purchase Agreement entered into by the Company and Melville Corporation ("Melville") whereby the Company agreed to purchase the capital stock of Marshalls of Roseville, Minn., Inc. ("Marshalls") from Melville.

On December 1, 1995, the Company filed a Form 8-K dated November 17, 1995 relating to the Company's completed acquisition of Marshalls from Melville.

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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)

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

| Thirteen Weeks Ended | Thirty-Nine Weeks Ended |  |  |
| ---: | ---: | ---: | ---: |
| October 28, | October 29, | October 28, | October 29, |
| 1995 | 1994 | 1995 | 1994 |


| The computation of net <br> income available and <br> adjusted shares <br> outstanding follows: |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Net income |  |  |  |  |

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.

9-MOS
JAN-27-1996
OCT-28-1995
26,902,000
0
135, 901, 000
0
1,111,651, 000
1,305,821,000
824,607,000
342,722,000
1,903, 279, 000
869, 833, 000
410,566, 000
72,419, 000
0
107,500,000 408,181, 000
1,903,279,000

$$
2,692,047,000
$$

2,692,047,000
2,040,124,000
2,040,124,000
534,079, 000
0
29,562, 000
88,282,000
37,182,000
51,100,000
(34, 000, 000)
0
0
17,100, 000
0.16
0.16

