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FORM 10-Q

### 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 29, 1995 Commission file number 1-4908

DELAWARE 04-2207613 (State or other jurisdiction of incorporation or organization) Identification No.)

770 Cochituate Road
Framingham, Massachusetts
(Address of principal executive offices)
(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 27, 1995: 72,401,326

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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

		Weeks Ended April 30, 1994
Net sales	\$ 911,602	\$ 851,736
Cost of sales, including buying and occupancy costs	699,047	635,714
Selling, general and administrative expenses	188,635	177,609
Interest on debt and capital leases	8,863	5,479
Income before income taxes	15,057	32,934
Provision for income taxes	6,992	13,565
Net income	8,065	19,369

Preferred stock dividends	1,789	1,789
Net income available to common shareholders \$	6 <b>,</b> 276	\$ 17,580
Primary and fully diluted earnings per common share:		
Net income	\$ .09	\$ .24
Cash dividends per common share	\$ .14	\$ .14

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 29, 1995	January 28, 1995	April 30, 1994
Current assets: Cash and cash equivalents Accounts receivable Merchandise inventories Prepaid expenses	\$ 21,159 85,807 1,076,064 44,749	•	\$ 30,287 49,609 859,374 29,859
Total current assets	1,227,779	1,046,197	969 <b>,</b> 129
Property, at cost: Land and buildings Leasehold costs and improvements Furniture, fixtures and equipment Less accumulated depreciation	114,810 313,324 460,612 888,746 395,101 493,645	114,736 302,844 447,840 865,420 377,595 487,825	112,841 265,649 405,557 784,047 340,542 443,505
Other assets Goodwill, net of amortization TOTAL ASSETS	14,028 89,309 \$1,824,761	14,319 89,877 \$1,638,218	
LIABILITIES			
Current liabilities: Short-term debt Current installments of	\$ 168,365	\$ 20,000	\$ 10,000
long-term debt Accounts payable Accrued expenses and other	31,364 475,228	31,306 439,277	5,995 400,091
current liabilities Total current liabilities	274,079 949,036	267,682 758,265	259,729 675,815
Long-term debt exclusive of current installments: Real estate mortgages	76 <b>,</b> 692	77,550	42,021
Equipment notes General corporate debt	4,475 157,330	4,598 157,330	5,900 161,915
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:	34,498	33,523	34,587
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 72,401,076, 72,401,254	25,000 82,500	25,000 82,500	25,000 82,500
and 73,455,447, shares Additional paid-in capital Retained earnings Total shareholders' equity	72,401 267,575 155,254 602,730	72,401 267,937 159,114 606,952	73,455 285,172 131,788 597,915
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$1,824,761	\$1,638,218	\$1,518,153

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

Cash flows from operating activities:	Thirteen April 29, 1995	-
Net income	\$ 8,065	\$ 19,369
Adjustments to reconcile net income to	φ 0 <b>,</b> 005	Ψ 13 <b>,</b> 303
net cash (used in) operating activities:		
Depreciation and amortization	21,063	18,363
Loss on property disposals	874	2,500
Other	(486	) (61)
Changes in assets and liabilities:		
(Increase) in accounts receivable	(42,367	(18,970)
(Increase) in merchandise inventories	(138,335	(87,050)
(Increase) in prepaid expenses	(21,290	(9,068)
Increase in accounts payable	35,951	59 <b>,</b> 513
Increase in accrued expenses and other		
current liabilities	6 <b>,</b> 397	•
Increase in deferred income taxes	975	624
Net cash (used in) operating activities	(129,153	(190)
Cash flows from investing activities: Property additions	(26,797	) (24,352)
Cash flows from financing activities: Proceeds from borrowings of short-term debt Principal payments on long-term debt Proceeds from sale and issuance of common stock, net	148,365 (923	) (959) 492
Cash dividends	(11,925	(12,806)
Net cash provided by (used in) financing activities	135,540	(3,273)
Net (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year	(20,410 41,569	
Cash and cash equivalents at end of period	\$ 21,159	\$ 30,287

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

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

Thirteen Weeks (First Quarter) ended April 29, 1995 versus
Thirteen Weeks ended April 30, 1994

Net sales for the first quarter were \$911.6 million, up 7% from \$851.7 million 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 decreased by 1% and 9% for T.J. Maxx and Hit or Miss, respectively, while Winners same store sales increased by 5%. Chadwick's experienced a 7% increase in sales. In general, sales were impacted by the continuing general softness, industrywide, in U.S. apparel sales.

Net income for the first quarter was \$8.1 million, or \$.09 per common share, versus last year's first quarter of \$19.4 million, or \$.24 per common share.

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

Percentage of Net Sales 13 Weeks Ended 4/29/95 4/30/94

Net sales	100.0%	100.0%
Cost of sales, including buying and		
occupancy costs	76.7	74.6
Selling, general and administrative expenses	20.7	20.9
Interest on debt and capital leases	. 9	.6
Income before income taxes	1.7%	3.9%

Cost of sales, including buying and occupancy costs, as a percentage of net sales increased over last year primarily due to higher markdowns taken in the first quarter at  $T.J.\ Maxx.$ 

Selling, general and administrative expenses, as a percentage of net sales, decreased as a result of operational improvements at Chadwick's.

Interest on debt and capital leases increased over the prior year due to additional borrowings under the Company's medium term note program, a \$45 million real estate mortgage placed on the Chadwick's fulfillment center in December 1994 and an increase in short-term borrowings.

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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)

Net sales:	April 29, 1995	April 30, 1994
Off-price family apparel stores Off-price women's specialty stores Off-price catalog operation Off-price home fashions stores	\$ 700,714 81,172 116,611 13,105 \$ 911,602	\$ 653,428 89,476 108,832 - \$ 851,736
Operating income:    Off-price family apparel stores    Off-price women's specialty stores    Off-price catalog operation    Off-price home fashions stores	\$ 32,911 (1,790) 5,261 (1,529) 34,853	•
General corporate expense* Goodwill amortization Interest expense	10,280 653 8,863	8,828 653 5,479
Income before income taxes	\$ 15,057	\$ 32,934

<sup>\*</sup> General corporate expense for the thirteen weeks ended April 29, 1995 includes the net operating results of T.K. Maxx and the Cosmopolitan catalog. General corporate expense for the thirteen weeks ended April 30, 1994 includes the net operating results of HomeGoods and T.K. Maxx as well as a reserve for the closing of the Value Mart operation.

The off-price family apparel stores segment, T.J. Maxx and Winners, recorded a 30% decrease in operating income. This is attributable to weak apparel sales and higher markdowns at T.J. Maxx. Winners' operating income increased over last year's first quarter. Hit or Miss also recorded a decrease in operating income due to weakness in apparel sales. Chadwick's recorded a significant increase in operating income due to operational improvements, resulting in improved expense ratios, better customer service, and shipping goods on a more timely basis.

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

	April 29, 1995	April 30, 1994
T.J. Maxx	558	513
Hit or Miss	479	504
Winners	39	28

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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. The increase in short-term borrowings also reflects an increase in accounts receivable due to a deferred customer billing program at Chadwick's, an increase in prepaid expenses due to a shift in the timing of certain catalog mailings at Chadwick's and lower than anticipated earnings in fiscal 1995 and the first quarter of fiscal 1996.

As of April 29, 1995, the Company has unsecured committed short-term credit lines totalling \$300 million and unsecured uncommitted short-term credit lines of \$115 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.

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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 W	eeks Ended
	April 29,	April 30,
	1995	1994
Cash paid for:		
Interest on debt and capital leases	\$3 <b>,</b> 971	\$1,201
Income taxes	3 <b>,</b> 518	4,828

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#### PART II. Other Information

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

> The Company held its Annual Meeting of Stockholders on June 6, 1995. The following matters were voted upon at the Annual Meeting:

Election of Directors	For	Withheld
Richard G. Lesser	61,602,216	292,608
John M. Nelson	61,594,280	300 <b>,</b> 544
Burton S. Stern	61,588,152	306 <b>,</b> 672

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

Bernard Cammarata Phyllis B. Davis Stanley H. Feldberg Arthur F. Loewy

Robert F. Shapiro Willow B. Shire Fletcher H. Wiley Abraham Zaleznik

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-K during the quarter ended April 29, 1995.

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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 7, 1995

/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.

EXHIBIT 11

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

	Thirteen Weeks Ended	
	_	April 30,
	1995	1994
The computation of net income available and		
adjusted shares outstanding follows:		
Net income	\$ 8.065	\$19,369
NGC INCOME	¥ 0,000	413 <b>,</b> 303
Less:		
Preferred stock dividends	(1 <b>,</b> 789)	(1,789)
Net december and for and many and fulls		
Net income used for primary and fully diluted computation	\$ 6,276	\$17,580
dilated compatation	Q 0,270	Ψ17 <b>,</b> 300
Weighted average number of common shares	E0 400 460	TO 464 000
outstanding	72,402,468	73,461,299
Add:		
Assumed exercise of those options that		
are common stock equivalents	59 <b>,</b> 386	615,533
Adjusted shares outstanding, used for primary	E0 464 054	T
and fully diluted computation	72,461,854	74,076,832

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.

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                 APR-29-1995
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                 85,807,000
                1,076,064,000
           1,227,779,000
                       888,746,000
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             1,824,761,000
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