# The TJX Companies, Inc. Financial Reconciliations

# **Explanation of Non-GAAP Financial Measures**

The Company has used non-GAAP financial measures in these tables. Non-GAAP financial measures refer to financial information adjusted to exclude or include, as applicable, from financial measures prepared in accordance with accounting principles generally accepted in the United States (GAAP), items identified in these tables. Non-GAAP financial measures used in these tables include adjusted net sales, inventory on a constant currency basis, adjusted pretax profit margin, adjusted diluted earnings per share (EPS), adjusted gross margin, adjusted selling, general and administrative expenses, and consolidated inventory on a per store basis, on a constant currency basis. The Company believes that the presentation of adjusted financial measures is useful to investors as it provides additional information on comparisons between periods by excluding certain items that affect overall comparability. The Company uses these non-GAAP financial measures for business planning purposes, to consider underlying trends of its business, and in measuring its performance relative to others in the market, and believes presenting these measures also provides information to investors and others for understanding and evaluating trends in the Company's operating results or measuring performance in the same manner as the Company's management. Non-GAAP financial measures should be considered in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP. The use of these non-GAAP financial measures may differ from similar measures reported by other companies and may not be comparable to other similarly titled measures.

Table 1: Q4 FY23 and Reconciliation of Q4 FY24 Diluted Earnings per Share

	C	<b>Q4</b>
	<u>FY23</u>	<u>FY24</u>
Diluted Earnings per Share  Y/Y diluted earnings per share growth	\$0.89	\$1.22 <i>37%</i>
Adjustments for items impacting comparability  Impact of 14 <sup>th</sup> week		(\$0.10)
Adjusted Diluted Earnings per Share  Adjusted Y/Y diluted earnings per share growth	\$ <u>0.89</u>	\$ <u>1.12</u> 26%

Table 2: Reconciliation of Full-Year FY23 and Reconciliation of Full-Year FY24 Diluted Earnings per Share

	F	Υ
	<u>FY23</u>	FY24
Diluted Earnings per Share  Y/Y diluted earnings per share growth	\$2.97	\$3.86 <i>30%</i>
Adjustments for items impacting comparability  Impact of divestiture of equity investment <sup>(1)</sup> Impact of 53 <sup>rd</sup> week	\$0.14 	 (\$0.10)
Adjusted Diluted Earnings per Share  Adjusted Y/Y diluted earnings per share growth	\$ <u>3.11</u>	\$ <u>3.76</u> 21%

(1) In March 2022, the Company announced that it had committed to divesting its minority investment in an off-price retailer with locations in Russia. For Fiscal 2023, the Company recorded a \$0.14 net of tax charge related to a write-down and divestiture of this investment, which divestiture was completed during the third quarter of Fiscal 2023.

Table 3: Reconciliation of Full-Year FY24 and Full-Year FY25 Estimated Diluted Earnings per Share

FY **Full-Year FY24 Full-Year FY25 Guidance** Low High **Diluted Earnings per Share** \$3.86 \$3.94 \$4.02 2% 4% Y/Y diluted earnings per share growth Adjustments for items impacting comparability Impact of 53 rd week (\$0.10) **Adjusted Diluted Earnings per Share** \$3.76 Adjusted Y/Y diluted earnings per share growth

Table 4: Q4 FY23 and Reconciliation of Q4 FY24 Consolidated Pretax Profit Margin (1)

	Q	4
	<u>FY23</u>	<u>FY24</u>
Consolidated pretax profit margin  Y/Y consolidated pretax profit margin growth	9.2%	11.2% 2.0%
Adjustments for items impacting comparability  Impact of 14 <sup>th</sup> week		(0.3%)
Adjusted consolidated pretax profit margin  Adjusted Y/Y consolidated pretax profit margin growth	<u>9.2</u> %	10.9% 1.7%

(1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.

Table 5: Reconciliation of Full-Year FY23 and Reconciliation of Full-Year FY24 Consolidated Pretax Profit Margin (1)

	F	Υ
	FY23	<u>FY24</u>
Consolidated pretax profit margin  Y/Y consolidated pretax profit margin growth	9.3%	11.0% 1.7%
Adjustments for items impacting comparability  Impact of divestiture of equity investment (2)  Impact of 53 rd week	0.4% 	 (0.1%)
Adjusted consolidated pretax profit margin  Adjusted Y/Y consolidated pretax profit margin growth	<u>9.7</u> %	10.9% 1.2%

- (1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.
- (2) In March 2022, the Company announced that it had committed to divesting its minority investment in an off-price retailer with locations in Russia. For Fiscal 2023, the Company recorded a net of tax charge related to a write-down and divestiture of this investment, which divestiture was completed during the third quarter of Fiscal 2023.

Table 6: Reconciliation of Full-Year FY24 and Full-Year FY25 Estimated Consolidated Pretax Profit Margin (1)

	FY		
	Full-Year FY24	Full-Year FY Low	25 Guidance High
Consolidated pretax profit margin  Y/Y consolidated pretax profit margin growth	11.0%	10.9% (0.1%)	11.0% <i>0.0%</i>
Adjustments for items impacting comparability  Impact of 53 <sup>rd</sup> week	(0.1%)		
Adjusted consolidated pretax profit margin  Adjusted Y/Y consolidated pretax profit margin growth	<u>10.9</u> %	10.9% 0.0%	11.0% 0.1%

(1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.

Table 7: Q4 FY23 and Reconciliation of Q4 FY24 Net Sales (1)

	Q	<u>(</u> 4
	<u>FY23</u>	<u>FY24</u>
Net sales  Y/Y net sales growth	\$14.5	\$16.4 13%
Adjustments for items impacting comparability  Impact of 14 th week (2)		(\$0.9)
Adjusted net sales  Y/Y adjusted net sales growth	\$14.5	\$ <u>15.5</u> 7%

- (1) Sales figures presented in billions.
- (2) The estimated segment impact of the 14<sup>th</sup> week is Marmaxx: \$0.5; HomeGoods: \$0.2; TJX Canada: \$0.1; TJX International: \$0.1.

Table 8: Full-Year FY23 and Reconciliation of Full-Year FY24 Net Sales (1)

	F	Y
	<u>FY23</u>	<u>FY24</u>
Net sales  Y/Y net sales growth	\$49.9	\$54.2 <i>9%</i>
Adjustments for items impacting comparability  Impact of 53 rd week (2)		(\$0.9)
Adjusted net sales  Y/Y adjusted net sales growth	\$49.9	\$ <u>53.3</u> 7%

- (1) Sales figures presented in billions.
- (2) The estimated segment impact of the 53<sup>rd</sup> week is Marmaxx: \$0.5; HomeGoods: \$0.2; TJX Canada: \$0.1; TJX International: \$0.1.

### Table 9: Reconciliation of Q4 FY24 Constant Currency Sales Growth

Q4 FY24 Actual:	Total TJX
FY24 TJX consolidated sales growth	13.0%
Impact of constant currency	(0.5%)
FY24 Total TJX consolidated sales growth on a constant currency basis	12.5%
Impact of 14 <sup>th</sup> week	(6.1%)
FY24 Total TJX adjusted consolidated sales growth on a constant currency basis	6.4%
	TJX Canada <sup>(1)</sup>
FY24 TJX Canada sales growth	13.2%
Impact of constant currency	0.2%
FY24 TJX Canada sales growth on a constant currency basis	13.4%
Impact of 14 <sup>th</sup> week	<u>(6.3%)</u>
FY24 TJX Canada adjusted sales growth on a constant currency basis	7.1%
	TJX International <sup>(2)</sup>
FY24 TJX International sales growth	15.7%
Impact of constant currency	<u>(4.5%)</u>
FY24 TJX International sales growth on a constant currency basis	11.2%
Impact of 14 <sup>th</sup> week	<u>(5.4%)</u>
FY24 TJX International adjusted sales growth on a constant currency basis	5.8%

- (1) TJX Canada operates the Winners, HomeSense, and Marshalls Canada chains.
- (2) Our TJX International segment operates the TK Maxx and Homesense chains in Europe and the TK Maxx chain in Australia. TK Maxx in Europe operates in the U.K., Ireland, Germany, Poland, Austria and the Netherlands. Homesense operates in the U.K. and Ireland. TJX International operates three e-commerce sites: tkmaxx.com, tkmaxx.de and tkmaxx.at.

## Table 10: Reconciliation of Full-Year FY24 Constant Currency Sales Growth

Full-Year FY24 Actual:	Total TJX
FY24 Total TJX consolidated sales growth	8.6%
Impact of constant currency	(0.1%)
FY24 Total TJX sales growth on a constant currency basis	8.5%
Impact of 53 <sup>rd</sup> week	(1.7%)
FY24 Total TJX adjusted sales growth on a constant currency basis	6.8%
	TJX Canada <sup>(1)</sup>
FY24 TJX Canada sales growth	2.7%
Impact of constant currency	3.0%
FY24 TJX Canada sales growth on a constant currency basis	5.7%
Impact of 53 <sup>rd</sup> week	(1.6%)
FY24 TJX Canada adjusted sales growth on a constant currency basis	4.1%
	TJX International <sup>(2)</sup>
FY24 TJX International sales growth	8.9%
Impact of constant currency	(2.7%)
FY24 TJX International sales growth on a constant currency basis	6.2%
Impact of 53 <sup>rd</sup> week	(1.6%)
FY24 TJX International adjusted sales growth on a constant currency basis	4.6%

- (1) TJX Canada operates the Winners, HomeSense, and Marshalls Canada chains.
- (2) Our TJX International segment operates the TK Maxx and Homesense chains in Europe and the TK Maxx chain in Australia. TK Maxx in Europe operates in the U.K., Ireland, Germany, Poland, Austria and the Netherlands. Homesense operates in the U.K. and Ireland. TJX International operates three e-commerce sites: tkmaxx.com, tkmaxx.de and tkmaxx.at.

Table 11: Reconciliation of Q4 FY24 Constant Currency Consolidated Pretax and Segment Profit Margin (1),(2)

Q4 FY24 Actual:	Total TJX
FY24 Total TJX consolidated pretax profit margin	11.2%
Impact of constant currency	0.2%
FY24 Total TJX consolidated pretax profit margin on a constant currency basis	11.4%
Impact of 14 <sup>th</sup> week	(0.3%)
FY24 Total TJX adjusted consolidated pretax profit margin on a constant currency basis	11.1%
	TJX Canada <sup>(3)</sup>
FY24 TJX Canada segment profit margin	12.5%
Impact of constant currency	0.0%
FY24 TJX Canada segment profit margin on a constant currency basis	12.5%
Impact of 14 <sup>th</sup> week	(0.5%)
FY24 TJX Canada adjusted segment profit margin on a constant currency basis	12.0%
	TJX International <sup>(4)</sup>
FY24 TJX International segment profit margin	8.3%
Impact of constant currency	(0.1%)
FY24 TJX International segment profit margin on a constant currency basis	8.2%
Impact of 14 <sup>th</sup> week	(0.6%)
FY24 TJX International adjusted segment profit margin on a constant currency basis	7.6%

- (1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.
- (2) Segment profit margin refers to segment profit or loss as a percentage of net sales.
- (3) TJX Canada operates the Winners, HomeSense, and Marshalls Canada chains.
- (4) Our TJX International segment operates the TK Maxx and Homesense chains in Europe and the TK Maxx chain in Australia. TK Maxx in Europe operates in the U.K., Ireland, Germany, Poland, Austria and the Netherlands. Homesense operates in the U.K. and Ireland. TJX International operates three e-commerce sites: tkmaxx.com, tkmaxx.de and tkmaxx.at.

# Table 12: Reconciliation of Full-Year FY24 Constant Currency Consolidated Pretax and Segment Profit Margin (1),(2)

Full-Year FY24 Actual:	Total TJX
FY24 Total TJX consolidated pretax profit margin	11.0%
Impact of constant currency	0.0%
FY24 Total TJX consolidated pretax profit margin on a constant currency basis	11.0%
Impact of 53 <sup>rd</sup> week	(0.1%)
FY24 Total TJX adjusted consolidated pretax profit margin on a constant currency basis	10.9%
	TJX Canada <sup>(3)</sup>
FY24 TJX Canada segment profit margin	14.2%
Impact of constant currency	0.0%
FY24 TJX Canada segment profit margin on a constant currency basis	14.2%
Impact of 53 <sup>rd</sup> week	(0.2%)
FY24 TJX Canada adjusted segment profit margin on a constant currency basis	14.0%
	TJX International <sup>(4)</sup>
FY24 TJX International segment profit margin	4.9%
Impact of constant currency	(0.1%)
FY24 TJX International segment profit margin on a constant currency basis	4.8%
Impact of 53 <sup>rd</sup> week	(0.2%)
FY24 TJX International adjusted segment profit margin on a constant currency basis	4.6%

- (1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.
- (2) Segment profit margin refers to segment profit or loss as a percentage of net sales.
- (3) TJX Canada operates the Winners, HomeSense, and Marshalls Canada chains.
- (4) Our TJX International segment operates the TK Maxx and Homesense chains in Europe and the TK Maxx chain in Australia. TK Maxx in Europe operates in the U.K., Ireland, Germany, Poland, Austria and the Netherlands. Homesense operates in the U.K. and Ireland. TJX International operates three e-commerce sites: tkmaxx.com, tkmaxx.de and tkmaxx.at.

# Table 13: Reconciliation of Q4 FY24 Segment Profit Margin<sup>(1)</sup>

Q4 FY24 Actual:	Marmaxx <sup>(2)</sup>
FY24 Marmaxx segment profit margin	13.5%
Impact of 14 <sup>th</sup> week	(0.3%)
FY24 Marmaxx adjusted segment profit margin	13.2%
	HomeGoods <sup>(3)</sup>
FY24 HomeGoods segment profit margin	HomeGoods <sup>(3)</sup> 11.2%
FY24 HomeGoods segment profit margin  Impact of 14 th week	

- (1) Segment profit margin refers to segment profit or loss as a percentage of net sales.
- (2) Marmaxx operates the T.J. Maxx and Marshalls chains in the U.S. as well as tjmaxx.com and marshalls.com. Sierra results are reported with the Marmaxx segment.
- (3) HomeGoods operates the HomeGoods and HomeSense U.S. chains.

# Table 14: Reconciliation of Full-Year FY24 Segment Profit Margin<sup>(1)</sup>

Full-Year FY24 Actual:	Marmaxx <sup>(2)</sup>
FY24 Marmaxx segment profit margin	13.8%
Impact of 53 <sup>rd</sup> week	(0.1%)
FY24 Marmaxx adjusted segment profit margin	13.7%
	HomeGoods <sup>(3)</sup>
FY24 HomeGoods segment profit margin	9.6%
	9.0%
Impact of 53 <sup>rd</sup> week	(0.2%)

- (1) Segment profit margin refers to segment profit or loss as a percentage of net sales.
- (2) Marmaxx operates the T.J. Maxx and Marshalls chains in the U.S. as well as tjmaxx.com and marshalls.com. Sierra results are reported with the Marmaxx segment.
- (3) HomeGoods operates the HomeGoods and HomeSense U.S. chains.

Table 15: Q4 FY23 and Reconciliation of Q4 FY24 Interest Income Benefit to Consolidated Pretax Profit Margin (1)

		Q4	
	FY23	<u>FY24</u>	
Interest income benefit to consolidated pretax profit margin  Y/Y interest income benefit to consolidated pretax profit margin growth	0.2%	0.3% <i>0</i> .1%	
Adjustments for items impacting comparability  Impact of 14 th week		0.0%	
Adjusted interest income benefit to consolidated pretax profit margin  Adjusted Y/Y interest income benefit to consolidated pretax profit margin growth	<u>0.2</u> %	0.3% 0.1%	

(1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.

Table 16: Full-Year FY23 and Reconciliation of Full-Year FY24 Interest Income Benefit to Consolidated Pretax Profit Margin (1)

	F	Υ
	<u>FY23</u>	<u>FY24</u>
Interest income benefit to consolidated pretax profit margin  Y/Y interest income benefit to consolidated pretax profit margin growth	0.0%	0.3% <i>0.3%</i>
Adjustments for items impacting comparability  Impact of 53rd week		0.0%
Adjusted interest income benefit to consolidated pretax profit margin  Adjusted Y/Y interest income benefit to consolidated pretax profit margin growth	<u>0.0</u> %	0.3% 0.3%

(1) Consolidated pretax profit margin refers to pretax profit margin for total TJX.

Table 17: Q4 FY23 and Reconciliation of Q4 FY24 Gross Margin

	Q4	
	<u>FY23</u>	<u>FY24</u>
Gross margin  Y/Y gross margin growth	26.1%	29.8% 3.7%
Adjustments for items impacting comparability  Impact of 14 <sup>th</sup> week		(0.3%)
Adjusted gross margin  Adjusted Y/Y gross margin growth	<u>26.1</u> %	29.5% 3.4%

Table 18: Full-Year FY23 and Reconciliation of Full-Year FY24 Gross Margin

	F	Υ
	FY23	FY24
Gross margin  Y/Y gross margin growth	27.6%	30.0% 2.4%
Adjustments for items impacting comparability  Impact of 53 <sup>rd</sup> week		(0.1%)
Adjusted gross margin  Adjusted Y/Y gross margin growth	<u>27.6</u> %	29.9% 2.3%

Table 19: Reconciliation of Full-Year FY24 and Full-Year FY25 Estimated Gross Margin

FY Full-Year FY24 **Full-Year FY25 Guidance** Low High **Gross margin** 30.0% 30.0% 30.1% 0.0% 0.1% Y/Y gross margin growth Adjustments for items impacting comparability Impact of 53 rd week (0.1%)Adjusted gross margin 29.9% 30.0% 30.1% Adjusted Y/Y gross margin growth 0.1% 0.2%

Table 20: Q4 FY23 and Reconciliation of Q4 FY24 Selling, General, and Administrative Expenses

	Q4	
	<u>FY23</u>	<u>FY24</u>
Selling, general, and administrative expense  Y/Y selling, general, and administrative expense growth	17.0%	18.9% 1.9%
Adjustments for items impacting comparability  Impact of 14 th week		0.0%
Adjusted selling, general, and administrative expense  Adjusted Y/Y selling, general, and administrative expense growth	<u>17.0</u> %	18.9% 1.9%

Table 21: Full-Year FY23 and Reconciliation of Full-Year FY24 Selling, General, and Administrative Expenses

	F	Υ
	<u>FY23</u>	<u>FY24</u>
Selling, general, and administrative expense  Y/Y selling, general, and administrative expense growth	17.9%	19.3% 1.4%
Adjustments for items impacting comparability  Impact of 53 <sup>rd</sup> week		0.0%
Adjusted selling, general, and administrative expense  Adjusted Y/Y selling, general, and administrative expense growth	<u>17.9</u> %	19.3% 1.4%

Table 22: Reconciliation of Full-Year FY24 and Full-Year FY25 Estimated Selling, General, and Administrative Expenses

FY **Full-Year FY24 Full-Year FY25 Guidance** Low High Selling, general, and administrative expense 19.3% 19.3% 19.3% Y/Y selling, general, and administrative expense growth 0.0% 0.0% Adjustments for items impacting comparability Impact of 53 rd week 0.0% Adjusted selling, general, and administrative expense 19.3% 19.3% 19.3% Adjusted Y/Y selling, general, and administrative expense growth 0.0% 0.0%

Table 23: Reconciliation of FX Impact on Inventory (1)

Q4 FY24 Actual:	% change vs. Q4 FY23
FY24 Consolidated inventory on a per store basis, reported basis	1%
Impact of foreign currency <sup>(2)</sup>	<u>0%</u>
FY24 Consolidated inventory on a per store basis, on a constant currency basis (2)	1%

- (1) Consolidated inventories on a per store basis, including distribution centers, but excluding inventory in transit, the Company's e-commerce sites, and Sierra stores.
- (2) Changes in foreign currency exchange rates affect the translation of sales and earnings of the Company's international businesses into U.S. dollars for financial reporting purposes. Changes in currency exchange rates can have a material effect on the magnitude of these translations and adjustments when there is significant volatility in currency exchange rates. Given the global operations of the Company, to facilitate comparability, the Company has provided inventory on a constant currency basis, which assumes a constant exchange rate between periods for translation based on the rate in effect for the prior period.

# The TJX Companies, Inc. Financial Reconciliations

# **Forward-looking Statement**

These tables contain forward-looking statements, including the Company's full year Fiscal 2025 outlook. Each forward looking statement is inherently subject to risks, uncertainties and potentially inaccurate assumptions that could cause actual results to differ materially from those expressed or implied by such forward-looking statement. Applicable risks and uncertainties include, among others, execution of buying strategy and inventory management; customer trends and preferences; competition; various marketing efforts; operational and business expansion; management of large size and scale; merchandise sourcing and transport; data security and maintenance and development of information technology systems; labor costs and workforce challenges; personnel recruitment, training and retention; corporate and retail banner reputation; evolving corporate governance and public disclosure regulations and expectations with respect to environmental, social and governance matters; expanding international operations; fluctuations in quarterly operating results and market expectations; inventory or asset loss; cash flow; mergers, acquisitions, or business investments and divestitures, closings or business consolidations; real estate activities; economic conditions and consumer spending; market instability; severe weather, serious disruptions or catastrophic events; disproportionate impact of disruptions during this fiscal year; commodity availability and pricing; fluctuations in currency exchange rates; compliance with laws, regulations and orders and changes in laws, regulations and applicable accounting standards; outcomes of litigation, legal proceedings and other legal or regulatory matters; quality, safety and other issues with our merchandise; tax matters; and other factors set forth under Item 1A of our most recent Annual Report on Form 10-K, as well as other information we file with the Securities and Exchange Commission ("SEC"). We caution investors, potential investors and others not to place considerable reliance on the forward-looking statements contained in these tables. You are encouraged to read any further disclosures we may make in our future reports to the SEC, available at www.sec.gov, on our website, or otherwise. Our forward-looking statements speak only as of the date hereof, and we undertake no obligation to update or revise any of these statements, even if experience or future changes make it clear that any projected results expressed or implied in such statements will not be realized. Our business is subject to substantial risks and uncertainties, including those referenced above. Investors, potential investors, and others should give careful consideration to these risks and uncertainties.