

The TJX Companies, Inc.

Q4 FY20 Sales & Margin Comparability Table

	US\$ in Millions			%	
	Q4 FY20	Q4 FY19	\$ Change	Q4 FY20	Q4 FY19
Total TJX					
Net Sales					
Reported net sales	12,206	11,127	1,079		
Foreign currency translation impact	(17)	0	(17)		
Adjusted net sales on a constant currency basis	12,189	11,127	1,062		
Pre-tax Profit	<u>TY</u>	<u>LY</u>	<u>\$ Change</u>	<u>TY</u>	<u>LY</u>
Reported Pre-tax profit	1,326	1,179	148	10.9%	10.6%
Mark-to-market impact of inventory derivatives	(12)	14	(26)		
Foreign currency translation impact	(3)	0	(3)		
Adjusted pre-tax profit	1,312	1,193	119	10.8%	10.7%
TJX Canada (1)					
Net Sales					
Reported net sales	1,135	1,041	93		
Foreign currency translation impact	(14)	0	(14)		
Adjusted net sales on a constant currency basis	1,121	1,041	79		
Segment Profit	<u>TY</u>	<u>LY</u>	<u>\$ Change</u>	<u>TY</u>	<u>LY</u>
Reported segment profit	130	106	25	11.5%	10.1%
Mark-to-market impact of inventory derivatives	(4)	6	(11)		
Foreign currency translation impact	(2)	0	(2)		
Adjusted segment profit	124	112	12	11.1%	10.7%
TJX International (2)					
Net Sales					
Reported net sales	1,718	1,503	214		
Foreign currency translation impact	(3)	0	(3)		
Adjusted net sales on a constant currency basis	1,715	1,503	212		
Segment Profit	<u>TY</u>	<u>LY</u>	<u>\$ Change</u>	<u>TY</u>	<u>LY</u>
Reported segment profit	129	94	35	7.5%	6.2%
Mark-to-market impact of inventory derivatives	(7)	10	(17)		
Foreign currency translation impact	(1)	0	(1)		
Adjusted segment profit	121	104	16	7.0%	6.9%

(1) TJX Canada operates the Winners, HomeSense, and Marshalls Canada chains.

(2) TJX International operates the T.K. Maxx chains in the U.K., Ireland, Germany, Austria, Poland, the Netherlands, and Australia, and the Homesense chain in the U.K. and Ireland.

Note: Foreign currency translation only impacts TY to LY comparisons.
Figures may not foot due to rounding.

The Company reports its financial results in accordance with U.S. generally accepted accounting principles (GAAP). However, management believes that certain non-GAAP financial measures used in managing the business may provide users of this financial information additional meaningful comparisons between current results and results in prior operating periods. Management believes that these non-GAAP financial measures can provide additional meaningful reflection of underlying trends of the business because they provide a comparison of historical information that excludes certain items that impact the overall comparability. Management also uses these non-GAAP financial measures in making financial, operating and planning decisions and in evaluating the Company's performance. The Tables above provide supplemental financial data and corresponding reconciliations to GAAP financial measures for FY20 and FY19. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP.

The TJX Companies, Inc. Full Year FY20 Sales & Margin Comparability Table

Total TJX	<u>US\$ in Millions</u>			<u>%</u>	
	<u>FY20</u>	<u>FY19</u>	<u>\$ Change</u>	<u>FY20</u>	<u>FY19</u>
Net Sales					
Reported net sales	41,717	38,973	2,744		
Foreign currency translation impact	280	0	280		
Adjusted net sales on a constant currency basis	41,997	38,973	3,024		
Pre-tax Profit	<u>TY</u>	<u>LY</u>	<u>\$ Change</u>	<u>TY</u>	<u>LY</u>
Reported pre-tax profit	4,406	4,173	233	10.6%	10.7%
Pension charge	0	36	(36)		
Adjusted pre-tax profit excluding pension charge	4,406	4,209	197	10.6%	10.8%
Mark-to-market impact of inventory derivatives	(6)	(1)	(5)		
Foreign currency translation impact	16	0	16		
Adjusted pre-tax profit	4,416	4,209	208	10.5%	10.8%
TJX Canada (1)	<u>US\$ in Millions</u>			<u>%</u>	
Net Sales	<u>FY20</u>	<u>FY19</u>	<u>\$ Change</u>	<u>FY20</u>	<u>FY19</u>
Reported net sales	4,031	3,870	162		
Foreign currency translation impact	57	0	57		
Adjusted net sales on a constant currency basis	4,089	3,870	219		
Segment Profit	<u>TY</u>	<u>LY</u>	<u>\$ Change</u>	<u>TY</u>	<u>LY</u>
Reported segment profit	516	552	(36)	12.8%	14.3%
Mark-to-market impact of inventory derivatives	(7)	0	(7)		
Foreign currency translation impact	8	0	8		
Adjusted segment profit	517	552	(35)	12.6%	14.3%
TJX International (2)	<u>US\$ in Millions</u>			<u>%</u>	
Net Sales	<u>FY20</u>	<u>FY19</u>	<u>\$ Change</u>	<u>FY20</u>	<u>FY19</u>
Reported net sales	5,665	5,258	407		
Foreign currency translation impact	223	0	223		
Adjusted net sales on a constant currency basis	5,888	5,258	630		
Segment Profit	<u>TY</u>	<u>LY</u>	<u>\$ Change</u>	<u>TY</u>	<u>LY</u>
Reported segment profit	307	286	21	5.4%	5.4%
Mark-to-market impact of inventory derivatives	1	(3)	4		
Foreign currency translation impact	8	0	8		
Adjusted segment profit	316	283	33	5.4%	5.4%

(1) TJX Canada operates the Winners, HomeSense, and Marshalls Canada chains.

(2) TJX International operates the T.K. Maxx chains in the U.K., Ireland, Germany, Austria, Poland, the Netherlands, and Australia, and the Homesense chain in the U.K. and Ireland.

Note: Foreign currency translation only impacts TY to LY comparisons.

Figures may not foot due to rounding.

The Company reports its financial results in accordance with U.S. generally accepted accounting principles (GAAP). However, management believes that certain non-GAAP financial measures used in managing the business may provide users of this financial information additional meaningful comparisons between current results and results in prior operating periods. Management believes that these non-GAAP financial measures can provide additional meaningful reflection of underlying trends of the business because they provide a comparison of historical information that excludes certain items that impact the overall comparability. Management also uses these non-GAAP financial measures in making financial, operating and planning decisions and in evaluating the Company's performance. The Tables above provide supplemental financial data and corresponding reconciliations to GAAP financial measures for FY20 and FY19. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP.