

# NORDSTROM

## Nordstrom December Same-Store Sales Increase 9.1%

January 8, 2004

SEATTLE, Jan. 8 /PRNewswire-FirstCall/ -- Nordstrom, Inc. (NYSE: JWN) today reported preliminary sales of \$941.8 million for the five-week period ending January 3, 2004, an increase of 12.2 percent compared to sales of \$839.2 million for the five-week period ending January 4, 2003. Same-store sales increased 9.1 percent.

(Logo: <http://www.newscom.com/cgi-bin/prnh/20001011/NORDLOGO> )

December same-store sales in full-line stores increased in all geographic regions and all major merchandise categories.

Preliminary quarter-to-date sales of \$1.6 billion increased 11.4 percent compared to quarter-to-date 2002 sales of \$1.4 billion. Quarter-to-date same-store sales increased 8.4 percent.

Preliminary year-to-date sales of \$6.1 billion increased 8.2 percent compared to year-to-date 2002 sales of \$5.7 billion. Year-to-date same-store sales increased 4.1 percent.

### Sales Recording

To hear Nordstrom's prerecorded November sales message, please dial 402-220-6036. This recording will be available for one week.

### GAAP Sales Performance

The additional information provided in this section is to comply with the Securities and Exchange Commission's Regulation G. The Company converted to a 4-5-4 Retail Calendar at the beginning of 2003. This change in the fiscal calendar has resulted in differences in the number of days included in the current period versus the same period in the prior year. Sales performance numbers included in this sales release have been calculated on a comparative 4-5-4 basis. The Company believes that adjusting for these differences provides a more comparable basis (4-5-4 vs. 4-5-4) from which to evaluate sales performance. The following reconciliation bridges 2002 GAAP sales to the 4-5-4 comparable sales.

Sales Reconciliation (\$M)	Dec. 2003	Dec. 2002	%Change Dollar 2002	%Change Total Increase	Comp Sales	Sales
Number of Days GAAP	35	31				
GAAP Sales	\$941.8	\$789.1	\$152.7	19.4%	15.8%	
Plus Jan. 1-4, 2003 sales		\$50.1				
Reported 4-5-4 sales	\$941.8	\$839.2	\$102.6	12.2%	9.1%	
4-5-4 Adjusted Days	35	35				

Sales Reconciliation (\$M)	QTD 2003	QTD 2002	% Change Dollar 2002	%Change Total Increase	Comp Sales	Sales
Number of Days GAAP	63	61				
GAAP Sales	\$1,573.7	\$1,405.9	\$167.8	11.9%	8.9%	
Less Nov. 1-2, 2002 sales	--	(\$43.2)				
Plus Jan. 1-4, 2003 sales	--	\$50.1				
Reported 4-5-4 sales	\$1,573.7	\$1,412.8	\$160.9	11.4%	8.4%	
4-5-4 Adjusted Days	63	63				

Sales Reconciliation (\$M)	YTD 2003	YTD 2002	% Change Dollar 2002	%Change Total Increase	Comp Sales	Sales
Number of Days GAAP	337	334				
GAAP Sales	\$6,133.0	\$5,630.4	\$502.6	8.9%	4.4%	

Less Feb. 1, 2003	(\$18.2)	--				
Less Feb. 1-2, 2003 sales	--	(\$30.4)				
Plus Jan. 1-4, 2003 sales	--	\$50.1				
Reported 4-5-4 sales	\$6,114.8	\$5,650.1	\$464.7	8.2%	4.1%	
4-5-4 Adjusted Days	336	336				

#### Future Reporting Dates

Nordstrom's financial release calendar for the next several months is provided in the table below.

January Sales Release	Thurs., February 5, 2004
Fourth Quarter Earnings Release	Thurs., February 19, 2004
February Sales Release	Thurs., March 4, 2004

Nordstrom, Inc. is one of the nation's leading fashion specialty retailers, with 148 US stores located in 27 states. Founded in 1901 as a shoe store in Seattle, today Nordstrom operates 92 full-line stores, 49 Nordstrom Racks, five Faconnable boutiques, one free-standing shoe store, and one clearance store. Nordstrom also operates 31 international Faconnable boutiques, primarily in Europe. Additionally, Nordstrom serves customers through its online presence at <http://www.nordstrom.com> and through its direct mail catalogs.

SALES SUMMARY	Dec.	Dec.	QTD	QTD	YTD	YTD
(unaudited; \$ in millions)	2003	2002	2003	2002	2003	2002
Total sales	\$941.8	\$839.2	\$1,573.7	\$1,412.8	\$6,114.8	\$5,650.1
Total sales percentage change	12.2%	9.2%	11.4%	7.1%	8.2%	6.1%
Same-store sales percentage change	9.1%	3.4%	8.4%	1.6%	4.1%	1.4%

#### Number of stores (as of Jan. 3, 2003)

Full-line	92	88
Rack and other	56	55
International Faconnable boutiques	31	23
Total	179	166
Gross square footage	19,138,000	18,428,000

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Certain statements in this news release might contain "forward-looking" information (as defined in the Private Securities Litigation Reform Act of 1995) that involves risks and uncertainties, including anticipated results, store openings and distribution channels, planned capital expenditures, and trends in company operations. Actual future results and trends may differ materially from historical results or current expectations depending upon factors including, but not limited to, the company's ability to predict fashion trends, consumer apparel buying patterns, the company's ability to control costs, weather conditions, hazards of nature such as earthquakes and floods, trends in personal bankruptcies and bad debt write-offs, changes in interest rates, employee relations, the company's ability to continue its expansion plans, and the impact of economic and competitive market forces, including the impact of terrorist activity or the impact of a war on the company, its customers and the retail industry. Our SEC reports may contain other information on these and other factors that could affect our financial results and cause actual results to differ materially from any forward-looking information we may provide.

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