

# NORDSTROM

## Nordstrom January Same-Store Sales Increase 8.8 Percent

February 3, 2005

SEATTLE, Feb. 3 /PRNewswire-FirstCall/ -- Nordstrom, Inc. (NYSE: JWN) today reported preliminary sales of \$386.2 million for the four-week period ending January 29, 2005, an increase of 8.9 percent compared to sales of \$354.7 million for the four-week period ending January 31, 2004. Same-store sales increased 8.8 percent.

Preliminary fourth quarter sales of \$2.1 billion increased 9.4 percent compared to 2003 sales of \$1.9 billion for the same period. Fourth quarter same store-sales increased 7.2 percent.

Preliminary full-year sales of \$7.1 billion increased 10.9 percent compared to sales of \$6.4 billion in 2003. Full-year same-store sales increased 8.5 percent.

### SALES RECORDING

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

### SALES SUMMARY

(unaudited; \$ in millions)	January 2005	January 2004	Q4 2004	Q4 2003	FY 2004	FY 2003
Total sales	\$386.2	\$354.7	\$2,100.3	\$1,919.2	\$7,131.3	\$6,430.5
Total sales percentage change	8.9%	14.3%	9.4%	11.9%	10.9%	8.4%
Same-store sales percentage change	8.8%	8.4%	7.2%	8.3%	8.5%	4.1%

### Number of stores

Full-line	94	92
Rack and other	56	56
International		
Faconnable boutiques	31	31
Total	181	179

Gross square footage 19,397,000 19,138,000

### 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. Full-year results for 2003 include one more day than the full-year for 2004. The Company believes that adjusting for this difference provides a more comparable basis from which to evaluate sales performance. The following reconciliation bridges 2003 GAAP sales to the 4-5-4 comparable sales.

Reconciliation (\$M)	Sales FY 2003	Sales FY 2004	% Change Dollar Increase	% Change Total Comp Sales
Number of Days GAAP	365	364		
GAAP Sales	6,448.7	7,131.3	682.6	10.6%
Less Feb. 1, 2003 sales	(\$18.2)	--		
Reported 4-5-4 sales	6,430.5	7,131.3	700.8	10.9%
4-5-4 Adjusted Days	364	364		8.5%

### FUTURE REPORTING DATES

Nordstrom's financial release calendar for the next several months is currently planned as follows:

Fourth Quarter Earnings	Tues., Feb. 15, 2005
February Sales Release	Thurs., Mar. 3, 2005
March Sales Release	Thurs., April 7, 2005
April Sales Release	Thurs., May 5, 2005

Nordstrom, Inc. is one of the nation's leading fashion specialty retailers, with 150 US stores located in 27 states. Founded in 1901 as a shoe store in Seattle, today Nordstrom operates 94 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 [www.nordstrom.com](http://www.nordstrom.com) and through its direct mail catalogs.

SOURCE Nordstrom, Inc. 02/03/2005

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