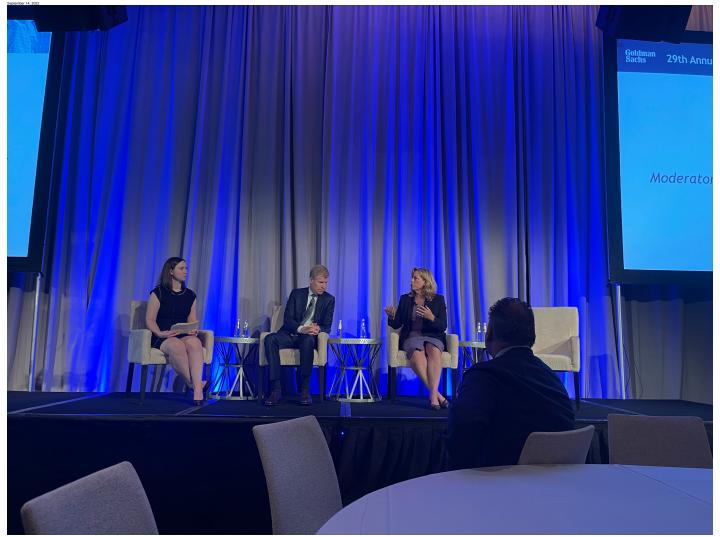
## NORDSTROM

CEO Erik Nordstrom and CFO Anne Bramman Discuss Closer to You at the Goldman Sachs 29th Annual Global Retailing Conference



n spoke at the I ailing Co e in New York. Together they d sed our Q2 per s in our top 20 m sary Sale, order pickup in st t-day order pickup to more the mal Rack str its and during A

where the sea strength in our Closer to You strategy and are combined to any closencers on that strategy Contensors in the You You a a couple of years into our Closer to You strategy and we combined to any the closencers on that strategy. Unclose at a sound of Couple of years into our Closer to You strategy and we combined to any the closencers on that strategy. While keenceping the assets on --both digital and pin Couple out you want that the closer to You strategy and we combined to any other that any other here the closer to sed 9 percent compared to last year's event. is in strength en our digital and phys mar, she Rack banner, online and in-store, cut We're a couple of year more ways of getting product, and more icing them on their terms. We see a lot o sars, the better. W mer spend goes up 12x "- Eri

ather you pick up in a store, you pick it up in a Reck or you get it de ser to You. It's ala

ength in occas ions and other core categories during the second quarter.

hing on our two banners, in the Nondstrom banner, we had 15% topline growth. We continue to see real strength in occasion-based of we sequential improvement at our Nordstrom Rack banner during the second quarter and continue to improve our Rack asso

think if you step back, there's a number of levers we've pulled. Our Nordstrom barner was up 15% in Q2. And as Enk talks vision to sales, but more about the anticipated markdown impacts on the EBIT mercin. And if you pull out the incremental n

We are sequential improvement at our frontention. Buck harver damp the second quart and excerning to improve our flock secondary in the first flock associated. The off the secondary is the first flock associated as a first secondary of the secondary and the first secondary and the secondary flock flock associated. And if is a veries of the secondary flock flock associated as a 7% research as a response of the secondary flock flock associated as a first secondary flock flock associated as a first secondary flock flock associated as a first secondary flock flo

"There's a lawy numers in labics. And increasingly, that neurosa starts online with branch that are digitally notice branch, that neuro, a point where they need to expand their audience beyond their direct charrents. And that's been a neel strength for us to be that parter of of very storing customer base that is different than what beands regard and and that levels into that overall story. And so will continue to grow that. And it's makey been one element of the path of our vendor negotiations which continues to be more strengts." - Enk North