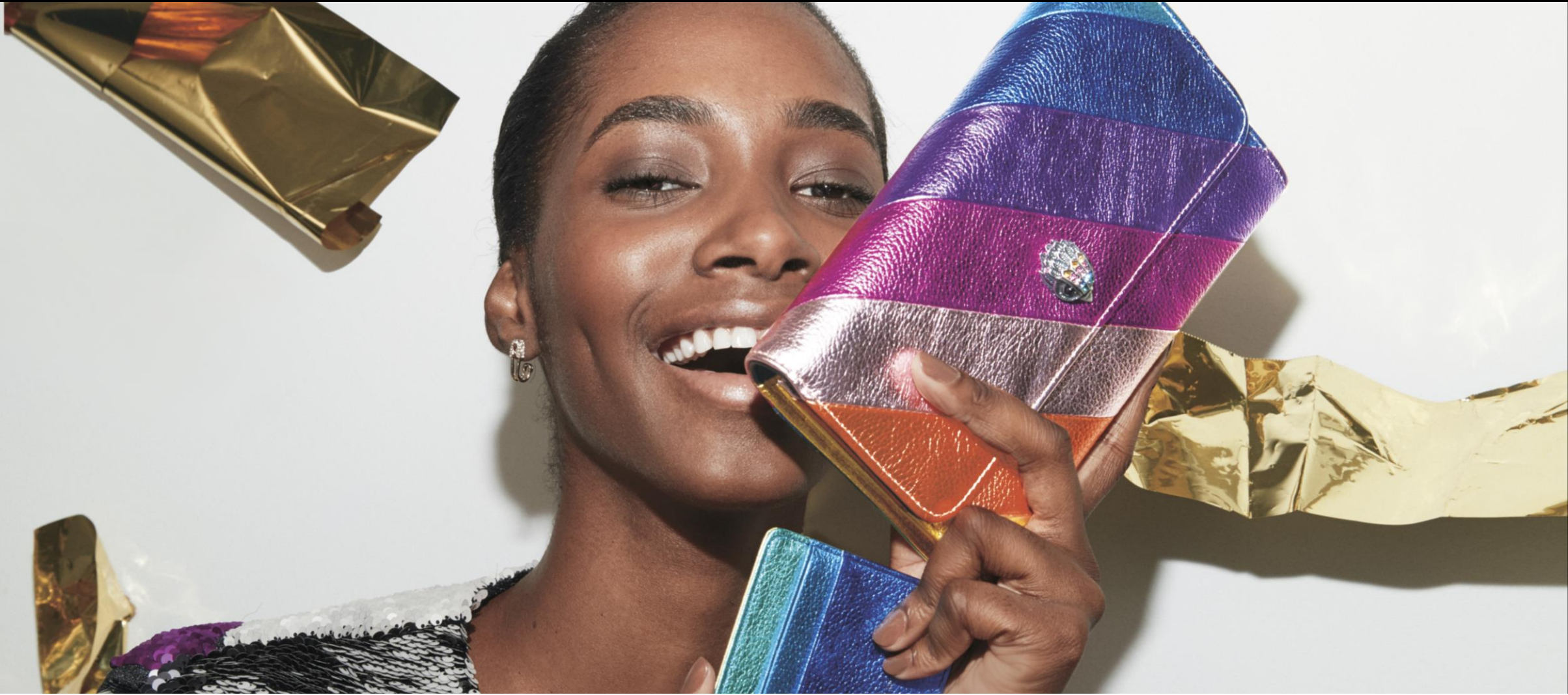


Q3 2019 EARNINGS CALL



NORDSTROM

FORWARD-LOOKING STATEMENTS

This presentation contains statements that are forward looking. These statements are based upon current expectations and assumptions that are subject to risks and uncertainties. We may not achieve the results projected in these forward looking statements, and our actual results could materially differ because of factors discussed in this event, in the comments made during this presentation, and in the risk factors section of our Form 10-K, Form 10-Q, and other reports and filings with the Securities and Exchange Commission. The Company undertakes no obligation to update or revise any forward looking statement to reflect subsequent events, new information or future circumstances.

ERIK NORDSTROM

CO-PRESIDENT



ANNIVERSARY RESULTS



**STYLE
UP.**



HOLIDAY STRATEGY

THIS IS
GIVING



happy
holidays

Open for gifting.



OFF-PRICE EXECUTION



- Positive sales growth on less inventory
- Increased inventory turns for 8th consecutive quarter
- Exceeded bottom-line expectations

OUR MARKET STRATEGY



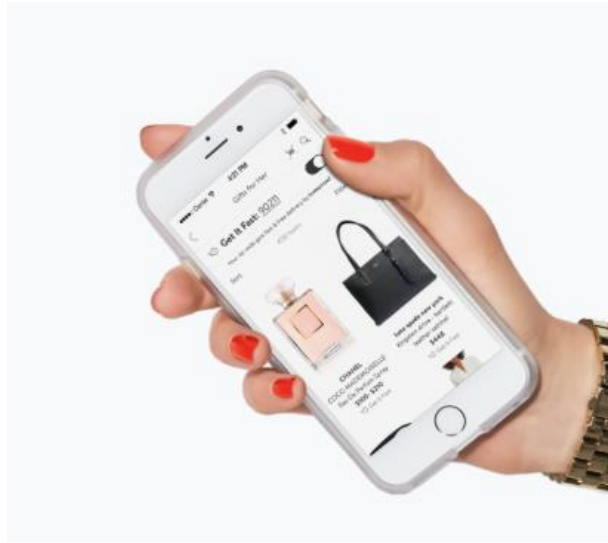
POSITIVE RESULTS IN LA



SALES

100 bps

Sales growth outpacing other markets



ENGAGEMENT

100 bps

Growth of customers shopping in stores and online vs. other markets



EFFICIENCIES

Higher

Sell-through in stores vs. other markets

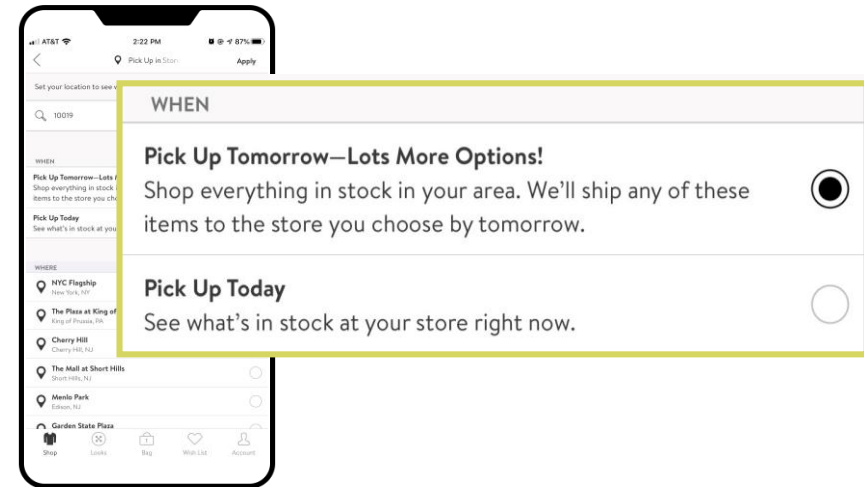
EXPANDED MARKET STRATEGY IN NYC

MARKET INVENTORY

8 Full-Line Stores in Tri-State Area
&
East Coast Fulfillment Center



FASTER OPTIONS



7x

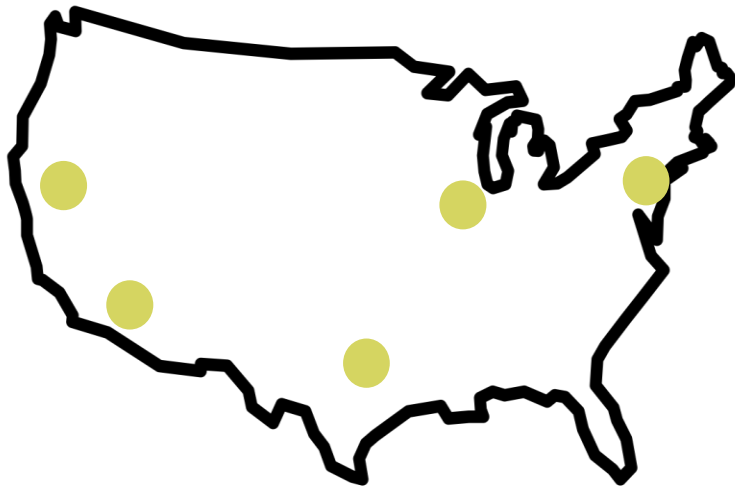
INCREASED MERCHANDISE SELECTION
AVAILABLE FOR NEXT-DAY PICKUP OR DELIVERY

ACCELERATING MARKET STRATEGY

OUR TOP 10 MARKETS MAKE UP 60% OF OUR SALES

2019

Los Angeles, New York, San Francisco, Chicago & Dallas



2020

**ALL TOP
10**

- Expanded selection available next-day
- More Nordstrom Locals
- Express Services* at Racks

NORDSTROM NYC



NORDSTROM

ANNE BRAMMAN

CHIEF FINANCIAL OFFICER



2019 SALES

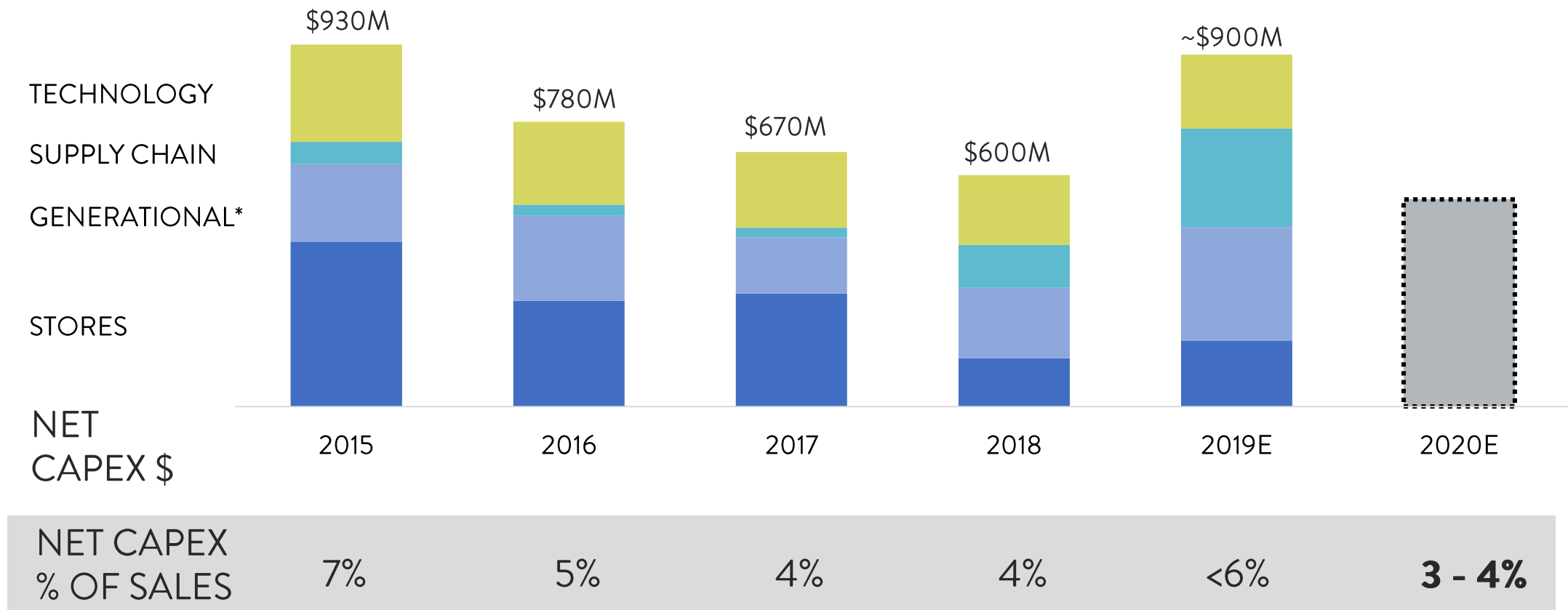
	Q1	Q2	H1	Q3
NORDSTROM	(3.5%)	(5.1%)	(4.3%)	(2.2%)
FULL-PRICE	(5.1%)	(6.5%)	(5.9%)	(4.1%)
OFF-PRICE	(0.6%)	(1.9%)	(1.3%)	1.2%

Q3 2019 RESULTS

<i>Better/(Worse) than LY</i>	H1	Q3	Considerations
TOTAL SALES	(4.3%)	(2.2%)	
GROSS PROFIT % OF SALES	(55 bps)	100 bps	
SG&A % OF SALES	(93 bps)	132 bps	SG&A decreased 2% excluding NYC pre-opening*
EBIT % OF SALES	(125 bps)	250 bps	EBIT margin expanded ~50 bps*
INVENTORY DECREASE	(6.5%)	(2.7%)	

*Excluding estimated non-recurring credit-related charge of \$72M in 2018

EXITING GENERATIONAL INVESTMENT CYCLE



Net capex reflects gross capex less deferred property incentives

*Generational investments include Nordstromrack.com/HauteLook, Canada, Trunk Club and Nordstrom NYC

FY 2019 OUTLOOK

	PRIOR OUTLOOK	UPDATED OUTLOOK
NET SALES	~ 2% decrease	No change
CREDIT REVENUE GROWTH	Low to mid single-digit	Mid single-digit
EBIT	\$805M to \$855M	\$815M to \$855M
EBIT MARGIN	5.3% to 5.6%	5.4% to 5.6%
EPS	\$3.25 to \$3.50	\$3.30 to \$3.50

The following assumptions are incorporated in FY 2019 updated outlook:

- Interest expense of ~\$110M
- Effective tax rate of ~27%
- Diluted shares outstanding ~156M
- EPS excludes one-time debt financing charge in Q4 of ~\$0.04
- The impact of tariffs is not material for the year



Q&A



NORDSTROM