

NORDSTROM



## **Q1 2017 EARNINGS CONFERENCE CALL**

May 11, 2017





## **FORWARD-LOOKING STATEMENTS**

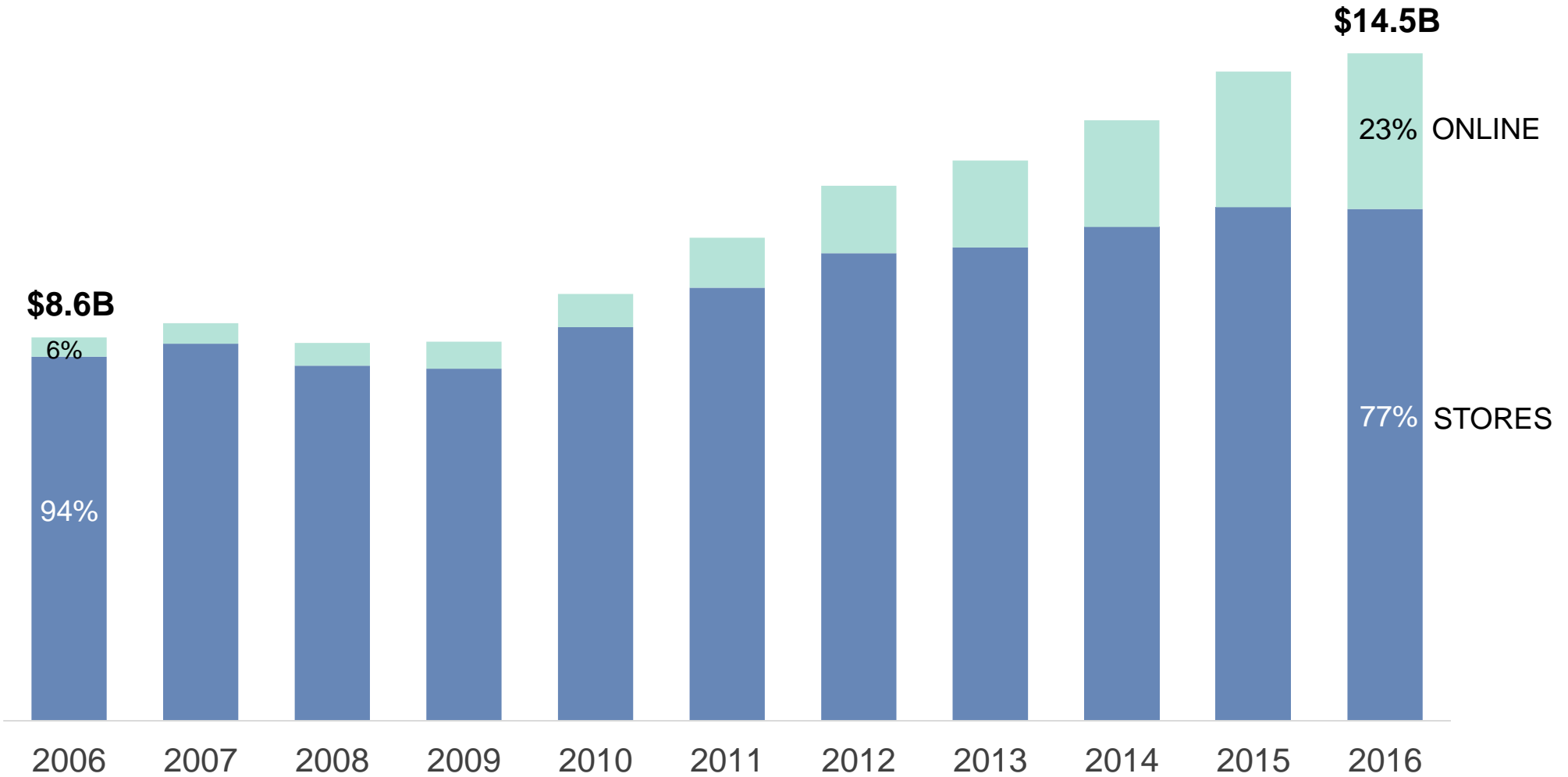
This presentation contains statements that are forward looking. These statements are based upon current expectations and assumptions that are subject to risks and uncertainties. We may not achieve the results projected in these forward-looking statements, and our actual results could materially differ because of factors discussed in this conference call, in the comments made during this presentation, and in the risk factors section of our Form 10-K, Form 10-Qs, 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.



# **BLAKE NORDSTROM**

CO-PRESIDENT, NORDSTROM, INC.

# HISTORICAL SALES TRENDS

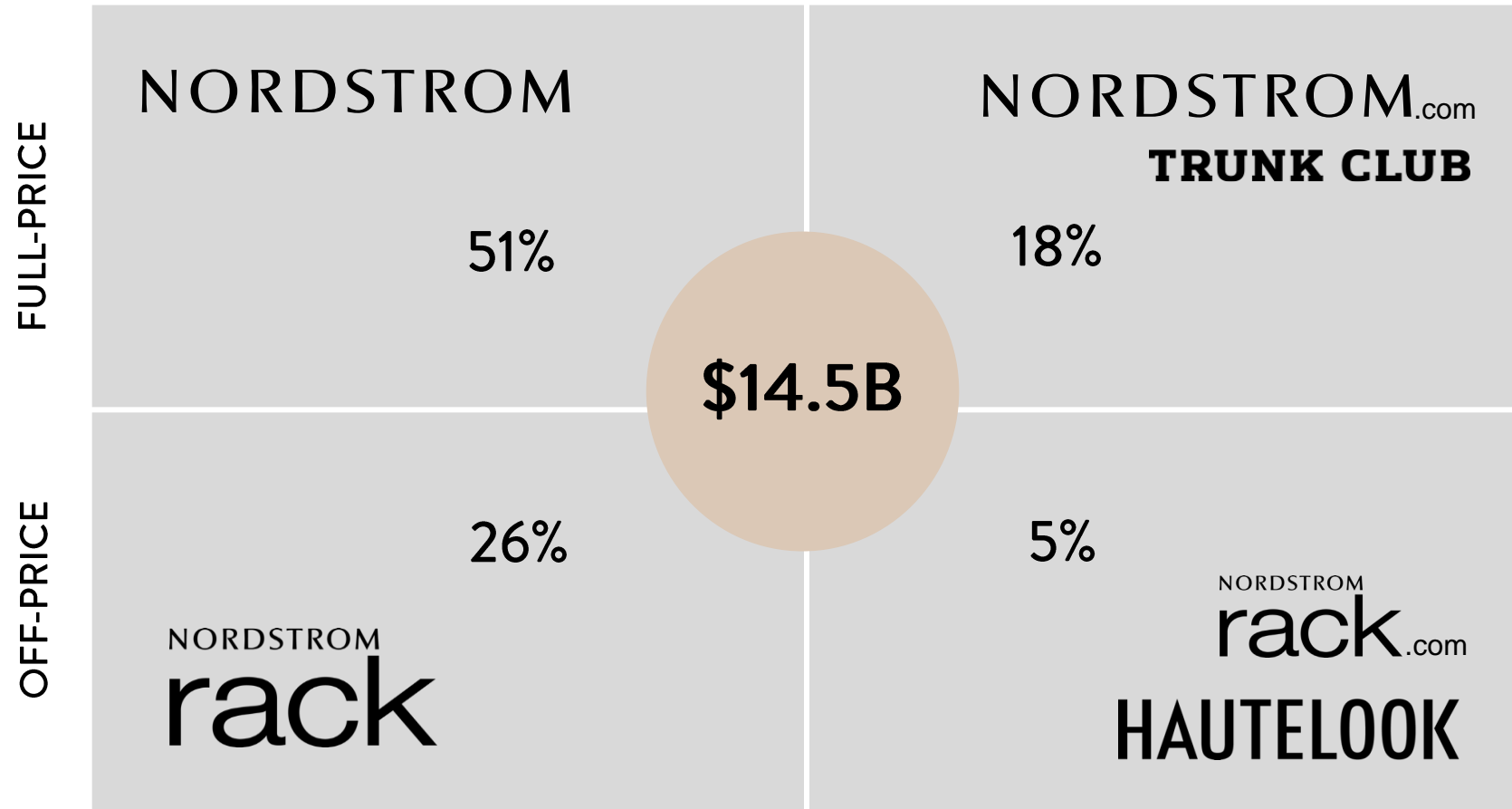


Online includes Nordstrom.com, Nordstromrack.com/HauteLook, and Trunk Club

Stores include Nordstrom full-line stores and Nordstrom Rack stores

Sales by channel percentages are based on total retail segment sales

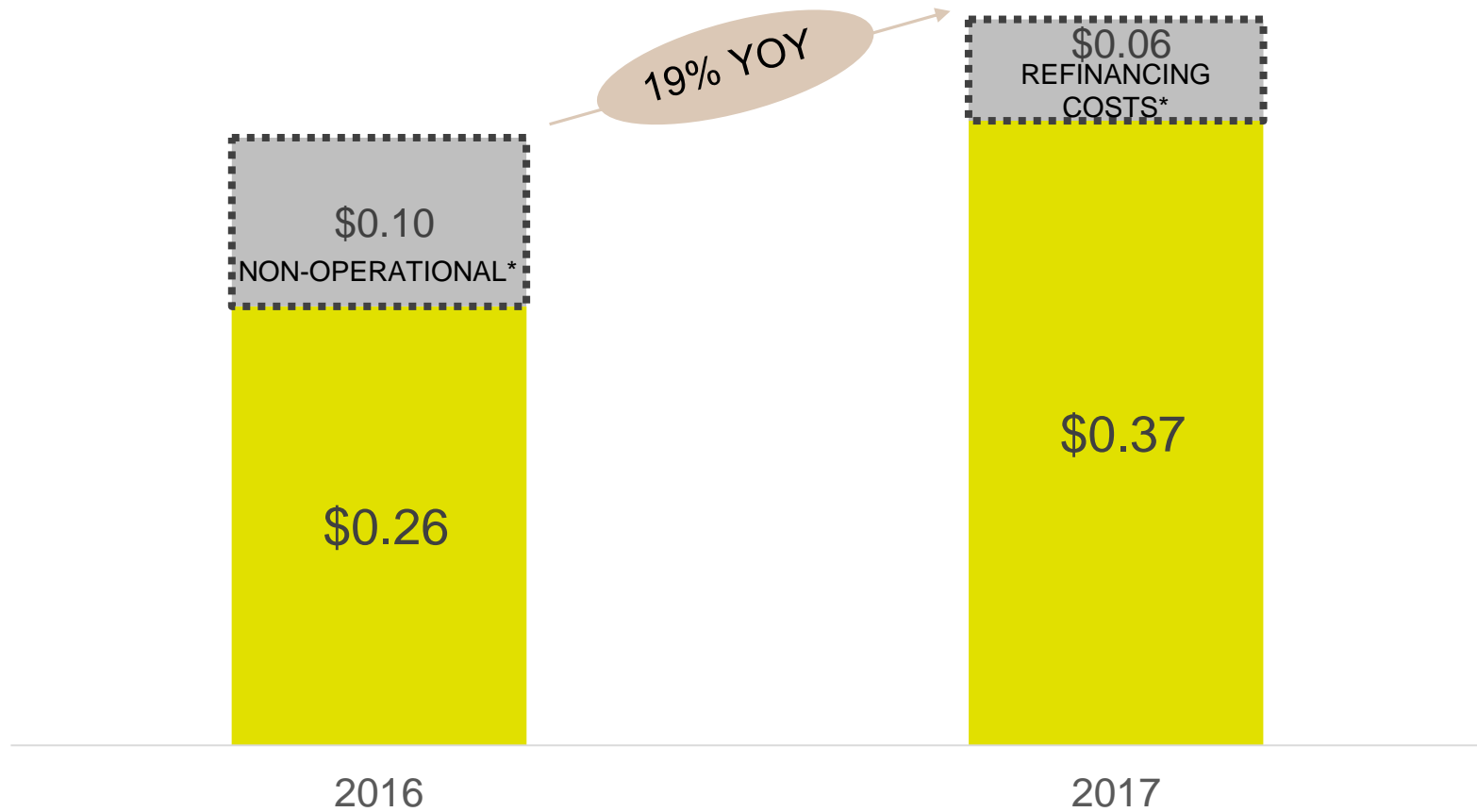
# 2016 SALES MIX



Nordstrom includes U.S. and Canada full-line stores

2016 sales by channel percentages are based on total retail segment sales

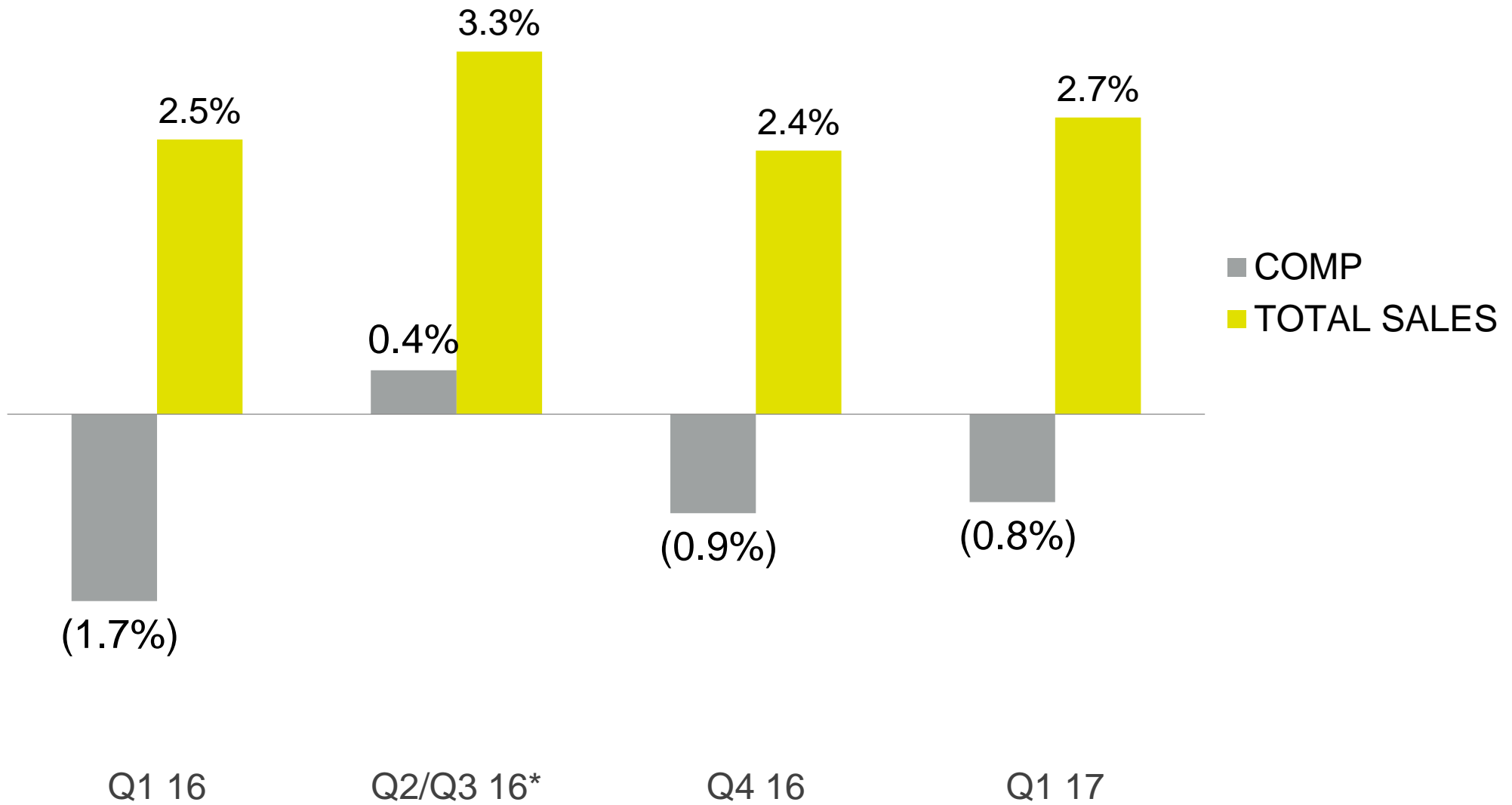
# Q1 EPS



\* 2017 included an interest expense charge of \$18M, or \$0.06, related to a \$650M debt refinancing

2016 included non-operational charges of \$30M, or \$0.10, primarily related to higher credit chargeback expenses associated with an industry change in liability rules

# QUARTERLY SALES TRENDS

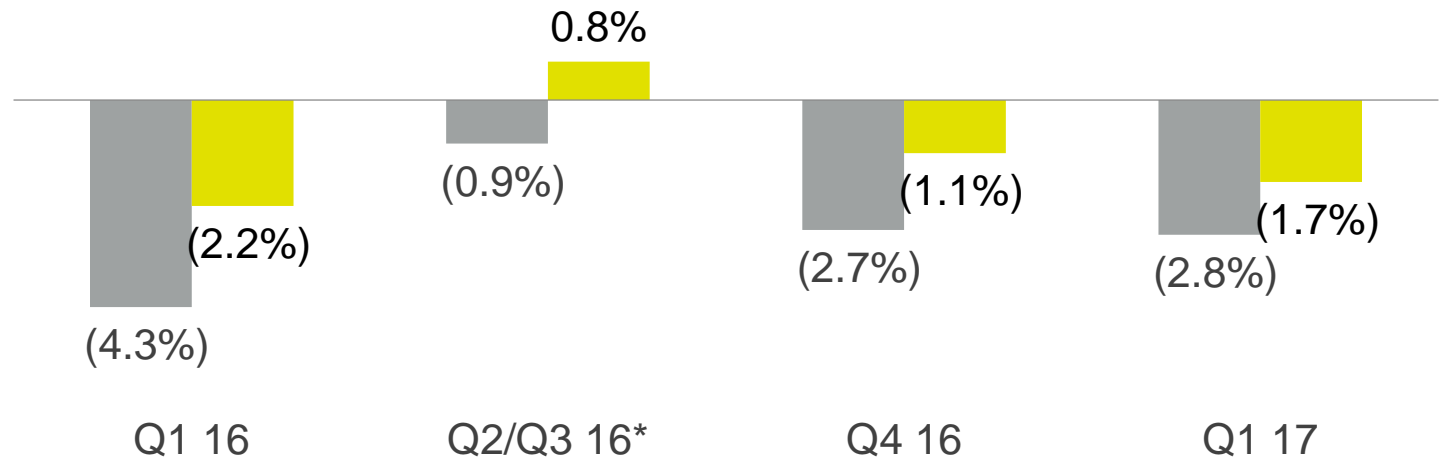


\* Q2 and Q3 2016 combined to remove the impact of the Anniversary Sale event shift

# FULL-PRICE AND OFF-PRICE SALES

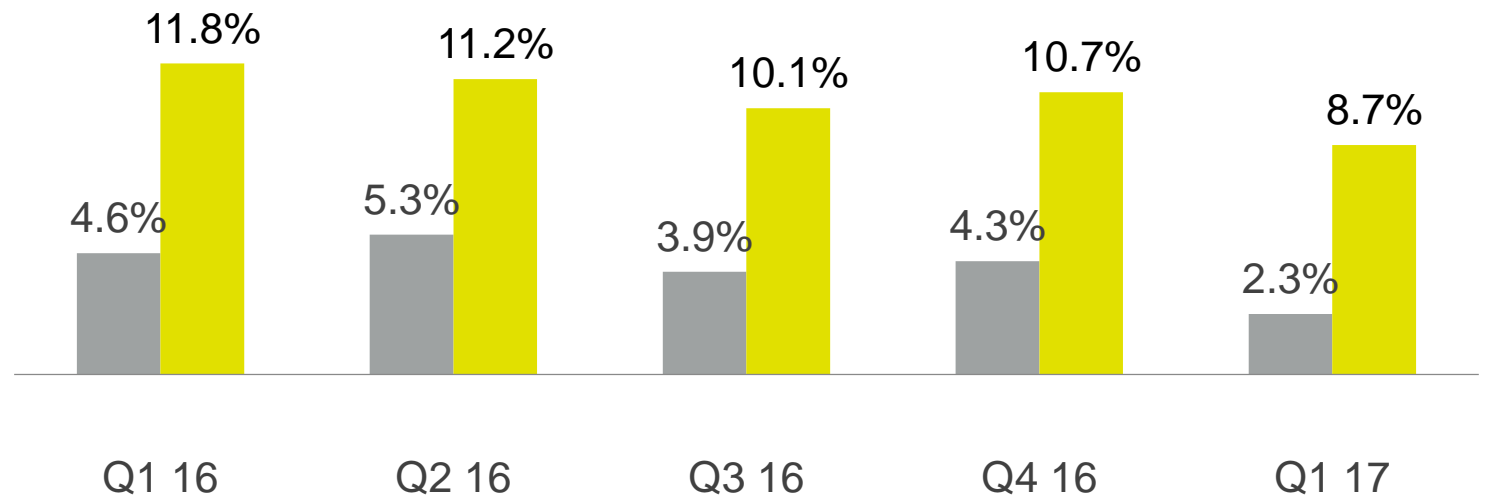
NORDSTROM  
NORDSTROM.COM  
TRUNK CLUB®

■ COMP  
■ TOTAL SALES



NORDSTROM  
rack  
NORDSTROM  
rack.COM  
HAUTELOOK

■ COMP  
■ TOTAL SALES



\* Q2 and Q3 2016 combined to remove the impact of the Anniversary Sale event shift  
Full-price includes Nordstrom U.S. and Canada full-line stores, Nordstrom.com, and Trunk Club

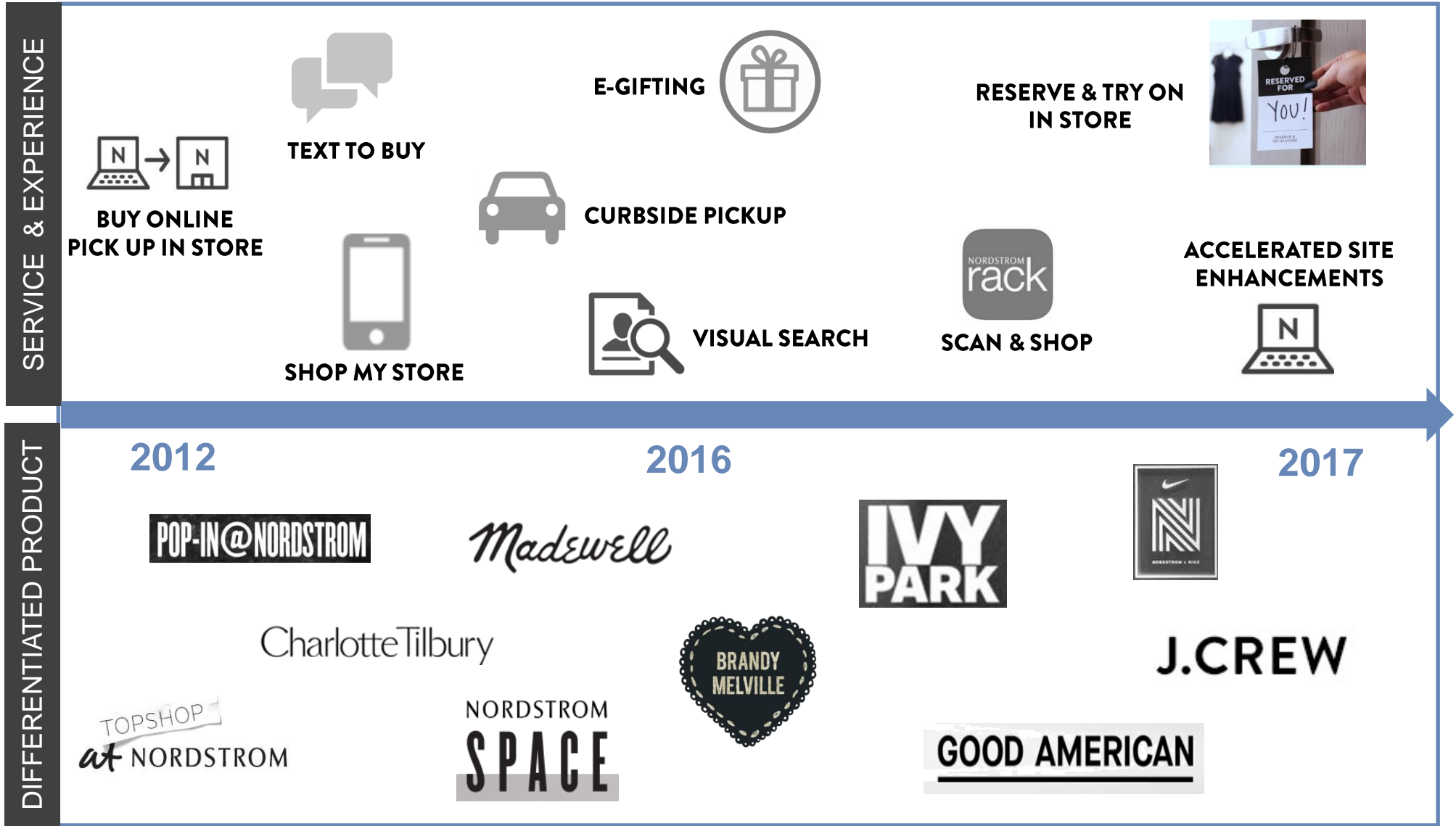



# CURRENT OUTLOOK

	FY 2017
TOTAL SALES	3% TO 4%
COMP SALES	~ FLAT
RETAIL EBIT	\$780M TO \$840M
CREDIT EBIT	~\$140M
EPS	\$2.75 TO \$3.00

See earnings release for assumptions related to fiscal 2017 outlook

# SERVING CUSTOMERS IN MORE WAYS



A blurred, high-angle photograph of a busy sidewalk with several people walking. The image is intentionally out of focus to create a sense of motion and a busy, public environment. A white rectangular box is centered over the image, containing the text 'Q&A'.

# Q&A