## UNITED STATES

SECURITIES AND EXCHANGE COMMISSION Washington, DC 20549

FORM 10-Q/A
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended August 2, 2003
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$ Commission File Number 001-15059

Nordstrom, Inc.
$\overline{\text { (Exact name of Registrant as specified in its charter) }}$

| Washington |  |
| :--- | :---: |
| (State or other jurisdiction of <br> incorporation or organization) | (IRS Employer |
| Identification No.) |  |

$$
\frac{1617 \text { Sixth Avenue, Seattle, Washington } 98101}{\text { (Address of principal executive offices) (Zip code) }}
$$

Registrant's telephone number, including area code: (206) 628-2111

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.


Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). YES $X$ NO

Common stock outstanding as of August 30, 2003: 136,065,954 shares of common stock.

## Financial

statements
(unaudited) Gondensed Gonsolidated Statements of Earnings Quarter and Year to
bate ended
August 2, 2003 and July 31, 20023
Condensed
Gonsolidated Balance Sheets
August 2, 2003,
January 31, 2003 and July 31, 20024
Condensed Consolidated
Statements of Cash Flows
Quarter and Year to
bate ended
August 2, 2003 and July 31, 20025 Notes to
Condensed
Gonsolidated
Financial
Statements
6 Item 2 .
Management's
Discussion and
Analysis of
Financial
condition
and Results өf
Operations
11 Item-3.
Quantitative and
Qualitative
Disclosures About
Market Risk
17 Item-4.
Controls and
Procedures
17 PART II. OTHER
information
Item 1. tegal
Proceedings
17 Item-4.
submission
of Matters
to a Vote
of security
Holders 18
Item- 6 .
Exhibits
and Reports
on Form 8-K 18
SIGNATURES

Quarter Ended
Year to Date
Ended -------
-- ---------
August 2 -
August 2, July 31, August 2, July 31, 2003 20022003

```
2002 --------
```

--------
--------- --
-------- Het
sales
\$1,794,975
\$1,655,528
$\$ 3,138,514$
\$2,901,289
cost of sales
and related
buying and
occupancy
$(1,192,195)$
$(1,104,035)$
$(2,080,653)$
$(1,927,123)$
-Gross
profit
602,780
551,493
1,057,861
974,166
selling,
general and
administrative
expenses
$(504,656)$
$(496,915)$
( 030,686 )
(882,999)
Operating
income-98,124
54,578
127,175

91，167
Interest
expense，net
$(26,134)$
$(19,605)$
$(46,362)$
$(39,654)$
Minority
interest
purchase and
feintegration
eosts
$(11,121)$
$(53,168)$
service
charge income
and other，
net 36,081
35，341 71，713
68，645

Earnings
before income taxes and cumulative effect of zecounting ehange
108，071
59，193
152，526
66,900 Income
tax expense $(42,200)$
$(22,858)$
$(59,500)$
$(41,868)$

Earnings before cumulative effect of accounting ehange 65，871 36，335－93，026 25，122
Gumulative effect of accounting ehange（net of tax of
$\$ 8,541$ ）
$(13,359)$

| Net earnings |
| :---: |
| \＄65，871 \＄ |
| 36，335－\＄ |
| 93，026－\＄ |
| 11，763 |
| $==$ |
| ＝＝＝ニ＝＝＝＝ |
| － |
| Basic earnings per |
|  |  |
|  |
|  |
| ． 09 |
|  |
| ニ＝ニニニニニ＝＝ |
|  |
| Diluted |
| arnings per |
| share \＄． 48 |

$.27 \$ .68 \$$
.09
$=========$
$=========$ Eash dividends paid per share of
common stock outstanding \＄
.10 \＄． 09 \＄
． 20 \＄． 18
＝＝＝＝＝＝＝＝＝＝
ニーーーーーーーーニ
ニーーーーーーーーニ
$========$

## The

accompanying
Notes to the condensed
Gonsolidated Financial statements are an
integral part of these
statements．

NORDSTROM，INC．AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
（dollars in thousands）
August 2，
January 31，
July 31，
20032003
2002－－－－－－
－－－－－－－－－－
－－－－－－－－－－
（Unaudited）
（Audited）
（Unaudited）
ASSETS
current
Assets：Cash
and cash
equivalents
\＄298，779－\＄
210，344 \＄
244，544
Accounts
feceivable，
net 665,177
639，630
685，465
Retained
interest in
accounts
feceivable
218，401
124，543
86，666
Merchandise
inventories

Total

## eurrent

assets
2，362，490
2，088，544
z，197，322
tand，
buildings and
equipment （net of
accumulated depreciation өf
\＄2，006，527，
$\$ 1,882,976$ ， and
$\$ 1,770,885)$ $1,735,202$
1，761，544
1，805，861
Goodwill，
net 56，609 56，609 56，227
Tradename，
net 84,000 84，000
84,000 Other assets
158，264
121，726
97，009

TOTAL
ASSETS
\＄4，396，565
$\$ 4,112,423$
$\$ 4,240,419$
＝＝＝＝＝＝＝＝＝
ニニーニーニー＝
LIABILITIES ANB
SHAREHOLDERS＇ EQUITY Gurrent
tiabilities： Notes
payable $\$$
139 \＄244 \＄
209 Accounts
payable
634，762
429，808
688，842
Accrued
salaries，
wages and
felated
benefits
258，041
260，562
233，279
Income taxes
and other accruals
222,071
188,986
173,045
Current
portion of
long term
debt 6,084
5,545-4,769

Fotal
current
liabilities
1,121,097 885,145
1,100,144
tong term debt
1,300,356
1,341,826
1,343,797
Deferred lease eredits 374,782 383,100 389,526 Other
liabilities
152,535
128,972
94,478
Shareholders'
Equity:
Common
stock, no par:
500,000,000 shares authorized;
135,891,406,
135,444,041 and
135,089,518 shares
issued and outstanding 362,293 358,069 351,587 Unearned stock
compensation (746) $(2,010)$ $(2,345)$
Retained earnings 1,080,002 1,014,105 062,699
Accumulated other
comprehensive earnings
6,246-3,216
533

Fotal
shareholders' equity
1,447,795
1,373,380
1,312,474

## ŁIABILITIES

AND
SHAREHOLDERS' EQUITY
\$4,306,565
$\$ 4,112,423$
$\$ 4,240,419$
$=========$
$========$
The
accompanying
Notes to the
condensed
consolidated
Financial
Statements are an
integral part of these
statements.

NORDSTROM, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(dollars in thousands)
(unaudited)
Year to
Date Ended
----------
August 2,
July 31,
20032002 -
------- --
OPERATING
ACTIVITIES: Net earnings \$93,026 $\$ 11,763$
Adjustments to
reconcile net
earnings to
net cash provided by operating
activities: Depreciation and
amortization
123,349
111,917
Amortization
ef deferred lease eredits and other, net $(12,988)$
$(0,176)$
Stock based compensation expense
1,815-2,087 Deferred income
taxes, net
3,776-5,184
cumulative
effect of accounting
ehange, net
of tax

$$
13,359
$$

Impairment of $I T$
investment
15,570
Minority
interest purchase
expense 40,389
Change in
assets and
liabilities: Accounts
feceivable,
net
$(24,252)$
$(-40,264)$
Retained
interest in
accounts
feceivable
$(91,371)$ (20,760)
Merchandise
inventories
$(62,209)$
$(183,976)$
Prepaid
expenses
(073) 2,745

Other
assets
$(6,188)$
2,787
Accounts
payable
190,796
233,643 Accrued salaries,
wages and related benefits $(2,217)$ $(5,064)$
Income
taxes and other accruals
25,121
27,972 Other
liabilities
9,387-4,098

Net
eash
provided by
operating
activities
247,072
203,274

INVESTING ACTIVITIES: Gapital
expenditures
$(131,874)$
$(184,507)$
Additions
to deferred
lease
eredits
28,908
58,449

Minority
interest
purchase
(70,000)
Other, net
$106(3,169)$
Net
eash used for
investing
activities $(102,860)$ $(199,227)$

FINANGING
ACTIVITIES: Proceeds
from notes
payable
(105) 61

Proceeds
from long term
borrowings 815
Principal
payments on
long term debt
$(46,003)$
$(84,053)$
Proceeds
from-sale
of interest
fate swap
2,341
Proceeds from
issuance of common
stock 6,119 10,086 Cash dividends
paid
$(27,129)$
$(24,267)$
Net
eash used by
financing
activities
$(64,777)$
$\frac{(97,358)}{+\quad \text { Net }}$
increase
(decrease)
in cash and eash
equivalents
79,435
$(93,311)$
Eash and eash
equivalents詩
beginning
of period
219,344
337,855
Gash
and cash
equivalents
at end of period
\$298,779
\$244,544

## The

## accompanying

Hotes to
the
condensed
Consolidated
Financial
statements
are an
integral
part of
these
statements.

NORDSTROM, INC. AND SUBSIDIARIES<br>NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS<br>(dollars in thousands) (unaudited)

Note 1 - Summary of Significant Accounting Policies
Basis of Presentation
The accompanying condensed consolidated financial statements should be read in conjunction with the Notes to Consolidated Financial Statements contained in our 2002 Annual Report. The same accounting policies are followed for preparing quarterly and annual financial data. All adjustments necessary for the fair presentation of the results of operations, financial position and cash flows have been included and are of a normal, recurring nature.

Due to the seasonal nature of the retail industry, quarterly results are not necessarily indicative of the results for the full fiscal year.

Reclassification
We reclassified certain prior year amounts to conform to the current year presentation.

Change in Fiscal Year

- --------------------

On February 1, 2003, our fiscal year-end changed from January 31 to the Saturday closest to January 31. Each fiscal year consists of four 13 week quarters, with an extra week added onto the fourth quarter every five to six years. A one-day transition period is included in our first quarter 2003 results.

## Stock Compensation

We apply APB No. 25, "Accounting for Stock Issued to Employees," in measuring compensation costs under our stock-based compensation programs, which are described more fully in our 2002 Annual Report.

If we had elected to recognize compensation cost based on the fair value of the options and shares at grant date, net earnings and earnings per share would have been as follows:

Quarter
Ended Year
to Date
Ended -----
----------
---- -----
----------
--- August
2, July 31,
August 2,
July 31,
20032002
20032002 -

```
------ ---
```

----- Net
earnings,
as reported
\$65,871
\$36,335
\$93,026
\$11,763
incremental
stock-based
compensation
expense
under fair
value, net
of tax
$(3,396)$
$(5,611)$
$(0,620)$
$(11,211)$
-Pro
forma net
earnings
\$62,475
$\$ 30,724$
$\$ 83,406$
\$552
$=========$
$========$
$========$
Earnings
per share:
Basic as
reported
$\$ 0.48$ \$
$0.27 \$ 0.69$
$\$ 0.09$
Diluted
as reported
\$0.48-\$
$0.27 \$ 0.68$
$\$ 0.09$
Basic and
Diluted
proforma
\$0.46-\$
$0.23-\$ 0.61$
$\$ 0.00$

NORDSTROM, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (dollars in thousands) (unaudited)

Note 1 - Summary of Significant Accounting Policies (Cont.)
Recent Accounting Pronouncements
In April 2003, the FASB issued SFAS No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities." SFAS No. 149 amends SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" for certain decisions made by the FASB as part of the Derivatives Implementation Group process. SFAS No. 149 also amends SFAS No. 133 to incorporate clarifications of the definition of a derivative. SFAS No. 149 is effective for contracts entered into or modified after June 30, 2003, and should be applied prospectively. Adoption of SFAS No. 149 did not have an impact on our earnings or financial position.

```
Note 2 - Goodwill and Other Intangible Assets
The carrying amounts of our intangible assets are as follows:
Catalog/
    Retail
    Stores
Internet
    segment
    segment
Total --
-------
-------
---- ---
Goodwill
Tradename
Goodwill
--------
- ------
    Balance
    as-of
February
1,2003
            and
    August
    z,2003
$-40,893
$ 84,000
$-15,716
    $
140,609
```

The purchase of the minority interest of Nordstrom.com in the first quarter of 2002 resulted in additional goodwill of $\$ 24,178$, of which $\$ 8,462$ was allocated to the Retail Stores reporting unit and $\$ 15,716$ to the Catalog/Internet reporting unit. Goodwill of $\$ 32,431$ and Tradename of $\$ 84,000$ are assigned to the Faconnable reporting unit.

```
Note 3 - Earnings Per Share
    Quarter
Ended Year
    to Date
Ended ----
----------
-------- -
-----------
```

    August 2,
    July 31,
    August 2,
    July 31,
    20032002
    20032002

- ---
----------
Het
earnings
\$65,871
\$36,335
\$93,026
\$11,763
Basic
shares
135,843,977
135,066,212
135,710,396
134,887,294
Basic
earnings
per share
\$0.48-\$0.27
$\$ 0.69$ \$0.09
Dilutive
effect of
January 31,
July 31,
20032003
2002 ------
----- ---
------ - -
Trade
receivables:
Unrestricted
\$19,675
\$15,599
$\$ 18,393$
Restricted
638,572
613,647
658,775
Allowance
for
doubtfut
accounts
$(21,146)$
$(22,385)$
$(22,131)$

Trade
receivables,
net 637,101
606,861
Other
28,076
32,769
30,428
Accounts
feceivable, net
\$665, 177
\$639,630
\$685,465


The restricted private label receivables back the $\$ 300$ million Class A notes and the \$200 million variable funding note issued by us in November 2001. Other accounts receivable consist primarily of vendor receivables and cosmetic rebates receivable. As all vendor receivables are fully earned at period end, no allowance for doubtful vendor receivables has been recorded.

```
Note 5 - Debt
```

In the second quarter, we purchased $\$ 40,825$ of our $8.95 \%$ senior notes and $\$ 2,500$ of our $6.7 \%$ medium-term notes for a total cash payment of $\$ 50,054$. Approximately $\$ 6,423$ of expense was recognized in the second quarter of 2003 related to this purchase.

In August 2003, we purchased an additional $\$ 14,500$ of our $8.95 \%$ senior notes for a total cash payment of $\$ 16,397$. Approximately $\$ 1,800$ of expense will be recognized in the third quarter of 2003 related to this purchase.

We entered into a variable interest rate swap agreement in the second quarter of 2003. The swap has a $\$ 250,000$ notional amount and a 5.5 -year term. Under the agreement, we receive a fixed rate of $5.63 \%$ and pay a variable rate based on LIBOR plus a margin of $2.3 \%$ set at six-month intervals (3.55\% at August 2, 2003). The swap agreement qualifies as a fair value hedge and is recorded at its market value of $(\$ 15,283)$ in other liabilities.

NORDSTROM, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(dollars in thousands)
(unaudited)
Note 6 - Segment Reporting
The following tables set forth the information for our reportable segments and a reconciliation to the consolidated totals:

Quarter
ended
Retail
Credit
Catalog/
Corporate
August 2,
2003 Stores
Operations

Internet
and Other
Eliminations
Total
--- -
----------
---------
-------
----------
----------
Revenues from
external
eustomers
\$1,723,687
-\$71,288
\$1,794,975 Service eharge
income
\$32,622
32,622
intersegment fevenues 8,270
10,390
$\$(18,660)$
interest
expense, net 24
5,442-4
\$20,664 26,134
Earnings before tayes
162,196
5,326-974
$(60,425)$
108,071 Net earnings (loss) 98,833
3,242 597
$(36,801)$
65,871
Quarter ended Retail Eredit
Catalogr
Corporate
July 31,
zooz stores
Operations
Internet
and other
Eliminations
Fotal
$\bar{\square}$
$\bar{\square}$
$\square$

Revenues from
external
eustomers
\$1,592,131
-\$63,397 -
expense,
net (183)
5,474-152
\$14,162
19,605
Earnings
before
taxes and
cumulative
effect of
accounting
ehange
115,562
6,850
$(13,506)$
$(49,713)$
59,193 Net
earnings
(loss)
70,433
4,175
$(8,238)$
$(30,035)$
36,335 year
to date
ended
Retail
Eredit
Gatalogr
Gorporate
August 2,
2003 stores
Operations
Internet
and Other
Eliminations
Fotal
$\square$
$\square$
$\square$
Revenues
from
external
eustomers
\$3,001,085

- \$137,429
$\$ 3,138,514$
Service
eharge
income-
\$66,554
-66,554
Intersegment
revenues
14,521
17,238
$\$(31,759)$
interest
expense,
net 118
10,815 (12)
$\$ 35,441$
46,362
Earnings

$(0,775)$
$(104,123)$
11,763
Assets
$2,756,360$
759,929
76,183
647,947
$4,240,419$

Note 7 - Nordstrom.com
During 2002, we purchased the outstanding shares of Nordstrom.com, Inc. series C preferred stock for $\$ 70,000$. The excess of the purchase price over the fair market value of the preferred stock and professional fees resulted in a onetime charge of $\$ 42,736$. No tax benefit was recognized on the share purchase, as we do not believe it is probable that this benefit will be realized. The impact of not recognizing this income tax benefit increased our prior year to date effective tax rate to $62.5 \%$ before the cumulative effect of accounting change.

## 9 of 20

NORDSTROM, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(dollars in thousands)
(unaudited)
Note 7 - Nordstrom.com (Cont.)
Also in 2002, $\$ 10,432$ of expense was recognized related to the purchase of the outstanding Nordstrom.com options and warrants.

The following table presents the charges resulting from the minority interest purchase and reintegration of Nordstrom.com.
July 31, 2002
------------
------------

- Three

Months Six
Months Ended
Ended -------
----- ------
---- Excess of the
purchase
price over the fair
market value of the
preferred
stock \$(659) $\$ 40,389$
Nordstrom.com option/warrant
buyback
expense
10,432 10,432
Professional
fees incurred
1,348 2,347
\$11, 121
$\$ 53,168$
$==========$

Note 8 - Litigation

## Cosmetics

We were originally named as a defendant along with other department store and specialty retailers in nine separate but virtually identical class action lawsuits filed in various Superior Courts of the State of California in May,

June and July 1998 that have now been consolidated in Marin County state court. In May 2000, plaintiffs filed an amended complaint naming a number of manufacturers of cosmetics and fragrances and two other retailers as additional defendants. Plaintiffs' amended complaint alleges that the retail price of the "prestige" cosmetics sold in department and specialty stores was collusively controlled by the retailer and manufacturer defendants in violation of the Cartwright Act and the California Unfair Competition Act.

Plaintiffs seek treble damages and restitution in an unspecified amount, attorneys' fees and prejudgment interest, on behalf of a class of all California residents who purchased cosmetics and fragrances for personal use from any of the defendants during the period four years prior to the filing of the amended complaint. Defendants, including us, have answered the amended complaint denying the allegations. The defendants have produced documents and responded to plaintiffs' other discovery requests, including providing witnesses for depositions.

We entered into a settlement agreement with the plaintiffs and the other defendants on July 16, 2003. In connection with the settlement, the case is being refiled in the United States District Court for the Northern District of California. The settlement requires Court approval and, if approved by the Court, will result in the plaintiffs' claims being dismissed, with prejudice, in their entirety. In connection with the settlement agreement, the defendants will provide consumers with certain free products and pay the plaintiffs' attorneys' fees. Our share of the cost of the settlement will not have a material adverse effect on our financial condition.

We have entered into the settlement agreement solely to avoid protracted and costly litigation. There has been no finding or admission of any wrongdoing by us in this lawsuit.

10 of 20

## NORDSTROM, INC. AND SUBSIDIARIES <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(dollars in thousands)
(unaudited)
Note 8 - Litigation (Cont.)
Other
We are subject to routine litigation incidental to our business. No material liability is expected.

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Dollars in Thousands
The following discussion should be read in conjunction with the Management's Discussion and Analysis section of the 2002 Annual Report.

RESULTS OF OPERATIONS:

## Overview

------
Earnings for the second quarter of 2003 increased to $\$ 65,871$ or $\$ 0.48$ per diluted share from $\$ 36,335$ or $\$ 0.27$ per diluted share for the same period in 2002. The $81 \%$ increase was partially due to two charges taken in 2002 to write-off an IT investment and acquire and reintegrate the minority interest of Nordstrom.com.

Earnings for the year to date period ended August 2, 2003 increased to \$93,026 or $\$ 0.68$ per diluted share from $\$ 11,763$ or $\$ 0.09$ per diluted share for the same period in 2002. The increase for the year to date period was primarily attributable to three charges taken in 2002 to write-off an IT investment, acquire and reintegrate the minority interest of Nordstrom.com and to adopt a new accounting pronouncement.

Excluding these nonrecurring and impairment charges, earnings increased $\$ 13,511$ for the quarter and $\$ 10,221$ year to date when compared to the same periods last year. This increase was the result of better than expected same store sales, expense leverage and overall expense control.
Quarter
Ended ------
-----------
-----------
August 2
2003 July
31, 2002 --
-----------
-----------
- Diluted
Diluted
Dollars EPS
Dollars EPS
--------
----- ----
--- Reported
net income
\$65,871
$\$ 0.48$
$\$ 36,335$
$\$ 0.27$
Nonrecurring
and
impairment
eharges, net
of tax:
Minority
interest
purchase and
reintegration
eosts
6,527-0.05
Write off of
IT
investment -
-9,498-0.07
- Net
income
before
nonrecurring
and
impairment
eharges
\$65,871
$\$ 0.48$
$\$ 52,360$
$\$ 0.39$

| $========$ ========= |
| :---: |
| Year to Date Ended |
|  |  |
|  |
|  |
|  |
| 31,2002 . |
|  |
| $\begin{aligned} & \text { Diluted } \\ & \text { Diluted } \\ & \text { Dollars EPS } \\ & \text { Bollars EPS } \end{aligned}$ |
|  |  |
|  |  |
|  |  |
|  |
|  |
|  |
|  |
|  |
| \$0.68 |
| \$11,763 |
| \$0.09 |
| Nonrecurring and impairment |
| eharges, net of tax: |
|  |  |
|  |
| interest |
| purchase and |
| reintegratio costs |
| 48,185-0.35 |
| Gumulative effect of |
| accounting |
| change |
| 13,359-0.10 |
| $\begin{gathered} \text { Write off of } \\ \text { IT } \end{gathered}$ |
| investment |
|  |  |
|  |
|  |
|  |
| income |
| before |
| nonrecurring and |
| impairment |
| eharges |
| \$93,026 |
| \$0.68 |
| \$82,805 |
| \$0.61 |
| --ロー= |
|  |

## Sales

- ----

Total sales for the quarter and year to date on a 4-5-4 comparable basis increased $7.9 \%$ and $6.0 \%$ due to same store sales increases and store openings. Same store sales on a 4-5-4 comparable basis increased $3.9 \%$ for the quarter and $1.6 \%$ year to date due to several factors, including better merchandising, strong sales events and an improving retail climate. In addition, for the twelve months ended August 2, 2003, we have opened six full-line stores and one Nordstrom Rack store.

Our strongest performing merchandise divisions for the quarter were cosmetics, accessories, men's wear and women's designer apparel, followed by shoes, women's bridge, women's better, women's active wear, junior women's, and

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONT.)

Gross Profit
QTD
2003
QTD
2002
YTD
2003
YTD
2002
-----

- ---
----
- ----

Gross
profit
as a
percent时
sales
33.6\%
33.3\%
33.7\%
33.6\%

Gross profit as a percentage of sales improved 27 basis points for the quarter and 13 basis points for the year to date period ended August 2, 2003, compared to the same periods last year primarily due to better than expected same store sales which allowed us to leverage buying and occupancy expenses. For the quarter, markdowns as a percent of sales were flat with last year. On a year to date basis, markdowns were higher than the prior year due to slow sales in the first quarter. Higher than expected sales volume and overall inventory control in the second quarter resulted in an $8 \%$ decrease in our inventory per square foot.

Selling, General and Administrative
QTD 2003 QTD
2002 YTD 2003
YTD 2002 ----
---- -------
------- ----
---- Selling,
general and
administrative
expense as a
percent of
sales 28.1\%
30.0\% 29.6\%
30.5\%

For the second quarter of 2002, selling, general and administrative expense includes an impairment charge of $\$ 15,570$ related to the write-down of an information technology investment in a supply chain tool at our manufacturing division.

Excluding this charge, selling, general and administrative expenses as a percentage of sales for the quarter decreased to $28.1 \%$ from $29.1 \%$ in the prior year. Excluding this charge on a year to date basis, selling, general and administrative expenses decreased to $29.6 \%$ from $29.9 \%$ in the prior year. These decreases resulted from leverage on better than expected same store sales and overall expense control. We saw the most significant improvements in direct selling labor, information technology expenses and distribution costs.

## Interest Expense

Interest expense, net increased for the quarter and year to date periods ended August 2, 2003 when compared to the same periods in 2002 due to approximately $\$ 6,423$ in additional expense resulting from the repurchase of $\$ 43,325$ in debt.

Service Charge Income and Other
Service charge income and other, net increased for the quarter and year to date periods ended August 2, 2003 primarily due to gains recorded from our VISA securitization. Securitization gains continued as increased sales on our VISA cards have led to higher receivable balances and related revenues, while the cost of funds declined and bad debt write-offs stabilized.

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONT.)

Minority Interest Purchase and Reintegration Costs
During 2002, we purchased the outstanding shares of Nordstrom.com, Inc. series C preferred stock for $\$ 70,000$. The excess of the purchase price over the fair market value of the preferred stock and professional fees resulted in a onetime charge of $\$ 42,736$. No tax benefit was recognized on the share purchase, as we do not believe it is probable that this benefit will be realized. The impact of not recognizing this income tax benefit increased our prior year to date effective tax rate to $62.5 \%$ before the cumulative effect of accounting change.

Also in 2002, $\$ 10,432$ of expense was recognized related to the purchase of the outstanding Nordstrom.com options and warrants.

The following table presents the charges resulting from the minority interest purchase and reintegration of Nordstrom.com:

July 31, 2002
------------

- Three

Months Six
Months Ended
Ended ------
--------of the purchase
price over the fair
market value of the
preferred
stock \$ (659) $\$ 40,389$
Nordstrom.com option/warrant buback expense 10,432 10,432 Professional fees incurred 1,348 2,347

During the first quarter of 2002, we completed the initial review required by SFAS No. 142 "Goodwill and Other Intangible Assets." As a result of our review, we recorded a cumulative effect of accounting change of \$13,359, net of tax, or $\$ 0.10$ per share on a diluted basis.

Seasonality
Our business, like that of other retailers, is subject to seasonal fluctuations. Our anniversary sale in July and the holidays in December result in higher sales in the second and fourth quarters of the fiscal year. Accordingly, results for any quarter are not necessarily indicative of the results that may be achieved for a full fiscal year.

GAAP Sales Reconciliation (Dollars in millions)
We converted to a 4-5-4 Retail Calendar at the beginning of 2003. This change in our fiscal calendar has resulted in one less day of sales being included in our second quarter versus the same period in the prior year and two additional days of sales for the current year to date versus the same period last year. Sales performance numbers included in this document have been calculated on a comparative 4-5-4 basis. We believe that adjusting for the difference in days provides a more comparable basis (4-5-4 vs 4-5-4) from which to evaluate sales performance. The following reconciliation bridges the reported GAAP sales to the 4-5-4 comparable sales.
\% Change \%
Change Dollar
Total Comp Sales
Reconciliation
(\$M) QTD 2003
QTD 2002
Increase
Sales Sales -
-----------
-- --------
--------- ---
----- -------
Number of
Days Reported GAAP 9192 Reported GAAP Sales \$1,795.0 \$1,655. 6
\$139.4 8.4\%
4.5\% Less May 1-4, 2002
sales -
(\$65.2) Plus
August 1-3,
2002 sales -
\$73.0------
Reported 4-54 sales
\$1,795.0
\$1,663.4
\$131.6 7.9\%
3.9\% -------

4-5-4
Adjusted Days 9191 \%

Change \%
Change Dollar
Total Comp
Sales
Reconciliation
(\$M) YTD 2003 YTD 2002 Increase Sales Sales -
$\qquad$
------------
-- ---------
--------- --

Nu
Number of
Days Reported
GAAP 183181
Reported GAAP
Sales
\$3,138.5
\$2,901. 3
\$237.2 8.2\%
3.1\% Less

Feb. 1, 2003
(\$18.2)
Less Feb. 1-
2, 2002 sales

- (\$30.4)

Plus August
1-3, 2002
sales - \$73.0
-------- --
------
Reported 4-54 sales
\$3,120. 3
\$2,943.9
\$176.4 6.0\%
1.6\% -------

4-5-4
Adjusted Days 182182

LIQUIDITY AND CAPITAL RESOURCES:
We finance our working capital needs and capital expenditures with cash provided by operations and borrowings.

## Cash Flow from Operations

Net cash provided by operating activities for the year to date period ended August 2, 2003 increased compared to the same period last year. This increase was primarily a result of a decrease in inventory from better than expected same store sales and overall inventory control, partially offset by an increase in the retained interest of our VISA securitization and a reduction in our accounts payable balance. The increase in the retained interest was a result of increased sales on our VISA card while the change in accounts payable resulted from timing differences.

## Capital Expenditures

For the year to date period ended August 2, 2003, net cash used in investing activities decreased primarily due to the $\$ 70,000$ payment for the acquisition of the outstanding shares of Nordstrom.com, Inc. series C preferred stock in 2002. In addition, net capital expenditures decreased from a planned reduction in new store openings.

We opened one full-line store in Houston, TX during the first quarter of 2003. In August 2003, we also opened a full-line store in Austin, TX and two Nordstrom Rack stores in Chicago, IL and Sunrise, FL. Throughout the remainder of the year, we expect to open two full-line stores in Richmond, VA and Wellington Green, FL and relocate our Lynnwood, WA full-line store. Gross square footage for the year is expected to increase approximately $4 \%$ from $18,428,000$ to $19,109,000$.

Financing
For the year to date period ended August 2, 2003, cash used by financing activities decreased primarily due to the scheduled retirement of $\$ 76,750$ in medium-term notes in the prior year partially offset by our current year debt buyback of $\$ 43,325$.

Debt Buyback
In the second quarter, we purchased $\$ 40,825$ of our $8.95 \%$ senior notes and $\$ 2,500$ of our $6.7 \%$ medium-term notes for a total cash payment of $\$ 50,054$. Approximately $\$ 6,423$ of expense was recognized in the second quarter of 2003 related to this purchase.

In August 2003, we purchased an additional $\$ 14,500$ of our $8.95 \%$ senior notes for a total cash payment of $\$ 16,397$. Approximately $\$ 1,800$ of expense will be recognized in the third quarter of 2003 related to this purchase.

CRITICAL ACCOUNTING POLICIES:
The preparation of our financial statements requires that we make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses, and disclosure of contingent assets and liabilities. We regularly evaluate our estimates including those related to doubtful accounts, inventory valuation, intangible assets, sales return, income taxes, self-insurance liabilities, post-retirement benefits, contingent liabilities and litigation. We base our estimates on historical experience and other assumptions that we believe to be reasonable under the circumstances. Actual results may differ from these estimates. No changes to our methodologies have occurred since our disclosures in the 2002 Annual Report.

Recent Accounting Pronouncements
In April 2003, the FASB issued SFAS No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities." SFAS No. 149 amends SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities" for certain decisions made by the FASB as part of the Derivatives Implementation Group process. SFAS No. 149 also amends SFAS No. 133 to incorporate clarifications of the definition of a derivative. SFAS No. 149 is effective for contracts entered into or modified after June 30, 2003, and should be applied prospectively. Adoption of SFAS No. 149 did not have an impact on our earnings or financial position.

16 of 20

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (CONT.)

## FORWARD-LOOKING INFORMATION CAUTIONARY STATEMENT:

The preceding disclosures included forward-looking statements regarding our performance, liquidity and adequacy of capital resources. These statements are based on our current assumptions and expectations and are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected. Forward-looking statements are qualified by the risks and challenges posed by increased competition, shifting consumer demand, changing consumer credit markets, changing capital markets, changing interest rates and general economic conditions, hiring and retaining effective team members, sourcing merchandise from domestic and international vendors, investing in new business strategies, achieving our growth objectives and the impact of economic and competitive market forces, including the impact of terrorist activity or the impact of war. As a result, while we believe there is a reasonable basis for the forward-looking statements, you should not place undue reliance on those statements. This discussion and analysis should be read in conjunction with the condensed consolidated financial statements.

We entered into a variable interest rate swap agreement in the second quarter of 2003. The swap has a $\$ 250,000$ notional amount and a $5.5-y e a r ~ t e r m . ~ U n d e r ~$ the agreement, we receive a fixed rate of $5.63 \%$ and pay a variable rate based on LIBOR plus a margin of $2.3 \%$ set at six-month intervals $(3.55 \%$ at August 2 , 2003). The swap agreement qualifies as a fair value hedge and is recorded at its market value of $(\$ 15,283)$ in other liabilities.

Item 4. CONTROLS AND PROCEDURES
As of the end of the period covered by this Quarterly Report on Form 10-Q, we performed an evaluation under the supervision and with the participation of management, including our President and Chief Financial Officer, of our disclosure controls and procedures (as defined in Rules 13a-15(e) or 15d-15(e) under the Securities and Exchange Act of 1934 (the "Exchange Act")). Based upon that evaluation, the President and the Chief Financial Officer concluded that our disclosure controls and procedures are effective in the timely recording, processing, summarizing and reporting of material financial and non-financial information.

There have been no changes in our internal control over financial reporting (as defined in Rules 13a-15(f) or 15d-15(f) of the Exchange Act) during our most recently completed fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## PART II - OTHER INFORMATION

Item 1. Legal Proceedings
The information required under this item is included in the following section of Part I, Item 1 of this report:

Note 8 in Notes to Condensed Consolidated Financial Statements

Item 4. Submission of Matters to a Vote of Security Holders
We held our Annual Shareholders Meeting on May 20, 2003, at which time the shareholders voted on the following proposals:
(1) Election of nine directors for a one-year term each.

| Name of Candidate | For | Withheld |
| :---: | :---: | :---: |
| D. Wayne Gittinger | 107, 940, 890 | 5,459, 227 |
| Enrique Hernandez, Jr. | 110, 233,575 | 3,166,542 |
| Jeanne P. Jackson | 111,808,631 | 1,591,486 |
| John A. McMillan | 112,242,469 | 1,157,648 |
| Bruce A. Nordstrom | 111,808,900 | 1,591,217 |
| John N. Nordstrom | 111,808,220 | 1,591,897 |
| Alfred E. Osborne, Jr. | 105, 941, 325 | 7,458,792 |
| William D. Ruckelshaus | 105,888,526 | 7,511,591 |
| Stephanie M. Shern | 111,804,582 | 1,595,535 |
| Alison A. Winter | 111, 801,990 | 1,598,127 |

There were no abstentions and no broker non-votes.
(2) Ratification of the appointment of Deloitte and Touche LLP as auditors.

The vote was 109,915, 286 for, $2,761,957$ against, and there were 722,874
abstentions. There were no broker non-votes.
(3) Shareholder proposal regarding expensing stock options

The vote was $41,181,941$ for, $57,215,120$ against, and there were
$1,957,745$ abstentions and $13,045,311$ broker non-votes.
10.1 1997 Stock Option Plan, amended and restated as of February 16, 2000.
10.2 Nordstrom Executive Deferred Compensation Plan (2003 Restatement).
31.1 Certification of Chief Executive Officer required by Section 302(a) of the Sarbanes-0xley Act of 2002.
31.2 Certification of Chief Financial Officer required by Section 302(a) of the Sarbanes-Oxley Act of 2002.
32.1 Certification of Chief Executive Officer regarding periodic report containing financial statements as required by Section 906 of the Sarbanes-Oxley Act of 2002.
32.2 Certification of Chief Financial Officer regarding periodic report containing financial statements as required by Section 906 of the Sarbanes-Oxley Act of 2002.

Item 6. Exhibits and Reports on Form 8-K (Cont.)
(b) Reports on Form 8-K

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

NORDSTROM, INC.
(Registrant)

## /s/ Michael G. Koppel

Michael G. Koppel
Executive Vice President and Chief Financial Officer (Principal Accounting and Financial Officer)
Exhibit Index
Exhibit
Method of
Filing -----
------10.1 1997 Stock
Option Plan, amended Filed herewith
electronically
and restated as of
February 16, 2000 10.2 Nordstrom Executive Deferred Filed herewith
electronically
Compensation Plan (2003 Restatement) 31.1

Gertification of chief Executive Filed herewith
electronically $\theta$ fficer
required by Section
302(a) of the Sarbanes
Oxley Act Of 200231.2

Gertification of Chief Financial Filed herewith
electronically Officer required by Section
302(a) of the Sarbanes
Oxley Act Of 200232.1

Gertification of Chief Executive Filed herewith
electronically Officer regarding periodic feport eontaining financial statements as required by Section 906 of the Sarbanes
Oxley Act of 200232.2

Certification of Chief Financial

## Filed

herewith electronically Officer fegarding periodic
report
containing
financial
statements as
fequired by
Section 906
of the
Sarbanes
Oxley Act of 2002


[^0]:    We filed a Form 8-K on May 7, 2003 attaching a press release to announce our preliminary April 2003 sales results and earnings guidance for the first quarter of 2003.

    We filed a Form 8-K on May 19, 2003 attaching a press release to announce our results of operations for the quarter ending May 3, 2003.

    We filed a Form 8-K on June 5, 2003 attaching a press release to announce our preliminary May 2003 sales results.

    We filed a Form 8-K on July 10, 2003 attaching a press release to announce our preliminary June 2003 sales results.

