

NORDSTROM BUSINESS OVERVIEW

- Leading U.S. fashion specialty retailer with a growing presence in Canada
- Record ~\$14.5B in annual revenue in 2016 with 6.2% CAGR since 2000
- Diverse network of 123 full-line stores and 232 Nordstrom Rack stores in attractive markets*
- Innovative omni-channel platform with nearly 25% online penetration
- 116-year legacy of delivering exceptional customer service
- Broad and diverse mix of top brand names and private label merchandise
- 9.9 million active Nordstrom Rewards loyalty program members*

SERVING CUSTOMERS WHEREVER THEY SHOP



123
Full-line Stores*



232
Rack Stores
2
Clearance Stores



Nordstrom.com



Nordstromrack.com
HauteLook

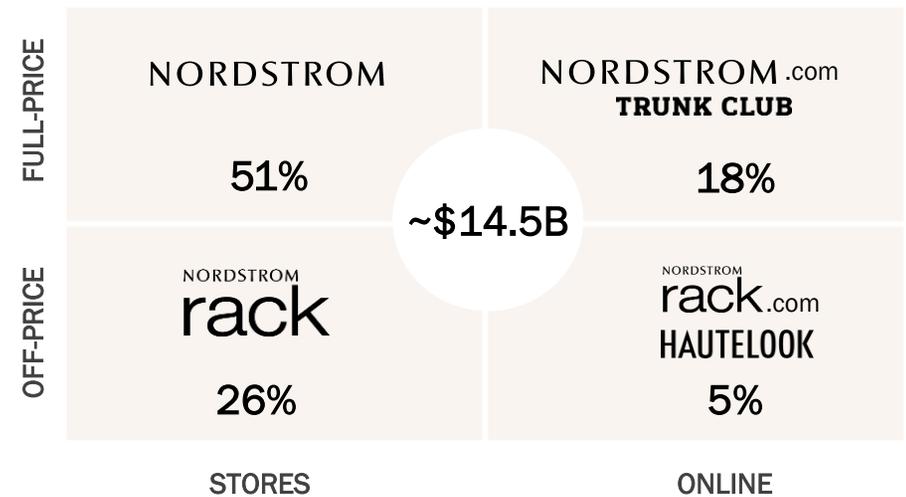


Trunk Club,
7 Clubhouses

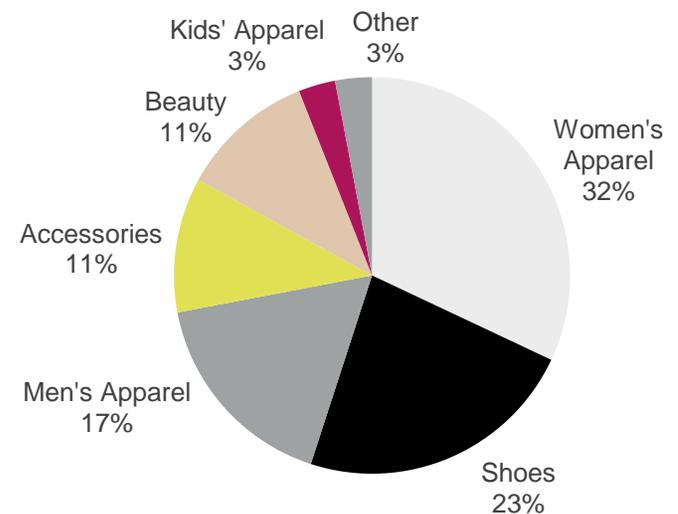


2
Jeffrey Boutiques

2016 SALES BY CHANNEL



2016 SALES BY CATEGORY



NORDSTROM FINANCIAL OVERVIEW

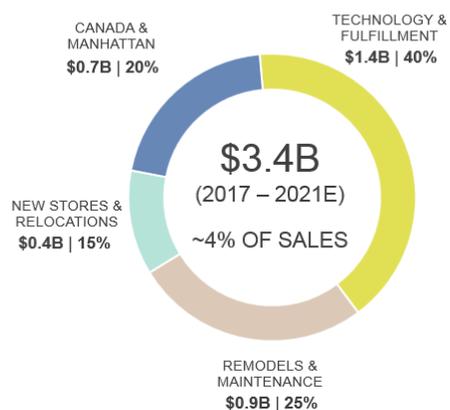
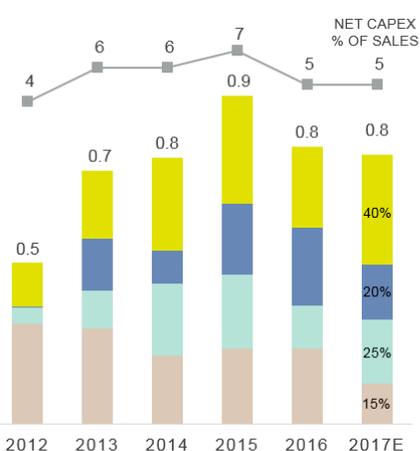
2016 SUMMARY

A LOOK AT THE NUMBERS

Dollars in millions except per share amounts

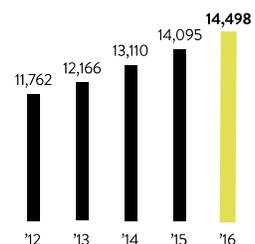
FISCAL YEAR	2016	2015
Net sales	\$14,498	\$14,095
Net earnings	354	600
Adjusted net earnings	551 ⁽¹⁾	n/a
Earnings per diluted share	2.02	3.15
Adjusted earnings per diluted share	3.14 ⁽¹⁾	n/a
Cash dividends paid per share	1.48	1.48
Special cash dividend paid per share	n/a	4.85

NET CAPEX

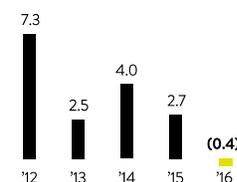


HISTORICAL PERFORMANCE

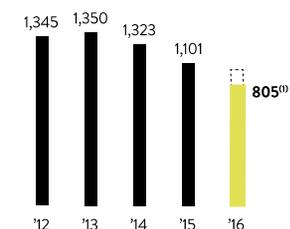
NET SALES (\$)



COMPARABLE SALES (%)



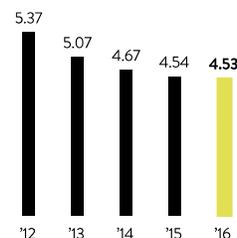
EBIT (\$)



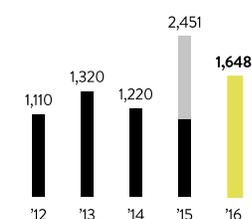
NET SALES PERCENTAGE INCREASE

Year	'12	'13	'14	'15	'16
Percentage Increase	12.1	3.4	7.8	7.5	2.9

INVENTORY TURN

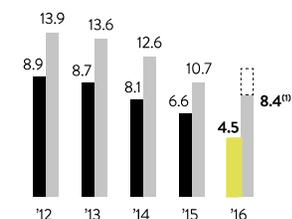


CASH FLOW FROM OPERATIONS (\$)



■ Cash Flow from Operations
 ■ Cash Flow from Operations attributable to proceeds from the sale of credit card receivables originated at Nordstrom.

RETURN ON ASSETS AND RETURN ON INVESTED CAPITAL (ROIC) (%)*



■ Return on Assets
 ■ ROIC

⁽¹⁾Adjusted net earnings and adjusted earnings per diluted share exclude the Trunk Club goodwill impairment charge of \$197 or \$1.12 per share (see reconciliation of these non-GAAP financial measures on page 25). This impairment charge, as reflected by the dotted box, impacted EBIT by \$197 and ROIC by 3.3%.

*See reconciliation of ROIC (non-GAAP financial measure) on page 26.