

# NORDSTROM

## Nordstrom August Same-Store Sales Increase 7.2 Percent

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SEATTLE, Sept. 2 /PRNewswire-FirstCall/ -- Nordstrom, Inc. (NYSE: JWN) today reported preliminary sales of \$431.7 million for the four-week period ending August 28, 2004, an increase of 8.2 percent compared to sales of \$399.1 million for the four-week period ending August 30, 2003. Same-store sales increased 7.2 percent.

The strongest performing geographic regions for the month of August were the Southwest and Southern States. The strongest merchandise categories were accessories, women's shoes and women's designer apparel.

Preliminary year-to-date sales of \$3.9 billion increased 12.0 percent compared to sales of \$3.5 billion in 2003. Year-to-date same-store sales increased 9.2 percent.

### Sales Recording

To hear Nordstrom's prerecorded August sales message, please dial 402-220-6036. This recording will be available for one week.

SALES SUMMARY (unaudited; \$ in millions)	August 2004	August 2003	YTD 2004	YTD 2003
Total sales	\$431.7	\$399.1	\$3,920.7	\$3,501.3
Total sales percentage change	8.2%	11.0%	12.0%	6.5%
Same-store sales percentage change	7.2%	2.8%	9.2%	1.7%
Number of stores (as of August 31, 2004)				
Full-line	93	90		
Rack and other	56	56		
International				
Faconnable boutiques	31	31		
Total	180	177		
Gross square footage	19,289,000	18,847,000		

### GAAP Sales Performance

The additional information provided in this section is to comply with the Securities and Exchange Commission's Regulation G. The Company converted to a 4-5-4 Retail Calendar at the beginning of 2003. Year-to-date results for 2003 include one more day than the year-to-date for 2004. The Company believes that adjusting for this difference provides a more comparable basis from which to evaluate sales performance. The following reconciliation bridges the year-to-date 2003 GAAP sales to the 4-5-4 comparable sales.

Sales Reconciliation (\$M)	YTD 2003	YTD 2004	Dollar Increase	% Change Total Sales	% Change Comp Sales
Number of Days					
GAAP	211	210			
GAAP Sales	\$3,519.5	\$3,920.7	\$401.2	11.4%	8.6%
Less Feb. 1, 2003 sales	(\$18.2)	--			
Reported 4-5-4 sales	\$3,501.3	\$3,920.7	\$419.4	12.0%	9.2%
4-5-4 Adjusted Days	210	210			

### Future Reporting Dates

Nordstrom's financial release calendar for the next several months is provided in the table below.

September Sales Release	Thurs., Oct. 7, 2004
October Sales Release	Thurs., Nov. 4, 2004
Third Quarter Earnings	Mon., Nov. 22, 2004

Nordstrom, Inc. is one of the nation's leading fashion specialty retailers, with 149 US stores located in 27 states. Founded in 1901 as a shoe store in Seattle, today Nordstrom operates 93 full-line stores, 49 Nordstrom Racks, five Faconnable boutiques, one free-standing shoe store, and one clearance store. Nordstrom also operates 31 international Faconnable boutiques, primarily in Europe. Additionally, Nordstrom serves customers through its online presence at <http://www.nordstrom.com> and through its direct mail catalogs.

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Certain statements in this news release might contain "forward-looking" information (as defined in the Private Securities Litigation Reform Act of 1995) that involves risks and uncertainties, including anticipated results, store openings and distribution channels, planned capital expenditures, and trends in company operations. Actual future results and trends may differ materially from historical results or current expectations depending upon factors including, but not limited to, the company's ability to predict fashion trends, consumer apparel buying patterns, the company's ability to control costs, weather conditions, hazards of nature such as earthquakes and floods, trends in personal bankruptcies and bad debt write-offs, changes in interest rates, employee relations, the company's ability to continue its expansion plans, and the impact of economic and competitive market forces, including the impact of terrorist activity or the impact of a war on the company, its customers and the retail industry. Our SEC reports may contain other information on these and other factors that could affect our financial results and cause actual results to differ materially from any forward-looking information we may provide.

SOURCE Nordstrom, Inc. 09/02/2004

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