# NORDSTROM

### Nordstrom October Same-Store Sales Increase 11.5 Percent

November 4, 2004

SEATTLE, Nov 4, 2004 (PRNewswire-FirstCall via COMTEX) -- Nordstrom, Inc. today reported preliminary sales of \$511.9 million for the four-week period ending October 30, 2004, an increase of 13.5 percent compared to sales of \$451.2 million for the four-week period ending November 1, 2003. Same-store sales increased 11.5 percent.

(Photo: NewsCom: http://www.newscom.com/cgi-bin/prnh/20001011/NORDLOGO)

Preliminary quarter-to-date sales of \$1.5 billion increased 9.4 percent compared to 2003 quarter-to-date sales of \$1.4 billion. Quarter-to-date same-store sales increased 8.1 percent.

Preliminary year-to-date sales of \$5.0 billion increased 11.5 percent compared to sales of \$4.5 billion in 2003. Year-to-date same-store sales increased 9.1 percent.

Nordstrom will open its 94th full-line store at Dadeland Mall in Miami, Fla. on Friday, November 12th.

#### SALES RECORDING

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

```
SALES SUMMARY October October QTD QTD YTD YTD (unaudited; 2004 2003 2004 2003 2004 2003 $ in millions)
```

Total sales \$511.9 \$451.2

\$1,542.0 \$1,409.1 \$5,031.0 \$4,511.2

Total sales

percentage

change 13.5% 6.5% 9.4% 9.6% 11.5% 7.0%

Same-store

sales percentage

change 11.5% 3.3% 8.1% 4.7% 9.1% 2.5%

Number of stores

Full-line 93 91

Rack and other 56 56

International

Faconnable

boutiques 31 31

Total 180 178

Gross square

footage 19,289,000 19,011,000

## 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.

```
% Change % Change
         YTD 2003 YTD 2004
Sales
                                Increase Total Sales Comp Sales
Reconciliation
($M)
Number of
Days GAAP
              274
                      273
GAAP Sales $4,529.4
                      $5,031.0
                                  $501.6
                                           11.1%
                                                    8.6%
Less Feb. 1,
2003 sales ($18.2)
Reported
```

4-5-4 sales \$4,511.2 \$5,031.0 \$519.8 11.5% 9.1% 4-5-4 Adjusted
Days 273 273

## **FUTURE REPORTING DATES**

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

Third Quarter Earnings Tues., Nov. 16, 2004

November Sales Release Thurs., Dec. 2, 2004 December Sales Release Thurs., Jan. 6, 2005 January Sales Release Thurs., Feb. 3, 2005

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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