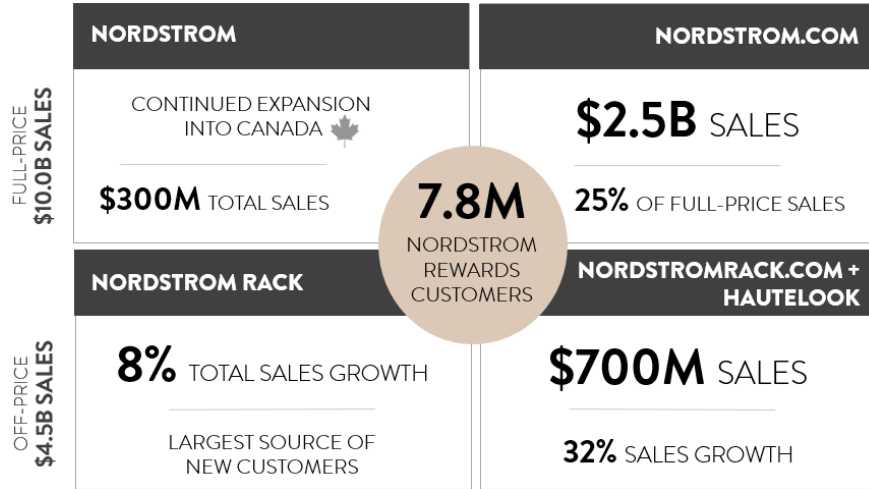


# FY 2016 OVERVIEW

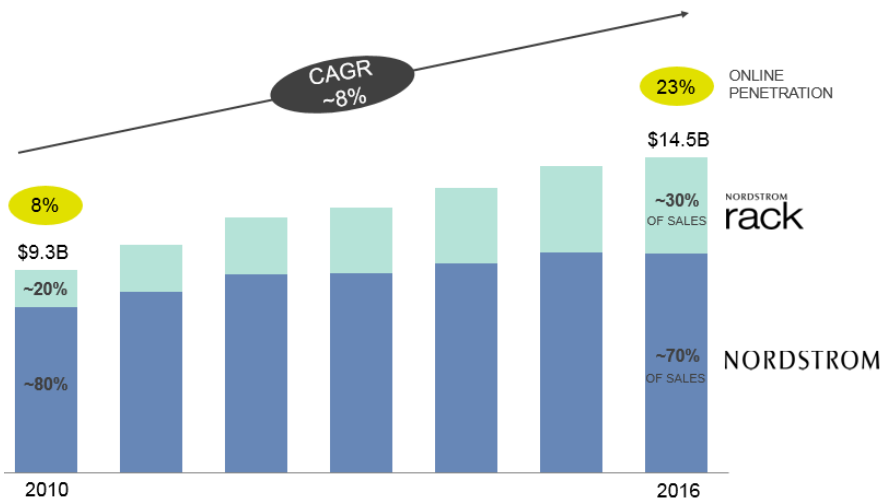
EVOLVING WITH CHANGING CUSTOMER EXPECTATIONS

## BUSINESS UPDATE

### EXECUTING GROWTH



### SUSTAINABLE TOP-LINE GROWTH

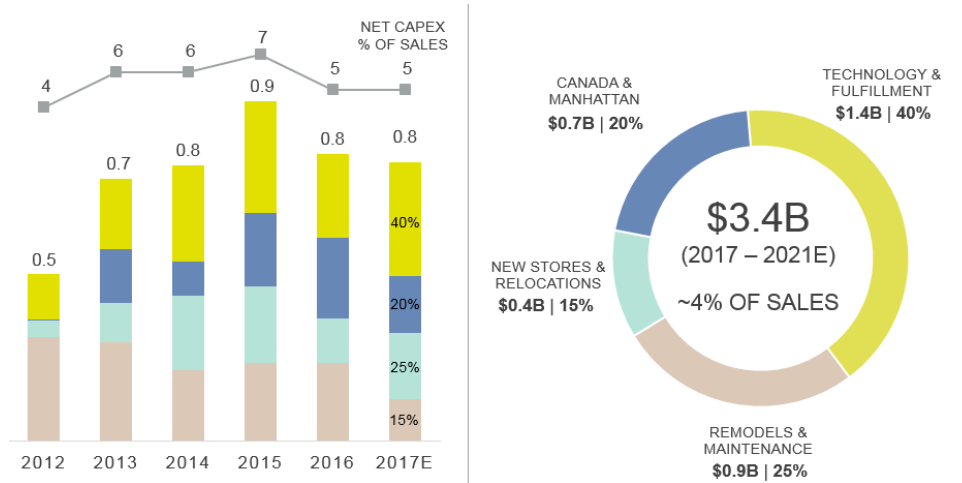


## GOING FORWARD

### DIFFERENTIATED AND SEAMLESS EXPERIENCE



### INVESTMENTS ALIGNED WITH CUSTOMER EXPECTATIONS



# NORDSTROM BUSINESS OVERVIEW

- Leading U.S. fashion specialty retailer with a growing presence in Canada
- Record ~\$14.5B in annual revenue with 6.2% CAGR since 2000
- Diverse network of 349 stores in attractive markets
- Innovative omni-channel platform with over 20% online penetration
- 115-year legacy of delivering exceptional customer service
- Broad and diverse mix of top brand names and private label merchandise
- 7.8 million active Nordstrom Rewards loyalty program members

## SERVING CUSTOMERS WHEREVER THEY SHOP



123  
Full-line Stores



215  
Rack Stores



Nordstrom.com



Nordstromrack.com  
HauteLook

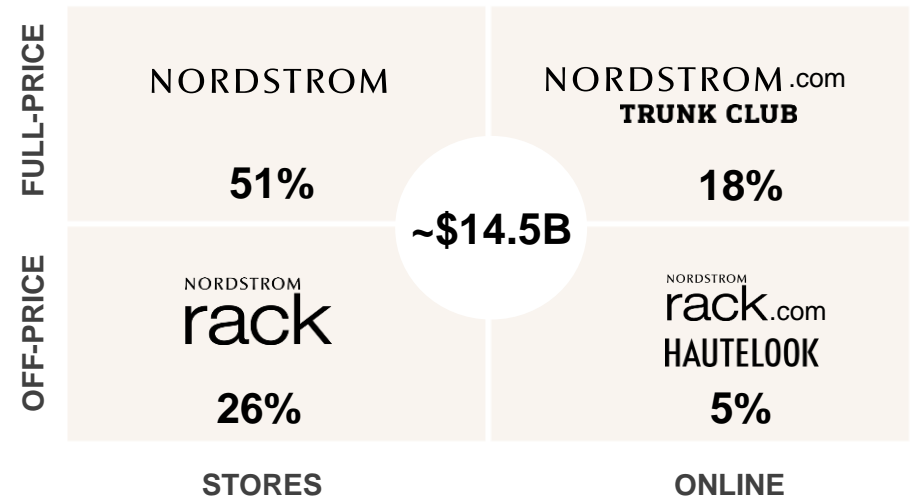


Trunk Club,  
7 Clubhouses



2  
Jeffrey Boutiques

## 2016 SALES BY CHANNEL



## SALES BY CATEGORY

