# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

FORM 8-K

## CURRENT REPORT

## PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED) November 10, 2011
NORDSTROM, INC.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

WASHINGTON
(STATE OR OTHER JURISDICTION OF INCORPORATION)
(COMMISSION FILE NUMBER)

91-0515058
(I.R.S. EMPLOYER

IDENTIFICATION NO.)

1617 SIXTH AVENUE, SEATTLE, WASHINGTON (ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)<br>98101<br>(ZIP CODE)<br>REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE (206) 628-2111<br>INAPPLICABLE<br>(FORMER NAME OR FORMER ADDRESS IF CHANGED SINCE LAST REPORT)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## ITEM 2.02 Results of Operations and Financial Condition

On November 10, 2011, Nordstrom, Inc. issued an earnings release announcing its results of operations for the quarter and nine months ended October 29, 2011, its financial position as of October 29, 2011, and its cash flows for the nine months ended October 29, 2011. A copy of this earnings release is attached as Exhibit 99.1.

## ITEM 7.01 Regulation FD Disclosure

On November 10, 2011, Nordstrom, Inc. issued an earnings release announcing its results of operations for the quarter and nine months ended October 29, 2011, its financial position as of October 29, 2011, and its cash flows for the nine months ended October 29, 2011. A copy of this earnings release is attached as Exhibit 99.1.

ITEM 9.01 Financial Statements and Exhibits
99.1 Nordstrom earnings release dated November 10, 2011 relating to the Company's results of operations for the quarter and nine months ended October 29, 2011, its financial position as of October 29, 2011, and its cash flows for the nine months ended October 29, 2011.

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 hereunto duly authorized.

NORDSTROM, INC.
By: /s/ Robert B. Sari
Robert B. Sari
Executive Vice President,
General Counsel and Corporate Secretary

## EXHIBIT INDEX

DESCRIPTION
Nordstrom earnings release dated November 10, 2011 relating to the Company's results of operations for the quarter and nine months ended October 29, 2011, its financial position as of October 29, 2011, and its cash flows for the nine months ended October 29, 2011.

November 10, 2011 at 1:05 p.m. PT

## INVESTOR CONTACT: Rob Campbell

Nordstrom, Inc.
(206) 233-6550

MEDIA CONTACT: Colin Johnson Nordstrom, Inc. (206) 303-3036

## Nordstrom Reports Third Quarter 2011 Earnings

SEATTLE, Wash. (November 10, 2011) - Nordstrom, Inc. (NYSE: JWN) today reported net earnings of $\$ 127$ million, or $\$ 0.59$ per diluted share, for the third quarter ended October 29, 2011. This represented an increase of 7.2 percent compared with net earnings of $\$ 119$ million, or $\$ 0.53$ per diluted share, for the same quarter last year.

Third quarter same-store sales increased 7.9 percent compared with the same period in fiscal 2010. Net sales in the third quarter were $\$ 2.38$ billion, an increase of 14.2 percent compared with net sales of $\$ 2.09$ billion during the same period in fiscal 2010.

## THIRD QUARTER SUMMARY

Nordstrom's third quarter performance reflected strong top-line performance across channels. The company's ongoing efforts to enhance the customer experience in stores and online included in late August the addition of free shipping and returns for all online orders. Additionally, the company opened two full-line stores and nine Nordstrom Racks during the quarter.

- Nordstrom net sales, which include results from the full-line and Direct businesses, increased $\$ 159$ million, or 9.8 percent, compared with the same period in fiscal 2010. Same-store sales increased 8.5 percent. Top-performing merchandise categories included Designer, Handbags and Dresses. The South and Midwest regions were the top-performing geographic areas for full-line stores relative to the third quarter of 2010. The Direct channel continued to show strong sales growth, outpacing the overall Nordstrom increase.
- Nordstrom Rack net sales increased $\$ 101$ million, or 23.6 percent, compared with the same period in fiscal 2010, with same-store sales up 6.8 percent.
- Gross profit, as a percentage of net sales, increased approximately 40 basis points compared with last year's third quarter. The improvement was driven by the ability to leverage buying and occupancy expenses during the quarter.
- Retail selling, general and administrative expenses increased \$101 million compared with last year’s third quarter. The increase in part was attributable to growth in both existing and new stores. It also reflected various initiatives to grow the e-commerce business, including HauteLook operating and purchase accounting expenses, and improvements in the shopping experience across channels.
- The Credit segment continued to demonstrate improving trends in its overall performance, although at a moderating pace. Customer payment rates increased, resulting in improved trends in delinquency and write-off rates, and a corresponding decrease in finance charge revenue. Annualized net write-offs were 5.8 percent of average credit card receivables during the quarter, down from 8.2 percent in the third quarter of 2010 . Delinquencies as a percentage of credit card receivables at the end of the third quarter were 2.8 percent, down from 3.5 percent at the end of the third quarter of 2010.
- Earnings before interest and taxes increased $\$ 19$ million to $\$ 240$ million, or 9.7 percent of total revenues, from $\$ 221$ million, or 10.2 percent of total revenues, in last year's third quarter.


## EXPANSION UPDATE

During the third quarter of 2011, the company opened the following stores:

| Location | Store Name | Square <br> Footage (000’s) | Timing |
| :---: | :---: | :---: | :---: |
| Nordstrom Full-Line Stores |  |  |  |
| Nashville, Tennessee | The Mall at Green Hills | 145 | September 16 |
| St. Louis, Missouri | Saint Louis Galleria | 149 | September 23 |
| Nordstrom Rack and Other Stores |  |  |  |
| Henderson, Nevada ${ }^{1}$ | Stephanie Street Center | 35 | August 11 |
| New York, New York | treasure\&bond | 11 | August 19 |
| West Covina, California | West Covina Mall | 37 | September 1 |
| Redondo Beach, California | South Bay MarketPlace | 37 | September 1 |
| Burlington, Massachusetts | Middlesex Commons | 38 | September 8 |
| Indianapolis, Indiana | Rivers Edge | 35 | September 15 |
| Tigard, Oregon | Cascade Plaza | 45 | September 22 |
| Lenexa, Kansas | Orchard Corners | 35 | September 29 |
| Sugar Land, Texas | Market at Town Center | 35 | October 6 |
| Tucson, Arizona | The Corner | 34 | October 13 |
| National City, California | Westfield Plaza Bonita | 37 | October 27 |
| ordstrom relocated its Nordstrom Rack on, Nevada. | ado Ranch Plaza in Las V | the Stepha | Street Cent |

## FISCAL YEAR 2011 OUTLOOK

The company's revised expectations for fiscal 2011 are as follows:

| Same-store sales | Approximately 6 percent increase |
| :--- | :--- |
| HauteLook sales ${ }^{1}$ | $\$ 150$ to $\$ 160$ million |
| Credit card revenues | $\$ 5$ to $\$ 10$ million decrease |
| Gross profit (\%) | 45 to 55 basis point increase |
| Retail selling, general and administrative expenses ( $\$)^{2}$ | $\$ 360$ to $\$ 370$ million increase |
| Credit selling, general and administrative expenses (\$) | $\$ 35$ to $\$ 40$ million decrease |
| Interest expense, net | $\$ 0$ to $\$ 5$ million increase |
| Effective tax rate | 39.4 percent |
| Earnings per diluted share | $\$ 3.05$ to $\$ 3.10$ |
| Diluted shares outstanding | 218.1 million |
|  |  |
| ${ }^{1}$ HauteLook sales are not included in same-store sales. |  |
| ${ }^{2}$ Expected Retail SG\&A expenses include approximately $\$ 110$ million of operating expenses and purchase accounting |  |
| charges associated with the HauteLook acquisition. |  |

## CONFERENCE CALL INFORMATION

The company's senior management will host a conference call to discuss third quarter results at $4: 45$ p.m. Eastern Standard Time today. To listen, please dial 517-308-9140 (passcode: NORD). A telephone replay will be available beginning approximately one hour after the conclusion of the call by dialing 203-369-0248 (passcode: 6673) until the close of business on November 17, 2011. Interested parties may also listen to the live call over the Internet by visiting the Investor Relations section of the company's corporate Web site at http://investor.nordstrom.com. An archived webcast will be available in the webcasts section for one year.

## About Nordstrom

Nordstrom, Inc. is one of the nation's leading fashion specialty retailers. Founded in 1901 as a shoe store in Seattle, today Nordstrom operates 225 stores in 30 states, including 117 full-line stores, 104 Nordstrom Racks, two Jeffrey boutiques, one treasure\&bond store and one clearance store. Nordstrom also serves customers through Nordstrom.com and through its catalogs. Additionally, the Company operates in the online private sale marketplace through its subsidiary HauteLook. Nordstrom, Inc.'s common stock is publicly traded on the NYSE under the symbol JWN.

Certain statements in this news release contain "forward-looking" information (as defined in the Private Securities Litigation Reform Act of 1995) that involve risks and uncertainties, including, but not limited to, anticipated financial results (including, but not limited to, our anticipated same-store sales results, credit card revenues, gross profit rate, selling, general and administrative expenses, net interest expense, effective tax rate and earnings per share) for the fiscal year ending January 28, 2012, trends in our operations, the anticipated financial performance of HauteLook and the anticipated impact of the HauteLook acquisition on the company's performance. Such statements are based upon the current beliefs and expectations of the company's management and are subject to significant risks and uncertainties. Actual future results may differ materially from historical results or current expectations depending upon factors including, but not limited to: the impact of economic and market conditions and the resultant impact on consumer spending patterns; our ability to maintain our relationships with vendors; our ability to respond to the business environment, fashion trends and consumer preferences, including changing expectations of service and experience in stores and online; effective inventory management; successful execution of our growth strategy, including possible expansion into new markets, technological investments and acquisitions, including our ability to realize the anticipated benefits from such acquisitions, and the timely completion of construction associated with newly planned stores, relocations and remodels, which may be impacted by the financial health of third parties; our ability to maintain relationships with our employees and to effectively attract, develop and retain our future leaders; successful execution of our multi-channel strategy; our compliance with applicable banking and related laws and regulations impacting our ability to extend credit to our customers; impact of the current regulatory environment and financial system and health care reforms; the impact of any systems failures and/or security breaches, including any security breaches that result in the theft, transfer or unauthorized disclosure of customer, employee or company information or our compliance with information security and privacy laws and regulations in the event of such an incident; our compliance with employment laws and regulations and other laws and regulations applicable to us; trends in personal bankruptcies and bad debt write-offs; changes in interest rates; efficient and proper allocation of our capital resources; availability and cost of credit; our ability to safeguard our brand and reputation; successful execution of our information technology strategy; weather conditions, natural disasters, health hazards or other market disruptions, or the prospects of these events and the impact on consumer spending patterns; disruptions in our supply chain; the geographic locations of our stores; the effectiveness of planned advertising, marketing and promotional campaigns; our ability to control costs; and the timing and amounts of share repurchases by the company, if any, or any share issuances by the company, including issuances associated with option exercises or other matters. Our SEC reports, including our Form 10-K for the fiscal year ended January 29, 2011, and our Forms 10-Q for the fiscal quarters ended April 30, 2011 and July 30, 2011, 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. The company undertakes no obligation to update or revise any forward-looking statements to reflect subsequent events, new information or future circumstances.

## NORDSTROM, INC.

## CONSOLIDATED STATEMENTS OF EARNINGS

(unaudited; amounts in millions, except per share data)

Net sales
Credit card revenues
Total revenues
Cost of sales and related buying and occupancy costs
Selling, general and administrative expenses: Retail Credit
Earnings before interest and income taxes
Interest expense, net
Earnings before income taxes
Income tax expense

## Net earnings

Earnings per share:
Basic
Diluted
Weighted average shares outstanding:
Basic
Diluted

| Quarter Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: |
| 10/29/11 | 10/30/10 | 10/29/11 | 10/30/10 |
| \$ 2,383 | \$ 2,087 | \$ 7,328 | \$ 6,494 |
| 95 | 95 | 283 | 290 |
| 2,478 | 2,182 | 7,611 | 6,784 |

$$
(1,511) \quad(1,331) \quad(4,619)
$$

| (670) | (569) | $(1,989)$ | $(1,715)$ |
| :---: | :---: | :---: | :---: |
| (57) | (61) | (171) | (218) |
| 240 | 221 | 832 | 712 |
| (31) | (31) | (92) | (94) |
| 209 | 190 | 740 | 618 |


|  | (82) |
| :---: | :---: |
| $\$ \quad 127$ |  |

$$
\begin{array}{cc} 
& (71) \\
\hline \$ \quad 119 \\
\hline
\end{array}
$$

$$
\begin{gathered}
\text { (293) } \\
\hline \$ 4447 \\
=
\end{gathered}
$$

|  |
| ---: |


| $\$$ | 0.60 | $\$$ | 0.54 | $\$$ | 2.08 | $\$$ | 1.74 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 0.59 | $\$$ | 0.53 | $\$$ | 2.04 | $\$$ | 1.71 |

\$ 0.53
\$ 2.04
\$ 1.71

## NORDSTROM, INC.

## CONSOLIDATED BALANCE SHEETS

(unaudited; amounts in millions)

## Assets

Current assets:
Cash and cash equivalents
Accounts receivable, net
Merchandise inventories
Current deferred tax assets, net
Prepaid expenses and other
Total current assets
Land, buildings and equipment (net of accumulated depreciation of $\$ 3,769$, $\$ 3,520$ and $\$ 3,451$ )
Goodwill
Other assets

## Total assets

Liabilities and Shareholders' Equity
Current liabilities:
Accounts payable
Accrued salaries, wages and related benefits
Other current liabilities
Current portion of long-term debt
Total current liabilities
Long-term debt, net
Deferred property incentives, net
Other liabilities
Commitments and contingencies
Shareholders' equity:
Common stock, no par value: 1,000 shares authorized; 210.1, 218.0 and 218.6 shares issued and outstanding
Retained earnings
Accumulated other comprehensive loss
Total shareholders' equity
Total liabilities and shareholders' equity

| \$ | 1,256 | \$ | 846 | \$ | 1,054 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 327 |  | 375 |  | 296 |
|  | 698 |  | 652 |  | 587 |
|  | 506 |  | 6 |  | 6 |
|  | 2,787 |  | 1,879 |  | 1,943 |
|  | 2,810 |  | 2,775 |  | 2,806 |
|  | 511 |  | 495 |  | 496 |
|  | 335 |  | 292 |  | 266 |


|  | 1,436 |  | 1,168 | 1,138 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 487 |  | 882 |  | 752 |
|  | (27) |  | (29) |  | (19) |
|  | 1,896 |  | 2,021 |  | 1,871 |
| \$ | 8,339 | \$ | 7,462 | \$ | 7,382 |

## NORDSTROM, INC. <br> CONSOLIDATED STATEMENTS OF CASH FLOWS

(unaudited; amounts in millions)

|  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/29/11 |  | 10/30/10 |  |
| Operating Activities |  |  |  |  |
| Net earnings | \$ | 447 | \$ | 381 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization expenses |  | 273 |  | 244 |
| Amortization of deferred property incentives and other, net |  | (41) |  | (40) |
| Deferred income taxes, net |  | 18 |  | (16) |
| Stock-based compensation expense |  | 42 |  | 29 |
| Tax benefit from stock-based compensation |  | 17 |  | 10 |
| Excess tax benefit from stock-based compensation |  | (19) |  | (10) |
| Provision for bad debt expense |  | 82 |  | 125 |
| Change in operating assets and liabilities: |  |  |  |  |
| Accounts receivable |  | (56) |  | (46) |
| Merchandise inventories |  | (444) |  | (362) |
| Prepaid expenses and other assets |  | (62) |  | (36) |
| Accounts payable |  | 331 |  | 267 |
| Accrued salaries, wages and related benefits |  | (53) |  | (40) |
| Other current liabilities |  | 30 |  | (20) |
| Deferred property incentives |  | 61 |  | 77 |
| Other liabilities |  | 2 |  | (2) |
| Net cash provided by operating activities |  | 628 |  | 561 |
| Investing Activities |  |  |  |  |
| Capital expenditures |  | (398) |  | (295) |
| Change in credit card receivables originated at third parties |  | 10 |  | (59) |
| Other, net |  | (3) |  | 4 |
| Net cash used in investing activities |  | (391) |  | (350) |
| Financing Activities |  |  |  |  |
| Proceeds from long-term borrowings, net of discounts |  | 499 |  | 498 |
| Principal payments on long-term borrowings |  | (5) |  | (354) |
| (Decrease) increase in cash book overdrafts |  | (20) |  | 2 |
| Cash dividends paid |  | (149) |  | (123) |
| Payments for repurchase of common stock |  | (693) |  | (31) |
| Proceeds from exercise of stock options |  | 55 |  | 23 |
| Proceeds from employee stock purchase plan |  | 14 |  | 13 |
| Excess tax benefit from stock-based compensation |  | 19 |  | 10 |
| Other, net |  | (6) |  | 2 |
| Net cash (used in) provided by financing activities |  | (286) |  | 40 |
| Net (decrease) increase in cash and cash equivalents |  | (49) |  | 251 |
| Cash and cash equivalents at beginning of period |  | 1,506 |  | 795 |
| Cash and cash equivalents at end of period | \$ | 1,457 | \$ | 1,046 |

## NORDSTROM, INC.

## STATEMENTS OF EARNINGS BY SEGMENT

(unaudited; amounts in millions, except percentages)

## Retail

Our Retail business includes our Nordstrom branded full-line and online stores, our Nordstrom Rack stores, and our other retail channels including our HauteLook online private sale subsidiary, our Jeffrey stores and our treasure\&bond store. It also includes unallocated corporate center expenses. The following tables summarize the results of our Retail business for the quarter and nine months ended October 29, 2011 compared with the quarter and nine months ended October 30, 2010:

${ }^{1}$ Subtotals and totals may not foot due to rounding.

## NORDSTROM, INC.

## STATEMENTS OF EARNINGS BY SEGMENT

(unaudited; amounts in millions, except percentages)

## Credit

Our Credit business earns finance charges, interchange fees and late fee income through operation of the Nordstrom private label and Nordstrom VISA credit cards. The following tables summarize the results of our Credit business for the quarter and nine months ended October 29,2011 compared with the quarter and nine months ended October 30, 2010:

Credit card revenues
Interest expense
Net credit card income
Cost of sales - loyalty program
Selling, general and administrative expenses:
Operational and marketing expenses
Bad debt expense
Earnings before income taxes

| Quarter Ended |  | Nine Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 10/29/11 | 10/30/10 | 10/29/11 | 10/30/10 |  |
| \$ 95 | \$ 95 | \$ 283 | \$ |  |
| (2) | (4) | (9) |  | 6) |
| 93 | 91 | 274 |  | 74 |
| (16) | (13) | (52) |  | 47) |
| (26) | (33) | (89) |  | 93) |
| (31) | (28) | (82) |  | 25) |
| \$ 20 | \$ 17 | \$ 51 | \$ | 9 |

The following table illustrates the activity in our allowance for credit losses for the quarter and nine months ended October 29, 2011 and October 30, 2010:

Allowance at beginning of period
Bad debt provision

| Quarter Ended |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: |
| 10/29/11 | 10/30/10 | 10/29/11 | 10/30/10 |
| \$ 125 | \$ 175 | \$ 145 | \$ 190 |
| 31 | 28 | 82 | 125 |
| (37) | (48) | (119) | (168) |
| 6 | 5 | 17 | 13 |
| \$ 125 | \$ 160 | \$ 125 | \$ 160 |
| 5.8\% | 8.2\% | 6.6\% | 10.0\% |

30+ days delinquent as a percentage of ending credit card receivables
Allowance as a percentage of ending credit card receivables

$$
\begin{array}{ccc}
\frac{10 / 29 / 11}{2.8 \%} & & 10 / 30 / 10 \\
\hline 6.2 \% & & 7.6 \%
\end{array}
$$

# NORDSTROM, INC. <br> ADJUSTED DEBT TO EBITDAR (NON-GAAP FINANCIAL MEASURE) 

(unaudited; amounts in millions)
We use various financial measures in our conference calls, investor meetings and other forums which may be considered non-GAAP financial measures within the meaning of Regulation G of the Securities and Exchange Commission. The following disclosure provides additional information regarding our Adjusted Debt to EBITDAR as of October 29, 2011:

Adjusted Debt to EBITDAR is one of our key financial metrics, and we believe that our debt levels are best analyzed using this measure. Our current goal is to manage debt levels to maintain an investment-grade credit rating as well as operate with an efficient capital structure for our size, growth plans and industry. Investment-grade credit ratings are important to maintaining access to a variety of short-term and long-term sources of funding, and we rely on these funding sources to continue to grow our business. We believe a higher ratio, among other factors, could result in rating agency downgrades. In contrast, we believe a lower ratio would result in a higher cost of capital and could negatively impact shareholder returns. As of October 29, 2011 and October 30, 2010, our Adjusted Debt to EBITDAR was 2.3.

Adjusted Debt to EBITDAR is not a measure of financial performance under GAAP and should not be considered a substitute for debt to net earnings, net earnings or debt as determined in accordance with GAAP. In addition, Adjusted Debt to EBITDAR does have limitations:

- Adjusted Debt is not exact, but rather our best estimate of the total company debt we would hold if we had purchased the property and issued debt associated with our operating leases;
- EBITDAR does not reflect our cash expenditures, or future requirements for capital expenditures or contractual commitments, including leases, or the cash requirements necessary to service interest or principal payments on our debt; and
- Other companies in our industry may calculate Adjusted Debt to EBITDAR differently than we do, limiting its usefulness as a comparative measure.
To compensate for these limitations, we analyze Adjusted Debt to EBITDAR in conjunction with other GAAP financial and performance measures impacting liquidity, including operating cash flows, capital spending and net earnings. The closest measure calculated using GAAP amounts is debt to net earnings, which was 4.9 and 5.1 for the third quarter of 2011 and 2010. The following is a comparison of debt to net earnings and Adjusted Debt to EBITDAR:

|  | $2011{ }^{1}$ |  | $2010^{1}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Debt | \$ | 3,316 |  | \$2,812 |
| Add: rent expense x $8^{2}$ |  | 585 |  | 467 |
| Less: fair value of interest rate swaps included in long-term debt |  | (64) |  | (55) |
| Adjusted Debt | \$ | 3,837 |  | \$3,224 |
| Net earnings |  | 679 |  | 553 |
| Add: income tax expense |  | 434 |  | 342 |
| Add: interest expense, net |  | 124 |  | 128 |
| Earnings before interest and income taxes |  | 1,237 |  | 1,023 |
| Add: depreciation and amortization expenses |  | 356 |  | 322 |
| Add: rent expense |  | 73 |  | 58 |
| Add: non-cash acquisition-related charges |  | 7 |  | - |
| EBITDAR | \$ | 1,673 | \$ | 1,403 |
| Debt to Net Earnings |  | 4.9 |  | 5.1 |
| Adjusted Debt to EBITDAR |  | 2.3 |  | 2.3 |

${ }^{1}$ The components of Adjusted Debt are as of October 29, 2011 and October 30, 2010, while the components of EBITDAR are for the 12 months ended October 29, 2011 and October 30, 2010.
${ }^{2}$ The multiple of eight times rent expense used to calculate Adjusted Debt is a commonly used method of estimating the debt we would record for our leases that are classified as operating if they had met the criteria for a capital lease, or we had purchased the property.

# NORDSTROM, INC. <br> FREE CASH FLOW (NON-GAAP FINANCIAL MEASURE) 

(unaudited; amounts in millions)
We use various financial measures in our conference calls, investor meetings and other forums which may be considered non-GAAP financial measures within the meaning of Regulation $G$ of the Securities and Exchange Commission. The following disclosure provides additional information regarding our Free Cash Flow for the nine months ended October 29, 2011 and October 30, 2010:

Free Cash Flow is one of our key liquidity measures, and, in conjunction with GAAP measures, provides us with a meaningful analysis of our cash flows. We believe that our ability to generate cash is more appropriately analyzed using this measure. Free Cash Flow is not a measure of liquidity under GAAP and should not be considered a substitute for operating cash flows as determined in accordance with GAAP. In addition, Free Cash Flow does have limitations:

- Free Cash Flow does not necessarily represent funds available for discretionary use and is not necessarily a measure of our ability to fund our cash needs; and
- Other companies in our industry may calculate Free Cash Flow differently than we do, limiting its usefulness as a comparative measure.

To compensate for these limitations, we analyze Free Cash Flow in conjunction with other GAAP financial and performance measures impacting liquidity, including operating cash flows. The closest measure calculated using GAAP amounts is net cash provided by operating activities, which was $\$ 628$ and $\$ 561$ for the nine months ended October 29, 2011 and October 30, 2010. The following is a reconciliation of our net cash provided by operating activities and Free Cash Flow:

|  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 10/29/11 |  | 10/30/10 |  |
| Net cash provided by operating activities |  | 628 | \$ | 561 |
| Less: capital expenditures |  | (398) |  | (295) |
| Less: cash dividends paid |  | (149) |  | (123) |
| Add (Less): change in credit card receivables originated at third parties |  | 10 |  | (59) |
| (Less) Add: change in cash book overdrafts |  | (20) |  | 2 |
| Free Cash Flow | \$ | 71 | \$ | 86 |
| Net cash used in investing activities |  | (391) | \$ | (350) |
| Net cash (used in) provided by financing activities |  | (286) | \$ | 40 |

