



Q1 2021 EARNINGS CALL

NORDSTROM

FORWARD-LOOKING STATEMENTS

This presentation contains statements that are forward looking. These statements are based upon current expectations and assumptions that are subject to risks and uncertainties. We may not achieve the results projected in these forward-looking statements, and our actual results could materially differ because of factors discussed in this event, in the comments made during this presentation, and in the risk factors section of our Form 10-K, Form 10-Q and other reports and filings with the Securities and Exchange Commission. The Company undertakes no obligation to update or revise any forward-looking statement to reflect subsequent events, new information or future circumstances.

ERIK NORDSTROM

CHIEF EXECUTIVE OFFICER



SOLID EXECUTION TOWARDS OUR GROWTH PRIORITIES



**WIN IN OUR MOST
IMPORTANT MARKETS**

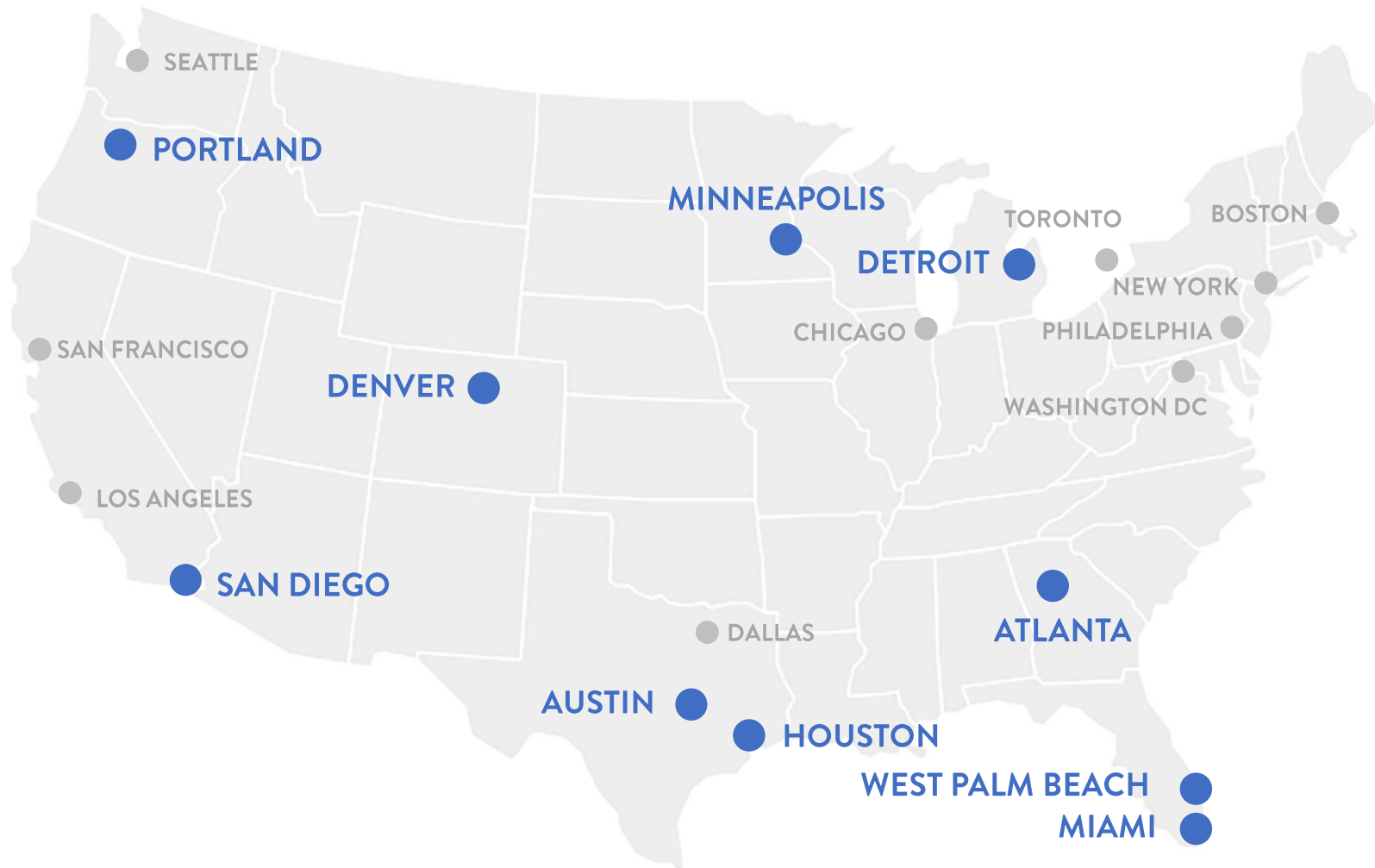
NORDSTROM
rack

**BROADEN THE REACH
OF NORDSTROM RACK**



**INCREASE DIGITAL
VELOCITY**

EXPANDED MARKET STRATEGY TO TOP 20 MARKETS



TOP 20

~75% of sales

76 Nordstrom stores

167 Rack stores

7 Nordstrom Locals

Location count as of May 2021

● 2018 – 2020 Rollout ● 2021 Rollout

ENCOURAGING PROGRESS IN NORDSTROM RACK



10% ↑

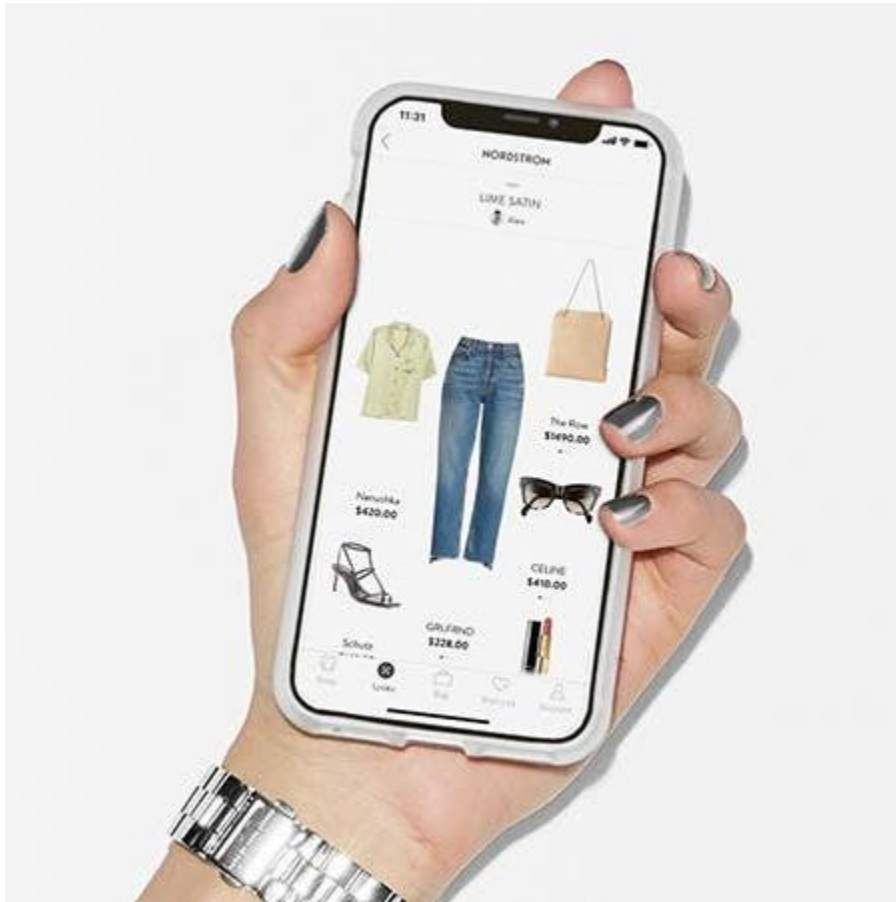
sequential improvement in Rack
sales from Q4 '20



37% ↑

increase in sales for Kids, Home
and Active vs '19

STRONG GROWTH ACROSS DIGITAL PLATFORMS



CONTINUED SALES GROWTH

28%↑

digital sales vs
Q1 '19

46%

digital penetration

DRIVING ENGAGEMENT

50%+

increase in app
downloads vs '19

~75%

of total digital traffic came
from mobile customers,
including app users

INCREASE IN CHOICES SUPPORTED STRONG SALES GROWTH



20% ↑

increase in customer
choices vs '19



15%+ ↑

increase in conversion
vs '19

ANNIVERSARY WELL-TIMED FOR THE RECOVERY

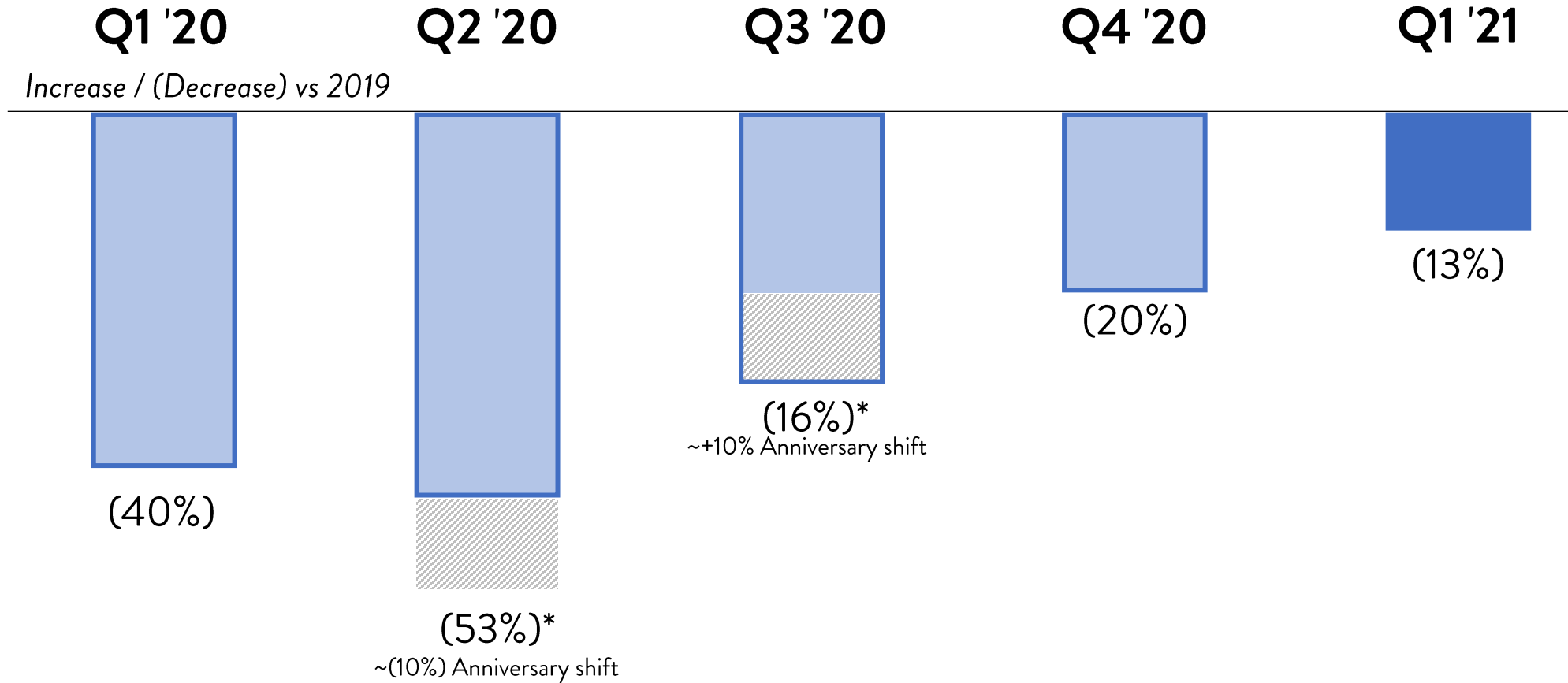


ANNE BRAMMAN

CHIEF FINANCIAL OFFICER



SALES CONTINUE TO RECOVER



Q1 2021 RESULTS

<i>Better / (Worse)</i>	Q1 vs Q1 '20	Q1 vs Q1 '19
TOTAL SALES	44%	(13%)
GROSS PROFIT %	~2,000bps	(260bps)
SG&A %	~1,900bps	(280bps)
EBIT %	~3,700bps	(520bps)

2021 OUTLOOK REMAINS UNCHANGED

	FY2021
REVENUE GROWTH <i>YoY Growth</i>	25%+
EBIT <i>% of sales</i>	~3%
INCOME TAX	~27%
CAPEX <i>% of sales</i>	~3-4%
LEVERAGE RATIO	~3x

H1 CONSIDERATIONS

Reflects 45% of total year sales

EBIT expected to be approximately breakeven



Q&A

NORDSTROM

