

NORDSTROM  
rack

*you* + *us* = *a winning partnership*

# *We're all about working together*

*Nordstrom, Inc., is an A-rated, stable, profitable company that has been in business for 111 years and successfully growing its off-price retail channel for over 40 years.*

*The four channels of Nordstrom, Inc.:*

*Nordstrom – Full Price*

*Nordstrom.com – Full Price Online*

*Nordstrom Rack – Exhaust/Off Price Cuts*

*HauteLook – Flash Sale Site*

*49 of our top 50 Nordstrom full-line vendors sell directly to the Rack.*

*Nordstrom Rack is a pipeline for acquiring customers for Nordstrom and introducing them to brands. 18% of our full-price Nordstrom customers also shop at Nordstrom Rack.*



# why Nordstrom Rack?

*Nordstrom Rack is committed to offering our customers the best product at the best price – this is what makes us the ultimate treasure hunt destination.*

*Annual sales top \$2 billion*

*119 stores in all major US metropolitan areas by the end of 2012, with an additional 10-15 stores planned to open each year for the next 5 years*

*Sales-per-square-foot is more than double our nearest competitors*

*Turn is nearly twice as fast as our nearest competitors*

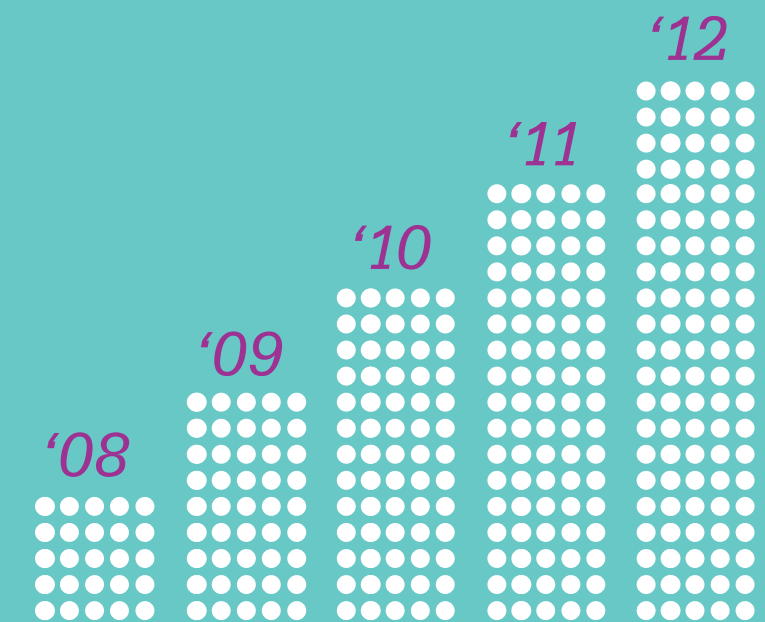
*Transform your excess inventory into cash*

*Your brand is protected thanks to our discreet merchandising strategy and connection to our full-line stores.*

*The bottom line: when you have excess inventory you're looking to turn quickly, easily, and profitably, we want you to*

*call us first.*

70 NEW STORE  
OPENINGS  
from 2008 to 2012



# with 15 new stores opening this year, we'll have 119 stores in 26 states by the end of 2012!

(our newest locations are noted in purple.)

## ARIZONA

Store ### - *Town & Country, Phoenix: Fall 2012*  
Store 377 - Chandler Festival, Chandler  
Store 379 - Scottsdale Promenade, Scottsdale  
Store 388 - Arrowhead Crossing, Peoria  
Store 389 - The Corner, Tucson  
Store 770 - Last Chance Clearance Store, Phoenix

## CALIFORNIA

Store ### - *Outlets at Orange, Orange: March 2012*  
Store ### - *Temecula Commons, Temecula: May 2012*  
Store ### - *Edinger Plaza, Huntington Beach: Fall 2012*  
Store ### - *Carmel Mountain Plaza, San Diego: Fall 2012*  
Store 328 - Chino Spectrum Towne Centre, Chino  
Store 329 - Brea Union Plaza, Brea  
Store 358 - Topanga, Woodland Hills Metro Pointe at South Coast, Costa Mesa  
Store 378 - Mission Valley, San Diego  
Store 428 - Colma, Colma  
Store 431 - San Leandro, San Leandro  
Store 432 - Westgate Mall, San Jose  
Store 433 - Howe 'Bout Arden Center, Sacramento  
Store 347 - Howard Hughes Center, Los Angeles  
Store 350 - Glendale Fashion Center, Glendale  
Store 372 - Esplanade Shopping Center, Oxnard Ontario Mills, Ontario  
Store 382 - Long Beach CityPlace, Long Beach  
Store 470 - Creekside Town Center, Roseville Villaggio Retail Center, Fresno  
Store 473 - Downtown San Francisco, San Francisco  
Store 383 - Grand Plaza, San Marcos  
Store 337 - Laguna Hills Mall, Laguna Hills  
Store 472 - East Palo Alto, East Palo Alto  
Store 351 - Beverly Connection, Los Angeles  
Store 352 - Hastings Village, Pasadena  
Store 475 - Oakridge, San Jose  
Store 332 - Lakewood Center, Lakewood  
Store 354 - Burbank Empire Center, Burbank  
Store 478 - Pacific Commons, Fremont  
Store 359 - West Covina Mall, West Covina  
Store 370 - South Bay MarketPlace, Redondo  
Store 363 - Plaza Bonita, National City

## COLORADO

Store 36 - Park Meadows, Littleton  
Store 136 - Cherry Creek, Denver  
Store 110 - Belmar, Lakewood  
Store 136 - Twenty Ninth Street Shopping Center, Boulder

## CONNECTICUT

Store 545 - *West Farm Shopping Center, Farmington: April 2012*

## DISTRICT OF COLUMBIA

Store 672 - Friendship Center, Washington DC

## FLORIDA

Store 771 - The Oasis at Sawgrass Mills, Sunrise  
Store 388 - Millenia Crossing, Orlando  
Store 779 - The Palms at Town and Country, Kendall  
Store 777 - Miracle Marketplace, Coral Gables  
Store 755 - University Commons, Boca Raton  
Store 781 - Tampa, Tampa  
Store 743 - The Promenade Shops, Aventura

## GEORGIA

Store ### - *North Point MarketCenter, Alpharetta: April 2012*  
Store 764 - The Mall of Georgia Crossing, Atlanta  
Store 782 - Buckhead Station - Atlanta

## HAWAII

Store 48 - Ward Centers, Honolulu

## IDAHO

Store 130 - *Boise Town Plaza, Boise: April 2012*

## ILLINOIS

Store 224 - Woodfield, Schaumburg  
Store 229 - Northbrook, Northbrook  
Store 270 - The Shops at Oak Brook Place, Oakbrook  
Store 274 - The Shops at State and Washington, Chicago  
Store 269 - Springbrook Prairie Pavilion, Naperville  
Store 242 - Orland Park Place, Orland Park  
Store 245 - Chicago Avenue, Chicago

## INDIANA

Store 247 - Rivers Edge Shopping Center, Indianapolis

## KANSAS

Store 248 - Orchard Corners, Lenexa

## MARYLAND

Store 627 - Towson, Towson  
Store 633 - Gaithersburg, Gaithersburg  
Store 643 - Annapolis Harbour Center, Annapolis

## MASSACHUSETTS

Store 542 - Liberty Tree Mall, Danvers  
Store 546 - Shoppers World, Framingham  
Store 543 - Middlesex Commons, Burlington

## MICHIGAN

Store 231 - Troy Marketplace, Troy  
Store 273 - Centerpointe Mall, Grand Rapids

## MINNESOTA

Store 233 - Mall of America, Bloomington  
Store 271 - Arbor Lakes, Maple Grove

## MISSOURI

Store ### - *Manchester, Manchester: Fall 2012*  
Store 246 - Brentwood Square, St. Louis

## NEVADA

Store 376 - Stephanie Street Center, Henderson

## NEW JERSEY

Store 539 - Bergen Town Center, Paramus  
Store 642 - Towne Place at Garden State Park, Cherry Hill

## NEW YORK

Store ### - *Gallery at Westbury Plaza, Westbury: Fall 2012*  
Store 519 - City Center, White Plains  
Store 515 - Union Square, New York City

## NORTH CAROLINA

Store 754 - Renaissance Center, Durham  
Store 641 - Carolina Pavilion, Charlotte

## OHIO

Store 241 - Legacy Village, Lyndhurst  
Store 243 - Rookwood Pavilion, Cincinnati

## OREGON

Store 22 - Clackamas Promenade, Portland  
Store 28 - Downtown Portland, Portland  
Store 27 - Tanasbourne Town Center, Beaverton  
Store 125 - Cascade Plaza, Tigard

## PENNSYLVANIA

Store 44 - *Willow Grove Park Mall, Willow Grove: May 2012*  
Store 634 - The Overlook at King of Prussia, King of Prussia

## RHODE ISLAND

Store ### - *Warwick Mall, Warwick: Fall 2012*

## TEXAS

Store 727 - Preston Shepard Place, Plano  
Store 734 - The Rim, San Antonio  
Store 738 - Park Lane, Dallas  
Store 735 - The Shops of Southlake, Southlake  
Store 736 - Gateway, Austin  
Store 741 - The Centre at Post Oak, Houston  
Store 740 - Sunset Valley Shopping Center, Austin  
Store 739 - The Parks at Arlington, Arlington  
Store 744 - Market at Town Center, Sugar Land

## UTAH

Store 33 - Sugarhouse, Salt Lake City  
Store 71 - Commons at South Towne, Sandy

## VIRGINIA

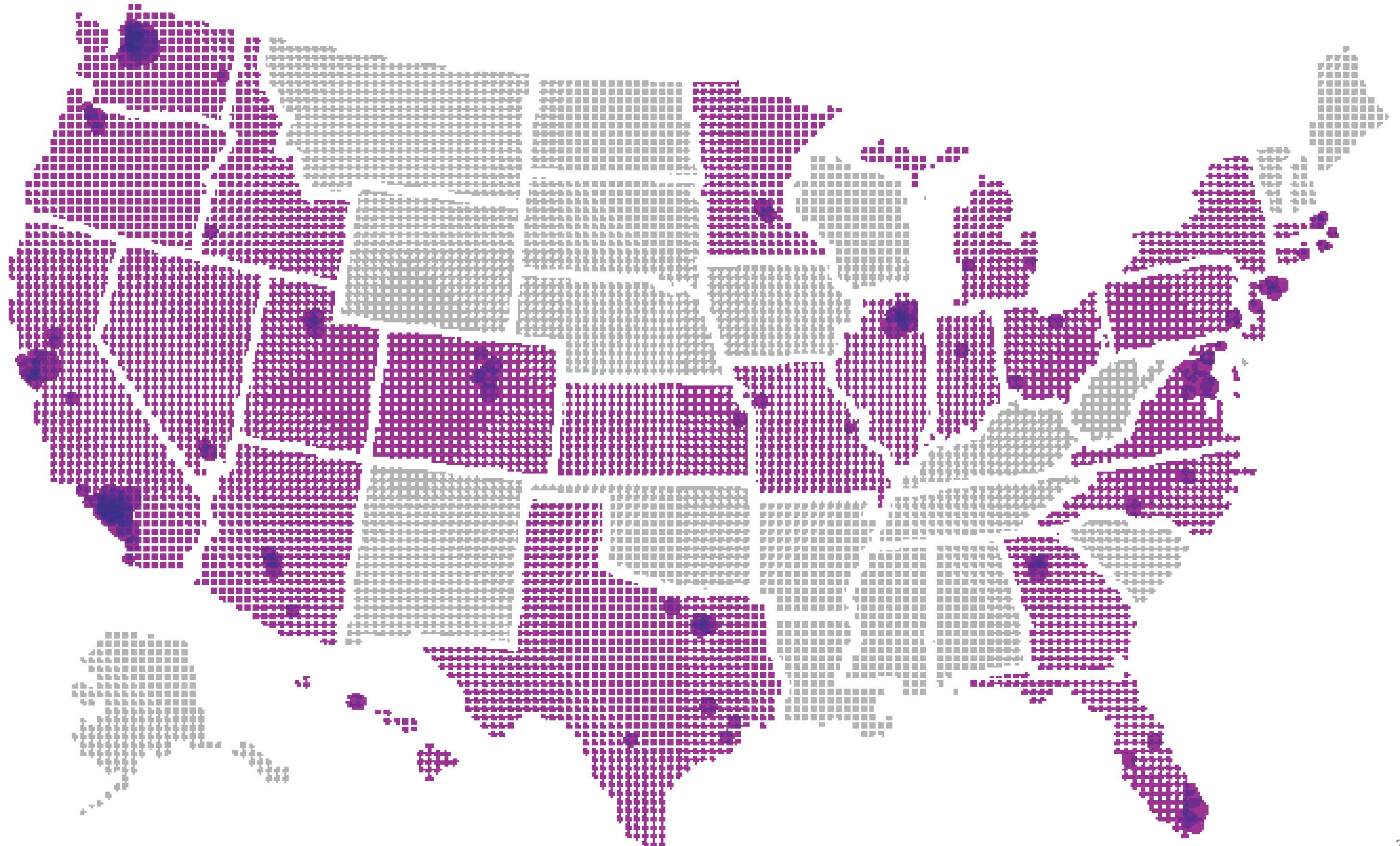
Store ### - *Tysons Corner - McLean: Fall 2012*  
Store 624 - Potomac Mills, Woodbridge  
Store 670 - Dulles Town Crossing, Sterling  
Store 671 - Pentagon Centre, Arlington  
Store 640 - Fair Lakes Promenade, Fairfax

## WASHINGTON

Store 16 - *Westlake Center, Seattle: Relocation March 2012*  
Store 17 - SuperMall of the Great Northwest, Auburn  
Store 15 - Golde Creek Plaza, Lynnwood  
Store 14 - Factoria Mall, Bellevue  
Store 109 - Spokane Valley Plaza, Spokane  
Store 3 - Southcenter Square, Tukwila

# *Nordstrom Rack locations*

*rollover the map to learn more about stores per state and link to locations.*



*our style hunters  
want the next  
great deal: yours*

*Top brands and value are Nordstrom Rack's biggest overall advantage compared with our competitors. Our customers are fashion-savvy shopping geniuses who know (and love) a good deal as much as they love great brands.*

*our merch mix:*

**56%** *Women's,  
Men's and Kid's  
Apparel*

.....  
**44%** *Accessories,  
Cosmetics and  
Shoes*



*Our customers have a passion for fashion! Watch the video.*

## *fashion & prices our winning combo*

*Nordstrom Rack aims to be known as much about irresistible fashion as about compelling prices. Our passion is to provide customers a skillfully curated offering that successfully delivers on the price/fashion equation.*



*We are focused on the best product,  
best price, best people and best place.*

*We're the ultimate treasure hunt destination.*

*Our team creates a convenient, well-organized  
and fun shopping experience.*

*We strategically operate stores in locations that  
maximize customer visits and provide optimal  
selling opportunities for our vendor partners.*





*“Got the cutest flats out of the Rack in Durham, NC – I have to travel two hours but it is worth it!!! YIPPY!”*

*Darlene S.  
via Facebook*



*“\$65! Nordstrom Rack, people!!! Nothing but the best for my book cover.”*

*Ricki Lake  
via Twitter*



*“Love, love Nordstrom Rack! When is the grand opening for Temecula, CA? It’s so deserving needed out here in the Southwest Inland Empire! Let me know please!”*

*Krystal J.  
via Facebook*

*“The Nordstrom Rack store opening was an event not to be missed! Girlfriends were in the know and found the hottest brands and trends at the best prices.”*

*DC Examiner.com*



*“I love Nordstrom Rack. I have been an avid fan of the store ever since I discovered its wonderful selection and affordable prices. I get to buy some of my fave brands without having to splurge!”*

*Myfashionjuice.com*

A woman with long brown hair in a ponytail, wearing sunglasses on her head and a grey and white striped sweater, is looking at a pair of dark blue jeans hanging on a rack in a clothing store. The background shows other clothing racks and a blurred store environment.

# *capture serious shoppers*

## *a hot target*

*The majority of Nordstrom Rack customers have a HHI of \$100k+ and are between the ages of 25-34.*

## *our customers trade up*

*We introduce top brands to young, affluent customers who mature into full-price Nordstrom shoppers.*

## *access ultimate shoppers*

*The 18% of full-price Nordstrom shoppers who also shop Nordstrom Rack spend more than six times at full-price Nordstrom than the Nordstrom-Rack-only customer.*



*happy  
style  
hunting*


## *we play nice*

### *count on our discretion*

*Merchandise is blended on the sales floor in similar categories; we strive to seamlessly flow product from our full-line stores.*

*We don't have in-store vendor shops or boutiques.*

*Vendors choose their level of involvement in our marketing and promotions – even if that level is to be completely off the radar.*



*happy you = happy us*

*we offer vendor-accommodating shipping/logistics*

*warehouse capabilities for in-season merchandise*

*quick-order execution and favorable terms ship to us in bulk – no ticketing necessary*

*we'll partner with you on location decisions*

*choose to participate in the online private sale marketplace through HauteLook, a subsidiary of Nordstrom, Inc.*

*we pay our bills – we have a reputation for expeditious payment and terms*

see you  
soon,  
**shopping  
genius**

## *our vendor partners*

*Vendors share how working with Nordstrom Rack has benefited their business.*

NORDSTROM  
**rack**

*a shared future*

*No matter which channel you sell through – full-price, online, off-price or flash sales – at Nordstrom, we honor the trust you put in us. At Nordstrom Rack, we're passionate about becoming the leader in off-price retail. And we believe that by working together we can be unstoppable.*