



**Indigo Appoints Winners' David Margolis  
- Margolis on board as President, COO -**

Toronto, - April 11, 2004 – Heather Reisman, Chief Executive Officer of Canada's largest book retailer announces the appointment of David Margolis to the newly created position of President and Chief Operating Officer. "We are delighted to welcome David to the Indigo family. Indigo is committed to providing book lovers with the most inspiring, richly stocked and inviting retail environments in the world. We look forward to David bringing his tremendous knowledge and experience to supporting us in this on-going quest."

Since merging Indigo and Chapters, approximately 2 ½ years ago, we have been deeply engaged in creating the infrastructure necessary to position this Company for sustained high performance. As we come to the end of this initial turn-around phase, we see a myriad of opportunities. David can and will make a very meaningful contribution to our ability to leverage these opportunities."

Continued Ms. Reisman "This is a tremendous step forward in our journey to build a truly outstanding and long-lasting Canadian enterprise. I am personally looking forward to working closely with David and beginning what I know will be a terrific relationship."

David Margolis, who was named Distinguished Canadian Retailer of the Year in 2002 by the Retail Council of Canada, is best known for having pioneered Canada's leading off-price retailers, Winners Apparel and Home Sense. In less than 20 years David grew the business nationally to 175 stores with sales in excess of \$1 billion dollars. David is also a Director of *The Ryerson School of Retail Management* and *Canada's Top 40 Under 40*.

"This is an exciting opportunity to work with a terrific team. I know this is a very different business from the one I left, but I relate strongly to the concept, as I do to the belief in the Company that everything starts and ends with what turns on book lovers."

Mr. Margolis' primary focus will be all processes affecting procurement, store operations and real estate. His extensive experience in striking the right balance between product selection, in-store service, vendor relationships and operations will be applied to support all banners under the Indigo Books and Music Inc. umbrella.

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Indigo Books & Music Inc., (TSX: IDG) is Canada's largest book retailer operating bookstores in all provinces under the names Indigo Books Music & More, Chapters and Coles. Indigo also operates [www.chapters.indigo.ca](http://www.chapters.indigo.ca), an online retailer of books, music, movies, gifts and jewellery.

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