# Indigo Q1 Revenue Up 3.1\% 

## First Quarter Loss Cut In Half

TORONTO, ONT - July 30, 2008- Indigo Books \& Music Inc. (TSX: IDG), Canada's largest book retailer, reported gains in net revenue and net earnings for its first quarter ending J une $28^{\text {th }}, 2008$.

Notwithstanding continuing decreases in retail book prices, total revenue for the quarter increased 3.1\% to $\$ 191$ million. On a comparable store basis, Indigo and Chapters superstores posted $3.3 \%$ growth, while Coles small format stores were up $5.4 \%$ Sales from Indigo's online channel, chapters.indigo.ca, grew $7.7 \%$ to $\$ 21$ million.

The Company's net loss for the first quarter was $\$ 1.3$ million, reduced from $\$ 2.8$ million during the same quarter last year.

Commenting on the results, CEO Heather Reisman said "We are pleased that consumers continue to respond to lower book prices by buying and reading more."

Also in the quarter, Chapters and Indigo were deemed Canada's highest rated retail brands by consumers in the well regarded Kubas Major Market Retail Report for 2008.

Additionally, the Indigo Love of Reading Foundation granted $\$ 1.5$ million in literacy funding to 20 high needs elementary schools across the country bringing total donations to-date to $\$ 6$ million across 50 schools.

## Forward-Looking Statements

Statements contained in this news release that are not historical facts are forward-looking statements which involve risk and uncertainties that could cause results to differ materially from those expressed in the forward-looking statements.
Among the key factors that could cause such differences are: general economic, market or business conditions in Canada; competitive actions by other companies; changes in laws or regulations; and other factors, many of which are beyond the control of the Company.

## Non-GAAP Financial Measures

The Company prepares its consolidated financial statements in accordance with Canadian generally accepted accounting principles. In order to provide additional insight into the business, the Company has also provided non-GAAP data, including comparative store sales growth, in the press release above. This measure does not have a standardized meaning prescribed by GAAP, and is therefore specific to Indigo and may not be comparable to similar measures presented by other companies. Comparative store sales growth is a key indicator used by the Company to measure performance against internal targets and prior period results. This measure is commonly used by financial analysts and investors to compare Indigo to other retailers. Comparable store sales are defined as sales generated by stores that have been open for more than 12 months.

## About Indigo Books \& Music Inc.

Indigo is a Canadian company and the largest book retailer in Canada, operating bookstores in all provinces under the names Indigo, Chapters, Coles, Indigospirit and The World's Biggest Bookstore. Indigo operates chapters.indigo.ca, an online retailer of books, music, movies and more. It is a publicly traded company listed on the Toronto Stock Exchange under the stock symbol IDG.

In 2004, Indigo founded the Indigo Love of Reading Foundation, a registered charity whose mission is to provide new books and creative learning materials to high-needs elementary schools, enhancing the literacy and self-esteem of students in Canada. Visit loveofreading. org for more information.

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## Consolidated Balance Sheets

(Unaudited)

|  | As at | As at | As at |
| :--- | ---: | ---: | ---: |
| (thousands of dollars) | June 28, | June 30, | March 29, |


| ASSETS |  |  |  |
| :---: | :---: | :---: | :---: |
| Current |  |  |  |
| Cash and cash equivalents | 57,052 | 6,870 | 55,933 |
| Accounts receivable | 7,389 | 7,417 | 8,996 |
| Inventories | 197,188 | 214,313 | 206,259 |
| Income taxes recoverable | 21 | 194 | 21 |
| Prepaid expenses | 5,250 | 5,085 | 4,929 |
| Future tax assets | 6,745 | 9,205 | 6,745 |
| Total current assets | 273,645 | 243,084 | 282,883 |
| Property and equipment | 67,146 | 72,303 | 67,348 |
| Future tax assets | 43,647 | 32,035 | 43,250 |
| Goodwill | 27,523 | 27,523 | 27,523 |
| Total assets | 411,961 | 374,945 | 421,004 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

| Current |  |  |  |
| :--- | ---: | ---: | ---: |
| Bank indebtedness | - | 12,520 | - |
| Accounts payable and accrued liabilities | $\mathbf{1 8 7 , 1 2 6}$ | 187,207 | 193,323 |
| Deferred revenue | $\mathbf{1 0 , 8 3 2}$ | 12,431 | 10,350 |
| Derivative liabilities | - | 1,400 | - |
| Current portion of long-term debt | $\mathbf{2 , 6 1 8}$ | 2,661 | 2,648 |
| Total current liabilities | $\mathbf{2 0 0 , 5 7 6}$ | 216,219 | 206,321 |
| Long-term accrued liabilities | $\mathbf{6 , 7 3 6}$ | 9,009 | 7,549 |
| Long-term debt | $\mathbf{2 , 8 4 7}$ | 4,861 | 3,380 |
| Total liabilities | $\mathbf{2 1 0 , 1 5 9}$ | 230,089 | 217,250 |
|  |  |  |  |
| Shareholders' equity | $\mathbf{1 9 8 , 4 2 4}$ | 197,622 | 198,938 |
| Share capital | $\mathbf{2 , 8 6 7}$ | 1,994 | 2,564 |
| Contributed surplus | $\mathbf{5 1 1}$ | $(53,396)$ | 2,252 |
| Retained earnings (deficit) | - | $(1,364)$ |  |
| Accumulated other comprehensive loss | $\mathbf{2 0 1 , 8 0 2}$ | 144,856 | 203,754 |
| Total shareholders' equity | $\mathbf{4 1 1 , 9 6 1}$ | 374,945 | 421,004 |
| Total liabilities and shareholders' equity |  |  | -1 |

## Consolidated Statements of Earnings

## (Unaudited)

|  | 13-week <br> period ended <br> June 28, | 13 -week <br> period ended <br> June 30, |
| :--- | ---: | ---: |
| (thousands of dollars, except per share data) | $\mathbf{2 0 0 8}$ | 2007 |
|  | $\mathbf{1 9 0 , 6 0 2}$ | 184,917 |
| Revenues | $\mathbf{1 8 5 , 3 9 8}$ | 179,764 |
| Cost of sales, operations, selling and administration | $\mathbf{5 , 2 0 4}$ | 5,153 |
|  | $\mathbf{7 , 1 1 1}$ | 7,610 |
| Amortization of property and equipment | - | 54 |
| Amortization of pre-opening store costs | $\mathbf{7 , 1 1 1}$ | 7,664 |
|  | $\mathbf{( 1 , 9 0 7 )}$ | $(2,511)$ |
| Loss before the undernoted items | $\mathbf{1 0 8}$ | 247 |
| Interest on long-term debt and financing charges | $\mathbf{( 3 9 3 )}$ | 82 |
| Interest expense (income) on bank indebtedness | $\mathbf{( 1 , 6 2 2 )}$ | $(2,840)$ |
| Loss before income taxes | $\mathbf{( 3 9 7 )}$ | $\mathbf{( 1 , 2 2 5 )}$ |
| Income tax recovery |  | $(2,840)$ |
| Net loss for the period |  |  |
|  | $\mathbf{\$ ( 0 . 0 5 )}$ | $\$(0.12)$ |
| Net loss per common share | $\$(\mathbf{0 . 0 5 )}$ | $\$(0,12)$ |
| Basic | $\mathbf{2 4 , 8 3 3}$ | 24,648 |
| Diluted |  |  |

## Consolidated Statements of Cash Flows

## (Unaudited)

| (thousands of dollars) | 13-week period ended June 28, 2008 | 13 -week <br> period ended <br> June 30, <br> 2007 |
| :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| Net loss for the period | $(1,225)$ | $(2,840)$ |
| Add (deduct) items not affecting cash |  |  |
| Amortization | 7,111 | 7,664 |
| Stock-based compensation | 233 | 140 |
| Directors' compensation | 105 | 110 |
| Future tax assets | (397) | - |
| Loss on disposal of property and equipment | 13 | - |
| Amortization and write-off of deferred financing charges | - | 139 |
| Other | - | 17 |
| Net change in non-cash working capital balances related to operations |  |  |
| Accounts receivable | 1,607 | 2,431 |
| Inventories | 9,071 | 9,746 |
| Prepaid expenses | (321) | (561) |
| Deferred revenue | 482 | 1,810 |
| Accounts payable and accrued liabilities | $(7,010)$ | $(21,133)$ |
| Cash flows from (used in) operating activities | 9,669 | $(2,477)$ |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Purchase of property and equipment | $(5,888)$ | $(2,939)$ |
| Cash flows used in investing activities | $(5,888)$ | $(2,939)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| Increase in bank indebtedness | - | 12,520 |
| Repayment of long-term debt | $(1,597)$ | $(13,895)$ |
| Proceeds from share issuances | 99 | 22 |
| Repurchase of common shares | $(1,164)$ | - |
| Cash flows used in financing activities | $(2,662)$ | $(1,353)$ |
| Net increase (decrease) in cash and cash equivalents during the period | 1,119 | $(6,769)$ |
| Cash and cash equivalents, beginning of period | 55,933 | 13,639 |
| Cash and cash equivalents, end of period | 57,052 | 6,870 |

