

13:54 27 Feb 2015

Aimia falls to 52-week low, offers grim 2015 outlook

Aimia (TSE:AIM) tumbled to a 52-week low after the marketing and loyalty-program provider reported lower-than-expected earnings in the fourth quarter and provided a gloomy outlook for 2015.

Shares declined 9.4 percent to C\$13.00 at 2:36 p.m. in Toronto. The stock has lost 25 percent in the past six months.

Net income \$21.5 million, or C\$0.09 per diluted share, in the October-to-December quarter, compared to a net loss of C\$125.7 million, or C\$0.74 loss per share, in the year-earlier period, the Montreal, Quebec-based company said in a statement today.

Adjusted profit was C\$60 million, or C\$0.20 per share, compared to an adjusted loss of C\$111.1 million or C\$0.50 loss per share.

That missed the C\$0.24 average estimate of 5 analysts polled by Capital IQ estimates. But Aimia said it met or exceeded all its major financial objectives for 2014.

The company recovered from losses on both counts a year earlier due to a change in its Canadian banking partners for Aeroplan.

Aimia operates customer loyalty programs for Air Canada, TD and CIBC credit cards and other business partners.

Revenue grew 10.7 percent to C\$761.1 million, topping market expectations of C\$715.9 million.

"In 2014, Aimia delivered against our strategy of strengthening our position in priority markets, replicating and evolving our successful coalition loyalty model with programs in markets such as Mexico and Spain, and building our distinctive data analytics capabilities and client base globally," said Rupert Duchesne, chief executive officer, in the statement.

"At the same time, we delivered strong financial results, exceeding our guidance. With the momentum we see in recent sales, notwithstanding the fragility of the global economy, we are confident that 2015 will be another good year."

National Bank downgraded the stock to sector perform from outperform, citing disappointing guidance for 2015.

The company anticipated 2015 capital expenditures between C\$70 million and C\$80 million, down from the 2014 actual capital expenditures of C\$81.5 million.

Price: 3.2

Market Cap: \$308.31 m

1 Year Share Price Graph



Share Information

Code: AIM

Listing: TSX

52 week	High	Low
	4.02	1.6

Sector: Business & education services

Website: www.aimia.com

Company Synopsis:

Aimia, Inc. is a full-suite loyalty management company. The Company is engaged in the delivery of solutions and full-suite of loyalty services including Coalition Loyalty, Proprietary Loyalty and Loyalty Analytics.

action@proactiveinvestors.com

Proactive Investors facilitate the largest global investor network across 4 continents in 4 languages. With a team of analysts, journalists & professional investors Proactive produce independent coverage on 1000's of companies across every sector for private investors, private client brokers, fund managers and international investor communities.

Contact us +44 (0)207 989 0813 action@proactiveinvestors.com

No investment advice

The Company is a publisher. You understand and agree that no content published on the Site constitutes a recommendation that any particular security, portfolio of securities, transaction, or investment strategy is suitable or advisable for any specific person. You understand that the Content on the Site is provided for information purposes only, and none of the information contained on the Site constitutes an offer, solicitation or recommendation to buy or sell a security. You understand that the Company receives either monetary or securities compensation for our services. We stand to benefit from any volume which any Content on the Site may generate.

You further understand that none of the information providers or their affiliates will advise you personally concerning the nature, potential, advisability, value, suitability or profitability of any particular security, portfolio of securities, transaction, investment, investment strategy, or other matter.

You understand that the Site may contain opinions from time to time with regard to securities mentioned in other products, including Company-related products, and that those opinions may be different from those obtained by using another product related to the Company. You understand and agree that contributors may write about securities in which they or their firms have a position, and that they may trade such securities for their own account. In cases where the position is held at the time of publication and such position is known to the Company, appropriate disclosure is made. However, you understand and agree that at the time of any transaction that you make, one or more contributors may have a position in the securities written about. You understand that price and other data is supplied by sources believed to be reliable, that the calculations herein are made using such data, and that neither such data nor such calculations are guaranteed by these sources, the Company, the information providers or any other person or entity, and may not be complete or accurate.

From time to time, reference may be made in our marketing materials to prior articles and opinions we have published. These references may be selective, may reference only a portion of an article or recommendation, and are likely not to be current. As markets change continuously, previously published information and data may not be current and should not be relied upon.

The Site does not, and is not intended to, provide investment, tax, accounting, legal or insurance advice, and is not and should not be construed as providing any of the foregoing. You should consult an attorney or other relevant professional regarding your specific legal, tax, investment or other needs as tailored to your specific situation.