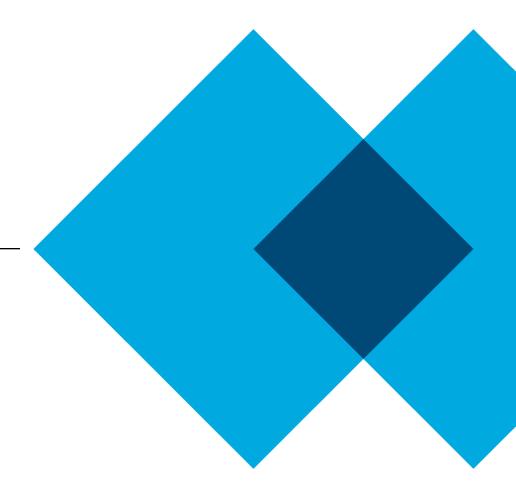


# Q3 2014 HIGHLIGHTS

November 12, 2014





### FORWARD-LOOKING STATEMENTS

Forward-looking statements are included in the following presentation. These forward-looking statements are identified by the use of terms and phrases such as "anticipate", "believe", "could", "estimate", "expect", "intend", "may", "plan", "predict", "project", "will", "would", "should" and similar terms and phrases, including references to assumptions. Such statements may involve but are not limited to comments with respect to strategies, expectations, objectives, goals, aspirations, intentions, planned operations or future actions.

Forward-looking statements, by their nature, are based on assumptions and are subject to important risks and uncertainties. Any forecasts, predictions or forward-looking statements cannot be relied upon due to, among other things, changing external events and general uncertainties of the business and its corporate structure. Results indicated in forward-looking statements may differ materially from actual results for a number of reasons, including without limitation, dependency on top Accumulation Partners and clients, changes to the Aeroplan Program, failure to safeguard databases and consumer privacy, conflicts of interest, greater than expected redemptions for rewards, regulatory matters, retail market/economic conditions, industry competition, Air Canada liquidity issues, Air Canada or travel industry disruptions, airline industry changes and increased airline costs, supply and capacity costs, unfunded future redemption costs, changes to coalition loyalty programs, seasonal nature of the business, other factors and prior performance, foreign operations, legal proceedings, reliance on key personnel, labour relations, pension liability, technological disruptions and inability to use third-party software, failure to protect intellectual property rights, interest rate and currency fluctuations, leverage and restrictive covenants in current and future indebtedness, uncertainty of dividend payments, managing growth, credit ratings, as well as the other factors identified throughout Aimia's MD&A and its other public disclosure records on file with the Canadian securities regulatory authorities.

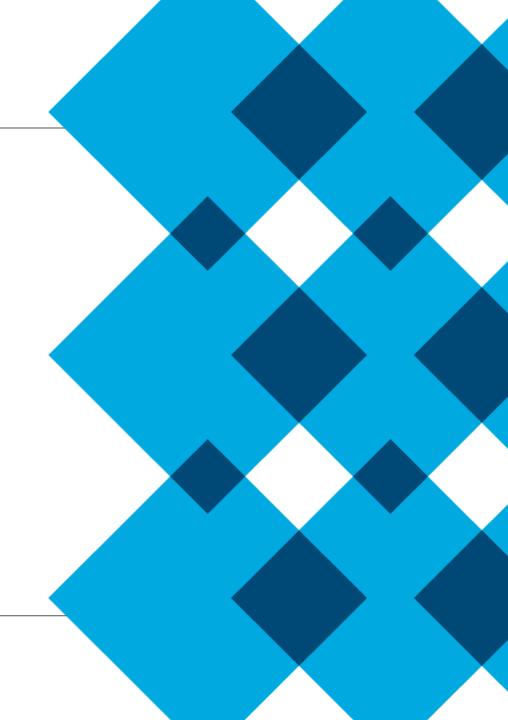
Slides 13 and 14 of this presentation contain certain forward-looking statements with respect to certain financial metrics in 2014 and 2015. These statements exclude the effects of fluctuations in currency exchange rates and Aimia made a number of general economic and market assumptions in making these statements, including assumptions regarding the performance of the economies in which the Corporation operates and market competition and tax laws applicable to the Corporation's operations. In addition, the statements relating to 2015 financial metrics exclude the impact of any changes that may be implemented by Aeroplan and its financial partners as a result of the voluntary undertakings to reduce credit card interchange fees announced by Visa and MasterCard on November 4, 2014. The Corporation cautions that the assumptions used to make these statements with respect to 2014 and 2015, although reasonable at the time they were made, may prove to be incorrect or inaccurate. In addition, these statements do not reflect the potential impact of any non-recurring or other special items or of any new material commercial agreements, dispositions, mergers, acquisitions, other business combinations or transactions that may be announced or that may occur after November 12, 2014. The financial impact of these transactions and non-recurring and other special items can be complex and depends on the facts particular to each of them. We therefore cannot describe the expected impact in a meaningful way or in the same way we present known risks affecting our business. Accordingly, our actual results could differ materially from the statements made at Slide 13 and 14 of this presentation.

The forward-looking statements contained herein represent the Corporation's expectations as of November 12, 2014 and are subject to change. However, Aimia disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise, except as required under applicable securities regulations.

For further information, please contact Investor Relations at 416 352 3728 or angela.mcmonagle @aimia.com.



# RUPERT DUCHESNE GROUP CHIEF EXECUTIVE





## **OVERALL Q3 2014 HIGHLIGHTS**

- Strong performance in the quarter boosted by Canadian region reflects continued momentum with Financial Card partners and the refreshed Aeroplan program
- Underlying momentum in EMEA slowed in coalition programs, however continued progress and growth in analytics and insights and Proprietary Loyalty businesses.
- Progress continues in APAC offset by declines in the US due to lower reward fulfillment volumes.
- Free Cash Flow before Dividends Paid is \$56 million in Q3 and \$270 million year to date.
- 2014 full year Guidance confirmed
- Visa and MasterCard announced voluntary reduction in average interchange rates by April 2015 provides some clarity, but full impact to Aimia tied to implementation detail



DAVID ADAMS
EXECUTIVE VICE-PRESIDENT
AND CFO





## **AIMIA PERFORMANCE: Q3 AND YTD 2014**



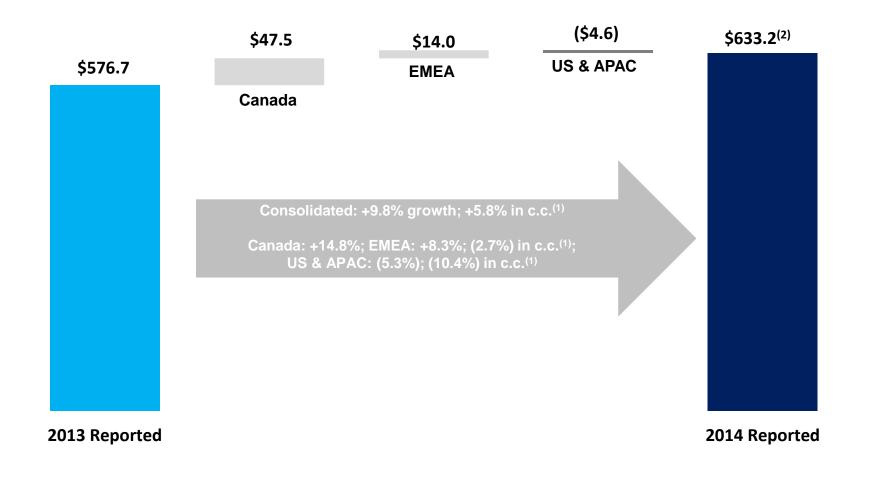


<sup>(2)</sup> Adjusted EBITDA as a % of Gross Billings.



# **Q3 2014 GROSS BILLINGS GROWTH BY REGION**

(\$ MILLIONS)



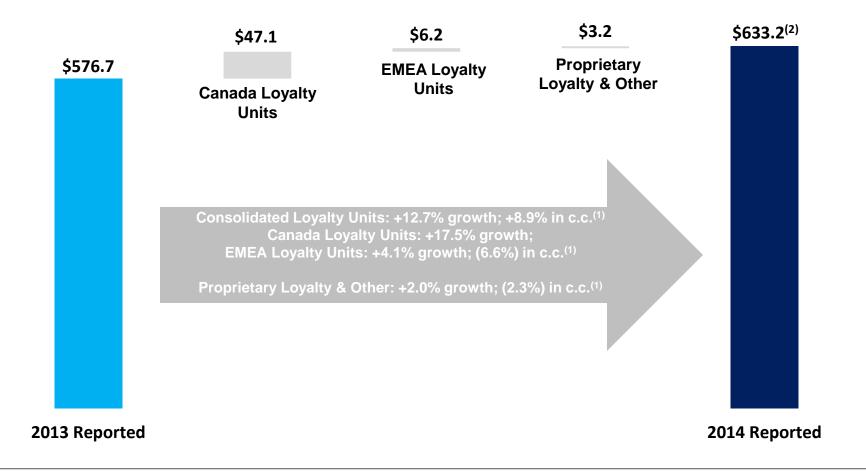


<sup>(1)</sup> Constant Currency (c.c.) compares results between periods as if exchange rates had remained constant. For more information on Constant Currency, please refer to Aimia's November 12, 2014 third quarter results press release.

<sup>(2)</sup> Variance related to intercompany elimination of \$(0.4) million has ben excluded from the bridge.

## Q3 2014 GROSS BILLINGS GROWTH BY ACTIVITY

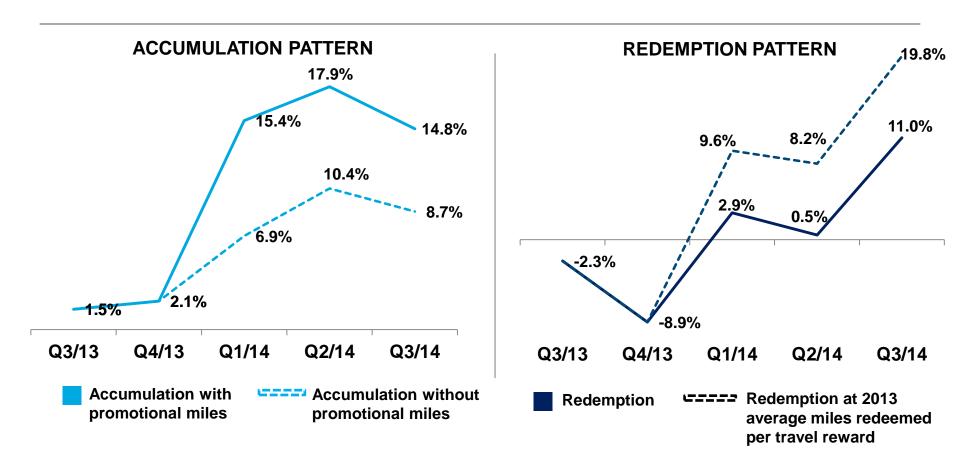
(\$ MILLIONS)





<sup>(1)</sup> Constant Currency (c.c.) compares results between periods as if exchange rates had remained constant. For more information on Constant Currency, please refer to Aimia's November 12, 2014 third quarter results press release.

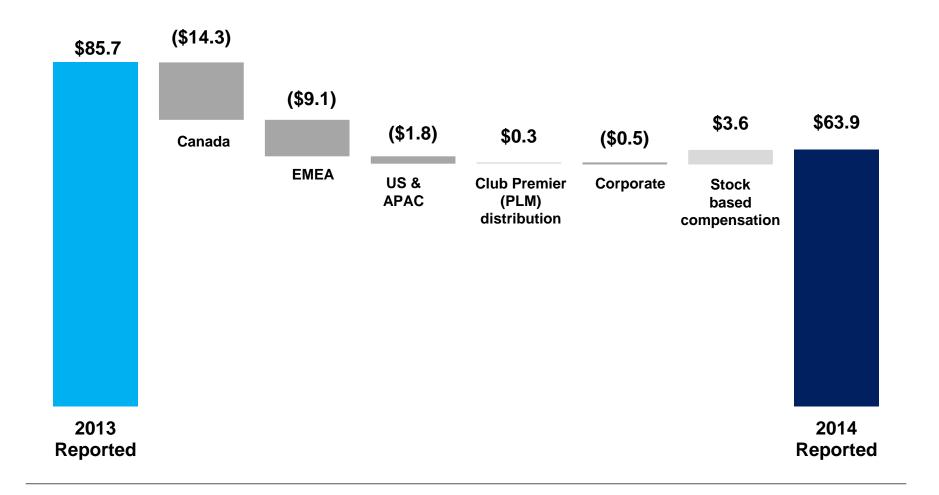
## **AEROPLAN ACCUMULATION & REDEMPTION**





# **Q3 2014 CONSOLIDATED AEBITDA**

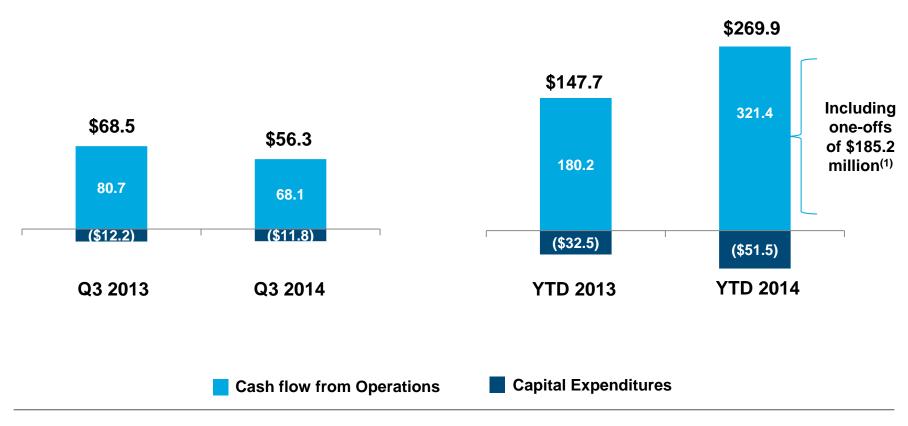
(\$ MILLIONS)





## **DRIVERS OF FREE CASH FLOW\***

(\$ MILLIONS)



<sup>\*</sup> Free Cash Flow before Dividends Paid (Common and Preferred).

<sup>(1)</sup> Includes \$100.0 million contribution from TD, tax proceeds of \$83.4 million related to loss carry back and \$22.5 million related to HST, offset by a \$20.7 million deposit made to Revenue Quebec.

## **2014 GUIDANCE\***

	2013	<b>Guidance</b> (updated on August 13, 2014) <sup>(1)</sup>	2014 Target (updated on November 12, 2014)
Gross Billings	\$2,366.4 million	Between 7% and 9% growth (constant currency) <sup>(2)</sup>	No Change
Adjusted EBITDA	\$350.5 million <sup>(3)</sup>	Adjusted EBITDA margin of approximately 12% <sup>(2)</sup>	No Change
Free Cash Flow before Dividends Paid	\$268.1 million <sup>(4)</sup>	In excess of \$270 million <sup>(2)(5)</sup>	No Change
Capital Expenditures	\$54.4 million	Between \$70 to \$80 million	No Change



<sup>(1)</sup> Change to original guidance provided on February 26, 2014 which had expected Free Cash Flow in a range of \$230.0 to \$250.0 million.

<sup>(2)</sup> Includes the \$100.0 million payment received from TD.

<sup>(3)</sup> Represents reported figures excluding the \$150.0 million payment to CIBC and \$50.0 million card migration provision.

<sup>(4)</sup> Represents reported figures excluding the \$150.0 million payment to CIBC and \$22.5 of related harmonized sales tax.

<sup>5)</sup> Includes \$100.0 million related to income tax refund of loss carry back applied in Canada and \$22.5 million input tax credit on harmonized sales tax payment made in 2013.

### 2015 \*

#### **CANADA**

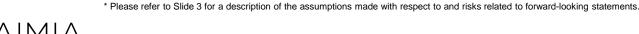
- · Subject to interchange impact, financial card portfolio expected to grow mid-to-high single digit
- Air Canada Gross Billings expected to be flat as accumulation grid changes offset increased capacity
- Adjusted EBITDA margins continue to be under pressure due to redemption mix
- Proprietary Loyalty business expected to decline with reductions in financial services sector as a result of successful credit card conveyance at Aeroplan

#### **EMEA**

- Gross Billings growth expected to decline in 2015 with growth to resume in 2016
- Nectar UK transitioning off a strong base and Nectar Italia undergoing fundamental transition with new partners
- Continued growth in data analytics and building out capabilities

#### **US & APAC**

- Continued topline growth and expansion in APAC
- Reposition US business to provide focus and drive performance in both business units







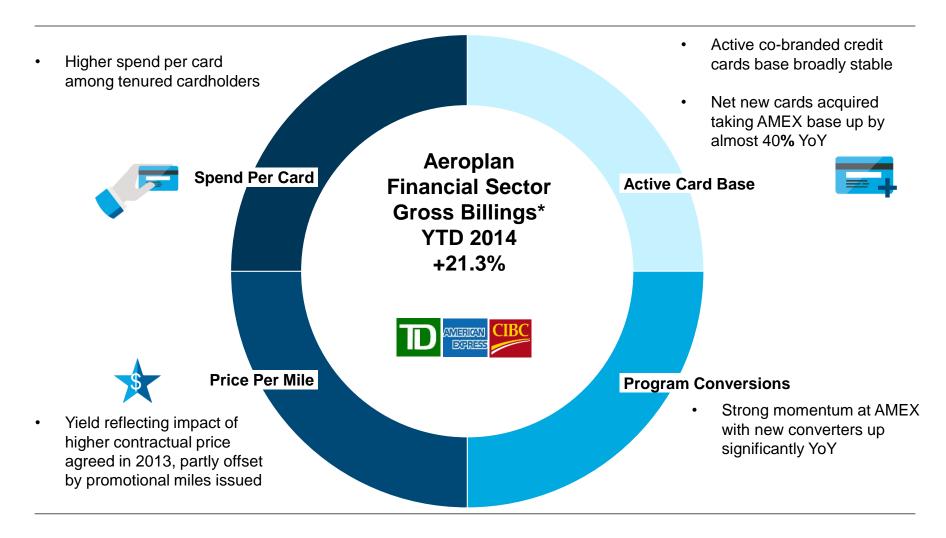


# APPENDIX





## FINANCIAL SERVICES MOMENTUM YTD 2014





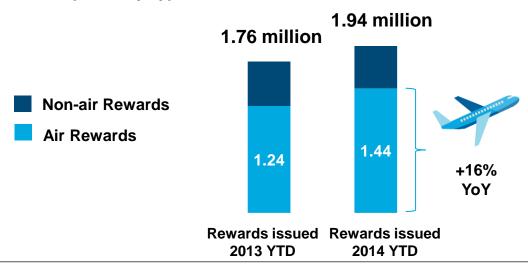
<sup>\*</sup> Gross Billings from the Sale of Loyalty Units excluding the \$100.0 million TD contribution.

### **BETTER FLIGHT REWARDS: VALUE AND CERTAINTY**

#### Members are embracing the certainty and value offered by the program

- > We issued 1.6 million flight rewards in the full year of 2013, more than any other loyalty program in Canada, and continue to provide unrivalled value in business class
- Members continue to take advantage of lower fares under the Distinction program. The number of air rewards issued is up approximately 16%, with almost 1.44 million flight rewards already issued YTD

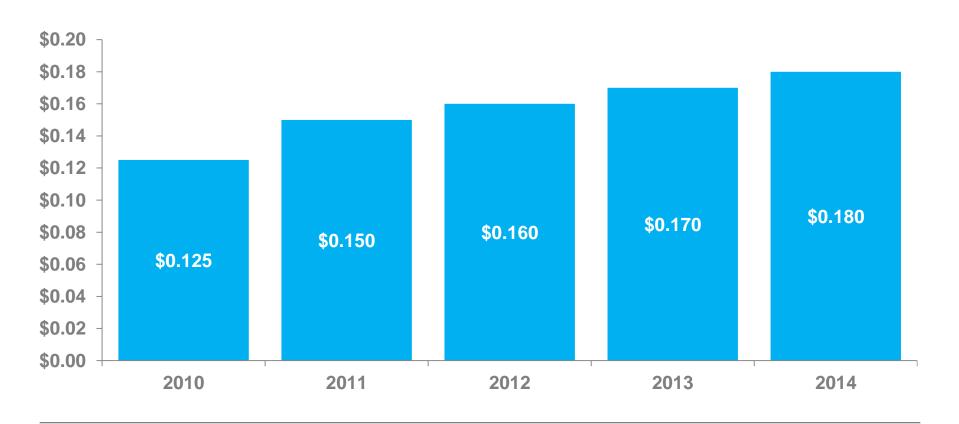
#### Air Reward Redemptions By Type





## ATTRACTIVE DIVIDEND RECORD

#### **Quarterly Dividends Per Common Share**(1)





## YTD 2014 CONSOLIDATED GROSS BILLINGS GROWTH

(\$ MILLIONS)

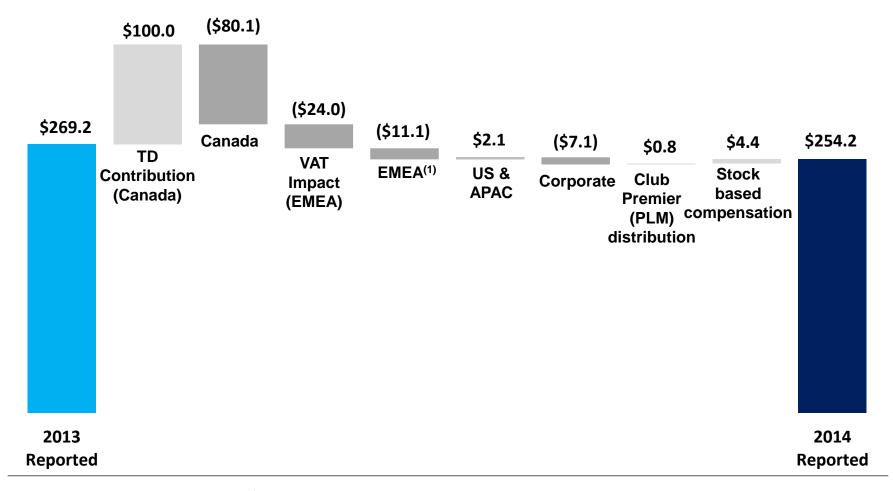




- (1) Constant Currency (c.c.) compares results between periods as if exchange rates had remained constant. For more information on Constant Currency, please refer to Aimia's November 12, 2014 earnings press release.
- (2) Variance related to intercompany eliminations of (\$0.3) has been excluded from the bridge.
- (3) Excluding the \$100.0 million TD contribution.

## YTD 2014 CONSOLIDATED AEBITDA

(\$ MILLIONS)

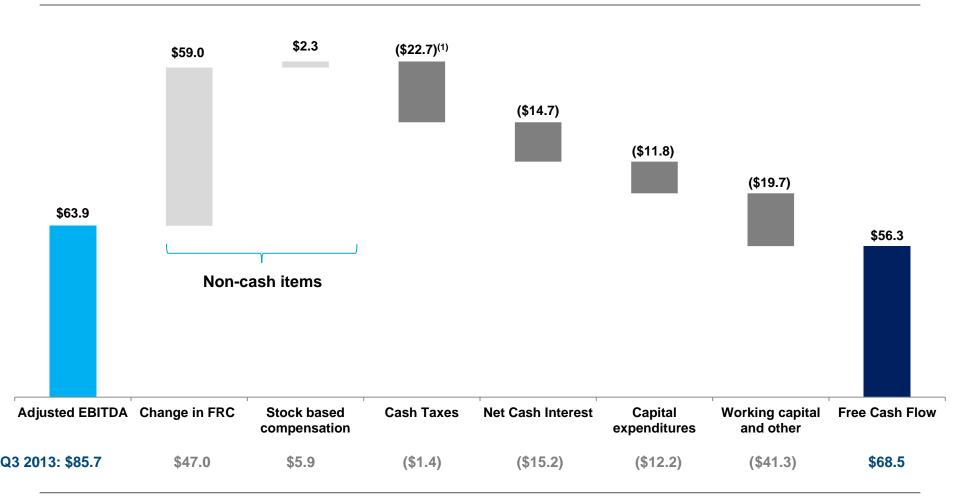




(1) Excludes the VAT impact of \$(24.0) million.

## Q3 ADJUSTED EBITDA TO FREE CASH FLOW\* BRIDGE

(\$ MILLIONS)



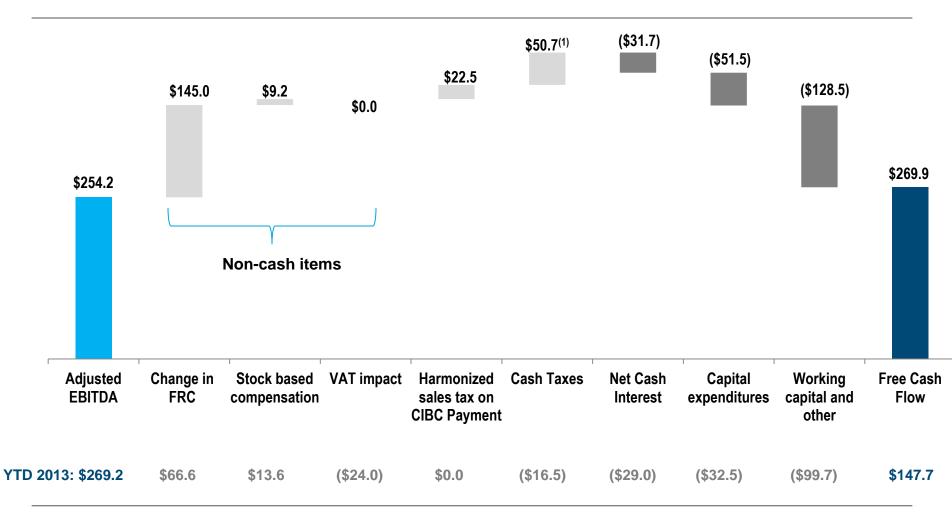
<sup>\*</sup> Free Cash Flow before Dividends Paid.

<sup>(1)</sup> Includes a \$20.7 million deposit made to Revenue Quebec.



## YTD ADJUSTED EBITDA TO FREE CASH FLOW\* BRIDGE

(\$ MILLIONS)



MINISPIDING LOVALTY

<sup>\*</sup> Free Cash Flow before Dividends Paid.

<sup>(1)</sup> Includes tax refund from Canada federal government of \$83.4 million offset by a \$20.7 million deposit made to Revenue Quebec.

# **Q3 2014 FINANCIAL HIGHLIGHTS – CONSOLIDATED**

Three months ended September 30,			
(in millions of Canadian dollars)	2014	2013	Variance %
	Reported	Reported	Reported
Gross Billings	633.2	576.7	9.8%
Gross Billings from the sale of Loyalty			_
Units	472.4	419.1	12.7%
Revenue from Loyalty Units	382.4	343.7	11.3%
Revenue from proprietary loyalty			
services	128.6	129.6	-0.8%
Other revenue	32.4	26.4	22.7%
Total revenue	543.4	499.7	8.7%
Cost of rewards and direct costs	353.2	290.4	21.6%
Gross margin before depreciation and			
amortization	190.2	209.3	-9.1%
Depreciation and amortization	45.3	31.0	46.1%
Gross margin	144.9	178.3	-18.7%
Operating expenses before share-			
based compensation	158.6	151.2	4.9%
Share-based compensation	2.3	5.9	-61.0%
Total operating expenses	160.9	157.1	2.4%
Operating income (loss)	(16.0)	21.2	n.m.
Adjusted EBITDA	63.9	85.7	-25.4%
Adjusted EBITDA as a % of Gross Billings	10.1%	14.9%	
Gross Margin (before Depreciation and Amortization) as a % of Revenue	35.0%	41.9%	



n.m. means not meaningful.

# YTD 2014 FINANCIAL HIGHLIGHTS – CONSOLIDATED

Nine months ended September 30,							
(in millions of Canadian dollars)	2014		201	3		Varia	nce %
	Reported	Reported	Breakage	VAT	Adjusted	Reported	Adjusted
Gross Billings <sup>(1)</sup>	1,998.5	1,708.4			1,708.4	17.0%	17.0%
Gross Billings from the sale of Loyalty							
Units <sup>(1)</sup>	1,512.2	1,246.7			1,246.7	21.3%	21.3%
Revenue from Loyalty Units	1,211.7	522.3	617.0		1,139.3	n.m.	6.4%
Revenue from proprietary loyalty							
services	401.9	386.4			386.4	4.0%	4.0%
Other revenue	94.1	77.2			77.2	21.9%	21.9%
Total revenue	1,707.7	985.9	617.0		1,602.9	73.2%	6.5%
Cost of rewards and direct costs	1,112.2	874.4		72.8	947.2	27.2%	17.4%
Gross margin before depreciation and							
amortization	595.5	111.5	617.0	(72.8)	655.7	n.m.	-9.2%
Depreciation and amortization	134.9	92.2			92.2	46.3%	46.3%
Gross margin	460.6	19.3	617.0	(72.8)	563.5	n.m.	-18.3%
Operating expenses before share-based							
compensation	489.1	495.0		(48.8)	446.2	-1.2%	9.6%
Share-based compensation	9.2	13.6			13.6	-32.4%	-32.4%
Total operating expenses	498.3	508.6	-	(48.8)	459.8	-2.0%	8.4%
Operating income (loss)	(37.7)	(489.3)	617.0	(24.0)	103.7	n.m.	n.m.
Adjusted EBITDA <sup>(1)</sup>	254.2	269.2	-	(24.0)	245.2	-5.6%	3.7%
Adjusted EBITDA as a % of Gross Billings	12.7%	15.8%			14.4%		
Gross Margin (before Depreciation and Amortization) as a % of Revenue	34.9%	n.m.			40.9%		

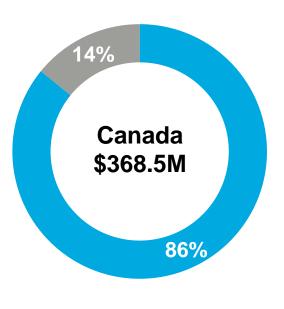
n.m. means not meaningful.



(1) Includes the \$100.0 million upfront TD contribution received in the first quarter of 2014.

#### CANADA PERFORMANCE

#### **Q3 2014 Gross Billings**



- Loyalty Units Aeroplan
- Proprietary Loyalty & Other Gross Billings

#### **Q3 2014 Highlights**

- Gross Billings up 14.8% over last year to \$368.5 million driven by higher Gross Billings from sale of Loyalty Units. Other Gross Billings were relatively flat compared to last year.
- Gross Billings from Loyalty Units up 17.5%, mostly driven by financial card partners up 25.2% and the increased performance of the travel sector.
- Adjusted EBITDA of \$73.6 million impacted by higher cost of rewards which were partially offset by improved accumulation and yield, and lower marketing and promotional expenses and professional fees.



# **Q3 2014 FINANCIAL HIGHLIGHTS – CANADA**

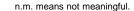
Three months ended September 30,			
(in millions of Canadian dollars)	2014	2013	Variance %
	Reported	Reported	Reported
Gross Billings	368.5	321.0	14.8%
Gross Billings from the sale of Loyalty			
Units	316.4	269.3	17.5%
Revenue from Loyalty Units	262.5	235.8	11.3%
Revenue from proprietary loyalty			
services	39.8	40.0	-0.5%
Other revenue	11.2	11.8	-5.1%
Total revenue	313.5	287.6	9.0%
Cost of rewards and direct costs	210.2	157.6	33.4%
Gross margin before depreciation and			
amortization	103.3	130.0	-20.5%
Depreciation and amortization	37.2	24.0	55.0%
Gross margin	66.1	106.0	-37.6%
Total operating expenses	53.9	58.3	-7.5%
Operating income (loss)	12.2	47.7	-74.4%
Adjusted EBITDA	73.6	87.9	-16.3%
Adjusted EBITDA as a % of Gross Billings	20.0%	27.4%	
Gross Margin (before Depreciation and Amortization) as a % of Revenue	33.0%	45.2%	



n.m. means not meaningful.

# **Q3 2014 FINANCIAL HIGHLIGHTS – CANADA**

Three months ended September 30, (in millions of Canadian dollars)	2014	2013	Variance
(III IIIIIIOII3 OI Ganadian donars)	Reported	Reported	%
Gross Billings	Reported	Reported	/0
•	007.0	004.4	40.50/
Aeroplan	327.6	281.1	16.5%
Proprietary Loyalty	58.7	57.4	2.3%
Intercompany eliminations	(17.8)	(17.5)	n.m.
	368.5	321.0	14.8%
Total revenue			
Aeroplan	273.8	247.5	10.6%
Proprietary Loyalty	57.5	57.6	-0.2%
Intercompany eliminations	(17.8)	(17.5)	n.m.
	313.5	287.6	9.0%
Gross margin <sup>(1)</sup>			
Aeroplan	84.4	109.4	-22.9%
Proprietary Loyalty	19.2	20.9	-8.1%
Intercompany eliminations	(0.3)	(0.3)	n.m.
	103.3	130.0	-20.5%
Operating income (loss)			
Aeroplan	10.7	44.6	-76.0%
Proprietary Loyalty	1.5	3.1	-51.6%
· , · · · · · · · · · · · · · · · · · ·	12.2	47.7	-74.4%
Adjusted EBITDA			,0
Adjusted EBITDA margin			
(as a % of Gross Billings)	20.0%	27.4%	
Aeroplan	67.2	81.8	-17.8%
Proprietary Loyalty	o <u>_</u>		
Froprietary Loyalty	6.4	6.1	4.9%
	73.6	87.9	-16.3%



<sup>(1)</sup> Before depreciation and amortization.



# YTD 2014 FINANCIAL HIGHLIGHTS - CANADA

Nine months ended September 30,						
(in millions of Canadian dollars)	2014		2013		Varia	nce %
	Reported	Reported	Breakage	Adjusted	Reported	Adjusted
Gross Billings <sup>(1)</sup>	1,166.4	953.0		953.0	22.4%	22.4%
Gross Billings from the sale of Loyalty						
Units <sup>(1)</sup>	1,017.6	796.4		796.4	27.8%	27.8%
Revenue from Loyalty Units	823.6	168.1	617.0	785.1	n.m.	4.9%
Revenue from proprietary loyalty						
services	116.1	120.5		120.5	-3.7%	-3.7%
Other revenue	38.2	35.9		35.9	6.4%	6.4%
Total revenue	977.9	324.5	617.0	941.5	n.m.	3.9%
Cost of rewards and direct costs	653.9	533.4		533.4	22.6%	22.6%
Gross margin before depreciation and						
amortization	324.0	(208.9)	617.0	408.1	n.m.	-20.6%
Depreciation and amortization	110.1	71.9		71.9	53.1%	53.1%
Gross margin	213.9	(280.8)	617.0	336.2	n.m.	-36.4%
Total operating expenses	173.7	165.9	-	165.9	4.7%	4.7%
Operating income (loss)	40.2	(446.7)	617.0	170.3	n.m.	-76.4%
Adjusted EBITDA <sup>(1)</sup>	273.3	253.4	-	253.4	7.9%	7.9%
Adjusted EBITDA as a % of Gross Billings	23.4%	26.6%		26.6%		
Gross Margin (before Depreciation and Amortization) as a % of Revenue	33.1%	n.m.		43.3%		



<sup>(1)</sup> Includes the \$100.0 million upfront TD contribution received in the first quarter of 2014.



# YTD 2014 FINANCIAL HIGHLIGHTS - CANADA

Nine months ended September 30,			
(in millions of Canadian dollars)	2014	2013	Variance
	Reported	Reported	%
Gross Billings			
Aeroplan <sup>(2)</sup>	1,050.3	832.3	26.2%
Proprietary Loyalty	169.6	179.2	-5.4%
Intercompany eliminations	(53.5)	(58.5)	n.m.
	1,166.4	953.0	22.4%
Total revenue			
Aeroplan	861.8	203.9	n.m.
Proprietary Loyalty	169.6	179.1	-5.3%
Intercompany eliminations	(53.5)	(58.5)	n.m.
	977.9	324.5	n.m.
Gross margin <sup>(1)</sup>			
Aeroplan	268.7	(268.5)	n.m.
Proprietary Loyalty	56.2	60.7	-7.4%
Intercompany eliminations	(0.9)	(1.1)	n.m.
	324.0	(208.9)	n.m.
Operating income (loss)			
Aeroplan	36.9	(453.0)	n.m.
Proprietary Loyalty	3.3	6.3	-47.6%
	40.2	(446.7)	n.m.
Adjusted EBITDA			
Adjusted EBITDA margin			
(as a % of Gross Billings)	23.4%	26.6%	
Aeroplan <sup>(2)</sup>	259.2	237.3	9.2%
Proprietary Loyalty	14.1	16.1	-12.4%
	273.3	253.4	7.9%

n.m. means not meaningful.

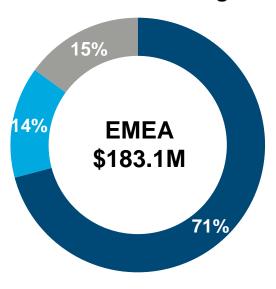
<sup>(2)</sup> Includes the \$100.0 million upfront TD contribution in the first quarter of 2014.



<sup>(1)</sup> Before depreciation and amortization.

#### **EMEA PERFORMANCE**

#### **Q3 2014 Gross Billings**



- Loyalty Units Nectar UK
- Loyalty Units Other Coalition
- Proprietary Loyalty & Other Gross Billings

#### Q3 2014 Highlights

- Gross Billings up 8.3% to \$183.1 million driven by favorable currency impact and growth in analytics and insights and in Proprietary Loyalty services.
- Adjusted EBITDA declined to \$11.1 million in the quarter, mainly due to lower Gross Billings from coalition programs, increased operating expenses related to the global product development costs and a one-time adjustment to pension expense.



# **Q3 2014 FINANCIAL HIGHLIGHTS – EMEA**

Three months ended September 30,			
(in millions of Canadian dollars)	2014	2013	Variance %
	Reported	Reported	Reported
Gross Billings	183.1	169.1	8.3%
Gross Billings from the sale of Loyalty			
Units	156.0	149.8	4.1%
Revenue from Loyalty Units	119.9	107.9	11.1%
Revenue from proprietary loyalty			
services	6.0	4.6	30.4%
Other revenue	21.2	14.6	45.2%
Intercompany revenue	0.1	-	n.m.
Total revenue	147.2	127.1	15.8%
Cost of rewards and direct costs	98.5	84.9	16.0%
Gross margin before depreciation and			
amortization	48.7	42.2	15.4%
Depreciation and amortization	5.1	4.1	24.4%
Gross margin	43.6	38.1	14.4%
Total operating expenses	45.3	34.2	32.5%
Operating income (loss)	(1.7)	3.9	n.m.
Adjusted EBITDA	11.1	20.2	-45.0%
Adjusted EBITDA as a % of Gross Billings	6.1%	11.9%	
Gross Margin (before Depreciation and Amortization) as a % of Revenue	33.1%	33.2%	



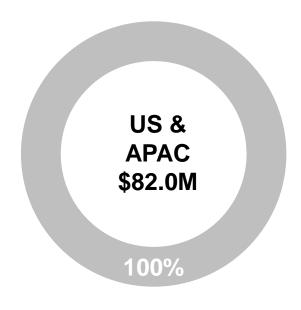
# YTD 2014 FINANCIAL HIGHLIGHTS – EMEA

Nine months ended September 30,						
(in millions of Canadian dollars)	2014		2013		Varia	nce %
	Reported	Reported	VAT	Adjusted	Reported	Adjusted
Gross Billings	567.9	504.1		504.1	12.7%	12.7%
Gross Billings from the sale of Loyalty						
Units	494.6	450.3		450.3	9.8%	9.8%
Revenue from Loyalty Units	388.1	354.2		354.2	9.6%	9.6%
Revenue from proprietary loyalty						
services	17.7	12.6		12.6	40.5%	40.5%
Other revenue	55.9	41.3		41.3	35.4%	35.4%
Intercompany revenue	0.2	0.2		0.2	0.0%	0.0%
Total revenue	461.9	408.3		408.3	13.1%	13.1%
Cost of rewards and direct costs	314.0	200.6	72.8	273.4	56.5%	14.9%
Gross margin before depreciation and						
amortization	147.9	207.7	(72.8)	134.9	-28.8%	9.6%
Depreciation and amortization	15.8	11.9		11.9	32.8%	32.8%
Gross margin	132.1	195.8	(72.8)	123.0	-32.5%	7.4%
Total operating expenses	128.9	156.6	(48.8)	107.8	-17.7%	19.6%
Operating income (loss)	3.2	39.2	(24.0)	15.2	-91.8%	-78.9%
Adjusted EBITDA	45.5	80.6	(24.0)	56.6	-43.5%	-19.6%
Adjusted EBITDA as a % of Gross Billings	8.0%	16.0%		11.2%		
Gross Margin (before Depreciation and Amortization) as a % of Revenue	32.0%	50.9%		33.0%		



## **US & APAC PERFORMANCE**

#### **Q3 2014 Gross Billings**



■US & APAC

#### **Q3 2014 Highlights**

- Gross Billings down 5.3% to \$82.0 million due to lower reward fulfillment volume in the US.
- Adjusted EBITDA declined to \$(4.2) million in the quarter primarily due to lower Gross Billings and higher operating expenses.



# Q3 2014 FINANCIAL HIGHLIGHTS – US & APAC

Three months ended September 30,			
(in millions of Canadian dollars)	2014	2013	Variance %
	Reported	Reported	Reported
Gross Billings	82.0	86.6	-5.3%
Revenue from proprietary loyalty services			
Later and the second second	82.8	85.0	-2.6%
Intercompany revenue	0.3	-	n.m.
Total revenue	83.1	85.0	-2.2%
Cost of rewards and direct costs	44.5	47.9	-7.1%
Gross margin before depreciation and			
amortization	38.6	37.1	4.0%
Depreciation and amortization	3.0	2.9	3.4%
Gross margin	35.6	34.2	4.1%
Total operating expenses	41.7	41.1	1.5%
Operating income (loss)	(6.1)	(6.9)	11.6%
Adjusted EBITDA	(4.2)	(2.4)	-75.0%
Adjusted EBITDA as a % of Gross Billings	-5.1%	-2.8%	
Gross Margin (before Depreciation and Amortization) as a % of Revenue	46.5%	43.6%	

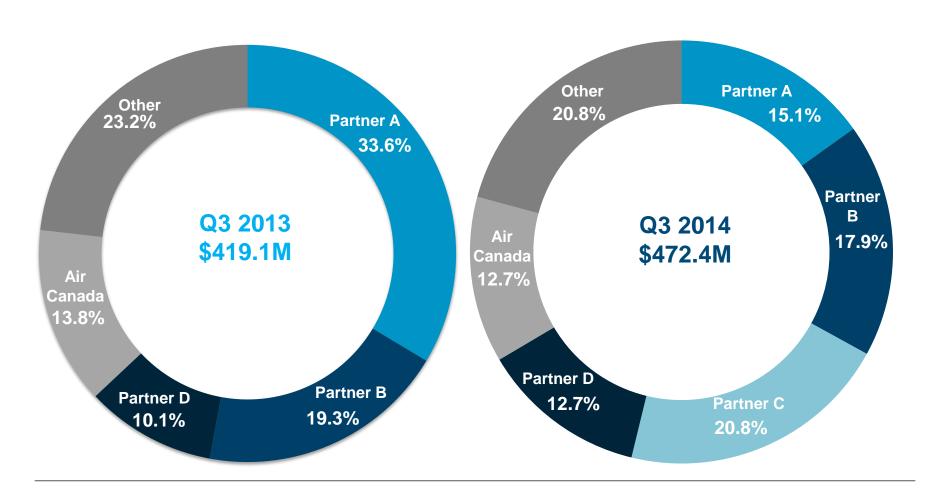


# YTD 2014 FINANCIAL HIGHLIGHTS – US & APAC

Nine months ended September 30,			
(in millions of Canadian dollars)	2014	2013	Variance %
	Reported	Reported	Reported
Gross Billings	264.9	251.7	5.2%
Revenue from proprietary loyalty services			
revenue nom proprietary loyalty services	268.1	253.3	5.8%
Intercompany revenue	0.5	0.2	n.m.
Total revenue	268.6	253.5	6.0%
Cost of rewards and direct costs	144.3	140.4	2.8%
Gross margin before depreciation and			
amortization	124.3	113.1	9.9%
Depreciation and amortization	9.0	8.4	7.1%
Gross margin	115.3	104.7	10.1%
Total operating expenses	130.8	123.6	5.8%
Operating income (loss)	(15.5)	(18.9)	18.0%
Adjusted EBITDA	(10.2)	(12.3)	17.1%
Adjusted EBITDA as a % of Gross Billings	-3.9%	-4.9%	
Gross Margin (before Depreciation and Amortization) as a % of Revenue	46.3%	44.6%	

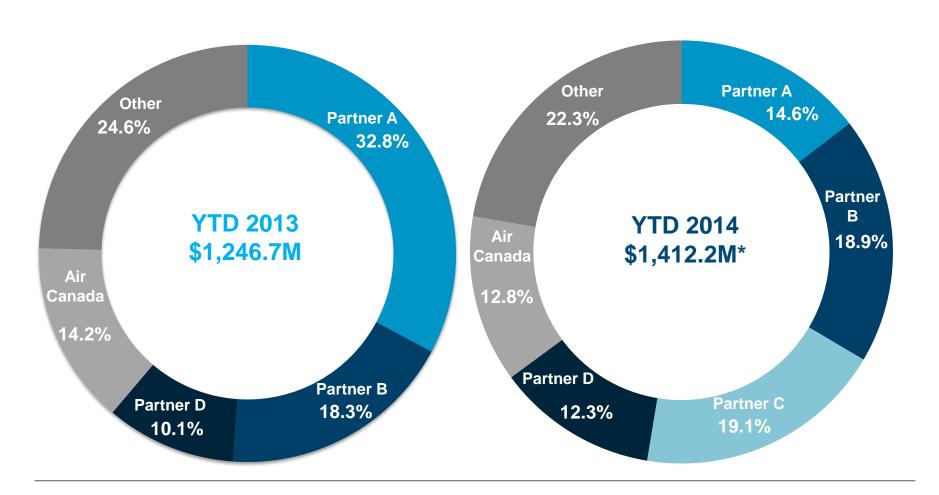


# GROSS BILLINGS FROM SALE OF LOYALTY UNITS BY MAJOR PARTNER





# GROSS BILLINGS FROM SALE OF LOYALTY UNITS BY MAJOR PARTNER





# **BALANCE SHEET AT SEPTEMBER 30, 2014**

AVAILABLE CASH	Santambar
\$ millions	September 30, 2014
Cash and cash equivalents	615.2
Restricted cash	25.8
Short-term investments	61.6
Long-term investments in bonds	247.1
Cash and Investments	949.7
Aeroplan reserves	(300.0)
Other loyalty programs reserves	(187.9)
Restricted cash	(25.8)
Available cash	436.0

DEBT	Annual Interest		September
\$ millions	Rate	Maturing	30, 2014
Revolving Facility <sup>(1)</sup>		Apr. 23, 2018	-
Senior Secured Notes 3	6.95%	Jan. 26, 2017	200.0
Senior Secured Notes 4	5.60%	May 17, 2019	250.0
Senior Secured Notes 5	4.35%	Jan. 22, 2018	200.0
Total Long-Term Debt			650.0
Less Current Portion			(0.0)
Long-Term Debt			650.0

#### Preferred share issuance at Sept 30, 2014

Preferred Shares (Series 1)	6.50% <sup>(2)</sup>	Perpetual	172.5
Preferred Shares (Series 3)	6.25% <sup>(3)</sup>	Perpetual	150.0



<sup>(1)</sup> As of September 30, 2014, Aimia held a \$300.0 million revolving credit facility maturing on April 23, 2018. Interest rates on this facility are tied to the Corporation's credit ratings and range between Canadian prime rate plus 0.20% to 1.50% and Bankers' Acceptance and LIBOR rates plus 1.20% to 2.50%. As of September 30, 2014, Aimia also had irrevocable outstanding letters of credit in the aggregate amount of \$51.2 million which reduces the available credit under this facility.

<sup>(2)</sup> Annual dividend rate is subject to a rate reset on March 31, 2015 and every 5 years thereafter.

<sup>(3)</sup> Annual dividend rate is subject to a rate reset on March 31, 2019 and every 5 years thereafter.

# **FOREIGN EXCHANGE RATES**

	Q3 2014			Q3 2013			% Change		
	Average Quarter	Average YTD	Period End	Average Quarter	Average YTD	Period End	Average Quarter	Average YTD	Period End
£ to \$	1.8171	1.8252	1.8117	1.6097	1.5820	1.6618	12.9%	15.4%	9.0%
AED to \$	0.2961	0.2976	0.3037	0.2828	0.2786	0.2803	4.7%	6.8%	8.3%
USD to \$	1.0879	1.0932	1.1156	1.0390	1.0234	1.0299	4.7%	6.8%	8.3%
€ to \$	1.4429	1.4827	1.4152	1.3760	1.3476	1.3924	4.9%	10.0%	1.6%

