

# AGM 2024

# **Presentation to Shareholders**

June 26, 2024



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# Aimia's board of directors



#### Tom Finke, Executive Chair

Former CEO of a large global asset manager with more than 35 years of financial industry experience



### Rob Feingold

Accomplished financial professional with 25 years of investment management experience



#### Tom Little, ICD.D

Accomplished executive with 40 years of experience leading transformational change



#### James Scarlett, ICD.D

Seasoned executive with more than 40 years of capital markets and legal experience, leading complex M&A transactions



#### Linda Habgood, Chair of HRCC Seasoned emerging market expert with 35 years of experience closing complex debt and equity transactions



## Yannis Skoufalos, Chair of GNC

Global supply chain expert with more than 35 years of experience



#### Jordan Teramo

More than 25 years of experience in leveraged capital structure, investing, and portfolio management



# Strategic Direction



# Aimia's strategy to unlock value

- 1. Shift began in January to drive performance of core holdings and monetize non-core assets
- 2. Next phase includes launch of strategic review
- 3. Review will identify the best options for returning capital to shareholders and may include:
  - Potential sale of Aimia's core holdings
  - Potential spinoff of core holdings
  - Potential merger of core holdings to take advantage of NOLs
  - Recapitalization of Holdco and core holdings

Investor feedback to our strategy has been positive

#### We will seek to unlock value and return it to shareholders



# Aimia's strategic review will center on three priorities

Complete monetization of noncore assets

- Complete sale of Capital A shares
- Work towards exit of Kognitiv and Clear Media investments

structure

**Optimize capital** 

- Assess potential for re-financing at Holdco
- Use proceeds for buybacks preferred and common shares
- Increase ability to dividend earnings up from subsidiaries

Unlock value in core holdings

- Explore best options to maximize the value of Bozzetto and Cortland
- Options may include M&A opportunities or capital markets transactions

#### Launch review and identify options in Q3



# Aimia's core holdings



- Acquired 94.1% for \$258M\*
- Sustainable specialty chemicals producer
- Diverse product mix and end markets
- Consistent profitability and cash flow growth
- Expansion into new markets and verticals



- Acquired for \$263.3M combined
- Synthetic rope and netting solutions
- Diverse product mix and customer base
  - Opportunity for revenue and cost synergies
- Global platform in a consolidating industry

#### Core assets provide platform for growth

# Aimia's non-core assets



- Monetized ~\$20M worth of shares to date
- Balance of ~20M shares and warrants outstanding

CLEAR MEDIA LIMITED 白馬戶外媒體 4 開公司

- Largest operator of bus shelter advertising panels in China
- More than 72,000 panels in 24 cities
- 10.85% equity stake

# kognitiv.

B2B technology company providing loyalty solutions

#### Monetization of non-core holdings will be substantially complete by end of year



# What Aimia won't do

- 1. Invest in a new core business
- 2. Invest in a new non-core business
- 3. Invest in existing non-core assets



#### Unlocking value for all shareholders is the #1 priority

# **Near-term focus**

- Complete strategic review and identify best options to return capital to share holders
- Begin to execute priorities starting in Q3
- Execute NCIB and purchase of up to 10% of public float or 7M common shares
- Continue to reduce Holdco costs
- Meet guidance expectations for 2024
- Bozzetto and Cortland to generate \$80 to \$85M of adjusted EBITDA combined

Disciplined and timely execution will be key

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# In closing...

- 1. Thank you for your support
- 2. Commitment to transparency and regular updates
- 3. Commitment to continued engagement
- 4. Q2 reporting expected mid-August

Upcoming milestones will serve as catalysts for value creation

600 ml

300



# **Questions?**







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joseph.racanelli@aimia.com