

Jive 4Q loss widens, sees 2013 loss as well

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The Associated Press

Jive Software Inc., which makes Facebook-type social networks for businesses, on Tuesday reported a quarterly loss that was bigger than a year ago, but smaller than analysts expected.

The company lost \$15.6 million, or 24 cents per share, for the quarter that ended Dec. 31. A year earlier it lost \$12.7 million, or 39 cents per share.

Revenue rose 44 percent to \$32.5 million.

Jive said its adjusted loss would have been \$9.1 million, or 14 cents per share. Analysts surveyed by FactSet forecast a loss of 15 cents per share on revenue of \$31.2 million.

Jive has been adding customers, and finished the quarter with 800, which is 39 more than it had at the end of the third quarter. The additional customers don't include those it got from buying Producteev and Meetings.io.

Jive expects an adjusted first-quarter loss of \$9.5 million to \$10.5 million, on revenue of \$33.5 million to \$34.5 million. It sees an adjusted loss of 15 to 17 cents per share. Analysts forecast a loss of 8 cents per share on revenue of \$34 million.

For the full year the company expects an adjusted loss of \$33 million to \$37 million, or 53 to 60 cents per share. It predicted 2013 revenue of \$148 million to \$153 million. Analysts expect a loss of 27 cents per share on revenue of \$151.9 million.

Jive wrapped up 2012 with a net loss of \$47.4 million, or 76 cents per share compared with a 2011 loss of \$50.8 million, or \$1.95 per share. Revenue for the year jumped 47 percent to \$113.7 million.

Jive shares fell 36 cents, or 2.4 percent, to close at \$14.57 before the results were released. They dropped another 7 cents to \$14.50 in after-hours trading. The 52-week range is \$10.63 to \$28.15.

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