

# First Quarter, 2011 Investor Presentation

## CIBC Investor Presentation

February 24, 2011



For what matters.

### Forward-Looking Statements

From time to time, we make written or oral forward-looking statements within the meaning of certain securities laws, including in this presentation, in other filings with Canadian securities regulators or the U.S. Securities and Exchange Commission and in other communications. These statements include, but are not limited to, statements about our operations; business lines; financial condition; risk management; priorities; targets; ongoing objectives; strategies and outlook for 2011 and subsequent periods. Forward-looking statements are typically identified by the words "believe", "expect", "anticipate", "intend", "estimate" and other similar expressions or future or conditional verbs such as "will", "should", "would" and "could". By their nature, these statements require us to make assumptions and are subject to inherent risks and uncertainties that may be general or specific. A variety of factors, many of which are beyond our control, affect our operations, performance and results and could cause actual results to differ materially from the expectations expressed in any of our forward-looking statements. These factors include credit, market, liquidity, strategic, operational, reputation and legal, regulatory and environmental risk; legislative or regulatory developments in the jurisdictions where we operate; amendments to, and interpretations of, risk-based capital guidelines and reporting instructions; the resolution of legal proceedings and related matters; the effect of changes to accounting standards, rules and interpretations; changes in our estimates of reserves and allowances; changes in tax laws; changes to our credit ratings; political conditions and developments; the possible effect on our business of international conflicts and the war on terror; natural disasters, public health emergencies, disruptions to public infrastructure and other catastrophic events; reliance on third parties to provide components of our business infrastructure; the accuracy and completeness of information provided to us by clients and counterparties; the failure of third parties to comply with their obligations to us and our affiliates; intensifying competition from established competitors and new entrants in the financial services industry; technological change; global capital market activity; changes in monetary and economic policy; currency value fluctuations; general business and economic conditions worldwide, as well as in Canada, the U.S. and other countries where we have operations; changes in market rates and prices which may adversely affect the value of financial products; our success in developing and introducing new products and services, expanding existing distribution channels, developing new distribution channels and realizing increased revenue from these channels; changes in client spending and saving habits; our ability to attract and retain key employees and executives; and our ability to anticipate and manage the risks associated with these factors. This list is not exhaustive of the factors that may affect any of our forward-looking statements. These and other factors should be considered carefully and readers should not place undue reliance on our forward-looking statements. We do not undertake to update any forward-looking statement that is contained in this presentation or in other communications except as required by law.

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# First Quarter, 2011 Investor Presentation

## CIBC Overview

**Gerry McCaughey**  
President and Chief Executive Officer



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## First Quarter, 2011 Financial Review

**David Williamson**  
Senior Executive Vice-President  
and Chief Financial Officer



# First Quarter, 2011 Investor Presentation

## Q1 Summary

		\$ Per Share
EPS <sup>(1)</sup> :	\$1.92	(0.12)
Cash EPS <sup>(2)</sup> :	\$1.94	0.09
		(0.03)
Includes <sup>(3)</sup> – Loss on Structured Credit Run-off		
– Gain on sale re. CIBC Mellon		
Tier 1 Capital Ratio: 14.3%		
TCE <sup>(2)(4)</sup> Ratio: 10.2%		

### Core Operating Results Helped by:

- Higher Wholesale Banking revenue
- Volume growth in Retail Markets
- Lower Loan Losses (vs. Q1/10)

- (1) Diluted, accrual basis.  
 (2) Non-GAAP financial measure, see Slide 16.  
 (3) See Slide 15 for details.  
 (4) Tangible Common Equity.

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## CIBC Quarterly Statement of Operations

(\$MM)	F '10				F '11
	Q1	Q2	Q3	Q4	Q1
Revenue	3,061 <sup>(1)</sup>	2,921 <sup>(1)</sup>	2,849 <sup>(1)</sup>	3,254 <sup>(1)</sup>	3,101 <sup>(1)</sup>
Provision for Credit Losses	359	316	221 <sup>(1)</sup>	150 <sup>(1)</sup>	209
Non-Interest Expenses	1,748 <sup>(1)</sup>	1,678 <sup>(1)</sup>	1,741 <sup>(1)</sup>	1,860 <sup>(1)</sup>	1,822 <sup>(1)</sup>
Income Before Taxes and Non-Controlling Interests	954	927	887	1,244	1,070
Income Taxes	286 <sup>(1)</sup>	261	244	742 <sup>(1)</sup>	268
Non-Controlling Interests	16	6	3	2	3
Net Income	652	660	640	500	799

- (1) Affected by an Item of Note, see Slide 15 for details.

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# First Quarter, 2011 Investor Presentation

## CIBC Retail Markets Revenue Components

(\$MM)	F '10				F '11
	Q1	Q2	Q3	Q4	Q1
Personal Banking	1,601	1,554	1,605	1,653	1,682
Business Banking	331	324	350	355	348
Wealth Management	346	345	336	355	393
FirstCaribbean	157	165	141	127	129
Other	(33)	(54)	40	(10)	(16)
	2,402	2,334	2,472	2,480	2,536

vs. Q1/10:

- Personal Banking helped by increased volumes in deposits and mortgages including the impact of the MasterCard portfolio acquisition
- Business Banking helped by increased volumes, partially offset by lower spreads
- Wealth Management helped by the higher asset values and higher trading volumes
- FirstCaribbean hurt by FX rate, lower volumes and lower spreads
- Other helped by higher Treasury allocations

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## CIBC Retail Markets Quarterly Statement of Operations

(\$MM)	F '10				F '11
	Q1	Q2	Q3	Q4	Q1
Revenue	2,402	2,334	2,472	2,480	2,536
Provision for Credit Losses	367	333	303	242	275
Non-Interest Expenses	1,314	1,330	1,352	1,425	1,413
	721	671	817	813	848
Income Taxes	189 <sup>(1)</sup>	179	214	228	218
Non-Controlling Interests	5	5	3	2	3
Net Income	527	487	600	583	627
Net Interest Margin <sup>(2)</sup>	2.88%	2.85%	2.81%	2.86%	2.85%

### Net Income

vs. Q1/10:

- + lower loan losses
- + higher volumes
- + higher asset values
- + higher Treasury allocations
- higher expenses
- lower FCIB revenue

<sup>(1)</sup> Affected by an Item of Note, see Slide 15 for details.

<sup>(2)</sup> Excludes Treasury; on average interest-earning assets.

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# First Quarter, 2011 Investor Presentation

## Wholesale Banking Revenue Components

(\$MM)	F '10				F '11
	Q1	Q2	Q3	Q4	Q1
Capital Markets	277	275	241	218	304
Corporate & Investment Banking	212	132	146	136	196
Other	132 <sup>(1)</sup>	149 <sup>(1)</sup>	(61) <sup>(1)</sup>	(90) <sup>(1)</sup>	10 <sup>(1)</sup>
Total Revenue (TEB) <sup>(2)</sup>	621	556	326	264	510
Total Revenue	613	548	315	238	471

vs. Q4/10:

- Capital Markets helped by higher fixed income, derivatives and equity new issues revenue
- Corporate & Investment Banking helped by higher advisory and equity new issues activity and higher Corporate Credit Products revenue
- Other helped by lower losses in Structured Credit Run-off

<sup>(1)</sup> Affected by an Item of Note, see Slide 15 for details.

<sup>(2)</sup> Taxable equivalent basis. Non-GAAP financial measure, see Slide 16.

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## Wholesale Banking Quarterly Statement of Operations

(\$MM)	F '10				F '11	Net Income vs. Q4/10:
	Q1	Q2	Q3	Q4	Q1	
Revenue	613 <sup>(1)</sup>	548 <sup>(1)</sup>	315 <sup>(1)</sup>	238 <sup>(1)</sup>	471 <sup>(1)</sup>	
Provision for Credit Losses	24	27	29	8	(2)	+ higher fixed income & derivatives revenue
Non-Interest Expenses	318 <sup>(1)</sup>	244 <sup>(1)</sup>	258 <sup>(1)</sup>	327 <sup>(1)</sup>	303 <sup>(1)</sup>	+ higher equity new issues revenue
	271	277	28	(97)	170	+ lower expenses
Income Taxes	76	87	3	(41)	34	+ lower loan losses
Non-Controlling Interests	11	1	-	-	-	+ lower losses in Structured Credit Run-off
Net Income	184	189	25	(56)	136	

<sup>(1)</sup> Affected by an Item of Note, see Slide 15 for details.

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# First Quarter, 2011 Investor Presentation

## Structured Credit Run-off Q1/11

	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/share)
[1] Credit Valuation Adjustments with Financial Guarantors	27	19	0.05
[2] Purchased Credit Derivatives Hedging Loans & Receivables	(70)	(50)	(0.13)
[3] Gains/(Losses) on Unwinds	(11)	(8)	(0.02)
[4] Other	(14)	(10)	(0.02)
[5]	(68)	(49)	(0.12)

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## First Quarter, 2011 Financial Review

### Appendix



# First Quarter, 2011 Investor Presentation

## CIBC Retail Markets Balances<sup>(1)</sup> & Market Share<sup>(2)</sup>

	Balances (\$B)	Market Share (%)	Rank
Cards <sup>(3)</sup>	15.8	18.7	# 1
Mortgages <sup>(3)</sup>	138.5	13.7	# 2
Personal Lending	30.5	8.3	# 5
Personal Deposits & GICs	106.0	16.6	# 3
Business Deposits	31.3	14.0	# 3
Business Lending	30.7	16.4	# 4
Mutual Funds	50.8	6.9	# 3
Wood Gundy <sup>(4)</sup>	115.1	20.4	# 2

(1) Spot balances as at Q1/11; excluding FirstCaribbean.

(2) Source: CBA, Bank of Canada, Investment Funds Institute of Canada (IFIC) and Investor Economics; one or two month time lag depending on availability of disclosure.

(3) Administered assets.

(4) Excludes client cash and short positions.

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## Wholesale Banking Market Share



(1) Source: CIBC Equity Capital Markets; Based on total amount underwritten fiscal year-to-date. Includes all equity deals greater than \$10MM; (2) Based on TSX, Alpha and Pure total market share by volume fiscal year-to-date; (3) Source: Bloomberg Financial Markets; Bonus credit to lead league tables; Based on calendar year-to-date; (4) Source: Thompson; Based on fiscal year-to-date. Includes all deals, excludes advisors to foreign targets.

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# First Quarter, 2011 Investor Presentation

<b>Items of Note</b>				
	<b>Pre-Tax Effect (\$MM)</b>	<b>After-Tax Effect (\$MM)</b>	<b>EPS Effect (\$/share)</b>	<b>Strategic Business Unit</b>
<b>Q1 2011</b>				
Loss on Structured Credit Run-off Activities	(68)	(49)	(0.12)	Wholesale Bkg
Gain on sale of CIBC Mellon Trust Company's Issuer Services business	43	37	0.09	Corp. & Other
	<b>(25)</b>	<b>(12)</b>	<b>(0.03)</b>	
<b>Q4 2010</b>				
Loss on Structured Credit Run-off Activities	(177)	(122)	(0.31)	Wholesale Bkg
Impact of Capital Repatriation Activities	411	(117)	(0.30)	Corp. & Other
Reversal of Provision for Credit Losses in the General Allowance	65	45	0.12	Corp. & Other
	<b>299</b>	<b>(194)</b>	<b>(0.49)</b>	
<b>Q3 2010</b>				
Loss on Structured Credit Run-off Activities	(138)	(96)	(0.25)	Wholesale Bkg
Reversal of Provision for Credit Losses in the General Allowance	76	53	0.14	Corp. & Other
	<b>(62)</b>	<b>(43)</b>	<b>(0.11)</b>	
<b>Q2 2010</b>				
Gain on Structured Credit Run-off Activities	58	40	0.11	Wholesale Bkg
Reversal of Interest Expense re. the favourable conclusion of prior years' tax audits	30	17	0.04	Wholesale Bkg
	<b>88</b>	<b>57</b>	<b>0.15</b>	
<b>Q1 2010</b>				
Gain on Structured Credit Run-off Activities	25	17	0.04	Wholesale Bkg
Mark-to-Market on Credit Derivatives re. Corporate Loan Hedges	(17)	(12)	(0.03)	Wholesale Bkg
Write-down of Future Tax Asset		(25)	(0.06)	Retail Mkts, Corp. & Other
	<b>8</b>	<b>(20)</b>	<b>(0.05)</b>	

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## Non-GAAP Financial Measures

### Cash Earnings Per Share, Taxable Equivalent Basis & Tangible Common Equity

For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/11 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

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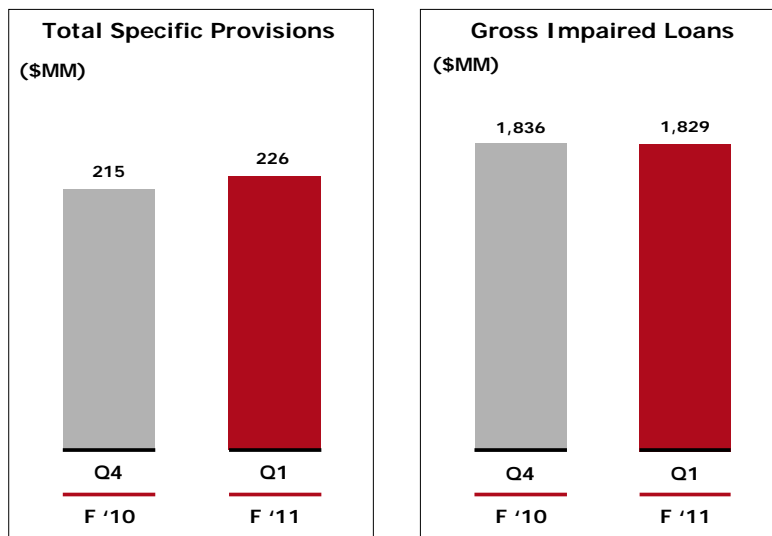


## First Quarter, 2011 Risk Review

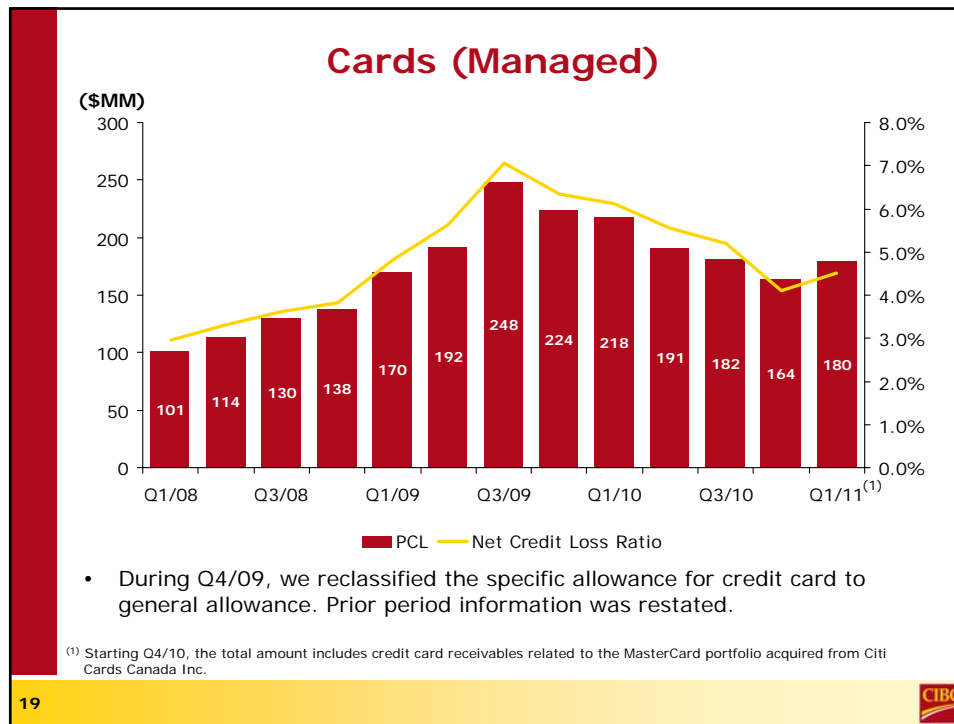
**Tom Woods**  
Senior Executive Vice-President  
and Chief Risk Officer



### Q1 Credit Review



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### U.S. Commercial Real Estate

As of Q1/11 \$MM	Net Loans/BAs <sup>(1)</sup>	Net Impaired Loans <sup>(1)</sup>
Retail	445	7
Hotel	378	8
Multi-family	307	52
Office	289	39
Multi-use	174	29
Other	264	51
<b>Q1/11 Total</b>	<b>1,857</b>	<b>186</b>

(1) Net of write-downs and allowance for credit losses

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## U.S. Leveraged Finance

As of Q1/11

\$MM

Total exposure<sup>(1)</sup>

	Drawn	Undrawn
Total exposure <sup>(1)</sup>	191	284

## European Leveraged Finance

As of Q1/11

\$MM

Total exposure<sup>(1)</sup>

	Drawn	Undrawn
Total exposure <sup>(1)</sup>	694	138

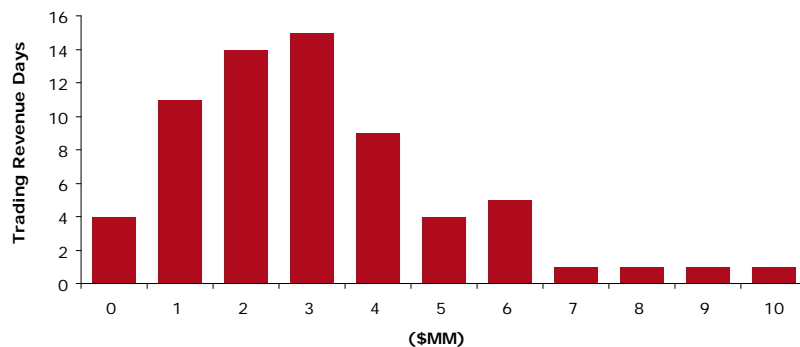
<sup>(1)</sup> Net of write-downs and allowance for credit losses

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## Q1 Trading Revenue (TEB)<sup>(1)</sup> Distribution<sup>(2)</sup>

Frequency Distribution of Daily Trading Revenue (TEB) for Q1/11



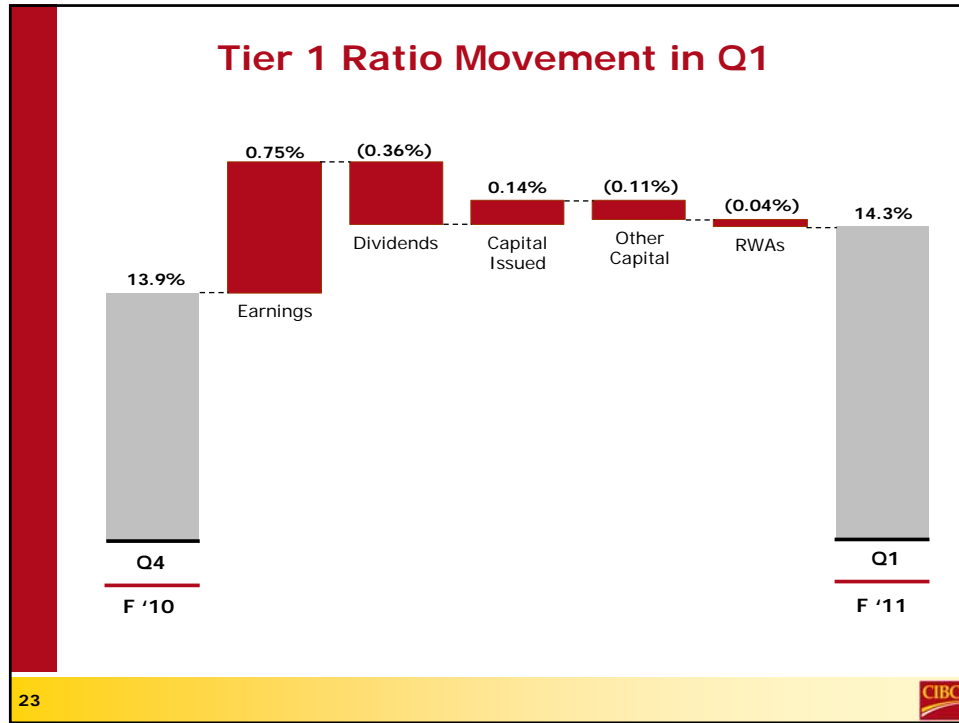
<sup>(1)</sup> For further details, see Non-GAAP measures within the Notes to Users section on page i of the Q1/11 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

<sup>(2)</sup> Trading revenue (TEB) excludes revenue related to the consolidation of variable interest entities, reductions in fair value of structured credit assets, counterparty credit valuation adjustments, and other items which cannot be meaningfully allocated to specific days. For further details see the Q1/11 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

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## First Quarter, 2011 Q&A

