



For what matters.

Annual General Meeting

February 26, 2009



David Williamson

February 26, 2009

- **Net Loss driven by Write-downs**
- **Built Capital Strength**
- **Continued to Invest in our Retail Franchise**
- **Refocused World Markets**
- **Enhanced Risk Management**
- **Continued Expense Discipline**

2008 Financial Results

2008 Financial Results



	<u>2007</u>	<u>2008</u>
Revenue	\$12.07 B	\$3.71 B
Loan Losses	0.60	0.77
Expenses	7.61	7.20
Net Income/ (Loss)	<u>\$3.30 B</u>	<u>\$(2.06) B</u>
Cash EPS/ (Loss) ⁽¹⁾	<u>\$9.30</u>	<u>\$(5.80)</u>

- Structured Credit Losses
- Weaker economic environment
- Visa gain in 2007
- Volume/rate driven
- Continued expense discipline

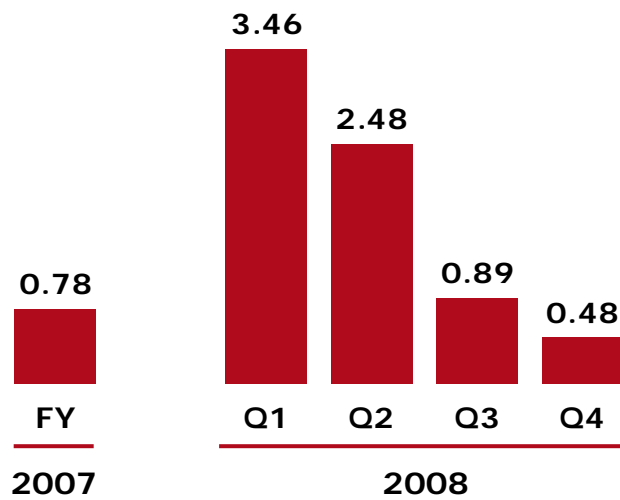
⁽¹⁾ Non-GAAP financial measure, see Slide 18.

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Structured Credit Losses



(\$ B, pre-tax)



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Structured Credit Update



1. Counterparty transactions

- Cerberus
- Financial guarantor settlements

2. Reduced portfolio

- Write-downs
- Exited positions
- Amortization

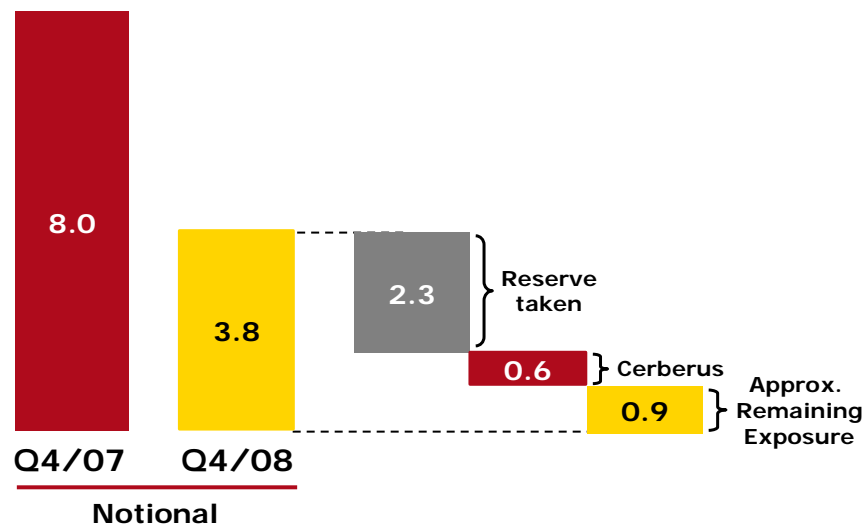
3. New Accounting guidance

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US Residential Mortgage Market – Purchased Protection from Financial Guarantors



(U.S.\$ B)

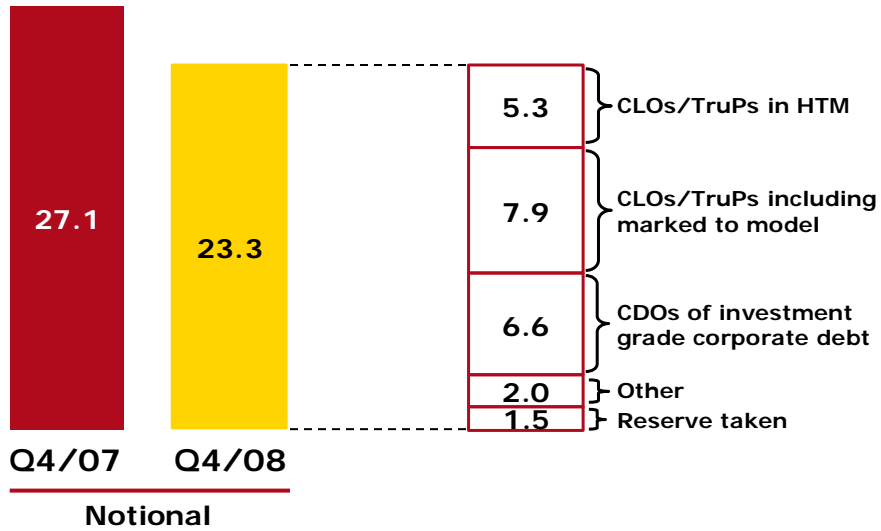


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**Non-US Residential Mortgage Market
– Purchased Protection from Financial Guarantors**



(U.S.\$ B)

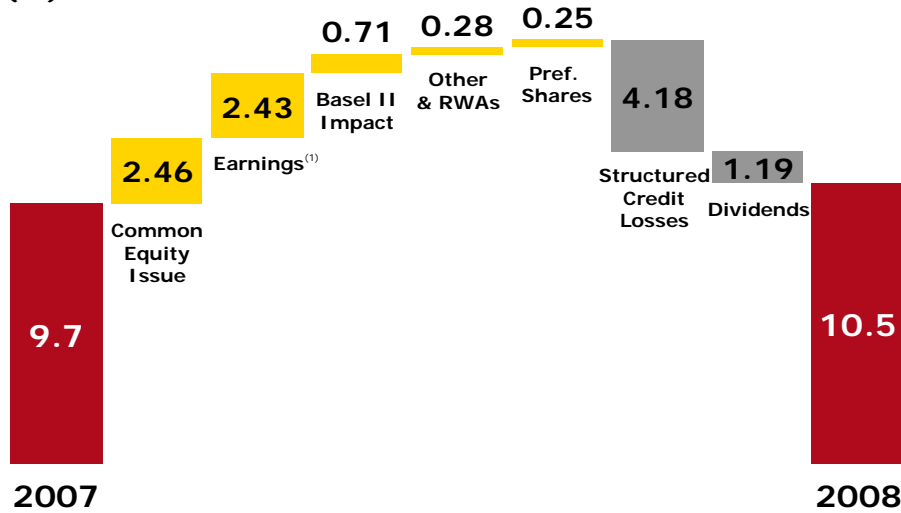


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Tier 1 Capital Ratio – CIBC



(%)



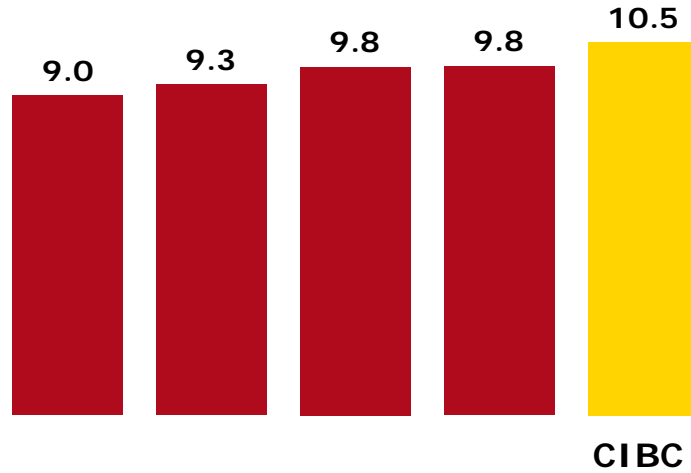
⁽¹⁾ Excluding Structured Credit Losses.

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Tier 1 Capital Ratio vs. Canadian Banks



(%, Q4/08)



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CIBC Retail Markets



(\$ B)	<u>2007</u>	<u>2008</u>
Revenue		
Personal Bkg	\$ 6.1	\$ 5.7
Business Bkg	1.4	1.4
Wealth Mgmt	1.7	1.5
FirstCaribbean	0.5	0.6
Other	<u>0.2</u>	<u>0.2</u>
	9.9	9.4
Loan Losses	0.8	0.9
Expenses	5.6	5.5
Net Income	<u>\$2.74</u>	<u>\$2.30</u>

- **Revenue** ↓ 5%
 - Flat excl. 2007 VISA gain
 - Personal Bkg
 - Balances up
 - Spreads down
 - Wealth Mgmt
 - lower trading & new issues
- **Loan Losses** – volume/rate driven
- **Expenses** – expense discipline

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CIBC World Markets



(\$ B)	<u>2007</u>	<u>2008</u>
Revenue		
Cap. Markets	\$ 1.1	\$ 0.6
Corp. & Inv. Banking	0.8	0.5
Other	0.1	(7.0)
	<u>1.7</u>	<u>(6.0)</u>
Loan Losses	-	-
Expenses	1.6	1.3
Net Income/ (Loss)	<u>\$ 0.44</u>	<u>\$(4.20)</u>

■ Revenue

- Structured Credit Losses (\$7.2 B)
- Merchant Banking
 - higher write-downs
- Exited certain businesses

■ Expenses

- Lower compensation

Revenue line items are on a tax equivalent basis (\$188MM in 2008 vs. \$297MM in 2007). These amounts are reversed out in the Revenue totals. Non-GAAP financial measure, see Slide 18.

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Enhanced Risk Management



1. Developed a Risk Appetite Statement
2. Redesigned Risk Management Organization
3. Enhanced Risk Governance Structure
4. Enhanced Analytics and Reporting
5. Wholesale risk down significantly

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Expenses



**Q4 2006
(Baseline)**

\$ 1.78 B

↓ \$115MM

Avg. 2008

\$ 1.66 B

Excludes expenses related to exited businesses and FirstCaribbean. Non-GAAP financial measure, see Slide 18

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Q1/09 Financial Results



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Q1/09 Financial Results



	<u>Q1/09</u>
Revenue	\$2.02 B
Loan Losses	0.28
Expenses	1.65
Net Income	<u>\$0.15 B</u>
Cash EPS ⁽¹⁾	<u>\$0.31</u>
Tier 1 Capital Ratio ⁽²⁾	9.8%

⁽¹⁾ Non-GAAP financial measure, see Slide 18.

⁽²⁾ 10.1% pro-forma February 4, 2009 Preferred Share issuance. Non-GAAP financial measure, see Slide 18.

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Non-GAAP Financial Measures



Cash Earnings/(Loss) Per Share and Taxable Equivalent Basis

For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/09 Supplementary Financial Information available on www.cibc.com.

Adjusted Capital Ratios

For further details, see Non-GAAP measures on page 22 of the Report to Shareholders for the First Quarter, 2009 available on www.cibc.com.

Results Excluding Certain Items

Results adjusted for certain items represent Non-GAAP financial measures. CIBC believes that these Non-GAAP financial measures provide a fuller understanding of operations. Investors may find these Non-GAAP financial measures useful in analyzing financial performance.

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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 2009 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; that our estimate of sustainable effective tax rate will not be achieved; 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; interest rate and 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.