

**Who We Are**

CIBC (CM: TSX, NYSE) is a leading Canadian-based financial institution. Through our three major businesses, Retail and Business Banking, Wealth Management and Wholesale Banking, CIBC provides a full suite of financial products and services to 11 million clients in Canada and around the world.

**Key Businesses**

- Retail and Business Banking
- Wholesale Banking
- Wealth Management

**Metrics**

As at Oct 31	2010	2011
Total Assets	\$352.0B	\$353.7B
Deposits	\$246.7B	\$255.4B
Loans and Acceptances	\$184.6B	\$194.4B
Tier 1 Capital	13.9%	14.7%
Total Capital Ratio	17.8%	18.4%
Market Capitalization	\$30.7B	\$30.1B
Total Shareholder Return	32.4%	0.43%

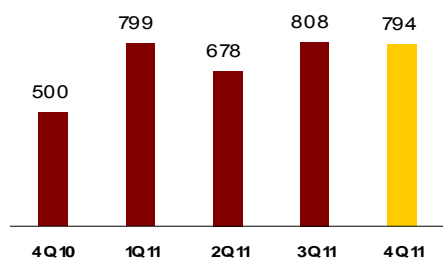
## Our First Principle and Strategic Imperatives

CIBC's first principle is to be a lower risk bank. As a lower risk bank, CIBC targets value creation for stakeholders by delivering on its strategic imperative of consistent and sustainable earnings over the long term.

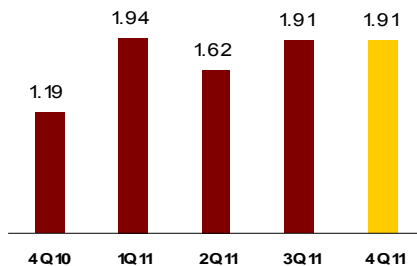
We will achieve this by:

- Cultivating deeper relationships with our clients across our businesses
- Focusing on value for our clients through understanding their needs
- Competing in businesses where we can leverage our expertise to add differentiated value
- Pursuing risk-controlled growth in Canada and internationally where our expertise can be exported; and
- Continuously investing in our client base, people, and infrastructure.

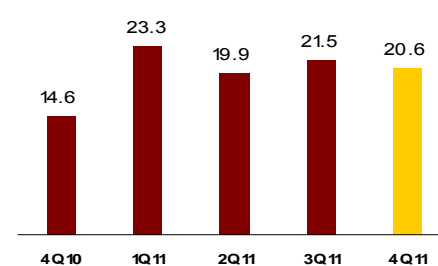
## Financial Highlights

**Net Income (C\$ millions)**


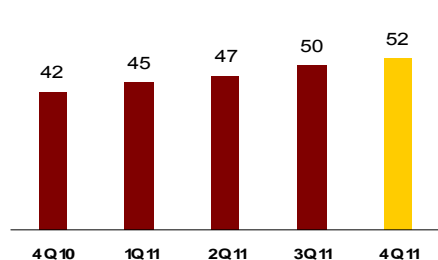
+26% growth year-over-year

**Diluted Cash Earnings Per Share<sup>(1)</sup> (C\$)**


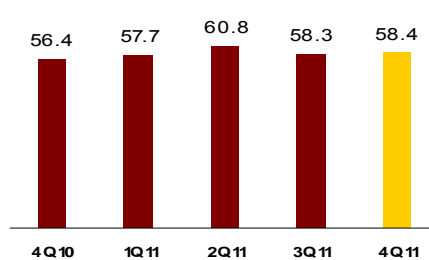
Target: 5 – 10% average annual EPS

**Return on Equity (%)**


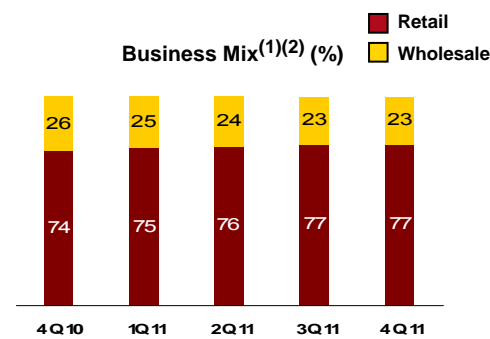
Target: 20% average return over the cycle

**Loan Loss Ratio<sup>(1)</sup> (basis points)**


Target: 50 to 60 basis points

**Cash Efficiency Ratio (TEB)<sup>(1)</sup> (%)**


Target: Achieve median ranking within industry

**Business Mix<sup>(1)(2)</sup> (%)**


Target: At least 75% Retail, 25% Wholesale

<sup>(1)</sup> See Non-GAAP measures within the Notes to users section on page i of the Q4/11 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

<sup>(2)</sup> The ratio represents the amount of economic capital attributed to the business lines as at the end of the period.

**Retail and Business Banking**
**Business Highlights and Performance: FY 2011**

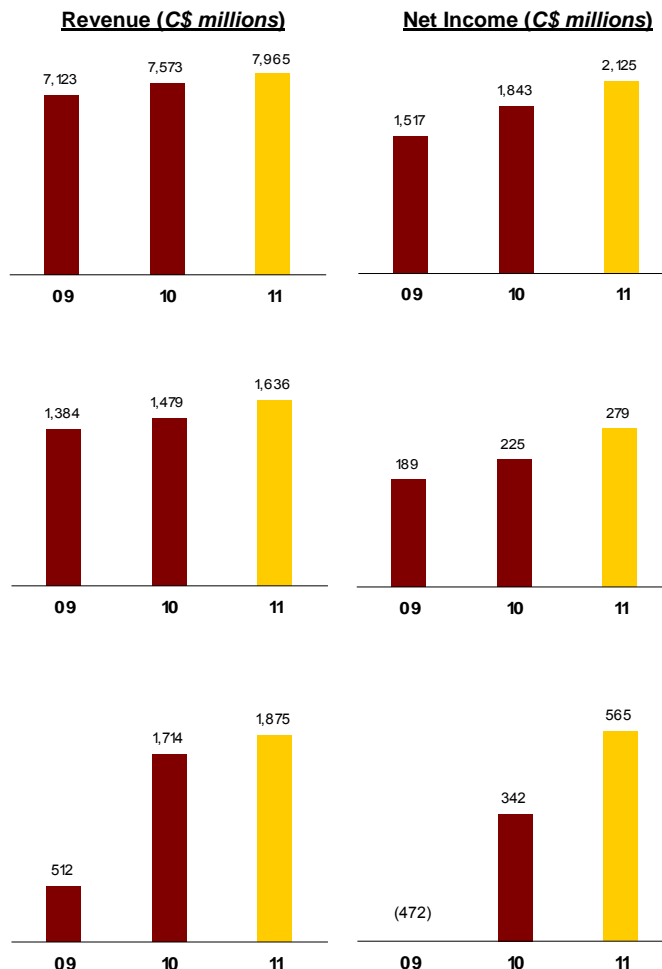
- Revenue of \$8.0 billion and net income of \$2.1 billion
- Recognized by Global Finance Magazine as "Best in Mobile Banking" among banks globally
- Became the first bank to bring a mobile stock trading App to Canadian investors with the introduction of the CIBC Mobile Brokerage App

**Wealth Management**
**Business Highlights and Performance: FY 2011**

- Revenue of \$1.6 billion and net income of \$279 million
- Acquired 41% equity stake in American Century Investments, a leading US asset management firm
- Delivered record growth of 44% in net sales of long-term mutual funds
- CIBC Wood Gundy ranked #2 in full-service brokerage

**Wholesale Banking**
**Business Highlights and Performance: FY 2011**

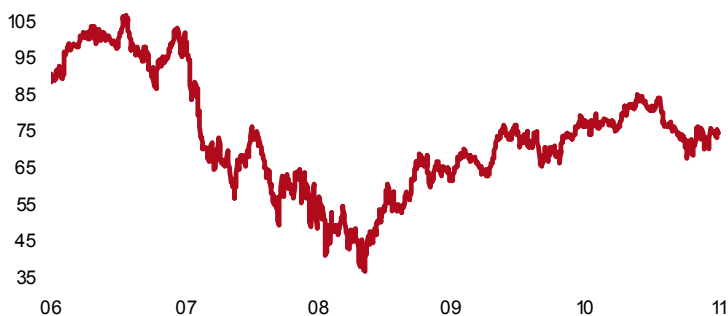
- Revenue of \$1.9 billion and net income of \$565 million
- Financial advisor to Equinox Minerals Limited on its \$7.3 billion sale to Barrick Gold
- Lead manager of Intact Financial Corporation's \$962 million common equity offering
- Sole lead arranger for a \$1.5 billion revolving credit facility for TransAlta Corporation

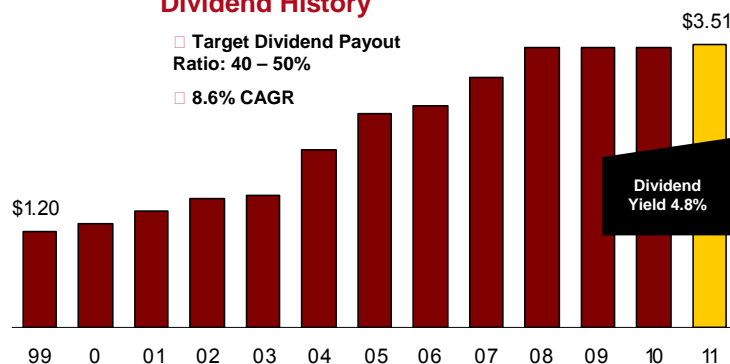


## Shareholder Information

**Share Price**

Five Years Ended October 31, 2011


**Dividend History**

 Target Dividend Payout Ratio: 40 – 50%  
 8.6% CAGR


\*CIBC has not missed a regular dividend since its first dividend payment in 1868

**A Note About 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.

**Contact**

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