



# CIBC Investor Presentation

Third Quarter, 2015



# 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. All such statements are made pursuant to the “safe harbour” provisions of, and are intended to be forward-looking statements under, applicable Canadian and U.S. securities legislation, including the U.S. Private Securities Litigation Reform Act of 1995. These statements include, but are not limited to, statements made about our operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook for calendar year 2015 and subsequent periods. Forward-looking statements are typically identified by the words “believe”, “expect”, “anticipate”, “intend”, “estimate”, “forecast”, “target”, “objective” 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, insurance, operational, reputation and legal, regulatory and environmental risk; the effectiveness and adequacy of our risk management and valuation models and processes; legislative or regulatory developments in the jurisdictions where we operate, including the Dodd-Frank Wall Street Reform and Consumer Protection Act and the regulations issued and to be issued thereunder, the U.S. Foreign Account Tax Compliance Act and regulatory reforms in the United Kingdom and Europe, the Basel Committee on Banking Supervision’s global standards for capital and liquidity reform and those relating to the payments system in Canada; amendments to, and interpretations of, risk-based capital guidelines and reporting instructions, and interest rate and liquidity regulatory guidance; the resolution of legal and regulatory 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; potential disruptions to our information technology systems and services, including the evolving risk of cyber attack; social media risk; losses incurred as a result of internal or external fraud; the accuracy and completeness of information provided to us concerning 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 including through internet and mobile banking; technological change; global capital market activity; changes in monetary and economic policy; currency value and interest rate fluctuations; general business and economic conditions worldwide, as well as in Canada, the U.S. and other countries where we have operations, including increasing Canadian household debt levels and the high U.S. fiscal deficit; 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; our ability to successfully execute our strategies and complete and integrate acquisitions and joint ventures; 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.

#### Investor Relations contacts:

Geoff Weiss, Senior Vice-President      416 980-5093

Investor Relations Fax Number          416 980-5028

Visit the Investor Relations section at [www.cibc.com](http://www.cibc.com)



# CIBC Overview

Victor Dodig  
President and Chief Executive Officer

- Solid financial results in Q3 2015
  - EPS<sup>(1)</sup> of \$2.45, up 10% YoY
  - Revenue<sup>(1)</sup> growth of 7% from last year
  - Continued strong returns with ROE<sup>(1)</sup> of 20.6%
  
- Strong Basel III CET1 ratio of 10.8%
  
- Quarterly dividend increase of \$0.03 to \$1.12 per share

<sup>(1)</sup> Adjusted results are Non-GAAP financial measures. See slide 29 for further details.



# Third Quarter, 2015 Financial Review

Kevin Glass

Senior Executive Vice-President and  
Chief Financial Officer

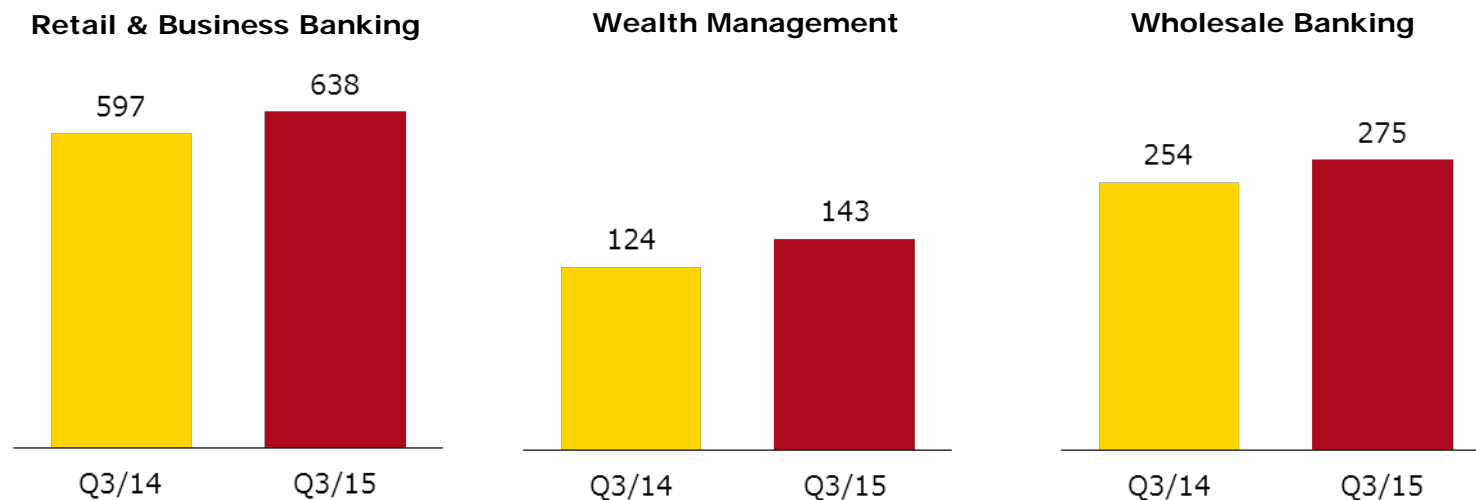
# Third Quarter, 2015 Summary



	Q3/14	Q2/15	Q3/15
<b>Net Income (\$MM) - Adjusted <sup>(1)</sup></b>	<b>908</b>	<b>924</b>	<b>990</b>
Net Income (\$MM) - Reported	921	911	978
<b>Diluted EPS - Adjusted <sup>(1)</sup></b>	<b>\$2.23</b>	<b>\$2.28</b>	<b>\$2.45</b>
Diluted EPS - Reported	\$2.26	\$2.25	\$2.42
Efficiency Ratio - Adjusted TEB <sup>(1)</sup>	59.5%	59.6%	59.3%
ROE - Adjusted <sup>(1)</sup>	20.7%	20.2%	20.6%
Common Equity Tier 1 Ratio	10.1%	10.8%	10.8%

- Record adjusted earnings
- Strong volume growth and margin expansion in Retail and Business Banking
- Solid market-driven and organic asset growth in Wealth Management
- Strong performance in Wholesale Banking driven by growth in Capital Markets

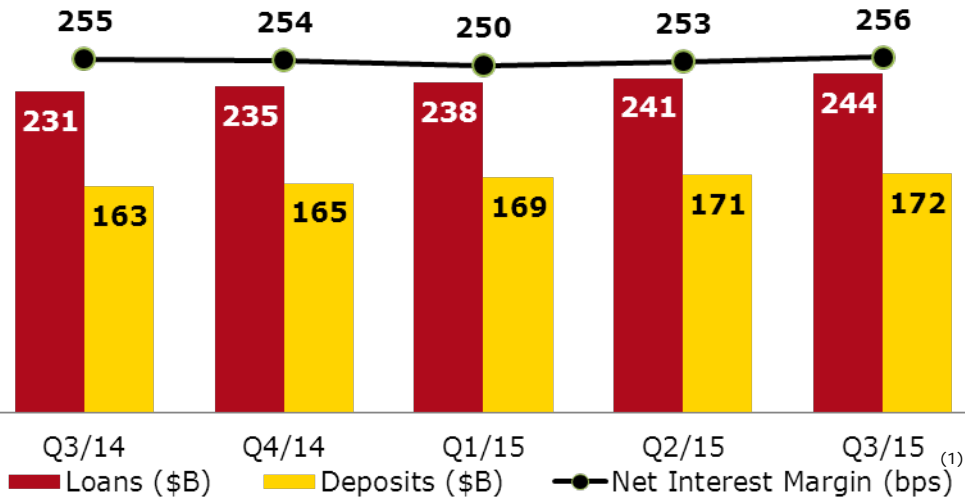
## Net Income – Adjusted (\$MM) <sup>(1)</sup>



<sup>(1)</sup> Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

<i>Adjusted (\$MM)</i> <sup>(1)</sup>	Q3/14	Q2/15	Q3/15
Personal Banking	1,611	1,611	1,693
Business Banking	389	401	410
Other	29	25	24
<b>Revenue</b>	<b>2,029</b>	<b>2,037</b>	<b>2,127</b>
Provision for Credit Losses	177	188	165
Non-Interest Expenses	1,054	1,056	1,095
<b>Net Income - Adjusted</b> <sup>(1)</sup>	<b>597</b>	<b>584</b>	<b>638</b>
Net Income - Reported	589	583	636

- Strong volume growth in Personal and Commercial Banking
  - Deposits up 6% YoY
  - Mortgages up 6% YoY
  - Business credit up 10% YoY
- Positive Operating Leverage of 1%
- Margins up 3bps QoQ
- Improved credit performance in Cards and Business Banking

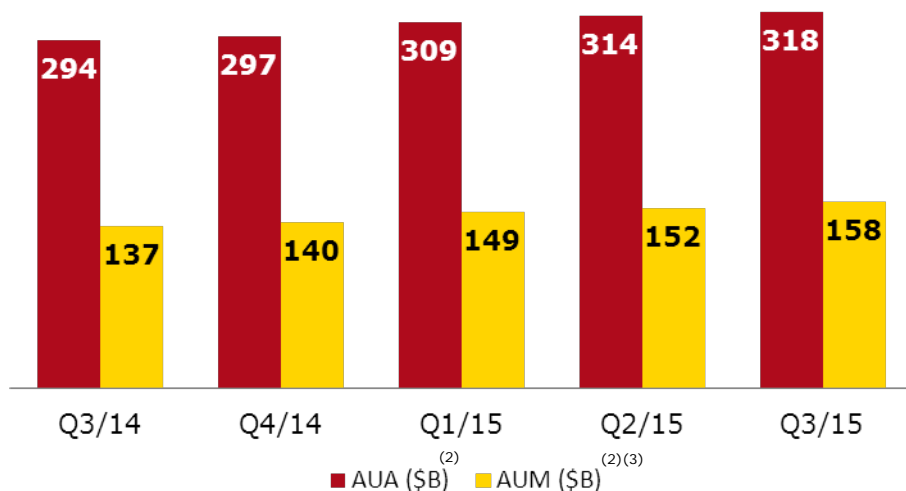


**Broad-Based Volume Growth and Margin Expansion**

<sup>(1)</sup> Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

<i>Adjusted (\$MM)</i> <sup>(1)</sup>	Q3/14	Q2/15	Q3/15
Retail Brokerage	307	312	312
Asset Management	187	219	225
Private Wealth Management	75	86	93
<b>Revenue</b>	<b>569</b>	<b>617</b>	<b>630</b>
Reversal of Credit Losses	-	(1)	-
Non-Interest Expenses	405	443	440
<b>Net Income - Adjusted</b> <sup>(1)</sup>	<b>124</b>	<b>134</b>	<b>143</b>
Net Income - Reported	121	129	140

- Strong performance in Asset Management driven by net sales and market appreciation
- Stable revenue in Retail Brokerage
- Solid client flows and favourable FX in Private Wealth Management
- Positive Operating Leverage of 2%
- Higher performance-based compensation



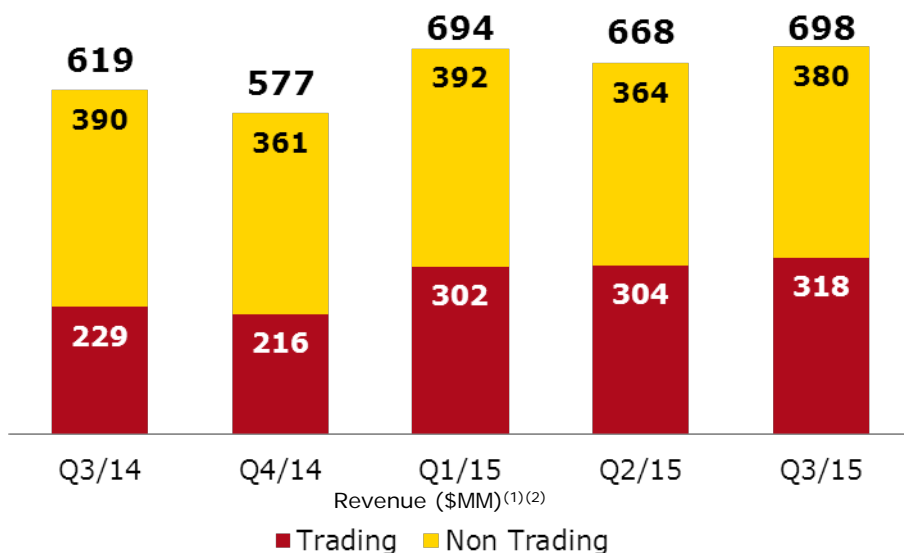
**Strong Fee-Based Revenue Growth**

(1) Adjusted results are Non-GAAP financial measures. See slide 29 for further details.  
 (2) Assets under management (AUM) are included in assets under administration (AUA).  
 (3) Excludes American Century Investments.



<i>Adjusted (\$MM)</i> <sup>(1)</sup>	Q3/14	Q2/15	Q3/15
Capital Markets	336	417	417
Corporate & Investment Banking	278	259	277
Other	5	(8)	4
<b>Revenue</b> <sup>(2)</sup>	<b>619</b>	<b>668</b>	<b>698</b>
Provision for (Reversal of) Credit Losses	6	(1)	9
Non-Interest Expenses	278	336	335
<b>Net Income - Adjusted</b> <sup>(1)</sup>	<b>254</b>	<b>255</b>	<b>275</b>
Net Income - Reported	282	250	270

- Strong client-driven Capital Markets revenue across FX, equity and interest rate trading
- Solid YoY balance growth - Lending up 22% and Deposits up 23%
- Lower underwriting and advisory revenue
- Higher employee-related costs



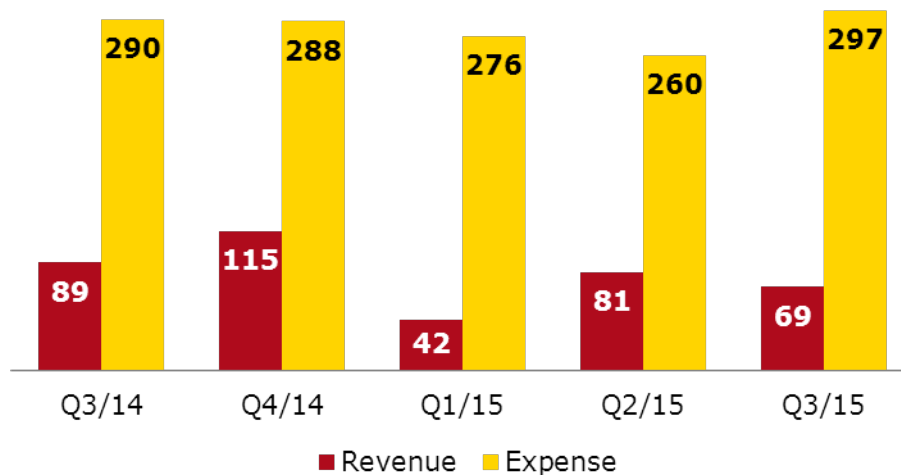
**Client-Driven Activities  
Delivering Strong Results**

(1) Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

(2) Revenue is reported on a taxable equivalent basis (TEB).

<i>Adjusted (\$MM)</i> <sup>(1)</sup>	Q3/14	Q2/15	Q3/15
International Banking	151	163	175
Other	(62)	(82)	(106)
<b>Revenue</b> <sup>(2)</sup>	<b>89</b>	<b>81</b>	<b>69</b>
Provision for Credit Losses	12	11	15
Non-Interest Expenses	290	260	297
<b>Net Loss - Adjusted</b> <sup>(1)</sup>	<b>(67)</b>	<b>(49)</b>	<b>(66)</b>
Net Loss - Reported	(71)	(51)	(68)

- Higher earnings in CIBC FirstCaribbean driven by favourable FX and strong credit performance
- Lower investment income & gains
- Higher regulatory, project and initiative spend

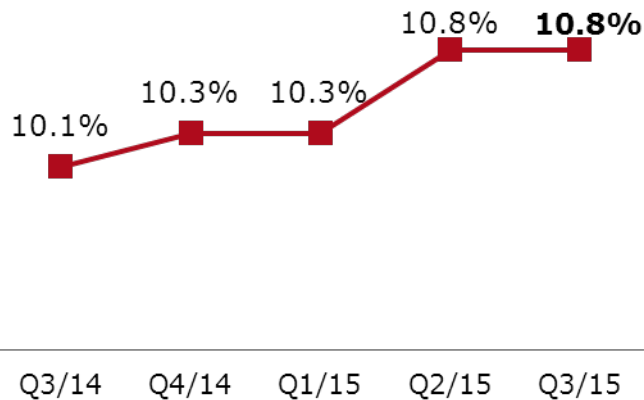


(1) Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

(2) Revenue is reported on a taxable equivalent basis (TEB).

## Common Equity Tier 1 Ratio

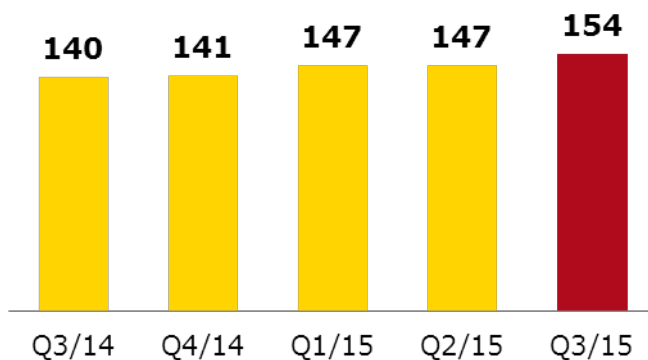
(all-in basis)



- Basel III CET1 ratio of 10.8%, flat QoQ
  - Internal capital generation, offset by growth in risk-weighted assets

## Risk-Weighted Assets

(\$B; all-in basis)



- Risk-weighted assets of \$154 billion, up \$7 billion QoQ
  - Strong business growth and impact of weakening CAD
  
- Basel III Leverage ratio of 3.9%, flat QoQ



# Third Quarter, 2015 Risk Review

Laura Dottori-Attanasio  
Senior Executive Vice-President and  
Chief Risk Officer

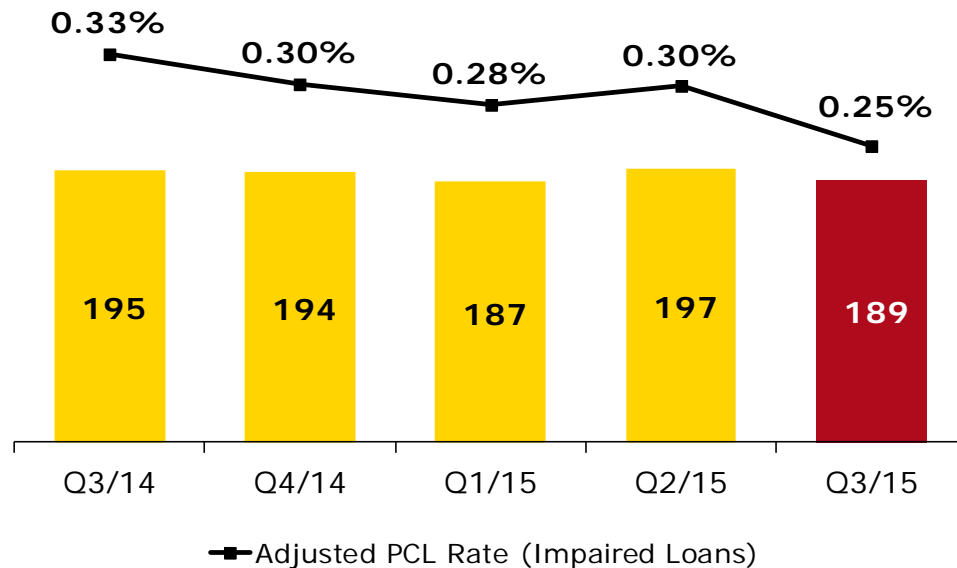
# Provision for Credit Losses



<i>Adjusted (\$MM)</i> <sup>(1)</sup>	Q3/14	Q2/15	Q3/15
<b>Retail and Business Banking</b>	177	188	165
<b>Wealth Management</b>	-	(1)	-
<b>Wholesale Banking</b>	6	(1)	9
CIBC FirstCaribbean	26	12	10
Collective Provision for Non-Impaired	(14)	(1)	5
<b>Corporate and Other</b>	12	11	15
<b>Total Provision for Credit Losses</b>	195	197	189

## vs. Q2/15:

- Lower losses in credit cards
- Lower losses in business banking
- Higher losses in Wholesale Banking



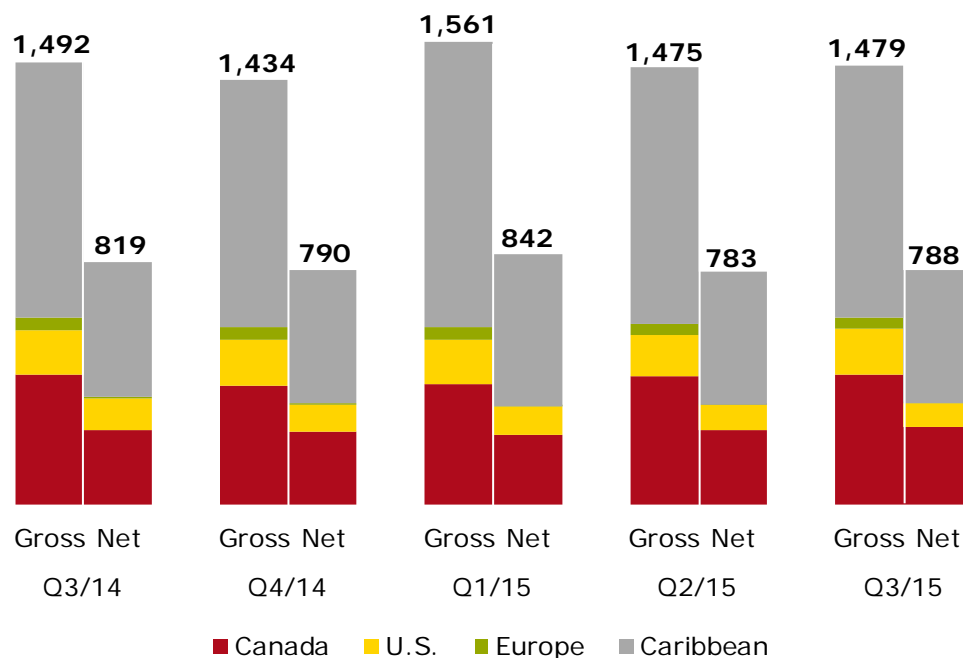
<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details.

## Formations

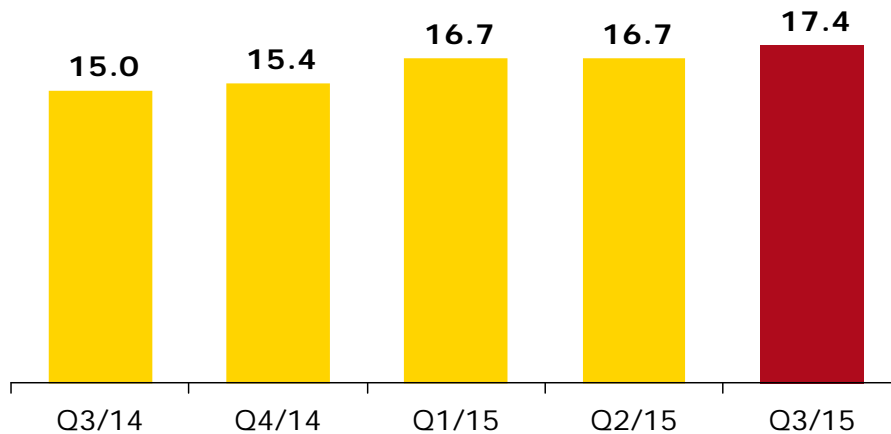
<i>Reported (\$MM)</i>	Q3/14	Q2/15	Q3/15
Consumer	308	298	293
Business and Government	53	40	24
<b>Total New Formations</b>	<b>361</b>	<b>338</b>	<b>317</b>

- New formations down QoQ and YoY
- Gross impaired loans were relatively flat QoQ, as decreases in CIBC FirstCaribbean were offset by the impact of the U.S. dollar appreciation on our existing portfolio
- Over half of the gross impaired loans are related to CIBC FirstCaribbean
  - Residential mortgages, business services and real estate and construction sectors accounted for the majority

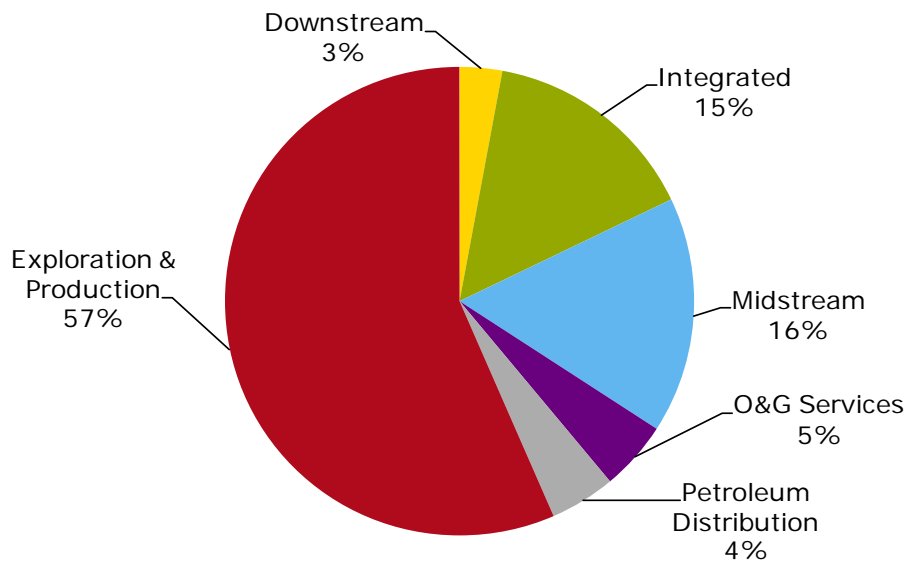
## Gross and Net Impaired Loans (\$MM)



Direct Exposure<sup>(1)</sup> (\$B)



- \$17.4B of direct exposure<sup>(1)</sup>, up \$0.7B from the last quarter
  - 79% of this is investment grade
- \$6.2B drawn exposure<sup>(1)</sup>, down from \$6.3B last quarter



<sup>(1)</sup> Based on business and government Advanced Internal Rating-Based (AIRB) estimates of exposure at default. See page 28 of the Supplementary Regulatory Capital Disclosure for further details.

(\$MM)	Outstandings			
	Mortgages		HELOC	Other <sup>(1)</sup>
	Insured	Uninsured		
Alberta	17,161	6,774	2,757	3,473
Saskatchewan & Newfoundland	4,459	1,793	717	1,320
<b>Total</b>	<b>21,620</b>	<b>8,567</b>	<b>3,474</b>	<b>4,793</b>

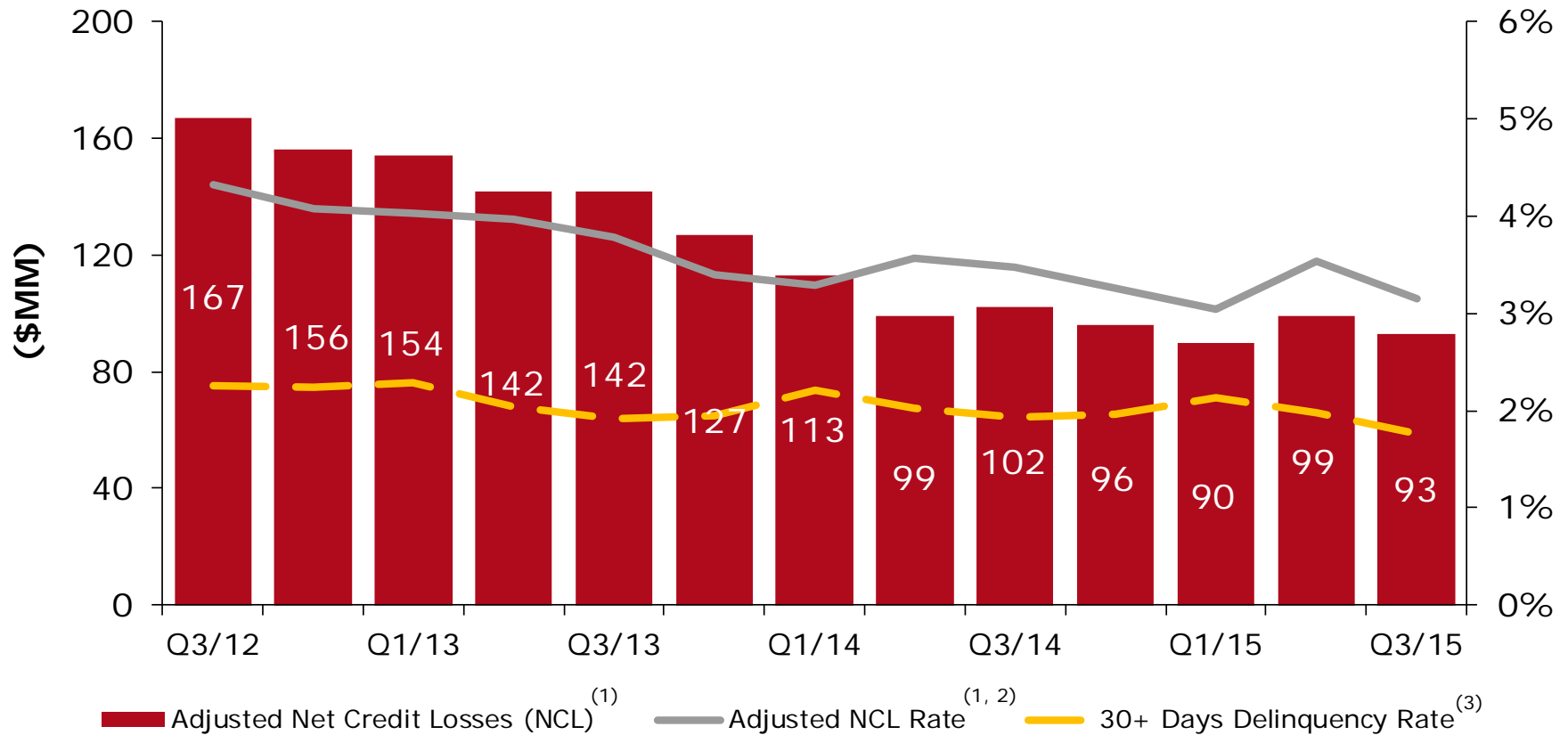
	Loan-To-Value <sup>(2)</sup> (LTV)			
	Mortgages		HELOC	Other <sup>(1)</sup>
	Insured	Uninsured		
Alberta	66%	64%	59%	N/A
Saskatchewan & Newfoundland	63%	64%	59%	N/A
<b>Total</b>	<b>65%</b>	<b>64%</b>	<b>59%</b>	<b>N/A</b>

- \$38B of indirect exposure to oil provinces (or \$17B excluding insured mortgages)
  - Alberta accounts for \$30B or 78% of the indirect exposure, with a Loan-To-Value (LTV) of 64% in the uninsured mortgage portfolio

<sup>(1)</sup> Comprises unsecured personal lending, credit cards and small business.

<sup>(2)</sup> LTV ratios for residential mortgages are calculated based on weighted average. The house price estimates for July 31, 2015 are based on the Forward Sortation Area (FSA) level indices from the Teranet – National Bank National Composite House Price Index (Teranet) as of June 30, 2015. Teranet is an independent estimate of the rate of change in Canadian home prices.





(1) Adjusted results are a Non-GAAP financial measure. See slide 29 for further details. Q1/14 excludes an item of note: A charge resulting from operational changes in the processing of write-offs.

(2) Based on average outstandings.

(3) Based on spot outstandings.

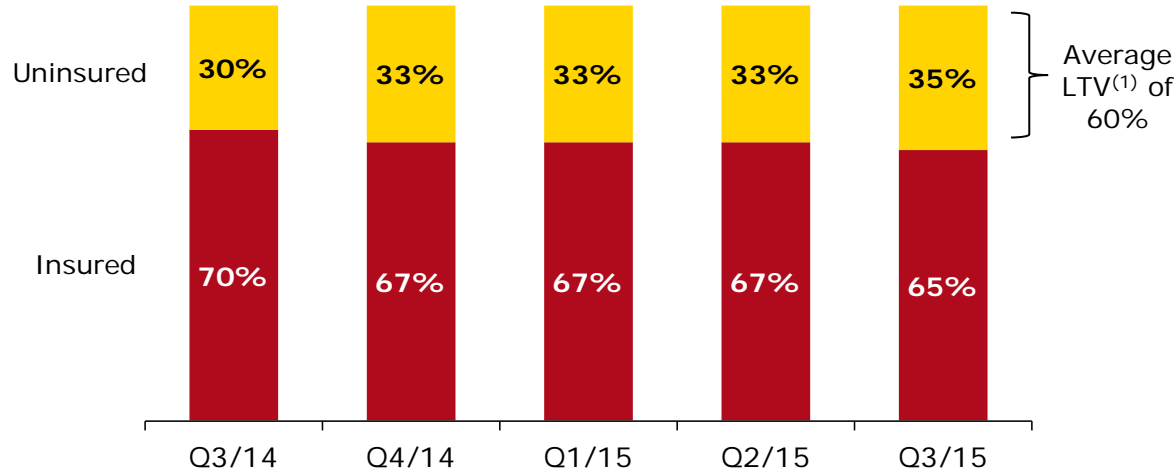
# Canadian Residential and Condo Mortgage Portfolios



(\$B)	Q3/14	Q2/15	Q3/15
Residential Mortgages (excludes Condos)	132	137	141
Condo Mortgages	17	18	18
<b>Total Canadian Residential Mortgages</b>	<b>149</b>	<b>155</b>	<b>159</b>

- Canadian residential mortgage portfolio (includes condos) was \$159B
  - 65% insured; average LTV<sup>(1)</sup> of the uninsured portfolio was 60%
- Condo mortgages was \$18B
  - 66% insured; average LTV<sup>(1)</sup> of the uninsured portfolio was 62%

## Total Canadian Residential Mortgages

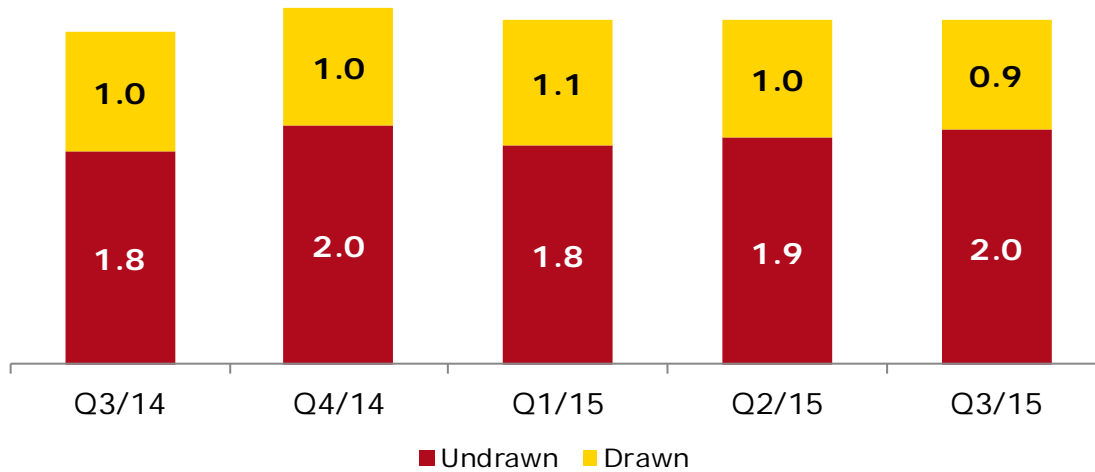


<sup>(1)</sup> LTV ratios for residential mortgages are calculated based on weighted average. The house price estimates for July 31, 2015 are based on the Forward Sortation Area (FSA) level indices from the Teranet – National Bank National Composite House Price Index (Teranet) as of June 30, 2015. Teranet is an independent estimate of the rate of change in Canadian home prices.

# Canadian Condo Developer Exposure



### Condo Developer Exposure (\$B)



#### Number of Projects:

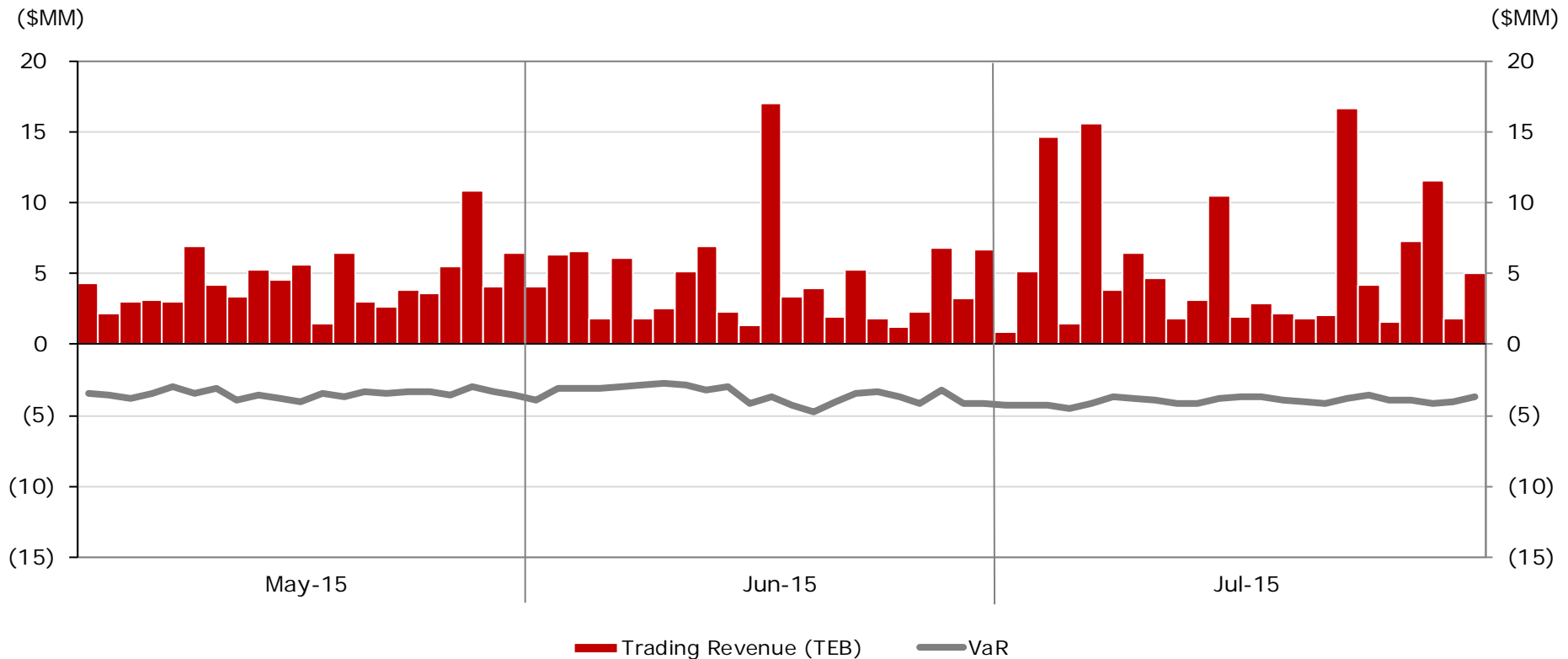
80	88	86	87	88
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- Drawn developer loans were \$0.9 billion or 1.3% of our business & government portfolio
- Condominium developer exposure diversified across 88 projects

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



## Daily Trading Revenue versus Value-at-Risk (VaR)



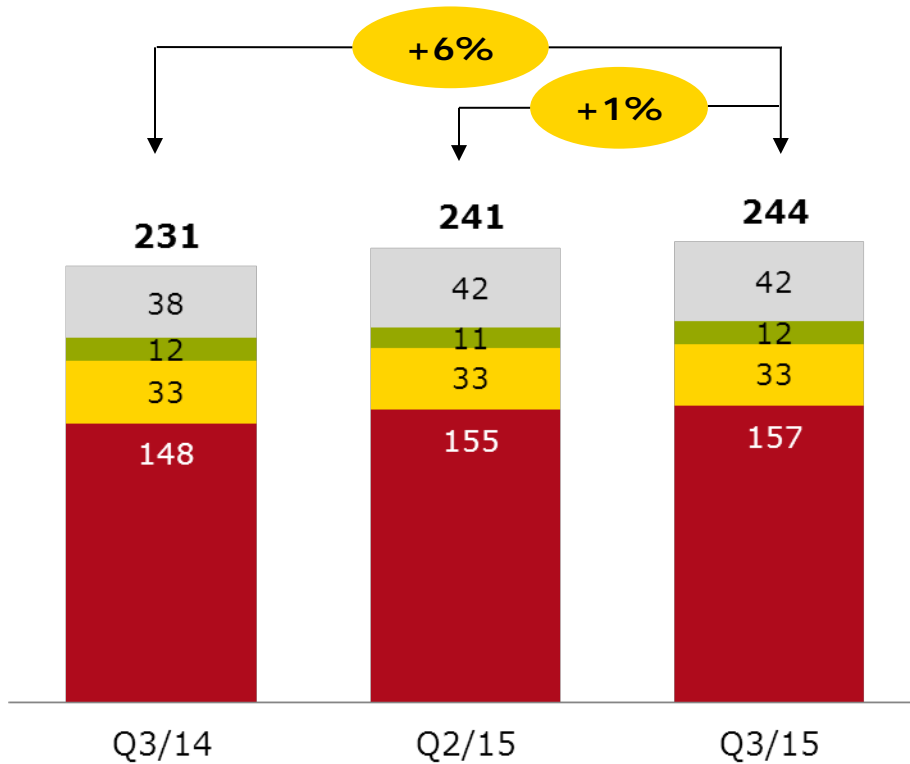
<sup>(1)</sup> Non-GAAP financial measure. See slide 29 for further details.

<sup>(2)</sup> Trading revenue (TEB) comprises both trading net interest income and non-interest income and excludes underwriting fees and commissions. Trading revenue (TEB) excludes positions described in the "Structured credit run-of business" section of the Q3/15 Management's Discussion and Analysis available on [www.cibc.com](http://www.cibc.com) and certain other exited portfolios.

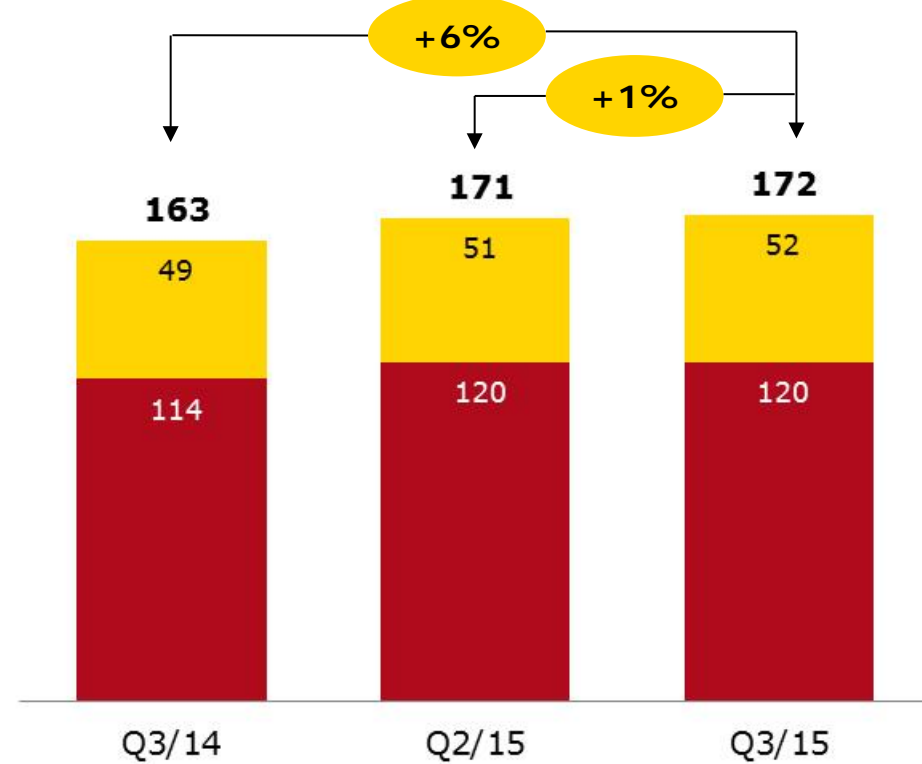


# Appendix

## Average Loans



## Average Deposits



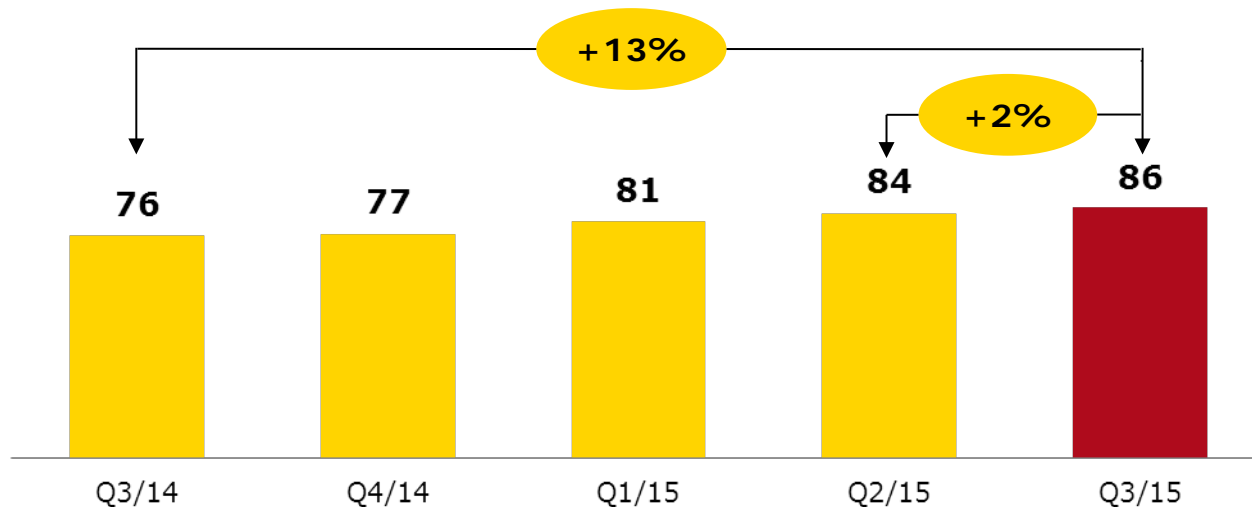
Growth	YoY		QoQ	
	YoY	QoQ	YoY	QoQ
Residential Mortgages	6%	2%	6%	2%
Personal Loans	3%	1%	3%	1%
Credit Card	1%	2%	1%	2%
Business Lending	10%	1%	10%	1%

Growth	YoY		QoQ	
	YoY	QoQ	YoY	QoQ
Personal Deposits & GICs	6%	0%	6%	0%
Business Deposits & GICs	6%	2%	6%	2%

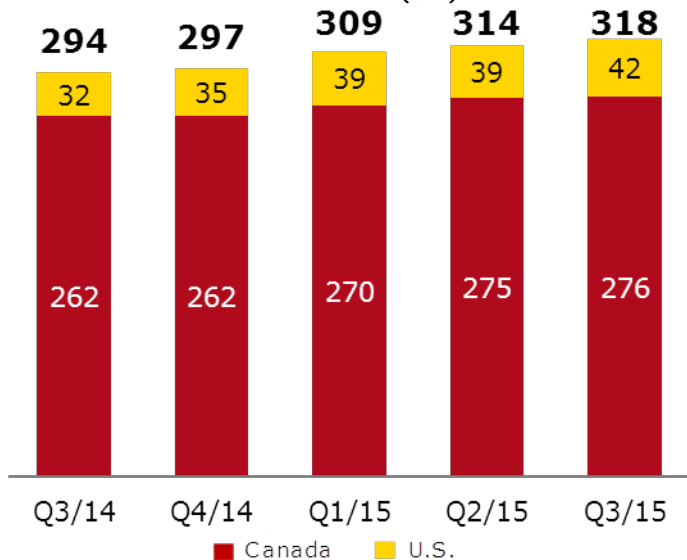
# Wealth - Mutual Funds and Client Asset Balances



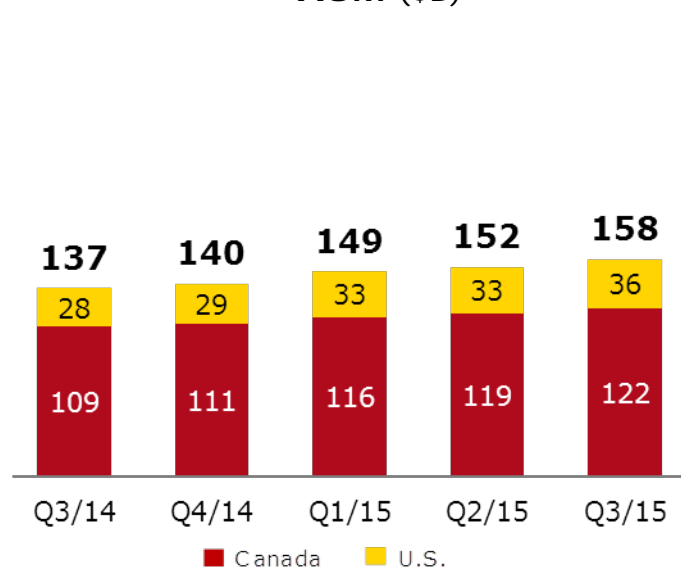
Canadian Retail Mutual Funds (\$B)



AUA (\$B) <sup>(2)</sup>



AUM (\$B) <sup>(1)(2)</sup>



■ Canada ■ U.S.

■ Canada ■ U.S.

(1) Excludes American Century Investments.

(2) Assets under management (AUM) are included in assets under administration (AUA).

<i>Reported (\$MM)</i>	<b>Q3/14</b>	<b>Q2/15</b>	<b>Q3/15</b>
Personal Banking	1,611	1,611	1,693
Business Banking	389	401	410
Other	29	25	24
<b>Revenue</b>	<b>2,029</b>	<b>2,037</b>	<b>2,127</b>
Provision for Credit Losses	177	188	165
Non-Interest Expenses	1,064	1,058	1,097
<b>Income Before Taxes</b>	<b>788</b>	<b>791</b>	<b>865</b>
Taxes	199	208	229
<b>Net Income - Reported</b>	<b>589</b>	<b>583</b>	<b>636</b>
<b>Net Income - Adjusted</b> <sup>(1)</sup>	<b>597</b>	<b>584</b>	<b>638</b>

(1) Adjusted results are Non-GAAP financial measures. See slide 29 for further details.



<i>Reported (\$MM)</i>	Q3/14	Q2/15	Q3/15
Retail Brokerage	307	312	312
Asset Management	186	217	223
Private Wealth Management	75	86	93
<b>Revenue</b>	<b>568</b>	<b>615</b>	<b>628</b>
Reversal of Credit Losses	-	(1)	-
Non-Interest Expenses	408	447	443
<b>Income Before Taxes</b>	<b>160</b>	<b>169</b>	<b>185</b>
Taxes	39	40	45
<b>Net Income - Reported</b>	<b>121</b>	<b>129</b>	<b>140</b>
<b>Net Income - Adjusted</b> <sup>(1)</sup>	<b>124</b>	<b>134</b>	<b>143</b>

(1) Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

<i>Reported (\$MM)</i>	Q3/14	Q2/15	Q3/15
Capital Markets	336	417	417
Corporate & Investment Banking	330	259	277
Other	4	(15)	2
<b>Revenue <sup>(1)</sup></b>	<b>670</b>	<b>661</b>	<b>696</b>
Provision for (Reversal of) Credit Losses	6	(1)	9
Non-Interest Expenses	279	337	339
<b>Income Before Taxes</b>	<b>385</b>	<b>325</b>	<b>348</b>
Taxes <sup>(1)</sup>	103	75	78
<b>Net Income - Reported</b>	<b>282</b>	<b>250</b>	<b>270</b>
<b>Net Income - Adjusted <sup>(2)</sup></b>	<b>254</b>	<b>255</b>	<b>275</b>

(1) Revenue and income taxes are reported on a taxable equivalent basis (TEB).

(2) Adjusted results are non-GAAP financial measures. See slide 29 for further details.

<i>Reported (\$MM)</i>	Q3/14	Q2/15	Q3/15
International Banking	151	163	175
Other	(63)	(82)	(106)
<b>Revenue <sup>(1)</sup></b>	<b>88</b>	<b>81</b>	<b>69</b>
Provision for Credit Losses	12	11	15
Non-Interest Expenses	293	262	300
<b>Income Before Taxes</b>	<b>(217)</b>	<b>(192)</b>	<b>(246)</b>
Taxes <sup>(1)</sup>	(146)	(141)	(178)
<b>Net Loss - Reported</b>	<b>(71)</b>	<b>(51)</b>	<b>(68)</b>
<b>Net Loss - Adjusted <sup>(2)</sup></b>	<b>(67)</b>	<b>(49)</b>	<b>(66)</b>

(1) Revenue are income taxes reported on a taxable equivalent basis (TEB).

(2) Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

# Q3 2015 Items of Note



	Pre-tax Effect (\$MM)	After-tax Effect (\$MM)	EPS Effect (\$/Share)	Operating Segments
<b>Q3 2015</b>				
Loss on structured credit run-off activities	6	5	0.01	Wholesale Banking
Amortization of intangibles	10	7	0.02	Retail & Business Banking / Wealth Management / Corporate & Other
<b>Adjustment to Net Income attributable to diluted common shares and to EPS</b>	<b>16</b>	<b>12</b>	<b>0.03</b>	

## Adjusted Results

- These terms are non-GAAP financial measures that do not have any standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other issuers.
- For further details on items of note see slide 28 of this presentation; for Non-GAAP measures and reconciliation of Non-GAAP to GAAP measures see pages 1 and 2 of the Q3/15 Supplementary Financial Information and page 14 of the 2014 Annual Report available on [www.cibc.com](http://www.cibc.com).