

## Supplementary Financial Information

## 

For the period ended January 31, 2005

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## Non-GAAP measures

We use a number of financial measures to assess the performance of our business lines. Some measures are calculated in accordance with GAAP, while other measures do not have a standardized meaning under GAAP and, accordingly, these measures, described below, may not be comparable to similar measures used by other companies.

This document references the following non-GAAP measures:

## Net interest income (TEB)

We adjust net interest income to reflect tax-exempt income on an equivalent beforetax basis. This measure enables comparability of net interest income arising from both taxable and tax-exempt sources. Net interest income (TEB) is used to calculate the efficiency ratio, trading revenue, net interest margin and net interest margin on average interest-earning assets, all on a taxable equivalent basis. Management believes these measures permit uniform measurement, which enables users of our financial information to make comparisons more readily.

## Economic capital

Economic capital provides the financial framework to understand the returns of each business line, commensurate with the risk taken.

Economic capital is based upon an estimate of the equity capital required to protect the business lines from future potential adverse economic scenarios that would result in significant losses. It comprises credit, market, operational and strategic risk capital. The capital methodologies employed quantify the level of risk within products, clients, and business lines, as required. The difference between CIBC total equity capital and economic capital allocated to the business lines is held in Corporate and Other. From time to time, CIBC's economic capital model may be enhanced as part of the risk measurement process and these changes are made prospectively.

There is no comparable GAAP measure for economic capital.

## Economic profit

Net income, adjusted for a charge on economic capital, determines economic profit. This measures the return generated by each business line in excess of our cost of equity capital, thus enabling users of our financial information to identify relative contributions to shareholder value.

Reconciliation of net income to economic profit is provided with segmented information on pages 6 to 8 .

## Segmented return on equity

We use return on equity (ROE) on a segmented basis for performance evaluation and resource allocation decisions.

While ROE for total CIBC provides a measure of return on common equity, ROE on a segmented basis provides a similar metric related to the capital allocated to the segments. We use economic capital to calculate ROE on a segmented basis. As a result, segmented ROE is a non-GAAP measure.

## Retail/wholesale ratio: Retail information

While we manage commercial banking operations within CIBC World Markets, some financial institutions include commercial banking in their retail operations. From time to time, some measures will be presented on the basis of CIBC Retail Markets, CIBC Wealth Management, and commercial banking operations for comparison purposes. Such measures include revenue, net income, and economic capital. For reconciliation of business mix: retail information, see the Non-GAAP measures section in the Q1/05 report to shareholders available on www.cibc.com.

## ROE and EPS on cash basis

Cash basis measures are calculated by adding back the after-tax effect of goodwill and other intangible expenses to net income. Management believes these measures permit uniform measurement, which enables users of CIBC's financial information to make comparisons more readily.

## Reconciliation of non-GAAP to GAAP measures

The table on the following page provides a reconciliation of non-GAAP to GAAP measures.

## RECONCILIATION OF NON-GAAP TO GAAP MEASURES

| Unaudited, for the period ended | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} 2004 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2003 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common share information Per share (\$) |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings | 1.96 | 1.08 | 1.62 | 1.35 | 1.56 | 1.29 | 2.04 | 0.76 | 1.12 | 5.60 | 5.21 |
| add: effect of non-cash items | 0.01 | 0.00 | 0.01 | 0.01 | 0.01 | 0.02 | 0.00 | 0.01 | 0.01 | 0.04 | 0.04 |
| Cash basis - basic earnings | 1.97 | 1.08 | 1.63 | 1.36 | 1.57 | 1.31 | 2.04 | 0.77 | 1.13 | 5.64 | 5.25 |
| Diluted earnings | 1.94 | 1.06 | 1.60 | 1.33 | 1.54 | 1.28 | 2.02 | 0.76 | 1.11 | 5.53 | 5.18 |
| add: effect of non-cash items | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 | 0.02 | 0.01 | 0.01 | 0.01 | 0.04 | 0.04 |
| Cash basis - diluted earnings | 1.95 | 1.07 | 1.61 | 1.34 | 1.55 | 1.30 | 2.03 | 0.77 | 1.12 | 5.57 | 5.22 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue (\$ millions) ${ }^{1}$ | 3,079 | 2,901 | 2,906 | 3,027 | 2,941 | 2,874 | 2,831 | 2,707 | 3,051 | 11,775 | 11,463 |
| add: TEB adjustment | 41 | 38 | 37 | 35 | 40 | 38 | 35 | 31 | 28 | 150 | 132 |
| Revenue (TEB) ${ }^{1}$ | 3,120 | 2,939 | 2,943 | 3,062 | 2,981 | 2,912 | 2,866 | 2,738 | 3,079 | 11,925 | 11,595 |
| Efficiency ratio ${ }^{1}$ | 61.7\% | 78.1\% | 67.7\% | 68.5\% | 66.1\% | 70.9\% | 68.9\% | 75.5\% | 68.6\% | 70.1\% | 70.9\% |
| less: effect of TEB | 0.8\% | 1.0\% | 0.8\% | 0.8\% | 0.9\% | 0.9\% | 0.8\% | 0.8\% | 0.6\% | 0.9\% | 0.8\% |
| Efficiency ratio (TEB) ${ }^{1}$ | 60.9\% | 77.1\% | 66.9\% | 67.7\% | 65.2\% | 70.0\% | 68.1\% | 74.7\% | 68.0\% | 69.2\% | 70.1\% |
| Return on equity (ROE) | 25.7\% | 14.2\% | 21.3\% | 18.4\% | 21.0\% | 17.9\% | 29.6\% | 11.9\% | 16.8\% | 18.7\% | 19.2\% |
| add: effect of non-cash items | 0.1\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.2\% | 0.2\% | 0.1\% | 0.2\% |
| Cash basis return on equity | 25.8\% | 14.3\% | 21.4\% | 18.5\% | 21.2\% | 18.1\% | 29.7\% | 12.1\% | 17.0\% | 18.8\% | 19.4\% |

[^0]
## External reporting changes

## First quarter

1. On November 1, 2004, we retroactively adopted the amendments to the Canadian Institute of Chartered Accountants (CICA) handbook section 3860, "Financial Instruments - Disclosure and Presentation." The amended standard requires that preferred shares that are convertible into a variable number of common shares at the option of the holder be presented as liabilities rather than as equity, and dividend payments and premium on redemptions arising from such preferred shares be treated as interest expense in the consolidated statements of income.
2. On November 1, 2004, we adopted the CICA Accounting Guideline (AcG) 15, "Consolidation of Variable Interest Entities," which provides a framework for identifying a variable interest entity (VIE) and requires a company to consolidate a VIE if the company absorbs a majority of the VIE's expected losses or receives a majority of the VIE's expected residual returns, or both.

## Management reporting changes

## First quarter

1. Pursuant to the adoption of CICA handbook section 3860, as reported under External reporting changes, dividend payments and premiums on redemptions related to such preferred shares are treated as interest expense in the consolidated statements of income. This interest expense has been allocated to the business lines proportionate to their economic capital. This change has been adopted retroactively.

## FINANCIAL HIGHLIGHTS

Unaudited, for the period ended
Common share information
Per share (\$)

## Basic earnings

Dividends
Book value
Share price (\$)
High
Closing
Shares outstanding (thousands)
Average basic
Average diluted End of period
Market capitalization (\$ millions)
Value measures
Price to earnings multiple (12 month trailing)
Dividend yield (based on closing share price)
Dividend payout ratio
Market value to book value ratio
Financial results (\$ millions)
Total revenue ${ }^{1}$
Provision for credit losses
Non-interest expenses
Net income ${ }^{1}$
Financial measures
Efficiency ratio ${ }^{1}$
Efficiency ratio (TEB) ${ }^{1,2}$
Return on equity (ROE)
Net interest margin ${ }^{1}$
Net interest margin on average interest-earning assets ${ }^{1,3}$
Return on average assets ${ }^{1}$
Return on average interest-earning assets
On- and off-balance sheet information (\$ millions)
Cash, deposits with banks and securities
Loans and acceptances
Total assets
Deposits
Common shareholders' equity
Average assets
Average interest-earning assets ${ }^{3}$
Average common shareholders' equity
Assets under administration
Balance sheet quality measures ${ }^{4}$
Common equity to risk-weighted assets
Risk-weighted assets (\$ billions)
Tier 1 capital ratio
Total capital ratio
Other information
Retail/wholesale ratio ${ }^{2,5}$
Regular workforce headcount ${ }^{6}$

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1.96 | 1.08 | 1.62 | 1.35 | 1.56 | 1.29 | 2.04 | 0.76 | 1.12 |
| 1.94 | 1.06 | 1.60 | 1.33 | 1.54 | 1.28 | 2.02 | 0.76 | 1.11 |
| 0.65 | 0.60 | 0.60 | 0.50 | 0.50 | 0.41 | 0.41 | 0.41 | 0.41 |
| 30.62 | 29.92 | 30.40 | 30.17 | 29.70 | 28.78 | 28.42 | 26.77 | 26.43 |
| 73.70 | 73.90 | 69.68 | 71.46 | 68.60 | 60.95 | 55.42 | 49.45 | 45.75 |
| 67.95 | 64.50 | 62.20 | 64.80 | 59.35 | 51.90 | 46.27 | 41.05 | 39.50 |
| 68.45 | 73.90 | 66.28 | 67.19 | 66.66 | 59.21 | 54.52 | 47.80 | 43.55 |
| 346,269 | 349,128 | 354,003 | 358,895 | 359,742 | 361,266 | 360,270 | 359,506 | 359,131 |
| 350,201 | 353,152 | 357,741 | 363,125 | 363,917 | 364,472 | 362,891 | 361,430 | 360,406 |
| 341,098 | 347,488 | 350,929 | 356,686 | 360,992 | 362,043 | 360,921 | 359,813 | 359,246 |
| 23,348 | 25,679 | 23,260 | 23,966 | 24,064 | 21,437 | 19,677 | 17,199 | 15,645 |
| 11.4 | 13.2 | 11.4 | 10.8 | 11.8 | 11.4 | 15.5 | 25.3 | 26.6 |
| 3.8\% | 3.2\% | 3.6\% | 3.0\% | 3.0\% | 2.7\% | 3.0\% | 3.5\% | 3.7\% |
| 33.2\% | 55.7\% | 37.0\% | 37.1\% | 32.3\% | 31.7\% | 20.2\% | 53.9\% | 36.7\% |
| 2.24 | 2.47 | 2.18 | 2.23 | 2.24 | 2.06 | 1.92 | 1.79 | 1.65 |
| 3,079 | 2,901 | 2,906 | 3,027 | 2,941 | 2,874 | 2,831 | 2,707 | 3,051 |
| 178 | 175 | 91 | 207 | 155 | 131 | 425 | 248 | 339 |
| 1,901 | 2,266 | 1,968 | 2,074 | 1,943 | 2,038 | 1,952 | 2,045 | 2,093 |
| 707 | 402 | 596 | 507 | 586 | 487 | 753 | 293 | 417 |
| 61.7\% | 78.1\% | 67.7\% | 68.5\% | 66.1\% | 70.9\% | 68.9\% | 75.5\% | 68.6\% |
| 60.9\% | 77.1\% | 66.9\% | 67.7\% | 65.2\% | 70.0\% | 68.1\% | 74.7\% | 68.0\% |
| 25.7\% | 14.2\% | 21.3\% | 18.4\% | 21.0\% | 17.9\% | 29.6\% | 11.9\% | 16.8\% |
| 1.82\% | 1.84\% | 1.88\% | 1.80\% | 1.97\% | 1.99\% | 2.00\% | 1.91\% | 1.86\% |
| 2.15\% | 2.17\% | 2.22\% | 2.17\% | 2.34\% | 2.37\% | 2.42\% | 2.31\% | 2.22\% |
| 0.97\% | 0.57\% | 0.85\% | 0.73\% | 0.83\% | 0.69\% | 1.05\% | 0.42\% | 0.57\% |
| 1.15\% | 0.68\% | 1.00\% | 0.87\% | 0.99\% | 0.83\% | 1.27\% | 0.51\% | 0.68\% |
| 82,087 | 79,519 | 81,185 | 83,611 | 83,152 | 80,082 | 82,743 | 78,402 | 80,554 |
| 143,631 | 142,282 | 142,575 | 140,152 | 137,743 | 139,073 | 141,654 | 142,542 | 142,625 |
| 285,183 | 278,764 | 277,879 | 284,175 | 284,935 | 277,147 | 283,254 | 279,837 | 283,054 |
| 193,301 | 190,577 | 193,020 | 195,637 | 193,214 | 188,130 | 198,092 | 192,986 | 198,282 |
| 10,445 | 10,397 | 10,667 | 10,763 | 10,722 | 10,421 | 10,257 | 9,632 | 9,496 |
| 288,288 | 278,535 | 279,008 | 284,242 | 281,529 | 279,009 | 285,829 | 284,432 | 289,676 |
| 244,357 | 236,045 | 236,421 | 236,516 | 236,051 | 234,064 | 235,600 | 235,445 | 242,697 |
| 10,503 | 10,545 | 10,704 | 10,693 | 10,591 | 10,374 | 9,835 | 9,386 | 9,451 |
| 825,600 | 771,300 | 749,800 | 763,100 | 761,600 | 705,100 | 688,600 | 697,000 | 693,500 |
| 8.8\% | 9.0\% | 9.1\% | 9.2\% | 9.2\% | 9.0\% | 8.5\% | 7.8\% | 7.6\% |
| 118.6 | 115.9 | 117.3 | 117.1 | 116.3 | 116.3 | 120.6 | 123.2 | 124.9 |
| 10.5\% | 10.5\% | 10.9\% | 11.0\% | 11.1\% | 10.8\% | 10.2\% | 9.3\% | 9.0\% |
| 13.1\% | 12.8\% | 13.3\% | 12.8\% | 13.0\% | 13.0\% | 12.2\% | 11.7\% | 11.9\% |


|  |  |
| :---: | :---: |
| 12M | 12M |
| 5.60 | 5.21 |
| 5.53 | 5.18 |
| 2.20 | 1.64 |
| 29.92 | 28.78 |
| 73.90 | 60.95 |
| 59.35 | 39.50 |
| 73.90 | 59.21 |
| 355,735 | 360,048 |
| 359,776 | 362,307 |
| 347,488 | 362,043 |
| 25,679 | 21,437 |
| 13.2 | 11.4 |
| 3.0\% | 2.8\% |
| 39.2\% | 31.5\% |
| 2.47 | 2.06 |
| 11,775 | 11,463 |
| 628 | 1,143 |
| 8,251 | 8,128 |
| 2,091 | 1,950 |
| 70.1\% | 70.9\% |
| 69.2\% | 70.1\% |
| 18.7\% | 19.2\% |
| 1.87\% | 1.94\% |
| 2.23\% | 2.33\% |
| 0.74\% | 0.68\% |
| 0.89\% | 0.82\% |
| 79,519 | 80,082 |
| 142,282 | 139,073 |
| 278,764 | 277,147 |
| 190,577 | 188,130 |
| 10,397 | 10,421 |
| 280,810 | 284,739 |
| 236,257 | 236,965 |
| 10,633 | 9,764 |
| 771,300 | 705,100 |
| 9.0\% | 9.0\% |
| 115.9 | 116.3 |
| 10.5\% | 10.8\% |
| 12.8\% | 13.0\% |
| 72\%/28\% | 64\%/36\% |
| 37,281 | 36,630 |

${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.
${ }^{2}$ See Notes to users: Non-GAAP measures.
${ }^{3}$ Average interest-earning assets include interest-bearing deposits with banks, securities, securities borrowed or purchased under resale agreements, and loans.
${ }^{4}$ Debt ratings - S \& P - Senior Long Term: A+; Moody's - Senior Long Term: Aa3.
${ }^{5}$ Retail includes CIBC Retail Markets, CIBC Wealth Management and commercial banking (reported as part of CIBC World Markets).
Wholesale reflects CIBC World Markets, excluding commercial banking. The ratio represents the amount of capital attributed to the business lines as at the end of the period. Prior to Q2/03, the ratio was based on the average economic capital attributed to the business lines in the period.
${ }^{6}$ Regular workforce headcount comprises regular full-time and parttime employees, base plus commissioned employees, and $100 \%$ commissioned employees. Full-time employees are counted as one and part-time employees as one-half.

January 31, 2005 Supplementary Financial Information

CONDENSED CONSOLIDATED STATEMENTS OF INCOME

| (\$ millions) Unaudited, for the period ended | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} \hline 2004 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2003 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income ${ }^{1}$ | 1,322 | 1,287 | 1,320 | 1,260 | 1,391 | 1,396 | 1,438 | 1,325 | 1,358 | 5,258 | 5,517 |
| Provision for credit losses | 178 | 175 | 91 | 207 | 155 | 131 | 425 | 248 | 339 | 628 | 1,143 |
| Non-interest income | 1,144 | 1,112 | 1,229 | 1,053 | 1,236 | 1,265 | 1,013 | 1,077 | 1,019 | 4,630 | 4,374 |
|  | 1,757 | 1,614 | 1,586 | 1,767 | 1,550 | 1,478 | 1,393 | 1,382 | 1,693 | 6,517 | 5,946 |
|  | 2,901 | 2,726 | 2,815 | 2,820 | 2,786 | 2,743 | 2,406 | 2,459 | 2,712 | 11,147 | 10,320 |
| Non-interest expenses | 1,901 | 2,266 | 1,968 | 2,074 | 1,943 | 2,038 | 1,952 | 2,045 | 2,093 | 8,251 | 8,128 |
| Income before income taxes and non-controlling interests | 1,000 | 460 | 847 | 746 | 843 | 705 | 454 | 414 | 619 | 2,896 | 2,192 |
| Income tax expense (benefit) | 283 | 46 | 250 | 238 | 256 | 217 | (300) | 122 | 200 | 790 | 239 |
|  | 717 | 414 | 597 | 508 | 587 | 488 | 754 | 292 | 419 | 2,106 | 1,953 |
| Non-controlling interests in net income of subsidiaries | 10 | 12 | 1 | 1 | 1 | 1 | 1 | (1) | 2 | 15 | 3 |
| Net income ${ }^{1}$ | 707 | 402 | 596 | 507 | 586 | 487 | 753 | 293 | 417 | 2,091 | 1,950 |
| Dividends on preferred shares ${ }^{1}$ | 28 | 27 | 23 | 24 | 26 | 20 | 19 | 20 | 16 | 100 | 75 |
| Net income applicable to common shares | 679 | 375 | 573 | 483 | 560 | 467 | 734 | 273 | 401 | 1,991 | 1,875 |

## CASH BASIS MEASURES ${ }^{2}$

Unaudited, for the period ended

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2004 | 2003 |
| ---: | ---: |
| 12 M | 12 M |


| Cash basis net income (\$ millions) |
| :--- |
| Net income applicable to common shares |
| After-tax effect of goodwill and other valuation intangible expenses |
| Average common shareholders' equity (\$ millions) |
| Average common shareholders' equity |
| Cash basis measures |
| Average number of common shares - basic (thousands) |
| Average number of common shares - diluted (thousands) |
| Cash basis earnings per share - basic |
| Cash basis earnings per share - diluted |
| Cash basis return on equity |


| $\mathbf{6 7 9}$ | 375 | 573 | 483 | 560 | 467 | 734 | 273 | 401 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3}$ | 3 | 3 | 4 | 3 | 7 | 3 | 3 | 3 |
| $\mathbf{6 8 2}$ | 378 | 576 | 487 | 563 | 474 | 737 | 276 | 404 |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{1 0 , 5 0 3}$ | 10,545 | 10,704 | 10,693 | 10,591 | 10,374 | 9,835 | 9,386 | 9,451 |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{3 4 6 , 2 6 9}$ | 349,128 | 354,003 | 358,895 | 359,742 | 361,266 | 360,270 | 359,506 | 359,131 |
| $\mathbf{3 5 0 , 2 0 1}$ | 353,152 | 357,741 | 363,125 | 363,917 | 364,472 | 362,891 | 361,430 | 360,406 |
| $\$ 1.97$ | $\$ 1.08$ | $\$ 1.63$ | $\$ 1.36$ | $\$ 1.57$ | $\$ 1.31$ | $\$ 2.04$ | $\$ 0.77$ | $\$ 1.13$ |
| $\$ 1.95$ | $\$ 1.07$ | $\$ 1.61$ | $\$ 1.34$ | $\$ 1.55$ | $\$ 1.30$ | $\$ 2.03$ | $\$ 0.77$ | $\$ 1.12$ |
| $\mathbf{2 5 . 8 \%}$ | $14.3 \%$ | $21.4 \%$ | $18.5 \%$ | $21.2 \%$ | $18.1 \%$ | $29.7 \%$ | $12.1 \%$ | $17.0 \%$ |


|  |  |
| ---: | ---: |
| 1,991 | 1,875 |
| 13 | 16 |
| 2,004 | 1,891 |
|  |  |
| 10,633 | 9,764 |
|  |  |
| 355,735 | 360,048 |
| 359,776 | 362,307 |
| $\$ 5.64$ | $\$ 5.25$ |
| $\$ 5.57$ | $\$ 5.22$ |
| $18.8 \%$ | $19.4 \%$ |

[^1]NON-INTEREST INCOME

| (\$ millions) |
| :--- |
| Unaudited, for the period ended |
| Underwriting and advisory fees |
| Deposit and payment fees |
| Credit fees |
| Card fees |
| Investment management and custodial fees |
| Mutual fund fees |
| Insurance fees |
| Commissions on securities transactions |
| Trading activities |
| Investment securities gains (losses), net |
| Income from securitized assets |
| Foreign exchange other than trading ${ }^{2}$ |
| Other |
| Total non-interest income |


| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 2 3}$ | 165 | 166 | 252 | 214 | 216 | 219 | 196 | 239 |
| $\mathbf{2 0 0}$ | 200 | 198 | 181 | 181 | 185 | 185 | 170 | 173 |
| $\mathbf{8 2}$ | 78 | 76 | 85 | 75 | 79 | 98 | 107 | 102 |
| $\mathbf{8 8}$ | 108 | 109 | 94 | 96 | 99 | 88 | 80 | 92 |
| $\mathbf{9 7}$ | 94 | 79 | 96 | 84 | 81 | 77 | 79 | 103 |
| $\mathbf{1 6 6}$ | 154 | 158 | 156 | 147 | 139 | 135 | 126 | 136 |
| $\mathbf{7 3}$ | 43 | 59 | 25 | 49 | 38 | 37 | 53 | 40 |
| $\mathbf{2 1 8}$ | 198 | 210 | 252 | 232 | 207 | 217 | 194 | 266 |
| $\mathbf{1 5 7}$ | 116 | 86 | 226 | 190 | 127 | 128 | 178 | 194 |
| $\mathbf{3 2}$ | 152 | $17)$ | 88 | 13 | 8 | $(57)$ | $(75)$ | 17 |
| $\mathbf{6 7}$ | 60 | 50 | 47 | 34 | 60 | 48 | 58 | 50 |
| $\mathbf{5 6}$ | 88 | 52 | 49 | 91 | 100 | 52 | 64 | 57 |
| $\mathbf{2 9 8}$ | 158 | 360 | 216 | 144 | 139 | 166 | 152 | 224 |
| $\mathbf{1 , 7 5 7}$ | 1,614 | 1,586 | 1,767 | 1,550 | 1,478 | 1,393 | 1,382 | 1,693 |


| 2004 | 2003 |
| :---: | :---: |
| 12M | 12M |
| 797 | 870 |
| 760 | 713 |
| 314 | 386 |
| 407 | 359 |
| 353 | 340 |
| 615 | 536 |
| 176 | 168 |
| 892 | 884 |
| 618 | 627 |
| 236 | (107) |
| 191 | 216 |
| 280 | 273 |
| 878 | 681 |
| 6,517 | 5,946 |

[^2](\$ millions)
Unaudited, for the period ended

## Employee compensation and benefits

| loyee compensation and benefits |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries | 519 | 548 | 535 | 532 | 511 | 583 | 548 | 549 | 580 | 2,126 | 2,260 |
| Incentive bonuses | 265 | 222 | 258 | 340 | 327 | 257 | 238 | 285 | 384 | 1,147 | 1,164 |
| Commissions | 139 | 132 | 119 | 147 | 124 | 114 | 113 | 98 | 135 | 522 | 460 |
| Benefits | 131 | 140 | 148 | 155 | 161 | 109 | 133 | 139 | 152 | 604 | 533 |
|  | 1,054 | 1,042 | 1,060 | 1,174 | 1,123 | 1,063 | 1,032 | 1,071 | 1,251 | 4,399 | 4,417 |
| Occupancy costs |  |  |  |  |  |  |  |  |  |  |  |
| Rent and maintenance | 135 | 151 | 127 | 127 | 111 | 142 | 118 | 120 | 114 | 516 | 494 |
| Depreciation | 24 | 29 | 29 | 36 | 24 | 25 | 29 | 29 | 28 | 118 | 111 |
|  | 159 | 180 | 156 | 163 | 135 | 167 | 147 | 149 | 142 | 634 | 605 |
| Computer and office equipment |  |  |  |  |  |  |  |  |  |  |  |
| Rent and maintenance | 241 | 273 | 244 | 242 | 233 | 248 | 245 | 249 | 237 | 992 | 979 |
| Depreciation | 30 | 36 | 35 | 37 | 38 | 45 | 35 | 42 | 42 | 146 | 164 |
|  | 271 | 309 | 279 | 279 | 271 | 293 | 280 | 291 | 279 | 1,138 | 1,143 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |
| - Telecommunications | 37 | 37 | 37 | 35 | 36 | 37 | 37 | 43 | 48 | 145 | 165 |
| Postage and courier | 29 | 26 | 28 | 27 | 27 | 27 | 23 | 29 | 29 | 108 | 108 |
| Stationery | 20 | 21 | 19 | 19 | 19 | 20 | 19 | 22 | 26 | 78 | 87 |
|  | 86 | 84 | 84 | 81 | 82 | 84 | 79 | 94 | 103 | 331 | 360 |
| Advertising and business development | 65 | 84 | 68 | 71 | 56 | 103 | 62 | 68 | 56 | 279 | 289 |
| Professional fees | 68 | 129 | 85 | 72 | 40 | 62 | 64 | 60 | 55 | 326 | 241 |
| Business and capital taxes | 31 | 42 | 34 | 35 | 27 | 40 | 33 | 31 | 29 | 138 | 133 |
| Restructuring reversal | - | (13) | - | (5) | - | (23) | (8) | - | - | (18) | (31) |
| Other | 167 | 409 | 202 | 204 | 209 | 249 | 263 | 281 | 178 | 1,024 | 971 |
|  | 331 | 651 | 389 | 377 | 332 | 431 | 414 | 440 | 318 | 1,749 | 1,603 |
| Non-interest expenses | 1,901 | 2,266 | 1,968 | 2,074 | 1,943 | 2,038 | 1,952 | 2,045 | 2,093 | 8,251 | 8,128 |
| Non-interest expenses to revenue ratio ${ }^{1}$ | 61.7\% | 78.1\% | 67.7\% | 68.5\% | 66.1\% | 70.9\% | 68.9\% | 75.5\% | 68.6\% | 70.1\% | 70.9\% |
| Non-interest expenses to revenue ratio (TEB) ${ }^{1,2}$ | 60.9\% | 77.1\% | 66.9\% | 67.7\% | 65.2\% | 70.0\% | 68.1\% | 74.7\% | 68.0\% | 69.2\% | 70.1\% |

[^3]
## SEGMENTED INFORMATION

## CIBC has three strategic business lines:

- CIBC Retail Markets provides financial services and products to personal and small business clients in Canada. These services are offered through the branch network, telephone banking, online banking and ABMs, as well as through the co-branded retail electronic banking business, President's Choice Financial, a coventure with Loblaw Companies Limited.
- CIBC Wealth Management provides relationship-based advisory, sales, service and product solutions to the full spectrum of wealth-building clients, primarily in Canada. The business comprises branch-based advice, full service brokerage, private wealth management and online brokerage. We also develop and package a wide range of financial products, including mutual funds, managed solutions and term investments.
- CIBC World Markets is the wholesale banking arm of CIBC, providing a range of integrated credit and capital markets products, investment banking, and merchant banking to clients in key financial markets in North America and around the world. We deliver innovative full capital solutions to growth-oriented companies and are active in all capital markets. We offer advisory expertise across a wide range of industries and provide top-ranked research for our corporate, government and institutional investor clients.
Corporate and Other comprises the five functional groups - Administration; Corporate Development; Finance; Technology \& Operations; and Treasury, Balance Sheet and Risk Management - that support CIBC's business lines, as well as Juniper Financial Corp. (sold on December 1, 2004), CIBC Mellon joint ventures, Oppenheimer Holdings Inc. debentures, and other income statement and balance sheet items not directly attributable to the business lines. The revenue and expenses of the functional groups are generally allocated to the business lines.

| (\$ millions) <br> Unaudited, for the period ended |  |  |  |  |  |  |  |  |  |   <br> 2004 2003 <br> 12 M 12 M |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |  |  |
| Financial results ${ }^{1,2,3}$ |  |  |  |  |  |  |  |  |  |  |  |
| CIBC Retail Markets | 364 | 293 | 247 | 199 | 277 | 199 | 238 | 152 | 245 | 1,016 | 834 |
| CIBC Wealth Management | 114 | 100 | 104 | 96 | 90 | 86 | 84 | 65 | 117 | 390 | 352 |
| CIBC World Markets | 173 | (34) | 253 | 253 | 188 | 120 | (8) | 104 | 118 | 660 | 334 |
| Corporate and Other | 56 | 43 | (8) | (41) | 31 | 82 | 439 | (28) | (63) | 25 | 430 |
| Net income | 707 | 402 | 596 | 507 | 586 | 487 | 753 | 293 | 417 | 2,091 | 1,950 |



 and CIBC Wealth Management-other.
 these costs were allocated to CIBC Retail Markets-other.

Also, effective November 1, 2003, a number of cash management accounts previously allocated to investment banking and credit products were transferred to commercial banking on a prospective basis.

 Retail Markets, are fully allocated to the business lines.
${ }^{3}$ See Notes to users: External reporting changes - First quarter, Note 1 and Management reporting changes - First quarter, Note 1

## SEGMENTED INFORMATION - CIBC RETAIL MARKETS

(\$ millions)
Unaudited, for the period ended

| Financial results |
| :--- |
| Personal banking |
| Small business banking |
| Cards |
| Mortgages ${ }^{1}$ |
| Other ${ }^{1,2}$ |
| Total revenue |
| Provision for credit losses |
| Non-interest expenses |
| Income before taxes |
| Income tax expense |
| Net income |

## Total revenue

Net interest income
Non-interest income
Intersegment revenue ${ }^{3}$

Average balance sheet information
Loans and acceptances
Deposits
Common equity

## Financial measures

| Efficiency ratio ${ }^{2}$ |
| :--- |
| Return on equity $(\text { ROE })^{4}$ |
| Net income ${ }^{2}$ |
| Cost of capital adjustment ${ }^{4}$ |
| Economic profit ${ }^{2,4}$ |

Other information
Residential mortgages administered
Intersegment revenue - mortgages
Card loans administered
Intersegment revenue - cards
Number of branches - Canada
Number of pavilions (President's Choice Financial)
Number of registered clients (President's Choice Financial)
Regular workforce headcount

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 551 | 545 | 527 | 492 | 497 | 507 | 487 | 454 | 455 |
| 151 | 146 | 145 | 140 | 143 | 140 | 137 | 130 | 135 |
| 383 | 357 | 347 | 333 | 347 | 330 | 311 | 324 | 313 |
| 145 | 147 | 148 | 155 | 122 | 192 | 195 | 156 | 158 |
| 225 | 132 | 158 | 120 | 216 | 129 | 118 | 132 | 135 |
| 1,455 | 1,327 | 1,325 | 1,240 | 1,325 | 1,298 | 1,248 | 1,196 | 1,196 |
| 185 | 148 | 202 | 199 | 162 | 184 | 150 | 135 | 138 |
| 1,270 | 1,179 | 1,123 | 1,041 | 1,163 | 1,114 | 1,098 | 1,061 | 1,058 |
| 771 | 735 | 748 | 738 | 750 | 799 | 734 | 859 | 708 |
| 499 | 444 | 375 | 303 | 413 | 315 | 364 | 202 | 350 |
| 135 | 151 | 128 | 104 | 136 | 116 | 126 | 50 | 105 |
| 364 | 293 | 247 | 199 | 277 | 199 | 238 | 152 | 245 |


| 2004 | 2003 |
| ---: | ---: |
| 12 M | 12 M |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 0 0 4}$ | 1,004 | 1,004 | 966 | 1,029 | 1,029 | 977 | 949 | 954 |
| $\mathbf{6 1 7}$ | 487 | 484 | 424 | 455 | 433 | 428 | 399 | 400 |
| $(166)$ | $(164)$ | $(163)$ | $(150)$ | $(159)$ | $(164)$ | $(157)$ | $(152)$ | $(158)$ |
| $\mathbf{1 , 4 5 5}$ | 1,327 | 1,325 | 1,240 | 1,325 | 1,298 | 1,248 | 1,196 | 1,196 |


|  |  |
| :---: | :---: |
| 4,003 | 3,909 |
| 1,850 | 1,660 |
| $(636)$ | $(631)$ |
| 5,217 | 4,938 |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $115, \mathbf{2 1 8}$ | 114,376 | 112,860 | 110,754 | 110,322 | 109,303 | 106,609 | 103,678 | 102,674 |
| $\mathbf{1 0 3 , 5 6 3}$ | 102,982 | 103,739 | 103,337 | 101,136 | 82,709 | 83,629 | 84,138 | 87,900 |
| $\mathbf{2 , 5 9 4}$ | 2,675 | 2,687 | 2,510 | 2,441 | 2,599 | 2,484 | 2,409 | 2,544 |


|  |  |
| ---: | ---: |
| 112,085 | 105,544 |
| 102,796 | 84,598 |
| 2,578 | 2,510 |

${ }^{1}$ See footnote 1 on page 5.
${ }^{2}$ See Notes to users: Management reporting changes - First quarter, Note 1.
${ }^{3}$ Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.
${ }^{4}$ See Notes to users: Non-GAAP measures.

SEGMENTED INFORMATION - CIBC WEALTH MANAGEMENT

| (\$ millions) Unaudited, for the period ended | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} 2004 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2003 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |
| Imperial Service | 200 | 195 | 195 | 187 | 188 | 189 | 180 | 173 | 182 | 765 | 724 |
| Retail brokerage | 277 | 251 | 233 | 294 | 258 | 246 | 250 | 245 | 367 | 1,036 | 1,108 |
| Private Wealth Management | 38 | 34 | 35 | 37 | 35 | 30 | 39 | 35 | 37 | 141 | 141 |
| Wealth products ${ }^{1}$ | 130 | 113 | 125 | 120 | 119 | 123 | 128 | 124 | 136 | 477 | 511 |
| Other ${ }^{1,2}$ | 8 | 19 | 21 | 12 | 23 | 13 | 15 | (7) | 12 | 75 | 33 |
| Total revenue | 653 | 612 | 609 | 650 | 623 | 601 | 612 | 570 | 734 | 2,494 | 2,517 |
| Provision for credit losses | 9 | 9 | 8 | 8 | 4 | 6 | 5 | 4 | 3 | 29 | 18 |
|  | 644 | 603 | 601 | 642 | 619 | 595 | 607 | 566 | 731 | 2,465 | 2,499 |
| Non-interest expenses | 474 | 454 | 446 | 500 | 468 | 472 | 477 | 471 | 546 | 1,868 | 1,966 |
| Income before taxes | 170 | 149 | 155 | 142 | 151 | 123 | 130 | 95 | 185 | 597 | 533 |
| Income tax expense | 56 | 49 | 51 | 46 | 61 | 37 | 46 | 30 | 68 | 207 | 181 |
| Net income ${ }^{2}$ | 114 | 100 | 104 | 96 | 90 | 86 | 84 | 65 | 117 | 390 | 352 |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{2}$ | 124 | 117 | 112 | 120 | 132 | 139 | 150 | 126 | 153 | 481 | 568 |
| Non-interest income | 419 | 385 | 388 | 430 | 385 | 349 | 354 | 343 | 478 | 1,588 | 1,524 |
| Intersegment revenue ${ }^{3}$ | 110 | 110 | 109 | 100 | 106 | 113 | 108 | 101 | 103 | 425 | 425 |
|  | 653 | 612 | 609 | 650 | 623 | 601 | 612 | 570 | 734 | 2,494 | 2,517 |
| Average balance sheet information |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | 65,237 | 64,507 | 64,970 | 65,792 | 64,655 | 71,330 | 72,217 | 73,170 | 74,223 | 64,976 | 72,732 |
| Common equity | 1,098 | 1,120 | 1,137 | 1,098 | 1,172 | 1,254 | 1,211 | 1,208 | 1,242 | 1,132 | 1,229 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio ${ }^{2}$ | 72.6\% | 74.0\% | 73.2\% | 76.9\% | 75.2\% | 78.5\% | 78.0\% | 82.7\% | 74.3\% | 74.9\% | 78.1\% |
| Return on equity (ROE) ${ }^{4}$ | 40.2\% | 34.7\% | 35.5\% | 34.6\% | 29.5\% | 26.3\% | 26.6\% | 21.2\% | 36.8\% | 33.5\% | 27.8\% |
| Net income ${ }^{2}$ | 114 | 100 | 104 | 96 | 90 | 86 | 84 | 65 | 117 | 390 | 352 |
| Cost of capital adjustment ${ }^{4}$ | (36) | (37) | (37) | (36) | (39) | (42) | (39) | (39) | (41) | (149) | (161) |
| Economic profit ${ }^{2,4}$ | 78 | 63 | 67 | 60 | 51 | 44 | 45 | 26 | 76 | 241 | 191 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 132,600 | 126,600 | 125,700 | 126,400 | 125,400 | 121,200 | 117,400 | 160,600 | 167,300 | 126,600 | 121,200 |
| Institutions | 43,600 | 41,400 | 42,800 | 42,000 | 38,200 | 36,300 | 35,700 | 40,100 | 41,500 | 41,400 | 36,300 |
| Retail mutual funds | 42,200 | 40,500 | 40,600 | 40,900 | 39,600 | 35,700 | 34,500 | 32,900 | 33,100 | 40,500 | 35,700 |
|  |  |  |  |  |  |  |  |  |  |  | 193,200 |
|  |  |  |  |  |  |  |  |  |  |  | 10,300 |
| Institutions | 16,800 | 17,100 | 17,100 | 17,700 | 18,100 | 18,000 | 17,600 | 18,200 | 18,700 | 17,100 | 18,000 |
| Retail mutual funds | 42,200 | 40,500 | 40,600 | 40,900 | 39,600 | 35,700 | 34,500 | 32,900 | 33,100 | 40,500 | 35,700 |
|  | 69,200 | 67,200 | 67,100 | 67,800 | 67,200 | 64,000 | 61,300 | 59,800 | 61,900 | 67,200 | 64,000 |
| Regular workforce headcount | 6,434 | 6,510 | 6,522 | 6,596 | 6,576 | 6,601 | 6,756 | 6,912 | 7,156 | 6,510 | 6,601 |

[^4]
## SEGMENTED INFORMATION - CIBC WORLD MARKETS

## (\$ millions)

Unaudited, for the period ended

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 4 9}$ | 309 | 321 | 421 | 394 | 337 | 378 | 391 | 420 |
| 296 | 247 | 326 | 442 | 366 | 372 | 310 | 390 | 495 |
| $\mathbf{2 3}$ | 146 | 108 | 83 | 14 | 9 | 6 | $(67)$ | 5 |
| $\mathbf{1 1 6}$ | 112 | 110 | 111 | 119 | 101 | 104 | 108 | 123 |
| $\mathbf{6}$ | 15 | 8 | $(10)$ | 5 | 51 | 22 | 16 | $(5)$ |
| $\mathbf{7 9 0}$ | 829 | 873 | 1,047 | 898 | 870 | 820 | 838 | 1,038 |
| $\mathbf{4 1}$ | 38 | 37 | 35 | 40 | 38 | 35 | 31 | 28 |
| $\mathbf{7 4 9}$ | 791 | 836 | 1,012 | 858 | 832 | 785 | 807 | 1,010 |
| $\mathbf{1 7 )}$ | 43 | $(74)$ | $(9)$ | $(15)$ | 86 | 269 | 106 | 192 |
| $\mathbf{7 6 6}$ | 748 | 910 | 1,021 | 873 | 746 | 516 | 701 | 818 |
| $\mathbf{5 4 5}$ | 876 | 600 | 670 | 595 | 621 | 576 | 567 | 657 |
| $\mathbf{2 2 1}$ | $(128)$ | 310 | 351 | 278 | 125 | $(60)$ | 134 | 161 |
| $\mathbf{4 6}$ | $(106)$ | 57 | 98 | 90 | 5 | $(52)$ | 33 | 42 |
| $\mathbf{2}$ | 12 | - | - | - | - | - | $(3)$ | 1 |
| $\mathbf{1 7 3}$ | $(34)$ | 253 | 253 | 188 | 120 | $(8)$ | 104 | 118 |


| 2004 | 2003 |
| ---: | ---: |
| 12 M | 12 M |


| Financial results <br>  <br> Capital markets |
| :--- |
| Investment banking and credit products |
| Merchant banking |
| Commercial banking |
| Other ${ }^{1}$ |
| Total revenue (TEB) ${ }^{2}$ |
| TEB adjustment ${ }^{2}$ |
| Total revenue |
| (Recovery of) provision for credit losses |
| Non-interest expenses |
| Income (loss) before taxes and |
| non-controlling interests |
| Income tax expense (benefit) |
| Non-controlling interests |
| Net income (loss) ${ }^{1}$ |


| Total revenue |
| :--- |
| Net interest income ${ }^{1}$ |
| Non-interest income |
| Intersegment revenue ${ }^{3}$ |


|  |  |  |  |  |  |  |  | 197 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 3 7}$ | 91 | 148 | 119 | 157 | 174 | 191 | 233 |  |
| $\mathbf{5 5 6}$ | 646 | 634 | 843 | 646 | 606 | 544 | 559 | 720 |
| $\mathbf{5 6}$ | 54 | 54 | 50 | 55 | 52 | 50 | 51 | 57 |
| $\mathbf{7 4 9}$ | 791 | 836 | 1,012 | 858 | 832 | 785 | 807 | 1,010 |


|  |  |
| ---: | ---: |
| 515 | 795 |
| 2,769 | 2,429 |
| 213 | 210 |
| 3,497 | 3,434 |

Average balance sheet information

| Loans and acceptances |
| :--- |
| Trading securities |
| Deposits |
| Common equity |

## Financial measures

Efficiency ratio
Efficiency ratio (TEB) ${ }^{1,2}$

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 , 3 3 8}$ | 20,385 | 20,185 | 19,995 | 20,922 | 24,161 | 27,361 | 30,123 | 32,016 |
| $\mathbf{4 2 , 9 6 7}$ | 38,221 | 37,931 | 37,638 | 37,178 | 32,490 | 31,966 | 31,538 | 32,018 |
| $\mathbf{2 2 , 4 8 1}$ | 21,983 | 22,905 | 22,099 | 22,641 | 34,838 | 35,107 | 34,785 | 37,397 |
| $\mathbf{2 , 0 1 3}$ | 2,086 | 2,182 | 2,513 | 2,621 | 2,929 | 3,200 | 3,537 | 3,913 |


|  |  |
| ---: | ---: |
| 20,374 | 28,439 |
| 37,743 | 32,007 |
| 22,408 | 35,538 |
| 2,350 | 3,397 |

Net income (loss) ${ }^{1}$
Cost of capital adjustment
Economic profit (loss) ${ }^{1,2}$

## Other information

Regular workforce headcount

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{7 2 . 7 \%}$ | $110.6 \%$ | $71.9 \%$ | $66.2 \%$ | $69.3 \%$ | $74.7 \%$ | $73.4 \%$ | $70.2 \%$ | $65.1 \%$ |
| $\mathbf{6 8 . 9 \%}$ | $105.6 \%$ | $68.8 \%$ | $64.0 \%$ | $66.2 \%$ | $71.4 \%$ | $70.3 \%$ | $67.6 \%$ | $63.4 \%$ |
| $\mathbf{3 3 . 1 \%}$ | $(7.4) \%$ | $45.2 \%$ | $40.1 \%$ | $27.5 \%$ | $15.5 \%$ | $(1.8) \%$ | $11.2 \%$ | $11.2 \%$ |
| $\mathbf{1 7 3}$ | $(34)$ | 253 | 253 | 188 | 120 | $(8)$ | 104 | 118 |
| $\mathbf{( 6 5 )}$ | $(69)$ | $(72)$ | $(81)$ | $(88)$ | $(95)$ | $(105)$ | $(115)$ | $(129)$ |
| $\mathbf{1 0 8}$ | $(103)$ | 181 | 172 | 100 | 25 | $(113)$ | $(11)$ | $(11)$ |


|  |  |
| :---: | :---: |
| $78.4 \%$ | $70.5 \%$ |
| $75.2 \%$ | $67.9 \%$ |
| $27.1 \%$ | $9.1 \%$ |
| 660 | 334 |
| $(310)$ | $(444)$ |
| 350 | $(110)$ |

[^5]| (\$ millions) <br> Unaudited, for the period ended | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} 2004 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2003 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue ${ }^{1}$ | 222 | 171 | 136 | 125 | 135 | 143 | 186 | 134 | 111 | 567 | 574 |
| Provision for (recovery of) credit losses | 1 | (25) | (45) | 9 | 4 | (145) | 1 | 3 | 6 | (57) | (135) |
|  | 221 | 196 | 181 | 116 | 131 | 288 | 185 | 131 | 105 | 624 | 709 |
| Non-interest expenses | 111 | 201 | 174 | 166 | 130 | 146 | 165 | 148 | 182 | 671 | 641 |
| Income (loss) before taxes and non-controlling interests | 110 | (5) | 7 | (50) | 1 | 142 | 20 | (17) | (77) | (47) | 68 |
| Income tax expense (benefit) | 46 | (48) | 14 | (10) | (31) | 59 | (420) | 9 | (15) | (75) | (367) |
| Non-controlling interests | 8 | - | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 3 | 5 |
| Net income (loss) ${ }^{1}$ | 56 | 43 | (8) | (41) | 31 | 82 | 439 | (28) | (63) | 25 | 430 |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{1}$ | 57 | 75 | 56 | 55 | 73 | 54 | 120 | 53 | 18 | 259 | 245 |
| Non-interest income | 165 | 96 | 80 | 70 | 64 | 90 | 67 | 81 | 95 | 310 | 333 |
| Intersegment revenue ${ }^{2}$ | - | - | - | - | (2) | (1) | (1) | - | (2) | (2) | (4) |
|  | 222 | 171 | 136 | 125 | 135 | 143 | 186 | 134 | 111 | 567 | 574 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |
| Average loans and acceptances | 241 | 422 | 464 | 438 | 314 | 387 | 444 | 474 | 651 | 409 | 495 |
| Regular workforce headcount | 10,598 | 10,746 | 10,757 | 10,374 | 10,119 | 10,202 | 10,342 | 10,613 | 10,815 | 10,746 | 10,202 |

${ }^{1}$ See Notes to users: Management reporting changes - First quarter, Note 1.
${ }^{2}$ Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

## REVENUE FROM TRADING ACTIVITIES

(\$ millions)
Unaudited, for the period ended

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{7 0}$ | 54 | 88 | 50 | 53 | 33 | 68 | 70 | 98 |
| $\mathbf{1 5 7}$ | 116 | 86 | 226 | 190 | 127 | 128 | 178 | 194 |
| 227 | 170 | 174 | 276 | 243 | 160 | 196 | 248 | 292 |
| $\mathbf{3 9}$ | 35 | 35 | 33 | 35 | 33 | 32 | 28 | 25 |
| $\mathbf{1 8 8}$ | 135 | 139 | 243 | 208 | 127 | 164 | 220 | 267 |
| $\mathbf{6 . 1 \%}$ | $4.7 \%$ | $4.8 \%$ | $8.0 \%$ | $7.1 \%$ | $4.4 \%$ | $5.8 \%$ | $8.1 \%$ | $8.8 \%$ |
| $\mathbf{7 . 4 \%}$ | $5.9 \%$ | $6.0 \%$ | $9.1 \%$ | $8.3 \%$ | $5.6 \%$ | $6.9 \%$ | $9.2 \%$ | $9.6 \%$ |


| 2004 | 2003 |
| ---: | ---: |
| 12 M | 12 M |


| Trading revenue ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (TEB) ${ }^{2,3}$ | 70 | 54 | 88 | 50 | 53 | 33 | 68 | 70 | 98 |
| Non-interest income ${ }^{2}$ | 157 | 116 | 86 | 226 | 190 | 127 | 128 | 178 | 194 |
| Total trading revenue (TEB) ${ }^{3}$ | 227 | 170 | 174 | 276 | 243 | 160 | 196 | 248 | 292 |
| TEB adjustment ${ }^{3}$ | 39 | 35 | 35 | 33 | 35 | 33 | 32 | 28 | 25 |
| Total trading revenue | 188 | 135 | 139 | 243 | 208 | 127 | 164 | 220 | 267 |
| Trading revenue as a \% of total revenue ${ }^{4}$ | 6.1\% | 4.7\% | 4.8\% | 8.0\% | 7.1\% | 4.4\% | 5.8\% | 8.1\% | 8.8\% |
| Trading revenue (TEB) as a \% of total revenue ${ }^{3,4}$ | 7.4\% | 5.9\% | 6.0\% | 9.1\% | 8.3\% | 5.6\% | 6.9\% | 9.2\% | 9.6\% |


|  |  |
| :---: | :---: |
| 245 | 269 |
| 618 | 627 |
| 863 | 896 |
| 138 | 118 |
| 725 | 778 |
| $6.2 \%$ | $6.8 \%$ |
| $7.3 \%$ | $7.8 \%$ |

Trading revenue by product line (TEB) ${ }^{3}$

| Interest rates |
| :--- |
| Foreign exchange |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 49 | 58 | 29 | 72 | 72 | 62 | 61 | 75 | 110 |
| $\mathbf{4 6}$ | 39 | 41 | 46 | 43 | 40 | 50 | 39 | 42 |
| $\mathbf{6 3}$ | 35 | 53 | 92 | 73 | 48 | 58 | 99 | 112 |
| $\mathbf{1 2}$ | 17 | 9 | 16 | 12 | $(2)$ | 12 | 10 | 14 |
| 57 | 21 | 42 | 50 | 43 | 12 | 15 | 25 | 14 |
| $\mathbf{2 2 7}$ | 170 | 174 | 276 | 243 | 160 | 196 | 248 | 292 |
| 39 | 35 | 35 | 33 | 35 | 33 | 32 | 28 | 25 |
| $\mathbf{1 8 8}$ | 135 | 139 | 243 | 208 | 127 | 164 | 220 | 267 |


|  |  |
| ---: | ---: |
| 231 | 308 |
| 169 | 171 |
| 253 | 317 |
| 54 | 34 |
| 156 | 66 |
| 863 | 896 |
| 138 | 118 |
| 725 | 778 |

Equities
Commodities
Other ${ }^{5}$
Other ${ }^{5}$
Total trading revenue (TEB) ${ }^{3}$

TEB adjustment ${ }^{3}$

## Total trading revenue

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{4 6}$ | 39 | 41 | 46 | 43 | 40 | 50 | 39 | 42 |
| $\mathbf{5 6}$ | 88 | 52 | 49 | 91 | 100 | 52 | 64 | 57 |
| $\mathbf{1 0 2}$ | 127 | 93 | 95 | 134 | 140 | 102 | 103 | 99 |


|  |  |
| :--- | :--- |
| 169 | 171 |
| 280 | 273 |
| 449 | 444 |

[^6]CONSOLIDATED BALANCE SHEETS
(\$ millions)
Unaudited,
Unaudited, as at

## ASSETS <br> Cash and non-interest-bearing deposits with bank

Interest-bearing deposits with banks

## Securities

## Investment

Trading
Loan substitute
Securities borrowed or purchased under resale agreements Loans

Residential mortgages
Personal
Credit card
Business and government
Allowance for credit losses
Other
Derivative instruments market valuation
Customers' liability under acceptances
Loans held for sale
Land, buildings and equipment
Goodwill
Other intangible assets
Other assets
Total assets

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,267 | 1,374 | 1,273 | 1,128 | 1,359 | 1,593 | 1,879 | 1,494 | 1,361 |
| 10,952 | 10,829 | 9,447 | 12,409 | 10,137 | 8,861 | 11,180 | 6,799 | 7,800 |
| 14,937 | 15,517 | 14,842 | 17,351 | 18,652 | 17,319 | 22,587 | 16,173 | 20,856 |
| 54,931 | 51,799 | 55,623 | 52,722 | 52,980 | 52,282 | 47,053 | 53,818 | 50,456 |
| - | - | - | 1 | 24 | 27 | 44 | 118 | 81 |
| 21,424 | 18,165 | 18,612 | 21,169 | 21,652 | 19,829 | 19,327 | 17,067 | 18,248 |
| 73,464 | 72,592 | 71,214 | 69,955 | 69,018 | 70,014 | 70,082 | 68,545 | 67,721 |
| 26,793 | 26,311 | 25,732 | 25,106 | 23,997 | 23,390 | 23,099 | 23,188 | 22,794 |
| 8,550 | 8,689 | 9,878 | 9,755 | 9,659 | 9,305 | 8,843 | 8,421 | 8,011 |
| 31,969 | 31,737 | 32,479 | 32,630 | 32,250 | 33,177 | 36,844 | 38,949 | 40,508 |
| $(1,796)$ | $(1,825)$ | $(1,879)$ | $(1,989)$ | $(1,948)$ | $(1,952)$ | $(2,478)$ | $(2,402)$ | $(2,389)$ |
| 22,843 | 23,710 | 20,789 | 23,904 | 25,423 | 22,796 | 24,124 | 26,993 | 26,984 |
| 4,651 | 4,778 | 5,151 | 4,695 | 4,767 | 5,139 | 5,264 | 5,841 | 5,980 |
| - | - | 92 | 335 | 1,090 | 1,321 ${ }^{1}$ | $734{ }^{1}$ | - | - |
| 2,141 | 2,107 | 2,099 | 2,099 | 2,124 | 2,093 | 2,056 | 2,039 | 2,089 |
| 947 | 1,055 | 1,067 | 1,065 | 1,041 | 1,045 | 1,067 | 1,067 | 1,074 |
| 207 | 244 | 251 | 262 | 252 | 255 | 260 | 265 | 279 |
| 11,903 | 11,682 | 11,209 | 11,578 | 12,458 | 10,653 | 11,289 | 11,462 | 11,201 |
| 285,183 | 278,764 | 277,879 | 284,175 | 284,935 | 277,147 | 283,254 | 279,837 | 283,054 |

LIABILITIES AND SHAREHOLDERS' EQUITY

## Deposits

| Personal <br> Demand |
| :--- |
| $\quad$ Notice |
| Fixed |
| Subtotal |
| Business and government |
| Bank |
| Other |
| Derivative instruments market valuation |
| Acceptances |
| Obligations related to securities sold short |
| Obligations related to securities lent or sold under <br> repurchase agreements <br> Other liabilities <br> Subordinated indebtedness <br> Preferred share liabilities ${ }^{2}$ <br> Shareholders' equity <br> Preferred shares ${ }^{2}$ <br> Common shares <br> Contributed surplus <br> Foreign currency translation adjustments <br> Retained earnings <br> Total liabilities and shareholders' equity |


| 5,208 | 4,999 | 4,856 | 5,924 | 6,446 | 5,984 | 6,162 | 5,851 | 6,382 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 31,558 | 31,280 | 31,124 | 29,107 | 27,332 | 26,659 | 26,114 | 25,375 | 25,295 |
| 35,897 | 35,770 | 35,774 | 36,216 | 36,641 | 36,559 | 36,720 | 36,648 | 36,166 |
| 72,663 | 72,049 | 71,754 | 71,247 | 70,419 | 69,202 | 68,996 | 67,874 | 67,843 |
| 110,407 | 106,705 | 109,260 | 115,138 | 111,349 | 106,768 | 115,600 | 110,541 | 115,501 |
| 10,231 | 11,823 | 12,006 | 9,252 | 11,446 | 12,160 | 13,496 | 14,571 | 14,938 |
| 22,392 | 23,990 | 20,098 | 22,321 | 24,323 | 21,945 | 23,103 | 26,436 | 26,004 |
| 4,651 | 4,778 | 5,151 | 4,695 | 4,778 | 5,147 | 5,264 | 5,871 | 6,010 |
| 15,382 | 12,220 | 11,672 | 13,074 | 15,507 | 11,659 | 11,331 | 10,717 | 11,938 |
| 16,562 | 16,790 | 17,013 | 18,997 | 16,873 | 19,293 | 15,461 | 14,438 | 12,595 |
| 15,540 | 13,297 | 12,903 | 12,166 | 12,957 | 13,998 | 13,403 | 12,763 | 11,562 |
| 3,904 | 3,889 | 3,861 | 3,146 | 3,201 | 3,197 | 3,256 | 3,698 | 3,841 |
| 1,048 | 1,043 | 1,711 | 1,726 | 1,710 | 1,707 | 1,737 | 1,946 | 1,976 |
| 1,958 | 1,783 | 1,783 | 1,650 | 1,650 | 1,650 | 1,350 | 1,350 | 1,350 |
| 2,949 | 2,969 | 2,949 | 3,020 | 2,980 | 2,950 | 2,903 | 2,862 | 2,842 |
| 59 | 59 | 60 | 57 | 61 | 50 | 46 | 41 | 33 |
| (327) | (376) | (191) | (119) | (181) | (180) | 6 | 23 | 37 |
| 7,764 | 7,745 | 7,849 | 7,805 | 7,862 | 7,601 | 7,302 | 6,706 | 6,584 |
| 285,183 | 278,764 | 277,879 | 284,175 | 284,935 | 277,147 | 283,254 | 279,837 | 283,054 |

[^7]
## BALANCE SHEET MEASURES

Personal deposits to loans ratio
Cash and deposits with banks to total assets
Securities to total assets
Average common shareholders' equity (\$ millions)

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{5 2 . 3} \%$ | $52.4 \%$ | $52.2 \%$ | $52.6 \%$ | $53.0 \%$ | $51.7 \%$ | $50.6 \%$ | $49.7 \%$ | $49.6 \%$ |
| $\mathbf{4 . 3 \%}$ | $4.4 \%$ | $3.9 \%$ | $4.8 \%$ | $4.0 \%$ | $3.8 \%$ | $4.6 \%$ | $3.0 \%$ | $3.2 \%$ |
| $\mathbf{2 4 . 5 \%}$ | $\mathbf{2 4 . 1 \%}$ | $25.4 \%$ | $\mathbf{2 4 . 7 \%}$ | $\mathbf{2 5 . 1 \%}$ | $\mathbf{2 5 . 1 \%}$ | $\mathbf{2 4 . 6 \%}$ | $\mathbf{2 5 . 1 \%}$ | $\mathbf{2 5 . 2 \%}$ |
| $\mathbf{1 0 , 5 0 3}$ | 10,545 | 10,704 | 10,693 | 10,591 | 10,374 | 9,835 | 9,386 | 9,451 |

GOODWILL AND OTHER INTANGIBLE ASSETS

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unaudited as at | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| Goodwill |  |  |  |  |  |  |  |  |  |
| Opening balance | 1,055 | 1,067 | 1,065 | 1,041 | 1,045 | 1,067 | 1,067 | 1,074 | 1,078 |
| Additions | - | - | 3 | 20 | - | - | - | - |  |
| Disposals ${ }^{1}$ | (106) | - | - | - | - | - | - | - | - |
| Other ${ }^{2}$ | (2) | (12) | (1) | 4 | (4) | (22) | - | (7) | (4) |
| Closing balance | 947 | 1,055 | 1,067 | 1,065 | 1,041 | 1,045 | 1,067 | 1,067 | 1,074 |
| Other intangible assets |  |  |  |  |  |  |  |  |  |
| Opening balance | 244 | 251 | 262 | 252 | 255 | 260 | 265 | 279 | 297 |
| Additions | - | - | - | 16 | - | - | - | - | - |
| Disposals ${ }^{3}$ | (33) | - | - | - | - | - | - | (7) | (11) |
| Amortization | (3) | (4) | (4) | (4) | (4) | (9) | (3) | (4) | (4) |
| Other ${ }^{2}$ | (1) | (3) | (7) | (2) | 1 | 4 | (2) | (3) | (3) |
| Closing balance | 207 | 244 | 251 | 262 | 252 | 255 | 260 | 265 | 279 |
| Goodwill and other intangible assets | 1,154 | 1,299 | 1,318 | 1,327 | 1,293 | 1,300 | 1,327 | 1,332 | 1,353 |

${ }^{1}$ In Q1/05, disposals included the sale of Juniper Financial Corp. and EDULINX Canada Corporation.
${ }^{2}$ Includes foreign exchange translation and other purchase price equation adjustments.
${ }^{3}$ In Q1/05, disposals included the sale of Juniper Financial Corp. and EDULINX Canada Corporation. In Q2/03, disposals included the sale of contract-based assets in the U.S. electronic banking operations; Q1/03 included disposals of technology-based assets of $\$ 8$ million in Intria-HP Corporation and a portion of customer relationships assets of $\$ 3$ million in Juniper Financial Corp.

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.
${ }^{2}$ Conversion of Class A Series 28 Preferred Shares into Class A Series 29 Preferred Shares.
${ }^{3}$ On November 1, 2003, we prospectively adopted the requirements of the CICA handbook section 1100, "Generally Accepted Accounting Principles". We commenced the treasury stock method of accounting for CIBC share positions held within trading portfolios.
${ }^{4}$ Assets and liabilities in the form of CIBC common shares amounting to approximately $\$ 612$ million, held within certain compensation trusts, have been offset.
${ }^{5}$ Represents the effect of implementing the CICA Accounting Guideline (AcG) 15, "Consolidation of Variable Interest Entities".
${ }^{6}$ Represents the effect of implementing the CICA AcG-17, "Equity-linked Deposit Contracts".

CONSOLIDATED STATEMENTS OF CASH FLOWS


[^8]
## CONDENSED AVERAGE BALANCE SHEETS

(\$ millions)
Unaudited, average for the period

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} \hline 2004 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2003 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 13,326 | 11,457 | 11,879 | 11,698 | 10,958 | 11,159 | 10,491 | 8,969 | 10,239 | 11,497 | 10,224 |
| 72,314 | 68,409 | 70,174 | 71,711 | 71,688 | 69,809 | 71,374 | 71,420 | 73,237 | 70,489 | 71,460 |
| 21,488 | 19,809 | 19,756 | 20,894 | 21,420 | 18,868 | 19,029 | 20,148 | 23,502 | 20,467 | 20,389 |
| 138,628 | 137,611 | 135,832 | 133,425 | 133,309 | 135,526 | 135,980 | 136,100 | 137,083 | 135,053 | 136,173 |
| 42,532 | 41,249 | 41,367 | 46,514 | 44,154 | 43,647 | 48,955 | 47,795 | 45,615 | 43,304 | 46,493 |
| 288,288 | 278,535 | 279,008 | 284,242 | 281,529 | 279,009 | 285,829 | 284,432 | 289,676 | 280,810 | 284,739 |
| 192,269 | 190,753 | 192,899 | 192,523 | 189,746 | 190,289 | 192,268 | 193,410 | 201,357 | 191,475 | 194,339 |
| 78,632 | 70,033 | 68,143 | 74,497 | 74,640 | 71,927 | 77,116 | 74,584 | 72,118 | 71,813 | 73,931 |
| 3,884 | 4,032 | 3,831 | 3,164 | 3,198 | 3,220 | 3,336 | 3,746 | 3,655 | 3,559 | 3,487 |
| 1,042 | 1,391 | 1,716 | 1,715 | 1,704 | 1,719 | 1,926 | 1,956 | 1,987 | 1,631 | 1,896 |
| 12,461 | 12,326 | 12,419 | 12,343 | 12,241 | 11,854 | 11,183 | 10,736 | 10,559 | 12,332 | 11,086 |
| 288,288 | 278,535 | 279,008 | 284,242 | 281,529 | 279,009 | 285,829 | 284,432 | 289,676 | 280,810 | 284,739 |
| 244,357 | 236,045 | 236,421 | 236,516 | 236,051 | 234,064 | 235,600 | 235,445 | 242,697 | 236,257 | 236,965 |

PROFITABILITY MEASURES

| Unaudited, for the period ended | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} \hline 2004 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} 2003 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on common equity | 25.7\% | 14.2\% | 21.3\% | 18.4\% | 21.0\% | 17.9\% | 29.6\% | 11.9\% | 16.8\% | 18.7\% | 19.2\% |
| Income statement measures as a percentage of average assets: <br> Net interest income ${ }^{1}$ | 1.82 \% | 1.84 \% | 1.88 \% | 1.80 \% | 1.97 \% | 1.99 \% | 2.00 \% | 1.91 \% | 1.86 \% | 1.87 \% | 1.94 \% |
| Provision for credit losses | (0.25)\% | (0.25)\% | (0.13)\% | (0.29)\% | (0.22)\% | (0.19)\% | (0.59)\% | (0.36)\% | (0.46)\% | (0.22)\% | (0.40)\% |
| Non-interest income | 2.42 \% | 2.30 \% | 2.26 \% | 2.53 \% | 2.19 \% | 2.10 \% | 1.93 \% | 1.99 \% | 2.32 \% | 2.32 \% | 2.09 \% |
| Non-interest expenses | (2.62)\% | (3.24)\% | (2.80)\% | (2.97)\% | (2.75)\% | (2.90)\% | (2.71)\% | (2.95)\% | (2.87)\% | (2.94)\% | (2.86)\% |
| Income taxes and non-controlling interests | (0.40)\% | (0.08)\% | (0.36)\% | (0.34)\% | (0.36)\% | (0.31)\% | 0.42 \% | (0.17)\% | (0.28)\% | (0.29)\% | (0.09)\% |
| Net income ${ }^{1}$ | 0.97 \% | 0.57 \% | 0.85 \% | 0.73 \% | 0.83 \% | 0.69 \% | 1.05 \% | 0.42 \% | 0.57 \% | 0.74 \% | 0.68 \% |

[^9]
## ASSETS UNDER ADMINISTRATION

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unaudited, as at | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| Assets under administration ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Individuals | 150,500 | 144,000 | 135,400 | 134,800 | 135,100 | 128,400 | 121,900 | 164,900 | 175,100 |
| Institutions | 632,900 | 586,800 | 573,800 | 587,400 | 586,900 | 541,000 | 532,200 | 499,200 | 485,300 |
| Retail mutual funds | 42,200 | 40,500 | 40,600 | 40,900 | 39,600 | 35,700 | 34,500 | 32,900 | 33,100 |
| Total assets under administration | 825,600 | 771,300 | 749,800 | 763,100 | 761,600 | 705,100 | 688,600 | 697,000 | 693,500 |

## ASSETS UNDER MANAGEMENT

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unaudited, as at | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| Assets under management ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Individuals | 10,200 | 9,600 | 9,400 | 9,200 | 9,500 | 10,300 | 9,200 | 8,700 | 10,100 |
| Institutions | 16,800 | 17,100 | 17,100 | 17,700 | 18,100 | 18,000 | 17,600 | 18,200 | 18,700 |
| Retail mutual funds | 42,200 | 40,500 | 40,600 | 40,900 | 39,600 | 35,700 | 34,500 | 32,900 | 33,100 |
| Total assets under management | 69,200 | 67,200 | 67,100 | 67,800 | 67,200 | 64,000 | 61,300 | 59,800 | 61,900 |

[^10]
## ASSET SECURITIZATIONS ${ }^{1}$

(\$ millions)
Unaudited, for the period ended

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | Q1/03 | 2004 | 2003 |
| ---: | ---: | ---: |
| $12 M$ | $12 M$ |

## Outstanding at end of period ${ }^{2}$

Credit card receivables
Residential mortgages (mortgage-backed securities)
Commercial mortgages

|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1,700 | 3,200 | 1,900 | 1,900 | 1,800 | 2,100 | 2,500 | 2,400 | 2,600 |
| $\mathbf{1 4 , 0 0 0}$ | 11,800 | 10,800 | 10,300 | 9,200 | 7,100 | 4,800 | 4,200 | 3,700 |
| $\mathbf{1 0 0}$ | 100 | 200 | 200 | 300 | 300 | 400 | 400 | 400 |
| $\mathbf{1 5 , 8 0 0}$ | 15,100 | 12,900 | 12,400 | 11,300 | 9,500 | 7,700 | 7,000 | 6,700 |


|  |  |
| ---: | ---: |
| 3,200 | 2,100 |
| 11,800 | 7,100 |
| 100 | 300 |
| 15,100 | 9,500 |

## Income statement effect ${ }^{3}$

| Income statement effect <br> Net interest income | (72) | (60) | (55) | (56) | (55) | (61) | (53) | (53) | (53) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest income |  |  |  |  |  |  |  |  |  |
| Securitization revenues | 67 | 60 | 50 | 47 | 34 | 60 | 48 | 58 | 50 |
| Card services fees | (29) | (25) | (20) | (12) | (10) | (16) | (16) | (20) | (17) |
| Other | 1 | 1 | (1) | 1 | 5 | - | - | - | - |
| Provision for credit losses | 39 | 36 | 29 | 36 | 29 | 44 | 32 | 38 | 33 |
|  | 22 | 48 | 29 | 29 | 21 | 25 | 28 | 20 | 27 |
|  | (11) | 24 | 3 | 9 | (5) | 8 | 7 | 5 | 7 |


|  |  |
| :---: | :---: |
| $(226)$ | $(220)$ |
| 191 | 216 |
| $(67)$ | $(69)$ |
| 6 | - |
| 130 | 147 |
| 127 | 100 |
| 31 | 27 |

[^11]LOANS AND ACCEPTANCES, NET OF ALLOWANCES FOR CREDIT LOSSES

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unaudited, as at | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| Business, government and consumer loans |  |  |  |  |  |  |  |  |  |
| Canada | 135,070 | 133,650 | 133,736 | 130,854 | 129,049 | 129,913 | 129,727 | 127,521 | 125,740 |
| United States | 4,978 | 4,896 | 5,208 | 5,472 | 5,439 | 6,107 | 7,060 | 9,940 | 11,109 |
| Other countries | 3,583 | 3,736 | 3,631 | 3,826 | 3,255 | 3,053 | 4,867 | 5,081 | 5,776 |
| Total net loans and acceptances | 143,631 | 142,282 | 142,575 | 140,152 | 137,743 | 139,073 | 141,654 | 142,542 | 142,625 |
| Residential mortgages | 73,425 | 72,553 | 71,167 | 69,907 | 68,971 | 69,969 | 70,032 | 68,506 | 67,682 |
| Student | 2,014 | 2,089 | 2,156 | 2,253 | 2,561 | 2,600 | 2,673 | 2,786 | 2,881 |
| Personal - other | 24,227 | 23,700 | 23,060 | 22,330 | 20,934 | 20,277 | 19,887 | 19,875 | 19,385 |
| Credit card | 8,231 | 8,347 | 9,506 | 9,428 | 9,390 | 9,090 | 8,636 | 8,241 | 7,868 |
| Total net consumer loans | 107,897 | 106,689 | 105,889 | 103,918 | 101,856 | 101,936 | 101,228 | 99,408 | 97,816 |
| Non-residential mortgages | 5,066 | 5,030 | 4,935 | 4,696 | 4,597 | 4,524 | 4,287 | 4,102 | 3,979 |
| Financial institutions | 3,680 | 3,647 | 4,002 | 3,353 | 3,512 | 3,739 | 4,018 | 4,130 | 4,143 |
| Retail | 2,106 | 2,363 | 2,312 | 2,347 | 2,143 | 2,464 | 2,366 | 2,497 | 2,336 |
| Business services | 4,087 | 4,080 | 4,323 | 4,310 | 4,574 | 4,564 | 5,142 | 5,166 | 5,298 |
| Manufacturing, capital goods | 1,935 | 1,810 | 1,896 | 1,715 | 2,066 | 2,008 | 2,097 | 2,385 | 2,408 |
| Manufacturing, consumer goods | 1,828 | 1,864 | 1,981 | 1,981 | 1,933 | 1,903 | 2,179 | 2,608 | 2,405 |
| Real estate and construction | 4,284 | 4,174 | 3,392 | 3,587 | 3,567 | 3,828 | 3,962 | 3,471 | 3,493 |
| Agriculture | 4,038 | 4,120 | 4,162 | 4,323 | 4,394 | 4,255 | 4,164 | 4,103 | 4,136 |
| Oil and gas | 2,498 | 2,265 | 2,805 | 2,197 | 2,031 | 2,190 | 2,580 | 2,871 | 3,577 |
| Mining | 162 | 225 | 261 | 297 | 350 | 506 | 623 | 590 | 680 |
| Forest products | 527 | 432 | 560 | 616 | 619 | 712 | 768 | 1,024 | 896 |
| Hardware and software | 367 | 408 | 546 | 495 | 470 | 457 | 521 | 566 | 549 |
| Telecommunications and cable | 722 | 737 | 843 | 1,027 | 1,074 | 1,284 | 2,723 | 3,506 | 3,976 |
| Publishing, printing and broadcasting | 442 | 396 | 470 | 1,336 | 618 | 681 | 754 | 818 | 1,058 |
| Transportation | 1,485 | 1,793 | 1,614 | 1,602 | 1,647 | 1,746 | 2,074 | 2,154 | 2,330 |
| Utilities | 749 | 593 | 695 | 765 | 796 | 830 | 975 | 1,895 | 2,186 |
| Education, health and social services | 1,435 | 1,396 | 1,466 | 1,452 | 1,380 | 1,347 | 1,310 | 1,326 | 1,352 |
| Governments | 825 | 769 | 973 | 768 | 811 | 844 | 781 | 869 | 984 |
| General allowance allocated to business and government loans | (502) | (509) | (550) | (633) | (695) | (745) | (898) | (947) | (977) |
| Total net business and government loans, including acceptances | 35,734 | 35,593 | 36,686 | 36,234 | 35,887 | 37,137 | 40,426 | 43,134 | 44,809 |
| Total net loans and acceptances | 143,631 | 142,282 | 142,575 | 140,152 | 137,743 | 139,073 | 141,654 | 142,542 | 142,625 |

NET IMPAIRED LOANS
(\$ millions)
Unaudited, as at

| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 402 | 386 | 371 | 403 | 400 | 400 | 365 | 409 | 398 |
| 439 | 432 | 490 | 519 | 471 | 519 | 747 | 849 | 847 |
| 841 | 818 | 861 | 922 | 871 | 919 | 1,112 | 1,258 | 1,245 |
| - | - | 1 | 1 | 1 | 1 | - | 1 | 1 |
| 72 | 75 | 30 | 109 | 101 | 124 | 347 | 523 | 609 |
| 72 | 75 | 31 | 110 | 102 | 125 | 347 | 524 | 610 |
| - | - | - | 1 | - | - | - | - | - |
| 146 | 216 | 176 | 198 | 295 | 332 | 432 | 291 | 449 |
| 146 | 216 | 176 | 199 | 295 | 332 | 432 | 291 | 449 |
| 402 | 386 | 372 | 405 | 401 | 401 | 365 | 410 | 399 |
| 657 | 723 | 696 | 826 | 867 | 975 | 1,526 | 1,663 | 1,905 |
| 1,059 | 1,109 | 1,068 | 1,231 | 1,268 | 1,376 | 1,891 | 2,073 | 2,304 |
| (771) | (801) | (829) | (891) | (851) | (855) | $(1,228)$ | $(1,152)$ | $(1,139)$ |
| 288 | 308 | 239 | 340 | 417 | 521 | 663 | 921 | 1,165 |
| 125 | 103 | 113 | 137 | 143 | 159 | 137 | 168 | 160 |
| 24 | 19 | (35) | (32) | (41) | (80) | (105) | (96) | (115) |
| (123) | (133) | (158) | (148) | (144) | (134) | (121) | (120) | (105) |
| (11) | 10 | 17 | 17 | 30 | 38 | 10 | 15 | 22 |
| 3 | 4 | 3 | 4 | 7 | 12 | 12 | 15 | 15 |
| 62 | 62 | 7 | 9 | 9 | 8 | 9 | 12 | 20 |
| 59 | 103 | 85 | 91 | 118 | 257 | 368 | 287 | 198 |
| 30 | 30 | 36 | 58 | 46 | 61 | 25 | 27 | 25 |
| 9 | 14 | 25 | 32 | 31 | 30 | 28 | 29 | 45 |
| 76 | 70 | 70 | 53 | 38 | 35 | 45 | 22 | 27 |
| - | 3 | 4 | 16 | 27 | 28 | 33 | 47 | 94 |
| 25 | 16 | 21 | 40 | 23 | 41 | 170 | 291 | 496 |
| 1 | 2 | 14 | 24 | 29 | 11 | 8 | 151 | 185 |
| 2 | 2 | 33 | 34 | 97 | 51 | 41 | 69 | 94 |
| 6 | 3 | 4 | 5 | 4 | 4 | 3 | 4 | 4 |
| 288 | 308 | 239 | 340 | 417 | 521 | 663 | 921 | 1,165 |

[^12]CHANGES IN GROSS IMPAIRED LOANS

| (\$ millions) Unaudited, for the period ended | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 | $\begin{array}{r} \hline 2004 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2003 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross impaired loans at beginning of period |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 386 | 372 | 405 | 401 | 401 | 365 | 410 | 399 | 411 | 401 | 411 |
| Commercial | 723 | 696 | 826 | 867 | 975 | 1,526 | 1,663 | 1,905 | 1,864 | 975 | 1,864 |
|  | 1,109 | 1,068 | 1,231 | 1,268 | 1,376 | 1,891 | 2,073 | 2,304 | 2,275 | 1,376 | 2,275 |
| New additions |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 298 | 303 | 293 | 322 | 306 | 311 | 275 | 272 | 256 | 1,224 | 1,114 |
| Commercial | 107 | 301 | 84 | 161 | 171 | 175 | 364 | 282 | 277 | 717 | 1,098 |
|  | 405 | 604 | 377 | 483 | 477 | 486 | 639 | 554 | 533 | 1,941 | 2,212 |
| Returned to performing status, repaid or sold Consumer | (104) | (106) | (134) | (138) | (107) | (66) | (169) | (104) | (89) | (485) | (428) |
| Commercial | (116) | (196) | (130) | (174) | (263) | (429) | (423) | (388) | (131) | (763) | $(1,371)$ |
|  | (220) | (302) | (264) | (312) | (370) | (495) | (592) | (492) | (220) | $(1,248)$ | $(1,799)$ |
| Write-offs |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | (178) | (183) | (192) | (180) | (199) | (209) | (151) | (157) | (179) | (754) | (696) |
| Commercial | (57) | (78) | (84) | (28) | (16) | (297) | (78) | (136) | (105) | (206) | (616) |
|  | (235) | (261) | (276) | (208) | (215) | (506) | (229) | (293) | (284) | (960) | $(1,312)$ |
| Gross impaired loans at end of period |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 402 | 386 | 372 | 405 | 401 | 401 | 365 | 410 | 399 | 386 | 401 |
| Commercial | 657 | 723 | 696 | 826 | 867 | 975 | 1,526 | 1,663 | 1,905 | 723 | 975 |
|  | 1,059 | 1,109 | 1,068 | 1,231 | 1,268 | 1,376 | 1,891 | 2,073 | 2,304 | 1,109 | 1,376 |

## ALLOWANCE FOR CREDIT LOSSES

## (\$ millions)

Unaudited, for the period ended

Total allowance at beginning of period

| Write-offs |
| :--- |
| Recoveries ${ }^{1}$ |
| Provision for credit losses |
| Transfer to loans held for sale |
| Foreign exchange and other adjustments |
| Total allowance at end of period ${ }^{2}$ |
| Specific allowance |
| General allowance |
| Total allowance for credit losses ${ }^{2}$ |


| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 8 2 8}$ | 1,880 | 1,992 | 1,952 | 1,956 | 2,479 | 2,403 | 2,390 | 2,289 |
| $\mathbf{( 2 3 5 )}$ | $(261)$ | $(276)$ | $(208)$ | $(215)$ | $(506)$ | $(229)$ | $(293)$ | $(284)$ |
| $\mathbf{3 7}$ | 43 | 78 | 39 | 55 | 49 | 11 | 72 | 50 |
| $\mathbf{1 7 8}$ | 175 | 91 | 207 | 155 | 131 | 425 | 248 | 339 |
| - | - | - | - | - | $(157)$ | $(135)$ | - | - |
| $\mathbf{1 0}$ | $(9)$ | $(5)$ | 2 | 1 | $(40)$ | 4 | $(14)$ | $(4)$ |
| $\mathbf{1 , 7 9 8}$ | 1,828 | 1,880 | 1,992 | 1,952 | 1,956 | 2,479 | 2,403 | 2,390 |
| $\mathbf{7 7 3}$ | 803 | 830 | 892 | 852 | 856 | 1,229 | 1,153 | 1,140 |
| $\mathbf{1 , 0 2 5}$ | 1,025 | 1,050 | 1,100 | 1,100 | 1,100 | 1,250 | 1,250 | 1,250 |
| $\mathbf{1 , 7 9 8}$ | 1,828 | 1,880 | 1,992 | 1,952 | 1,956 | 2,479 | 2,403 | 2,390 |


| 2004 |
| ---: |
| 12 M | | 2003 |
| ---: |
| 12 M | $\mathbf{| r r |}$| 1,956 | 2,289 |
| ---: | ---: |
| $(960)$ | $(1,312)$ |
| 215 | 182 |
| 628 | 1,143 |
| - | $(292)$ |
| $(11)$ | $(54)$ |
| 1,828 | 1,956 |
| 803 | 856 |
| 1,025 | 1,100 |
| 1,828 | 1,956 |

[^13]
## CREDIT RISK FINANCIAL MEASURES

Unaudited, as at

## Diversification ratios <br> Gross loans and acceptances

## Consumer

Commercial
Canada
United States
Other countries
Net loans and acceptances
Consumer
Commercial

| Canada |
| :--- |
| United States |

.

Other countries

## Coverage ratios

## Specific allowances for credit losses (ACL)-to-gross

## impaired loans and acceptances (GIL)

## Total

Consumer
Commercial

Condition ratios
GIL-to-gross loans and acceptances
Net impaired loans and acceptances (NIL)-to-net loans and acceptances
Segmented NIL-to-segmented net loans and acceptances

| Consumer |
| :--- |
| Commercial |
| Canada |
| United States |
| Other countries |


| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{7 5 \%}$ | $75 \%$ | $74 \%$ | $74 \%$ | $74 \%$ | $73 \%$ | $71 \%$ | $69 \%$ | $68 \%$ |
| $\mathbf{2 5 \%}$ | $25 \%$ | $26 \%$ | $26 \%$ | $26 \%$ | $27 \%$ | $29 \%$ | $31 \%$ | $32 \%$ |
| $\mathbf{9 3 \%}$ | $93 \%$ | $93 \%$ | $93 \%$ | $93 \%$ | $93 \%$ | $91 \%$ | $89 \%$ | $88 \%$ |
| $\mathbf{4 \%}$ | $4 \%$ | $4 \%$ | $4 \%$ | $4 \%$ | $5 \%$ | $5 \%$ | $7 \%$ | $8 \%$ |
| $\mathbf{3 \%}$ | $3 \%$ | $3 \%$ | $3 \%$ | $3 \%$ | $2 \%$ | $4 \%$ | $4 \%$ | $4 \%$ |
| $\mathbf{7 5 \%}$ | $75 \%$ | $74 \%$ | $74 \%$ | $74 \%$ | $73 \%$ | $71 \%$ | $70 \%$ | $69 \%$ |
| $\mathbf{2 5 \%}$ | $25 \%$ | $26 \%$ | $26 \%$ | $26 \%$ | $27 \%$ | $29 \%$ | $30 \%$ | $31 \%$ |
| $\mathbf{9 5 \%}$ | $94 \%$ | $93 \%$ | $93 \%$ | $94 \%$ | $94 \%$ | $92 \%$ | $89 \%$ | $88 \%$ |
| $\mathbf{3 \%}$ | $3 \%$ | $4 \%$ | $4 \%$ | $4 \%$ | $4 \%$ | $5 \%$ | $7 \%$ | $8 \%$ |
| $\mathbf{2 \%}$ | $3 \%$ | $3 \%$ | $3 \%$ | $2 \%$ | $2 \%$ | $3 \%$ | $4 \%$ | $4 \%$ |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $72 \%$ | $78 \%$ | $72 \%$ | $67 \%$ | $62 \%$ | $65 \%$ | $56 \%$ | $49 \%$ |
| $\mathbf{7 3 \%}$ | 720 |  |  |  |  |  |  |  |
| $\mathbf{9 6 \%}$ | $100 \%$ | $117 \%$ | $106 \%$ | $103 \%$ | $104 \%$ | $122 \%$ | $108 \%$ | $110 \%$ |
| $\mathbf{5 8 \%}$ | $57 \%$ | $57 \%$ | $56 \%$ | $51 \%$ | $45 \%$ | $51 \%$ | $43 \%$ | $37 \%$ |


|  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\mathbf{0 . 7 3} \%$ | $0.77 \%$ | $0.74 \%$ | $0.87 \%$ | $0.91 \%$ | $0.98 \%$ | $1.31 \%$ | $1.43 \%$ | $1.59 \%$ |
| $\mathbf{0 . 2 0} \%$ | $0.22 \%$ | $0.17 \%$ | $0.24 \%$ | $0.30 \%$ | $0.37 \%$ | $0.47 \%$ | $0.65 \%$ | $0.82 \%$ |
| $\mathbf{0 . 0 1} \%$ | $0.00 \%$ | $(0.06) \%$ | $(0.03) \%$ | $(0.01) \%$ | $(0.02) \%$ | $(0.08) \%$ | $(0.03) \%$ | $(0.04) \%$ |
| $\mathbf{0 . 7 6} \%$ | $0.87 \%$ | $0.82 \%$ | $1.01 \%$ | $1.20 \%$ | $1.45 \%$ | $1.84 \%$ | $2.21 \%$ | $2.68 \%$ |
| $\mathbf{0 . 1 4 \%}$ | $0.13 \%$ | $0.11 \%$ | $0.14 \%$ | $0.14 \%$ | $0.18 \%$ | $0.17 \%$ | $0.28 \%$ | $0.32 \%$ |
| $\mathbf{0 . 6 8} \%$ | $0.53 \%$ | $0.02 \%$ | $0.80 \%$ | $0.75 \%$ | $1.11 \%$ | $2.66 \%$ | $4.09 \%$ | $4.50 \%$ |
| $\mathbf{1 . 9 0} \%$ | $2.76 \%$ | $2.56 \%$ | $2.93 \%$ | $5.90 \%$ | $7.11 \%$ | $5.34 \%$ | $3.19 \%$ | $4.55 \%$ |

## REGULATORY CAPITAL¹

(\$ millions)
Unaudited, as at

## Tier 1 capital

Common shares
Contributed surplus
Retained earnings
Foreign currency translation adjustments

| Non-cumulative preferred shares ${ }^{2}$ |
| :--- |
| Non-controlling interests in subsidiaries | Goodwill


| Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |  |
| $\mathbf{2 , 9 1 7}$ | 2,929 | 2,949 | 3,000 | 2,980 | 2,950 | 2,903 | 2,862 | 2,842 |  |
| $\mathbf{5 9}$ | 59 | 60 | 57 | 61 | 50 | 46 | 41 | 33 |  |
| $\mathbf{7 , 7 6 4}$ | 7,745 | 7,837 | 7,805 | 7,862 | 7,601 | 7,302 | 6,706 | 6,584 |  |
| $\mathbf{( 3 2 7 )}$ | $(376)$ | $(191)$ | $(119)$ | $(181)$ | $(180)$ | 6 | 23 | 37 |  |
| $\mathbf{3 , 0 0 6}$ | 2,826 | 3,194 | 3,232 | 3,233 | 3,132 | 3,070 | 2,863 | 2,816 |  |
| $\mathbf{2 2}$ | 39 | 21 | 21 | 20 | 21 | 23 | 24 | 25 |  |
| $\mathbf{( 9 4 7 )}$ | $(1,055)$ | $(1,067)$ | $(1,065)$ | $(1,041)$ | $(1,045)$ | $(1,067)$ | $(1,067)$ | $(1,074)$ |  |
| $\mathbf{1 2 , 4 9 4}$ | 12,167 | 12,803 | 12,931 | 12,934 | 12,529 | 12,283 | 11,452 | 11,263 |  |
|  |  |  |  |  |  |  |  |  |  |
| $\mathbf{4 3 6}$ | 428 | 467 | 489 | 491 | 488 | 521 | 537 | 577 |  |
| $\mathbf{-}$ | - | - | 144 | 127 | 225 | 17 | 433 | 510 |  |
| $\mathbf{3 , 4 4 3}$ | 3,435 | 3,374 | 2,636 | 2,622 | 2,621 | 2,651 | 2,660 | 3,081 |  |
| $\mathbf{1 , 0 2 5}$ | 1,015 | 1,026 | 1,024 | 1,018 | 1,018 | 1,055 | 1,078 | 1,093 |  |
| $\mathbf{4 , 9 0 4}$ | 4,878 | 4,867 | 4,293 | 4,258 | 4,352 | 4,244 | 4,708 | 5,261 |  |
| $\mathbf{1 7 , 3 9 8}$ | 17,045 | 17,670 | 17,224 | 17,192 | 16,881 | 16,527 | 16,160 | 16,524 |  |
| $\mathbf{1 , 8 7 6 )}$ | $(2,160)$ | $(2,096)$ | $(2,185)$ | $(2,109)$ | $(1,716)$ | $(1,801)$ | $(1,736)$ | $(1,661)$ |  |
| $\mathbf{1 5 , 5 2 2}$ | 14,885 | 15,574 | 15,039 | 15,083 | 15,165 | 14,726 | 14,424 | 14,863 |  |
| $\mathbf{1 1 8 , 6 0 0}$ | 115,900 | 117,300 | 117,100 | 116,300 | 116,300 | 120,600 | 123,200 | 124,900 |  |
| $\mathbf{1 0 . 5 \%}$ | $10.5 \%$ | $10.9 \%$ | $11.0 \%$ | $11.1 \%$ | $10.8 \%$ | $10.2 \%$ | $9.3 \%$ | $9.0 \%$ |  |
| $\mathbf{1 3 . 1 \%}$ | $12.8 \%$ | $13.3 \%$ | $12.8 \%$ | $13.0 \%$ | $13.0 \%$ | $12.2 \%$ | $11.7 \%$ | $11.9 \%$ |  |

## Tier 2 capital

| Perpetual debentures | 436 | 428 | 467 | 489 | 491 | 488 | 521 | 537 | 577 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred shares - other | - | - | - | 144 | 127 | 225 | 17 | 433 | 510 |
| Other debentures (net of amortization) | 3,443 | 3,435 | 3,374 | 2,636 | 2,622 | 2,621 | 2,651 | 2,660 | 3,081 |
| General allowance for credit losses ${ }^{3}$ | 1,025 | 1,015 | 1,026 | 1,024 | 1,018 | 1,018 | 1,055 | 1,078 | 1,093 |
|  | 4,904 | 4,878 | 4,867 | 4,293 | 4,258 | 4,352 | 4,244 | 4,708 | 5,261 |
| Total Tier 1 and Tier 2 capital | 17,398 | 17,045 | 17,670 | 17,224 | 17,192 | 16,881 | 16,527 | 16,160 | 16,524 |
| Equity accounted investments and other | $(1,876)$ | $(2,160)$ | $(2,096)$ | $(2,185)$ | $(2,109)$ | $(1,716)$ | $(1,801)$ | $(1,736)$ | $(1,661)$ |
| Total capital | 15,522 | 14,885 | 15,574 | 15,039 | 15,083 | 15,165 | 14,726 | 14,424 | 14,863 |
| Total risk-weighted assets (see page 23) | 118,600 | 115,900 | 117,300 | 117,100 | 116,300 | 116,300 | 120,600 | 123,200 | 124,900 |
| Tier 1 capital ratio | 10.5\% | 10.5\% | 10.9\% | 11.0\% | 11.1\% | 10.8\% | 10.2\% | 9.3\% | 9.0\% |
| Total capital ratio | 13.1\% | 12.8\% | 13.3\% | 12.8\% | 13.0\% | 13.0\% | 12.2\% | 11.7\% | 11.9\% |

[^14]
## RISK-WEIGHTED ASSETS

| (\$ billions) Unaudited, as at | Q1/05 | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Assets | Riskweighted amounts |  |  | Risk-weighted amounts |  |  |  |  |  |
| On-balance sheet amounts: |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with banks | 12.2 | 1.0 | 1.2 | 0.9 | 1.4 | 0.9 | 0.8 | 1.2 | 0.8 | 1.0 |
| Securities issued or guaranteed by Canada, provinces, municipalities, OECD banks and governments | 36.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.5 | 0.7 | 0.5 |
| Other securities | 33.7 | 4.0 | 2.6 | 2.8 | 2.7 | 3.1 | 3.6 | 5.0 | 5.1 | 5.6 |
| Securities borrowed or purchased under resale agreements | 21.4 | 0.9 | 0.9 | 0.8 | 0.8 | 0.9 | 1.0 | 1.0 | 0.9 | 0.7 |
| Loans to or guaranteed by Canada, provinces, territories, municipalities, OECD banks and governments | 3.7 | 0.2 | 0.2 | 0.2 | 0.2 | 0.8 | 0.3 | 0.3 | 0.4 | 0.5 |
| Mortgage loans | 78.5 | 29.0 | 28.4 | 27.6 | 26.5 | 25.8 | 25.4 | 24.5 | 23.6 | 23.1 |
| Other loans | 56.8 | 56.8 | 56.0 | 57.0 | 56.6 | 54.6 | 54.6 | 57.0 | 59.0 | 59.0 |
| Other assets | 42.7 | 11.4 | 11.0 | 11.8 | 11.5 | 12.3 | 12.9 | 12.4 | 12.3 | 12.6 |
| Total on-balance sheet amounts | 285.2 | 103.5 | 100.5 | 101.3 | 99.9 | 98.6 | 98.9 | 101.9 | 102.8 | 103.0 |
| Off-balance sheet amounts: | Notional amounts |  |  |  |  |  |  |  |  |  |
| Credit-related arrangements: <br> Lines of credit | 53.1 | 4.1 | 3.8 | 3.8 | 4.0 | 4.7 | 4.7 | 5.2 | 5.9 | 6.9 |
| Guarantees and letters of credit | 46.2 | 3.1 | 3.4 | 3.7 | 5.0 | 4.9 | 4.6 | 5.4 | 5.9 | 5.3 |
| Other | 0.6 | 0.6 | 0.5 | 0.8 | 0.3 | 0.3 | 0.4 | 0.3 | 0.3 | 0.3 |
|  | 99.9 | 7.8 | 7.7 | 8.3 | 9.3 | 9.9 | 9.7 | 10.9 | 12.1 | 12.5 |
| Derivatives (analyzed on pages 24 and 25) | 1,169.3 | 3.4 | 3.6 | 3.9 | 4.5 | 5.0 | 5.1 | 5.1 | 5.1 | 5.7 |
| Total off-balance sheet amounts | 1,269.2 | 11.2 | 11.3 | 12.2 | 13.8 | 14.9 | 14.8 | 16.0 | 17.2 | 18.2 |
| Total risk-weighted assets before adjustment for market risk |  | 114.7 | 111.8 | 113.5 | 113.7 | 113.5 | 113.7 | 117.9 | 120.0 | 121.2 |
| Add: Market risk for trading activity |  | 3.9 | 4.1 | 3.8 | 3.4 | 2.8 | 2.6 | 2.7 | 3.2 | 3.7 |
| Total risk-weighted assets |  | 118.6 | 115.9 | 117.3 | 117.1 | 116.3 | 116.3 | 120.6 | 123.2 | 124.9 |
| Common equity to risk-weighted assets |  | 8.8\% | 9.0\% | 9.1\% | 9.2\% | 9.2\% | 9.0\% | 8.5\% | 7.8\% | 7.6\% |
| General allowance for credit losses to risk-weighted assets |  | 0.86\% | 0.88\% | 0.90\% | 0.94\% | 0.95\% | 0.95\% | 1.04\% | 1.01\% | 1.00\% |

OUTSTANDING DERIVATIVE CONTRACTS - NOTIONAL AMOUNTS

| (\$ millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unaudited, as at | Q1/05 |  |  |  |  |  | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 |
|  | Residual term to contractual maturity |  |  |  | Total notional amounts | Analyzed by use |  |  | Total notional amounts |  |  |
|  | Under 3 months | $3-12$ months | $\begin{array}{r} 1-5 \\ \text { years } \\ \hline \end{array}$ | Over 5 years |  | Trading | $\overline{A L M}^{1}$ |  |  |  |  |
| Interest rate derivatives |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 10,520 | 4,331 | 100 | - | 14,951 | 14,951 | - | 25,182 | 35,641 | 20,860 | 21,206 |
| Swap contracts | 69,525 | 145,335 | 314,526 | 135,442 | 664,828 | 552,453 | 112,375 | 664,873 | 691,677 | 727,461 | 751,240 |
| Purchased options | 3,775 | 8,494 | 16,992 | 7,268 | 36,529 | 36,217 | 312 | 38,406 | 44,626 | 47,834 | 50,194 |
| Written options | 4,648 | 9,021 | 19,141 | 6,680 | 39,490 | 37,646 | 1,844 | 43,404 | 48,665 | 52,167 | 56,180 |
|  | 88,468 | 167,181 | 350,759 | 149,390 | 755,798 | 641,267 | 114,531 | 771,865 | 820,609 | 848,322 | 878,820 |
| Exchange traded $\quad \square$ |  |  |  |  |  |  |  |  |  |  |  |
| Futures contracts | 21,816 | 36,124 | 36,329 | - | 94,269 | 88,724 | 5,545 | 80,152 | 86,498 | 123,457 | 81,868 |
| Purchased options | 1,614 | 4,530 | 1,117 | - | 7,261 | 7,261 | - | 12,849 | 18,007 | 17,329 | 23,348 |
| Written options | 5,172 | 1,242 | 2,110 | - | 8,524 | 8,524 | - | 5,596 | 19,717 | 35,895 | 31,909 |
|  | 28,602 | 41,896 | 39,556 | - | 110,054 | 104,509 | 5,545 | 98,597 | 124,222 | 176,681 | 137,125 |
|  | 117,070 | 209,077 | 390,315 | 149,390 | 865,852 | 745,776 | 120,076 | 870,462 | 944,831 | 1,025,003 | 1,015,945 |
| Foreign exchange derivatives |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |  |
| Forward contracts | 67,012 | 13,371 | 2,847 | 382 | 83,612 | 67,812 | 15,800 | 80,446 | 95,319 | 112,620 | 110,776 |
| Swap contracts | 6,618 | 13,848 | 34,111 | 21,516 | 76,093 | 59,531 | 16,562 | 72,370 | 73,418 | 74,049 | 73,221 |
| Purchased options | 2,246 | 2,314 | 709 | 509 | 5,778 | 5,778 |  | 9,685 | 12,807 | 19,654 | 22,578 |
| Written options | 2,240 | 2,137 | 739 | 427 | 5,543 | 5,543 | - | 8,935 | 11,744 | 18,161 | 22,102 |
|  | 78,116 | 31,670 | 38,406 | 22,834 | 171,026 | 138,664 | 32,362 | 171,436 | 193,288 | 224,484 | 228,677 |
| Exchange traded Futures contracts | 104 | - | - | - | 104 | 104 | - | 69 | 269 | 2 | 65 |
| Total foreign exchange derivatives | 78,220 | 31,670 | 38,406 | 22,834 | 171,130 | 138,768 | 32,362 | 171,505 | 193,557 | 224,486 | 228,742 |
| Credit derivatives |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |  |
| Swap contracts | 273 | 274 | 1,049 | 103 | 1,699 | 1,699 | - | 1,404 | 1,504 | 1,430 | 1,345 |
| Purchased options | 6,281 | 3,732 | 11,564 | 1,848 | 23,425 | 17,252 | 6,173 | 21,691 | 22,380 | 22,067 | 19,020 |
| Written options | 8,441 | 2,578 | 8,141 | 4,566 | 23,726 | 23,523 | 203 | 22,781 | 22,870 | 23,479 | 22,777 |
| Total credit derivatives | 14,995 | 6,584 | 20,754 | 6,517 | 48,850 | 42,474 | 6,376 | 45,876 | 46,754 | 46,976 | 43,142 |
| Equity derivatives ${ }^{2} \times \sim$ |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter | 5,028 | 14,139 | 21,558 | 1,244 | 41,969 | 40,558 | 1,411 | 40,679 | 43,702 | 44,705 | 44,462 |
| Exchange traded | 14,230 | 4,893 | 3,789 | 157 | 23,069 | 21,757 | 1,312 | 26,046 | 34,048 | 49,155 | 43,909 |
| Total equity derivatives | 19,258 | 19,032 | 25,347 | 1,401 | 65,038 | 62,315 | 2,723 | 66,725 | 77,750 | 93,860 | 88,371 |
| Other derivatives ${ }^{3}$ ( $\quad \square$ |  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter | 2,355 | 9,151 | 5,176 | 252 | 16,934 | 16,934 | - | 17,280 | 15,968 | 15,762 | 16,063 |
| Exchange traded | 402 | 678 | 444 | 1 | 1,525 | 1,525 | - | 1,469 | 1,308 | 1,307 | 1,393 |
| Total other derivatives | 2,757 | 9,829 | 5,620 | 253 | 18,459 | 18,459 | - | 18,749 | 17,276 | 17,069 | 17,456 |
| Total notional amounts | 232,300 | 276,192 | 480,442 | 180,395 | 1,169,329 | 1,007,792 | 161,537 | 1,173,317 | 1,280,168 | 1,407,394 | 1,393,656 |

[^15]CREDIT RISK ASSOCIATED WITH DERIVATIVES
(\$ millions)
$\underline{\text { Unaudited, as at }}$


[^16]FAIR VALUES OF FINANCIAL INSTRUMENTS

| (\$ millions) Unaudited, as at |  |  | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Book value | $\begin{aligned} & \text { Fair } \\ & \text { value } \end{aligned}$ | Fair value over book value |  |  | Fair value over book value |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with banks | 12,219 | 12,219 | - | - | - | - | - | - | - | - | - |
| Securities ${ }^{1}$ | 69,868 | 70,630 | 762 | 736 | 523 | 249 | 861 | 701 | 320 | 847 | 731 |
| Securities borrowed or purchased under resale agreements | 21,424 | 21,424 | - | - | - | - | - | - | - | - | - |
| Loans | 138,980 | 139,753 | 773 | 577 | 473 | 491 | 705 | 51 | 263 | 616 | 652 |
| Customers' liability under acceptances | 4,651 | 4,651 | - | - | - | - | - | - | - | - | - |
| Other assets | 7,057 | 7,345 | 288 | 196 | 22 | 439 | 94 | 23 | - | - | - |
| Liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | 193,301 | 193,675 | 374 | 204 | 207 | 533 | 607 | 298 | 371 | 367 | 348 |
| Acceptances | 4,651 | 4,651 | - | - | - | - | - | - | - | - | - |
| Obligations related to securities sold short | 15,382 | 15,382 | - | - | - | - | - | - | - | - | - |
| Obligations related to securities lent or sold under repurchase agreements | 16,562 | 16,562 | - | - | - | - | - | - | - | - | - |
| Other liabilities | 9,649 | 9,648 | (1) | - | - | - | - | - | - | - | - |
| Subordinated indebtedness | 3,904 | 4,331 | 427 | 370 | 322 | 379 | 402 | 364 | 391 | 329 | 324 |
| Preferred share liabilities ${ }^{2}$ | 1,048 | 1,143 | 95 | 92 | 116 | 114 | 139 | 143 | 142 | 148 | 157 |
| Derivative financial instruments Derivatives - held for trading (net) | 618 | 618 | - | - | - | - | - | - | - | - | - |
| Derivatives and hedge-related balances held for ALM ${ }^{3,4}$ | (235) | (282) | (47) | (280) | 375 | 576 | 329 | 317 | 300 | (262) | (201) |



FAIR VALUES OF DERIVATIVE FINANCIAL INSTRUMENTS
(\$ millions)

| (\$ millions) <br> Unaudited, as at |  |  | Q1/05 | Q4/04 | Q3/04 | Q2/04 | Q1/04 | Q4/03 | Q3/03 | Q2/03 | Q1/03 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | value |  |  |  | Fair val |  |  |  |  |
|  | Positive | Negative | net |  |  |  |  |  |  |  |  |
| Total held for trading purposes | 22,108 | 21,490 | 618 | 224 | 664 | 1,396 | 1,048 | 851 | 1,021 | 557 | 980 |
| Total held for ALM purposes ${ }^{\text {3, 5, } 6}$ | 1,667 | 1,949 | (282) | $(1,164)$ | 170 | 657 | 258 | 61 | 709 | $(1,443)$ | (864) |
| Total fair value | 23,775 | 23,439 | 336 | (940) | 834 | 2,053 | 1,306 | 912 | 1,730 | (886) | 116 |
| Less: Effect of master netting agreements | $(16,496)$ | $(16,496)$ | - | - | - | - | - | - | - | - | - |
|  | 7,279 | 6,943 | 336 | (940) | 834 | 2,053 | 1,306 | 912 | 1,730 | (886) | 116 |
| Average fair values of derivatives during the quarter | 23,678 | 23,767 | (89) | 639 | 1,231 | 1,206 | 1,159 | 1,087 | 823 | 766 | 230 |

INTEREST RATE SENSITIVITY 1, 2

| (\$ millions) Unaudited | Maturity or repricing date of interest sensitive instruments |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | within 3 months | 3 to 12 <br> months | Total within 1 year | 1 to 5 <br> years | Over 5 years | Non-interest rate sensitive | Total |
| Q1/05 |  |  |  |  |  |  |  |
| Canadian currency |  |  |  |  |  |  |  |
| Assets | 118,370 | 14,264 | 132,634 | 32,315 | 6,406 | 28,340 | 199,695 |
| Structural assumptions ${ }^{3}$ | $(4,978)$ | 3,633 | $(1,345)$ | 3,051 | - | $(1,706)$ | - |
| Liabilities and shareholders' equity | $(114,368)$ | $(19,453)$ | $(133,821)$ | $(23,757)$ | $(7,019)$ | $(35,098)$ | $(199,695)$ |
| Structural assumptions ${ }^{3}$ | 10,034 | $(16,616)$ | $(6,582)$ | $(13,956)$ | - | 20,538 | - |
| Off-balance sheet | $(13,401)$ | (605) | $(14,006)$ | 12,493 | 1,513 | - | - |
| Gap | $(4,343)$ | $(18,777)$ | $(23,120)$ | 10,146 | 900 | 12,074 | - |
| Foreign currencies |  |  |  |  |  |  |  |
| Assets | 51,197 | 2,059 | 53,256 | 2,074 | 11,285 | 18,873 | 85,488 |
| Liabilities and shareholders' equity | $(69,165)$ | $(5,838)$ | $(75,003)$ | $(1,657)$ | (834) | $(7,994)$ | $(85,488)$ |
| Off-balance sheet | (446) | 9,499 | 9,053 | (522) | $(8,531)$ | - | - |
| Gap | $(18,414)$ | 5,720 | $(12,694)$ | (105) | 1,920 | 10,879 | - |
| Total gap | $(22,757)$ | $(13,057)$ | $(35,814)$ | 10,041 | 2,820 | 22,953 | - |
| Q4/04 |  |  |  |  |  |  |  |
| Canadian currency | (589) | $(20,986)$ | $(21,575)$ | 8,845 | 1,550 | 11,180 | - |
| Foreign currencies | $(12,564)$ | 592 | $(11,972)$ | (296) | 2,910 | 9,358 | - |
| Total gap | $(13,153)$ | $(20,394)$ | $(33,547)$ | 8,549 | 4,460 | 20,538 | - |
| Q3/04 |  |  |  |  |  |  |  |
| Canadian currency | $(5,578)$ | $(12,772)$ | $(18,350)$ | 6,845 | 2,521 | 8,984 | - |
| Foreign currencies | $(12,212)$ | $(1,465)$ | $(13,677)$ | (86) | 2,818 | 10,945 | - |
| Total gap | $(17,790)$ | $(14,237)$ | $(32,027)$ | 6,759 | 5,339 | 19,929 | - |
| Q2/04 |  |  |  |  |  |  |  |
| Canadian currency | (812) | $(18,215)$ | $(19,027)$ | 8,046 | 1,672 | 9,309 | - |
| Foreign currencies | $(16,314)$ | (112) | $(16,426)$ | 1,006 | 3,302 | 12,118 | - |
| Total gap | $(17,126)$ | $(18,327)$ | $(35,453)$ | 9,052 | 4,974 | 21,427 | - |
| Q1/04 |  |  |  |  |  |  |  |
| Canadian currency | 2,724 | $(16,162)$ | $(13,438)$ | 5,043 | 1,182 | 7,213 | - |
| Foreign currencies | $(24,790)$ | 7,147 | $(17,643)$ | (334) | 1,157 | 16,820 | - |
| Total gap | $(22,066)$ | $(9,015)$ | $(31,081)$ | 4,709 | 2,339 | 24,033 | - |

${ }^{1}$ The financial assets and liabilities have been presented in the consolidated gap table based on the earlier of their contractual re-pricing or maturity date. In the normal course of business, mortgage and other consumer loan clients frequently repay their loans in part or in full prior to the contractual maturity date. Similarly, some term deposits are sometimes cashed before their contractual maturity date. In addition, trading account positions can fluctuate significantly from day to day. Taking into account expected prepayments and early withdrawals on the consolidated gap position as at January 31, 2005, would have the effect of decreasing the gap in the periods over one year by approximately $\$ 0.2$ billion ( $\$ 0.5$ billion as at October 31, 2004).
${ }^{2}$ Given CIBC's consolidated maturity and re-pricing portfolio as at January 31, 2005, as adjusted for estimated prepayments, an immediate $1 \%$ increase in interest rates across all maturities would increase net income after taxes by approximately $\$ 57$ million ( $\$ 100$ million as at October 31, 2004) over the next 12 months, and increase common shareholders' equity as measured on a present value basis by approximately $\$ 294$ million including structural assumptions (\$220 million as at October 31, 2004). Excluding the impact of structural assumptions, this would decrease common shareholders' equity by approximately $\$ 171$ million ( $\$ 194$ million as at October 31, 2004).
${ }^{3} \mathrm{CIBC}$ manages the interest rate gap by imputing a duration to certain assets and liabilities based on historical and forecasted core balance trends. Beginning in Q1/04, the re-pricing profile for these components of the balance sheet has been presented in accordance with these structural assumptions which reflects the economic effect on the bank relative to those assumptions. Prior to Q1/04, these balances were generally reported as non-interest rate sensitive. For comparative purposes, the effect of structural assumptions in the quarter have been shown separately.


[^0]:    ${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.

[^1]:    ${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1
    ${ }^{2}$ See Notes to users: Non-GAAP measures.

[^2]:    ${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.
    ${ }^{2}$ Includes revenue earned by the retail branch network on foreign exchange transactions and foreign exchange revenue arising from translation of foreign currency denominated positions, and from foreign currency related hedging activity.

[^3]:    ${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.
    ${ }^{2}$ See Notes to users: Non-GAAP measures.

[^4]:    ${ }^{1}$ See Footnote 1 on page 5.
    ${ }^{2}$ See Notes to users: Management reporting changes - First quarter, Note 1.
    ${ }^{3}$ Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model
    ${ }^{4}$ See Notes to users: Non-GAAP measures.
    ${ }^{5}$ Assets under management are included in assets under administration

[^5]:    See Notes to users: Management reporting changes - First quarter, Note 1.
    ${ }^{2}$ See Notes to users: Non-GAAP measures.
    ${ }^{3}$ Intersegment revenue represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model

[^6]:    ${ }^{1}$ Trading revenue is earned from on-balance sheet trading assets and related off-balance sheet derivatives for interest rates, equities and commodities and from foreign exchange contracts, including cross currency interest rate swaps. It does not include commissions or new issue revenue. Trading revenue is generated in CIBC World Markets, most significantly capital markets, and in TBRM.
    ${ }^{2}$ Trading activities and related risk management strategies can periodically shift revenue between net interest income and non-interest income. Therefore, we view trading-related net interest income as an integral part of trading revenue.
    ${ }^{3}$ See Notes to users: Non-GAAP measures.
    ${ }^{4}$ See Notes to users: External reporting changes - First quarter, Note 1.
    ${ }^{5}$ Includes credit derivatives and secondary loan trading and sales.
    ${ }^{6}$ See footnote 2 on page 3 of non-interest income.

[^7]:    ${ }^{1}$ We transferred $\$ 1.2$ billion of business and government loans in Q4/03 and $\$ 885$ million in Q3/03 into a held for sale portfolio. These loans were transferred into the held for sale portfolio at the lower of their carrying or market value. On transfer, the loans held for sale were reduced by a provision for credit losses of $\$ 93$ million in Q4/03 and $\$ 135$ million in Q3/03; and losses of $\$ 7$ million in Q4/03 and $\$ 16$ million in Q3/03 were recorded in other non-interest income.
    ${ }^{2}$ See Notes to users: External reporting changes - First quarter, Note 1.

[^8]:    ${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.
    ${ }^{2}$ Pertains to issue of $\$ 293$ million Class A Series 29 Preferred Shares (consisting of $\$ 118$ million conversion of Class A Series 28 Preferred Shares and $\$ 175$ million in cash on exercise of Series 29 Purchase Warrants).

[^9]:    ${ }^{1}$ See Notes to users: External reporting changes - First quarter, Note 1.
    ${ }^{2}$ Average interest-earning assets include interest-bearing deposits with banks, securities, securities borrowed or purchased under resale agreements, and loans.

[^10]:    ${ }^{1}$ Assets under management are included in assets under administration.

[^11]:    ${ }^{1}$ The amounts include only those assets that we securitized and continue to service, and exclude any assets temporarily acquired by CIBC with the intent at acquisition to sell to variable interest entities (VIEs).
    ${ }^{2}$ We periodically sell groups of loans or receivables to VIEs, which issue securities to investors. These transactions meet accepted criteria for recognition as sales and as such, the assets are removed from the consolidated balance sheets.
    ${ }^{3}$ Securitization affects the components of income reported in the consolidated statements of income, including net interest income, provision for credit losses, and non-interest income. Non-interest income from securitization comprises servicing income, losses under recourse arrangements, and gains or losses on securitizations (Q1/05: not significant; Q4/04: $\$ 14$ million).

[^12]:    ${ }^{1}$ Specific allowance for credit losses includes allowance for loan substitute securities of nil in Q1/05 (Q4/04: \$1 million).
    ${ }^{2}$ Specific allowances for large numbers of homogeneous balances of relatively small amounts are established by reference to historical ratios of write-offs to balances outstanding. This may result in negative net impaired loans as individual loans are generally classified as impaired when repayment of principal or payment of interest is contractually 90 days in arrears.

[^13]:    ${ }^{1}$ Prior to Q1/04, recoveries included credit protection purchased from third parties.
    ${ }^{2}$ The total allowance includes the allowance on impaired loans, allowance for letters of credit of $\$ 2$ million in Q1/05 (Q4/04: \$2 million), and allowance for loan substitute securities of nil in Q1/05 (Q4/04: \$1 million)

[^14]:    ${ }^{1}$ The capital standards developed by the Bank for International Settlements (BIS) require a minimum total capital ratio of $8 \%$ of which $4 \%$ must be Tier 1 capital. The BIS framework allows some domestic regulatory discretion in determining capital. Capital ratios of banks in different countries are, therefore, not strictly comparable unless adjusted for discretionary differences. The Canadian regulator has target requirements of $7 \%$ Tier 1 and $10 \%$ total capital ratios for a bank to be considered "well capitalized."
    ${ }^{2}$ Includes non-cumulative preferred shares totaling $\$ 1.048$ billion that are redeemable by the holders and as such, are shown as preferred share liabilities on the consolidated balance sheets pursuant to adoption of the amendments to the CICA handbook section 3860. For further details, see Notes to users: External reporting changes - First quarter, Note 1.
    ${ }^{3}$ CIBC's general allowance for credit losses is $\$ 1.025$ billion and all of it is included in capital as it is below the maximum that can be included as part of Tier 2 capital. The maximum is $0.875 \%$ of total risk-weighted assets.

[^15]:    ${ }^{1}$ ALM: Asset/liability management.
    ${ }^{2}$ Includes forwards, futures, swaps and options.
    ${ }^{3}$ Includes precious metals and other commodity forwards, futures, swaps and options.

[^16]:    ${ }^{1}$ ALM: Asset/liability management.
    ${ }^{2}$ Sum of current replacement cost plus potential future exposure, adjusted for the impact of collateral.
    ${ }^{3}$ Futures contracts and some purchased options are traded through established exchanges and are subject to daily margin requirements. Accordingly, they are deemed to have no credit risk. Options written by CIBC have no credit risk as CIBC has already collected its income from these transactions. Accordingly, these items are excluded from this table.
    ${ }^{4}$ ALM credit derivative options both purchased and written are treated as guarantees for credit risk capital purposes.
    ${ }^{5}$ Includes forwards, swaps and options.
    ${ }^{6}$ Includes precious metals and other commodity forwards, swaps and options.

