



# CIBC First Quarter Investor Presentation

February 24, 2005



## **CIBC Overview**

John S. Hunkin Chief Executive Officer

Gerry McCaughey
President and Chief Operating Officer





## First Quarter, 2005 **Financial Review**

Tom Woods Senior Executive Vice-President and Chief Financial Officer

All financial results are in Canadian dollars on a "REPORTED" basis unless otherwise stated.

## Q1 Summary

\$ Per Share **EPS**<sup>(1)</sup>: - Republic Bank 0.24 - Includes gains on asset sales - Juniper 0.19

- Share repurchases of 7.2MM in Q1
- ROE of 25.7% (reported basis)
- Efficiency (NIX) ratio of 60.9% (TEB<sup>(2)</sup>, reported basis)
- · Strong capital ratios
  - Tier 1: 10.5%
  - Total Capital: 13.1%
- Gross Impaired Loans steady at \$1.1B

In addition to the points above...

Results <u>helped</u> by:

- ACE Aviation

Corporate loan loss recoveries

0.06

- Lower project spending
- Volume growth in Retail
- Lower operating expenses
- Results <u>hurt</u> by:
  - Low Merchant Banking revenue
  - Low Treasury revenue
  - High consumer loan losses



Diluted, accrual basis

Cash basis EPS are 1¢ higher. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.

Taxable equivalent basis (61.7% on a non-TEB basis). For further details, see Non-GAAP measures within the Notes

to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com



## CIBC - Quarterly Income Statement

		F "	04		F '05
(\$MM)	Q1	Q2	Q3	Q4	Q1_
Revenue	2,941	3,027	2,906	2,901	3,079 <sup>(1)</sup>
Non-Interest Expenses	1,943	2,074	1,968	2,266	1,901
Operating Income	998	953	938	635	1,178
Provision for Credit Losses	155	207	91 91	175 (4)	178
Net Income Before-Tax	843	746	847	460	1,000
Taxes and Minority Interest	257	239	251	58 <sup>(5)</sup>	293
Net Income After-Tax	586	507	596	402	707

Canada contract, and \$28MM New York premises sublease losses.

\$50MM reversal of general provision. \$37MM reversal of credit losses in the student loan portfolio and \$25MM reversal of general provision.

\$85MM tax recovery.

## CIBC Revenue

CIDC Revenue					
(\$MM)	Q3/04	Q4/04	Q1/05	Change	
Net Interest Income	1,320	1,287	1,322	35	
Fees for Services					
Underwriting and Advisory	166	165	223	(58)	•high volume of
Deposit and Payment	198	200	200	$\overline{}$	new equity issues
Credit	76	78	82	4	
Cards	109	108	88	(20)	
Investment Mgmt and Custodial	79	94	97	3	
Mutual Funds	158	154	166	12	
Insurance	59	43	73	30	
Commissions	210	198	218	20	
Trading Activities	86	116	157	41	
Investment Sec. Gains, Net <sup>(1)</sup>	(17)	152	32	(120)	• Iower Merchant
Income from Securitized Assets	50	60	67	7	Banking gains
Foreign Exchange other than Trading <sup>(2)</sup>	52	88	56	(32)	
Other <sup>(3)(4)</sup>	360	158	298	140	•gains on sale of Juniper and
Total Revenue	2,906	2,901	3,079	178	Republic Bank

<sup>(1)</sup> Includes \$34MM gain on sale of shares of ACE Aviation Holding Inc. and \$25MM gain on sale of shares of Republic Bank Ltd.
Includes AcG-13 Gains/(Losses) on ineffective foreign exchange hedges, see Slide 58 for details.

(3) Includes \$115MM gain on sale of shares of Juniper Financial Corp. and \$60MM gain on sale of shares of Republic Bank Ltd. See Slide 57 for details.

 <sup>(1) \$115</sup>MM gain on sale of shares of Juniper Financial Corp., \$85MM gain on sale of shares of Republic Bank Ltd., and \$34MM gain on sale of shares of ACE Aviation Holdings Inc.
 (2) \$300MM provision in respect of Enron-related litigation, \$49MM recovery relating to the Air



## **CIBC Expenses**

(\$MM)	Q3/04	Q4/04	Q1/05	Change	
Employee Comp. and Benefits	1,060	1,042	1,054	12	
Occupancy Costs	156	180	159	(21) • Q4 included sub- lease losses	
Computer and Office Equip.	279	309	271	(38) • Lower project	
Communications	84	84	86	2 spending	
Advertising and Bus. Development	68	84	65	(19)	
Professional Fees	85	129	68	(61) • Lower legal and	
Business and Capital Taxes	34	42	31	other charges (11)	
Restructuring Reversal	-	(13)	-	13	
Other	202	409	167	(242) • Q4 included Enron-	
Total Non-Interest Expenses	1,968	2,266	1,901	(365) related litigation and Air Canada recovery	



## **CIBC - NIAT Components**

		F '04				
(\$MM)	Q1	Q2	Q3	Q4	Q1	
CIBC Retail Markets	277	199	247	293(1)	364 <sup>(2)</sup>	
CIBC Wealth Management	90	96	104	100	114	
CIBC World Markets	188	253	253	(34)(3)	173	
Corporate and Other	31	(41)	(8)(4)	43(5)	56 <sup>6</sup>	
Total	586	507	596	402	707	

\$32MM reversal of general provision.

Includes (after-tax):

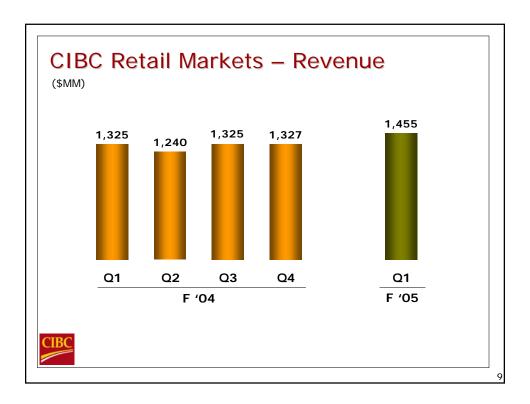
(1) \$32MM recovery relating to the Air Canada contract and \$24MM reversal of credit losses in the student loan portfolio.

<sup>(2) \$85</sup>MM gain on sale of shares of Republic Bank Ltd. and \$22MM gain on sale of shares of ACE

Aviation Holdings Inc. \$194MM provision in respect of Enron-related litigation, \$31MM tax recovery, and \$16MM New York premises sublease losses.

 <sup>\$32</sup>MIM reversal or general provision.
 \$54MM tax recovery and \$16MM reversal of general provision.
 \$64MM gain on sale of shares of Juniper Financial Corp.





	F '04						
(\$MM)	Q1	Q2	Q3	Q4	Q1		
Personal Banking	497	492	527	545	551		
Small Business Banking	143	140	145	146	151		
Cards	347	333	347	357	383 <sup>(1)</sup>		
Mortgages	122	155	148	147	145		
Other	216	120	158	132	225 <sup>(2)</sup>		
	1,325	1,240	1,325	1,327	1,455		



## CIBC Retail Markets -**Revenue Components**

		F '	04		F '05
(\$MM)	Q1	Q2	Q3	Q4	Q1
Personal Banking	497	492	527	545	551
Small Business Banking	143	140	145	146	151
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	1,325	1,240	1,325	1,327	1,455

### Personal Banking

- + deposit and loan spreads up vs. Q4
- product mix

Includes (pre-tax):

\$34MM gain on sale of shares of ACE Aviation Holdings Inc.

\$85MM gain on sale of shares of Republic Bank Ltd.

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#### **Small Business**

- + deposit balances up vs.Q4
- + deposit and loan spreads
- Ioan balances down

Includes (pre-tax):

(1) \$34MM gain on sale of shares of ACE Aviation Holdings Inc.
(2) \$85MM gain on sale of shares of Republic Bank Ltd.



# CIBC Retail Markets -**Revenue Components**

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Small Business Banking	143	140	145	146	151
Cards	347	333	347	357	383(1)
Mortgages	122	155	148	147	145
Other	216	120	158	132	225 <sup>(2)</sup>
	1,325	1,240	1,325	1,327	1,455

### **Cards**

- + gain on sale of ACE Aviation Holdings Inc. shares(1)
- + balances up (seasonal)
- + spreads up
- Q4 securitization a \$14MM revenue drag (offset in LLP)
- \$8.4MM securitization gain in Q4
- revenue adjusted for Q4 securitization and Q1 sale of ACE shares: Q4 -\$351MM; Q1 - \$363MM



Includes (pre-tax):

\$34MM gain on sale of shares of ACE Aviation Holdings Inc.

(2) \$85MM gain on sale of shares of Republic Bank Ltd.

## CIBC Retail Markets -**Revenue Components**

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	1,325	1,240	1,325	1,327	1,455

#### **Mortgages**

- + balances up vs. Q4 - 2% (managed)
  - 1% (owned)
- prepayment and securitization revenue

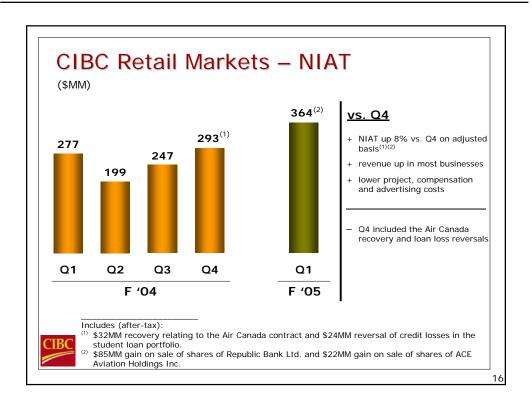


Includes (pre-tax):

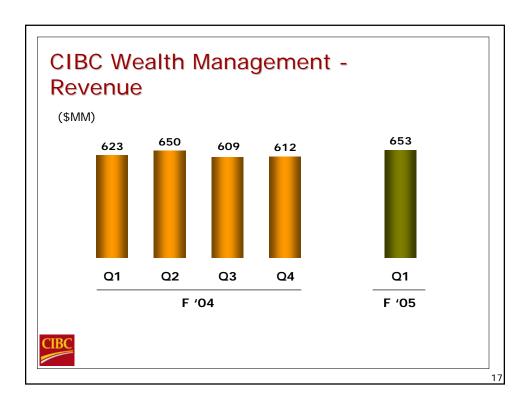
(\*\*) \$34MM gain on sale of shares of ACE Aviation Holdings Inc.
(\*\*) \$85MM gain on sale of shares of Republic Bank Ltd.

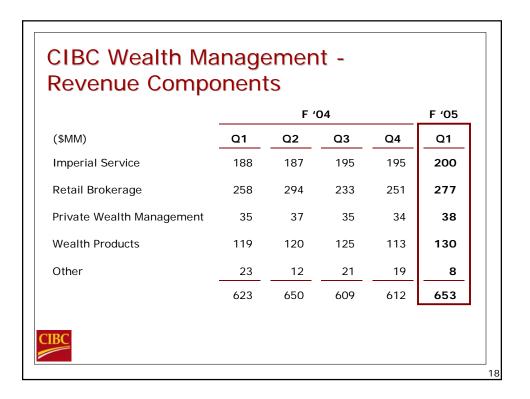


#### CIBC Retail Markets -**Revenue Components** F '04 F '05 (\$MM) Q1 Q2 Q3 **Q4** Q1 Other Revenue + \$85MM gain on sale of Republic Bank shares Personal Banking 551 492 527 545 Small Business Banking 143 140 145 146 151 + higher than normal Insurance revenue Cards 383<sup>(1</sup> 347 333 347 357 Mortgages 122 155 148 147 145 EDULINX sale - Iower Treasury revenue Other 225<sup>(</sup> 216 158 132 120 1,325 1,240 1,325 1,327 1,455 Includes (pre-tax): \$34MM gain on sale of shares of ACE Aviation Holdings Inc. (2) \$85MM gain on sale of shares of Republic Bank Ltd.



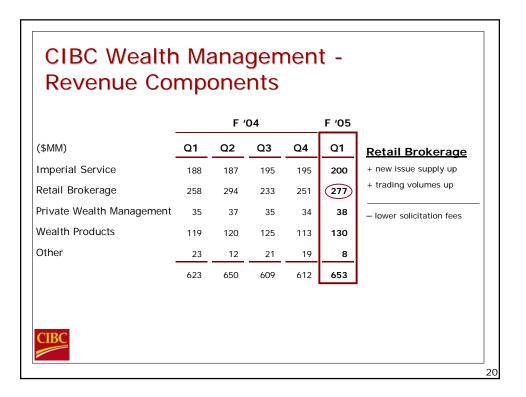








#### CIBC Wealth Management -**Revenue Components** F '04 F '05 (\$MM) Q2 Q3 **Q4** Q1 Q1 **Imperial Service** Imperial Service + growth in funds managed 187 195 195 200 188 up 2% vs. Q4up 6% vs. Q1/04 Retail Brokerage 251 277 258 294 233 + spreads up Private Wealth Management 37 35 38 35 34 Wealth Products - mortgage commissions 119 120 125 113 130 down (seasonal) Other 21 19 23 12 623 650 609 612 653





#### CIBC Wealth Management -**Revenue Components** F '05 F '04 (\$MM) Q2 Q3 **Q**4 Q1 Q1 Private Wealth **Management** Imperial Service 187 195 195 200 188 + spreads Retail Brokerage 294 233 251 277 258 + transaction revenue Private Wealth Management 35 37 35 38) 34

120

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23 623



Other

Wealth Products

21

# CIBC Wealth Management - Revenue Components

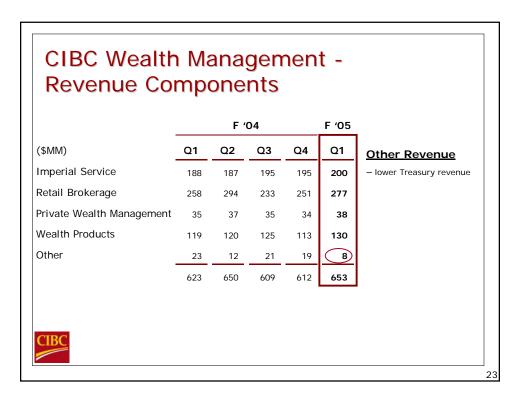
		F '05			
(\$MM)	Q1	Q2	Q3	Q4	Q1
Imperial Service	188	187	195	195	200
Retail Brokerage	258	294	233	251	277
Private Wealth Management	35	37	35	34	38
Wealth Products	119	120	125	113	130
Other	23	12	21	19	8
	623	650	609	612	653

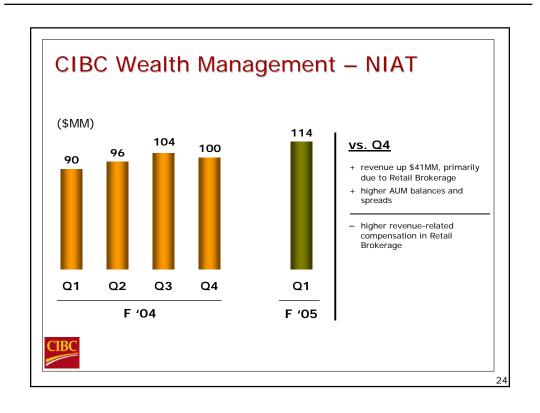
#### **Wealth Products**

- + mutual fund balances up 2% (vs. Q4); avg. MER up (mix)
- + GIC spreads and balances up

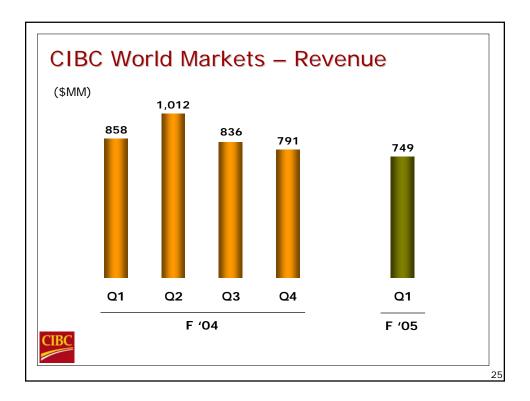












evenue Com	ponei	nts			
		F 'C	)4		F '05
(\$MM)	Q1	Q2	Q3	Q4	Q1
Capital Markets	394	421	321	309	349
Investment Banking & Credit Products	366	442	326	247	296
Merchant Banking	14	83	108	146	23
Commercial Banking	119	111	110	112	116
Other	5	(10)	8	15	6
Total Revenue (TEB) <sup>(1)</sup>	898	1,047	873	829	790
Total Revenue	858	1,012	836	791	749





# CIBC World Markets – Revenue Components

		F '(	04		F '05
(\$MM)	Q1	Q2	Q3	Q4	Q1
Capital Markets	394	421	321	309	349
Investment Banking & Credit Products	366	442	326	247	296
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## Capital Markets

- + Equities new issues, arbitrage, agency up (vs. Q4)
- + FX up
- Equities structured products, commodities down
- Debt low volatilities



(1) Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.

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# CIBC World Markets – Revenue Components

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Total Revenue (TEB) <sup>(1)</sup>	898	1,047	873	829	790
Total Revenue	858	1,012	836	791	749

#### Investment Banking & Credit

- + U.S. Real Estate and credit fees up (vs. Q4)
- + Canada new issues and M&A up
- near term outlook not as strong as Q1 overall

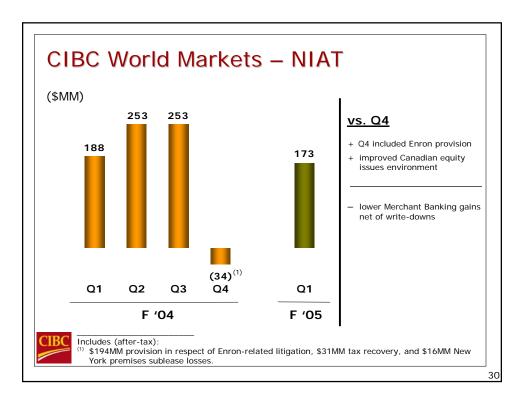


Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.

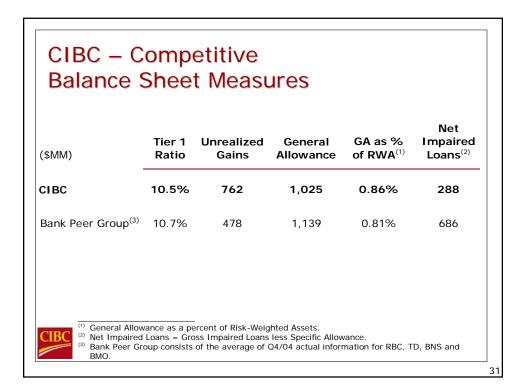


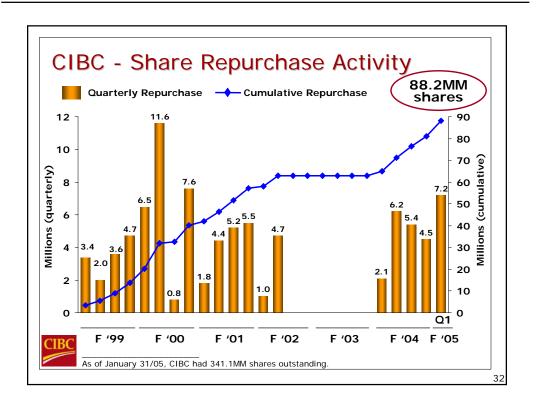
#### CIBC World Markets -**Revenue Components** F '04 F '05 (\$MM) **Q4** Q1 Q1 Q2 Q3 Merchant Banking Capital Markets 394 421 321 309 349 + divestiture market continues to improve Investment Banking & Credit Products 366 442 326 247 296 - few opportunities in Q1 Merchant Banking (23) 14 83 108 146 - write-downs in a few specific investments Commercial Banking 119 111 110 112 116 · revenue will vary 5 Other (10)8 15 6 quarter-to-quarter Total Revenue (TEB)<sup>(1)</sup> 1,047 790 898 873 829 Total Revenue 858 1,012 836 791 749

(1) Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.

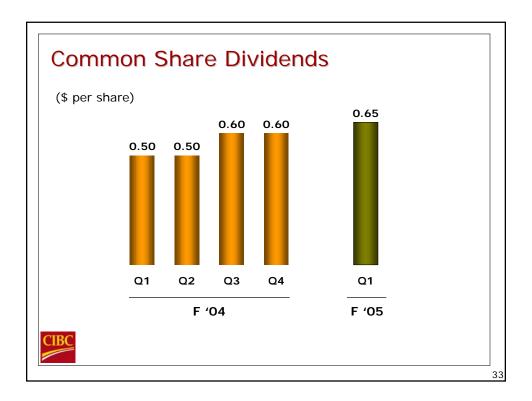


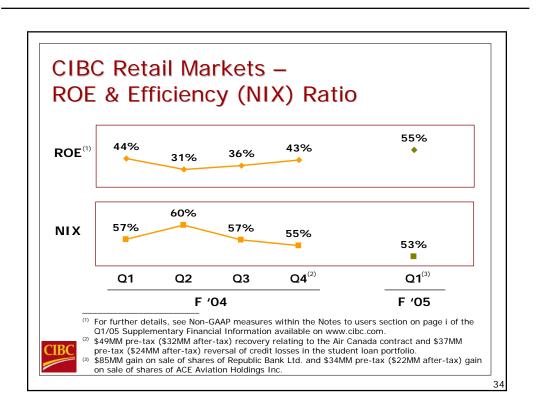




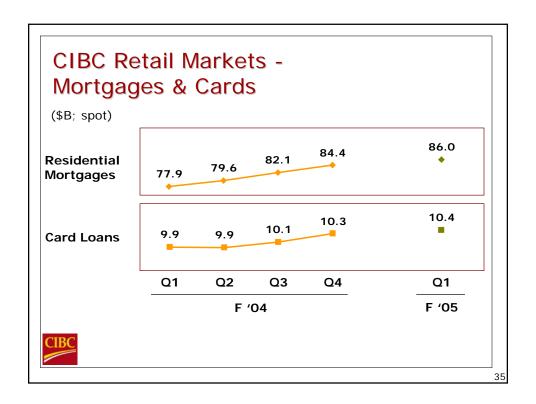


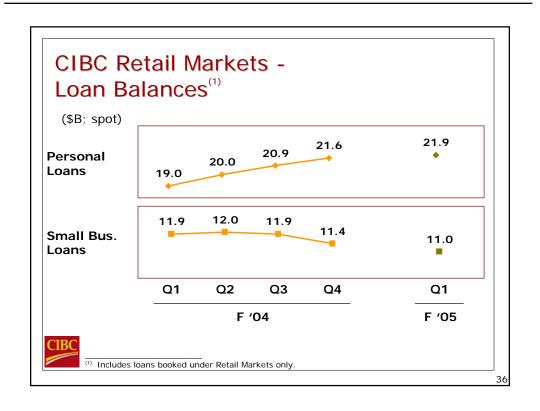




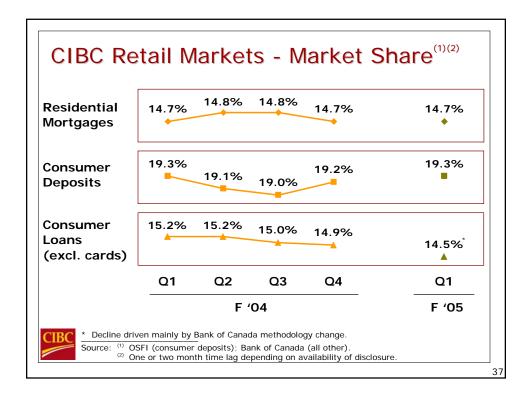


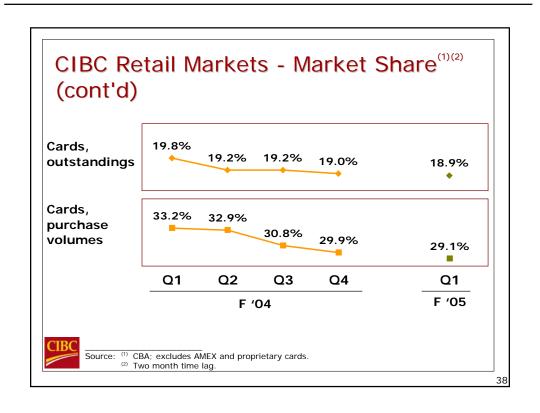




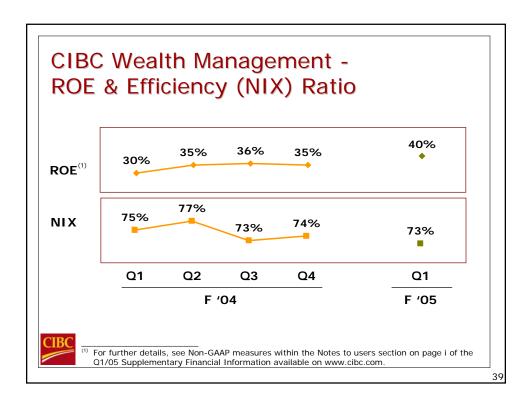


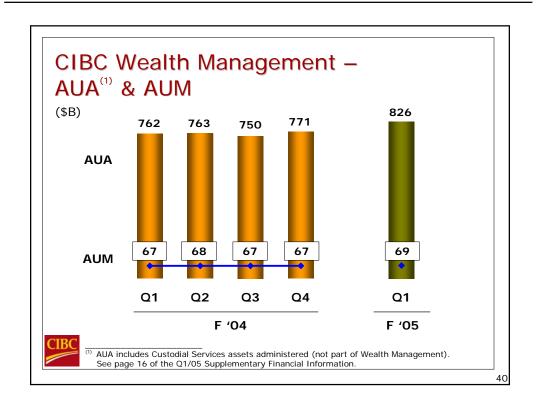




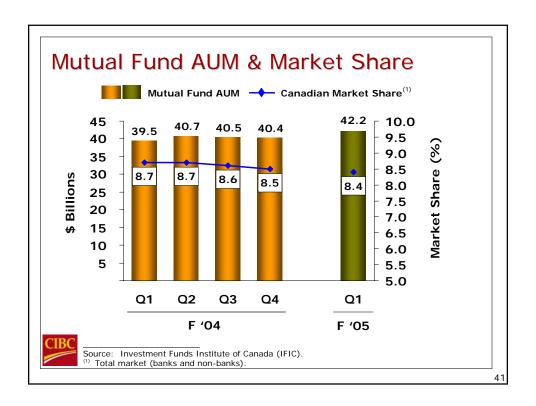


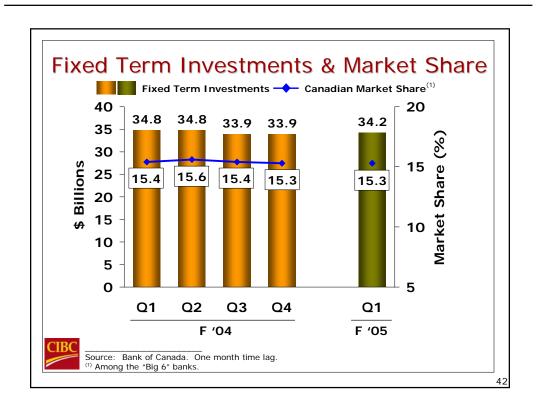




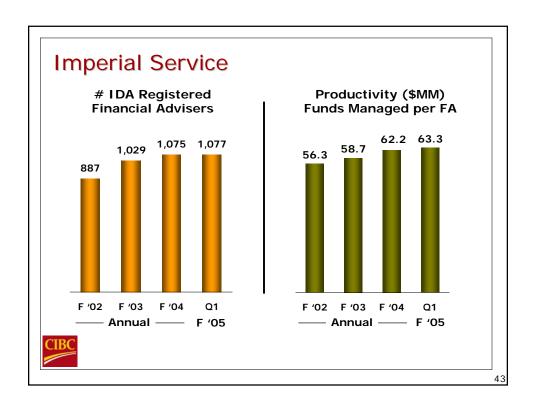


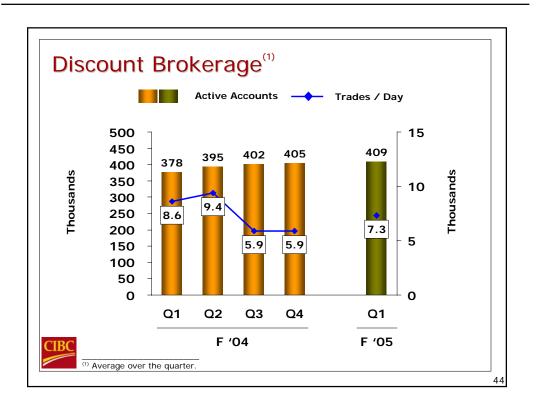




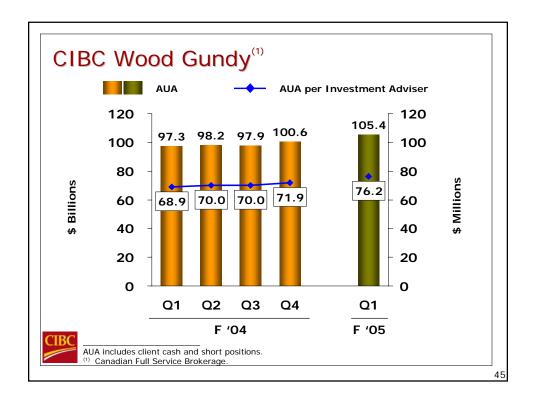


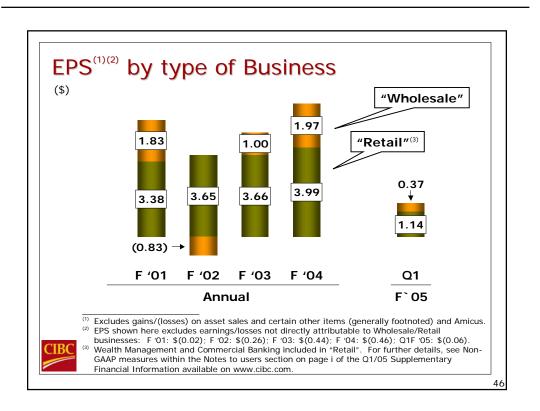








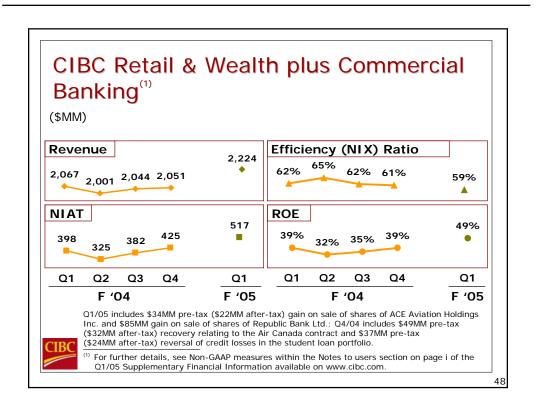




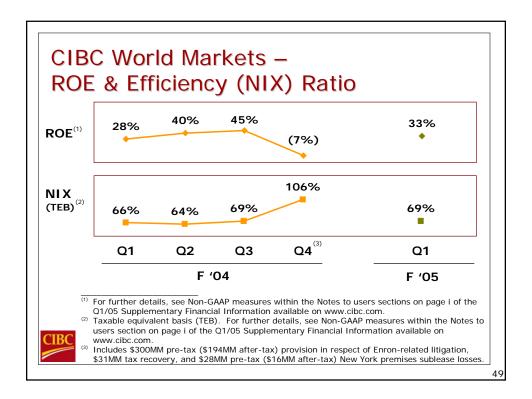
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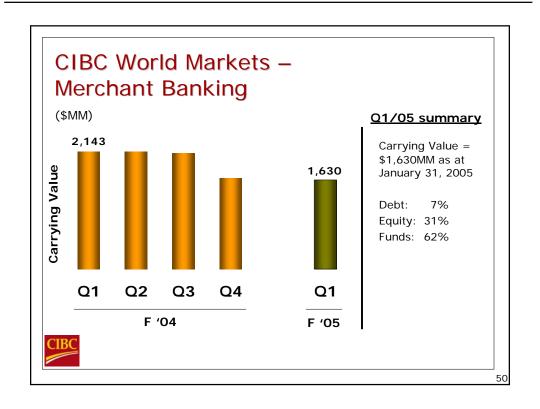


#### CIBC Retail & Wealth plus Commercial Banking<sup>(1)</sup> NIAT Revenue (\$MM) F '04 F '05 F '04 F '05 Q1 Q1 Q1 **Q4** Q1 **Q4** CIBC Retail Markets 1,325 1,327 1,455 277 293 364 CIBC Wealth Management 90 100 623 612 653 114 CIBC Retail & Wealth 1,948 2,108 393 1,939 367 478 Plus: Commercial Banking 119 112 116 31 32 39 2,067 2,051 2,224 398 425 517 (1) For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.

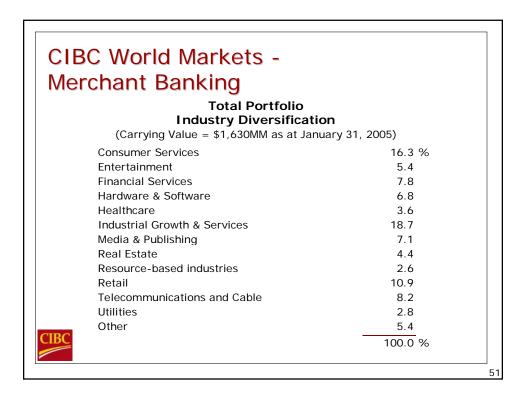


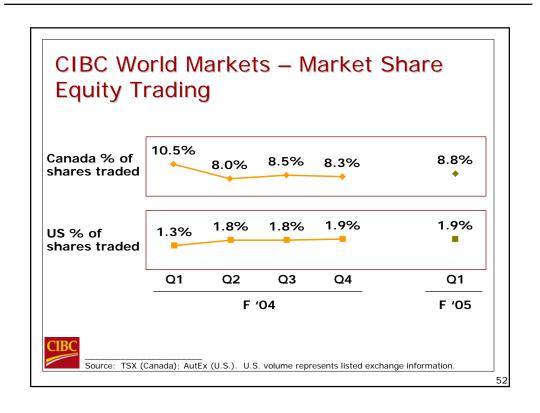




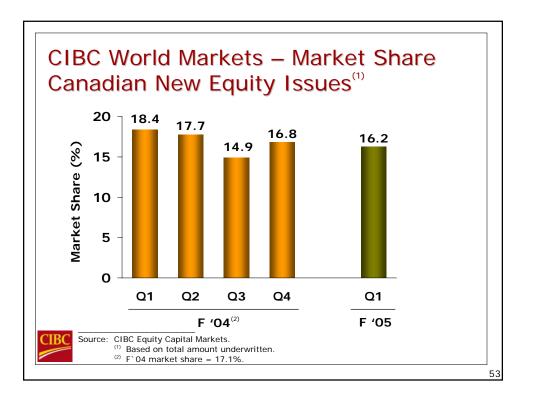


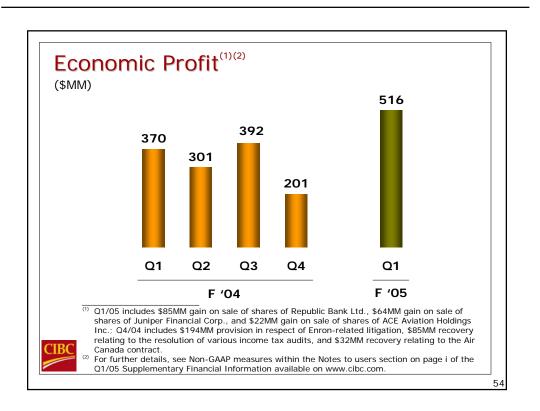














## Economic Profit<sup>(1)</sup>

(\$MM)

	F '04				F '05
	Q1	Q2	Q3	Q4	Q1
CIBC Retail Markets	196	118	157	205	280
CIBC Wealth Management	51	60	67	63	78
CIBC World Markets	100	172	181	(103)	108
Corporate and Other	23	(49)	(13)	36	50
Total CIBC	370	301	392	201	516



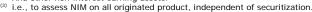
(1) For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.

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## Behind the Reported NIMs

	Q4/04	Q1/05
Reported NIM	1.84%	1.82%
Reported NIM (TEB) <sup>(1)</sup>	1.89%	1.88%
NIM  — <u>excluding</u> fixed <sup>(2)</sup> assets  & — <u>excluding</u> trading assets and <u>adding</u> back	2.23%	2.21%
securitizations <sup>(3)</sup>	2.81%	2.82%
& — <u>excluding</u> other NII <sup>(4)</sup>	2.82%	2.84%

Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/05 Supplementary Financial Information available on www.cibc.com.
 And other non-interest earning assets.
 i.e., to assess NIM on all originated product, independent of securitization.



e.g., interest on tax settlements; interest reimbursement program; preferred share dividends and premiums.



#### "Other" Non-Interest Income F '05 Q2 Q1 Q3 **Q4** Q1 Gain/(Loss) on Sale of Loans 44 42 30 28 (6) Other Gains/(Losses)(1) 28 38 109 6 23 SAR<sup>(2)</sup> hedge revenue/(expense) 28 2 (2)19 (12)Income from equity-accounted **76**<sup>(4</sup> investments(3) 21 14 16 9 AcG-13 Gains/(Losses) on ineffective credit risk and (13) interest rate risk hedges (42)43 (2) Sale of Juniper 115 Other(5) 109 109 104 65 164

(1) On equity-accounted investments and limited partnerships.

Stock Appreciation Rights. Gains/(losses) offset in the Incentive bonuses line of Employee Compensation. Positive when shares appreciate (and vice versa). In Q4/04 equity-accounted investments were reclassified from Investment Securities to Other.

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This change resulted in the reclassification of related income statement items from net interest income to other non-interest income.
Includes \$60MM gain on sale of shares of Republic Bank Ltd. (\$25MM recorded under

216

Investment Sec. Gains, Net - see Slide 6 for details)

Includes other commissions and fees; gains on non-trading derivatives.

57

158

360

298

## Summary of AcG-13 Gains/(Losses)

(\$MM)	F '04				F '05
	Q1	Q2	Q3	Q4	Q1
AcG-13 Gains/(Losses) on ineffective foreign exchange hedges <sup>(1)</sup>	8	(22)	(6)	6	2
AcG-13 Gains/(Losses) on ineffective credit risk and interest rate risk hedges <sup>(2)</sup>	(42)	11	43	(13)	(2)
	(34)	(11)	37	(7)	-

Included in "Foreign exchange other than trading" on Slide 6 and on page 3 of the Q1/05 Supplementary Financial Information available on www.cibc.com. Included in "Other" Non-Interest Income on Slide 57.





## First Quarter, 2005 Risk Review

Wayne Fox

Vice Chair and Chief Risk Officer Treasury, Balance Sheet and Risk Management

## **Key Messages**

### Credit Quality

- Gross Impaired Loans reduced 16.5% year-over-year
- Net Impaired Loans reduced 30.9% year-over-year
- Specific provisions reduced 11.0% quarter-over-quarter

### Capital strength

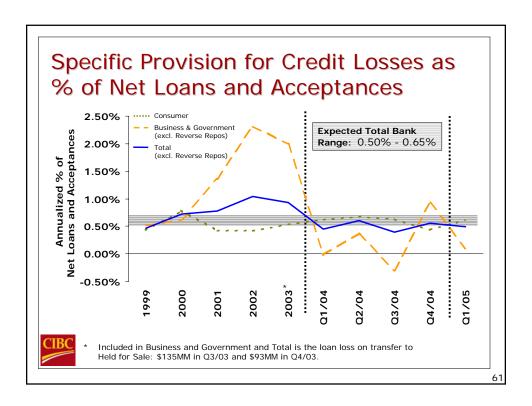
• Tier 1 Ratio: 10.5%

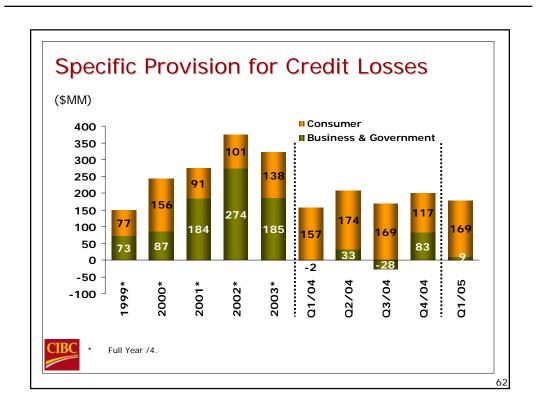
#### 2005 Guidance

Specific Provisions: 50-65 bps target range
 General Allowance: 85 – 90 bps of RWAs

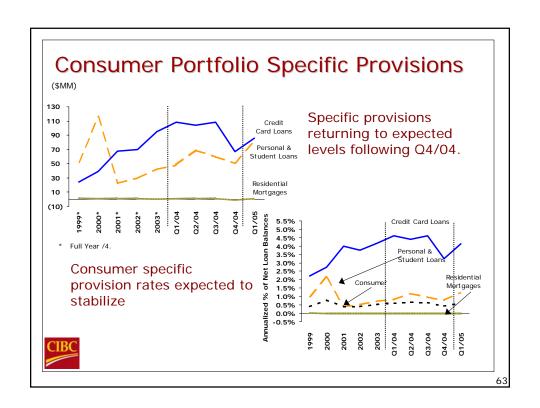


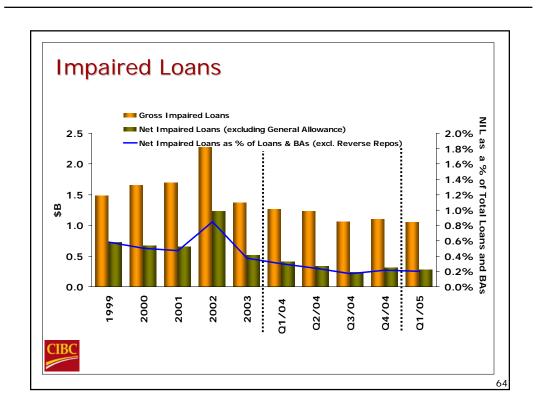




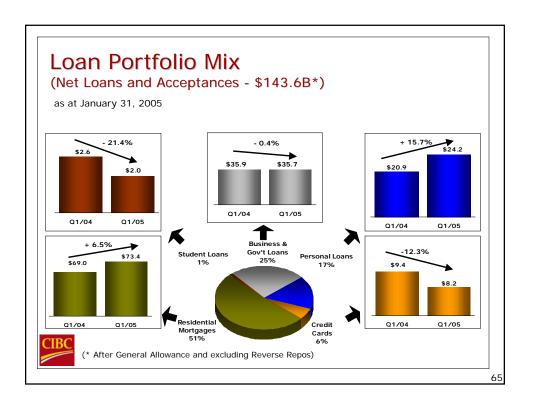


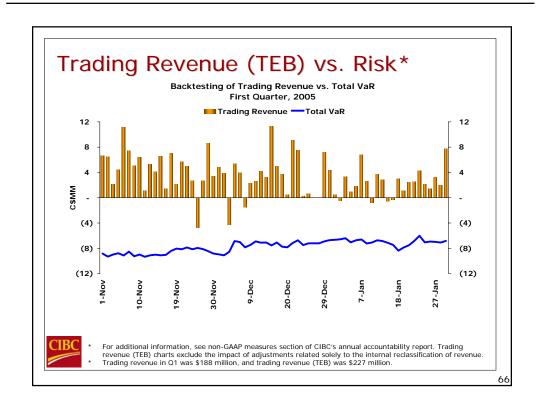




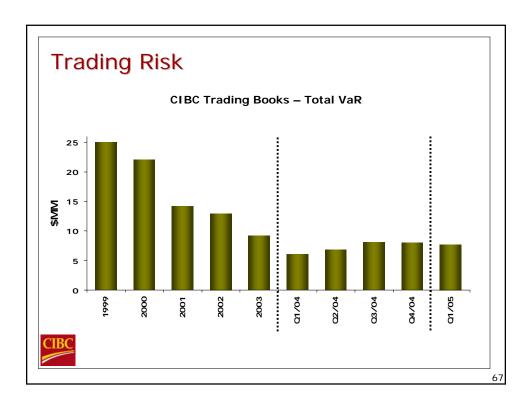






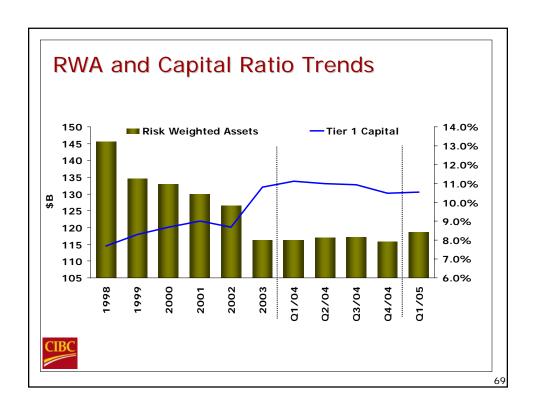






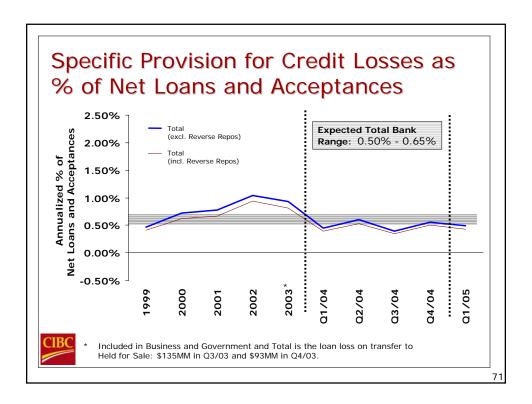
(C\$MM)		Preferred	Common	Share	lNe	et
	NI AT <sup>1</sup>	Dividends <sup>1</sup>	Dividends	Repurchases	Quarterly	Annual
1999	934	(17)	(492)	(500)		(75)
2000	1,932	(17)	(501)	(1,074)		340
2001	1,582	(17)	(536)	(867)		162
2002	542	(50)	(577)	(313)		(398)
2003	1,950	(75)	(591)	-		1,284
Q1/04	586	(26)	(181)	(143)	236	
Q2/04	507	(24)	(179)	(428)	(124)	
Q3/04	596	(23)	(212)	(359)	2	
Q4/04	402	(27)	(209)	(308)	(142)	(28)
01/05	707	(28)	(226)	(506)	(53)	

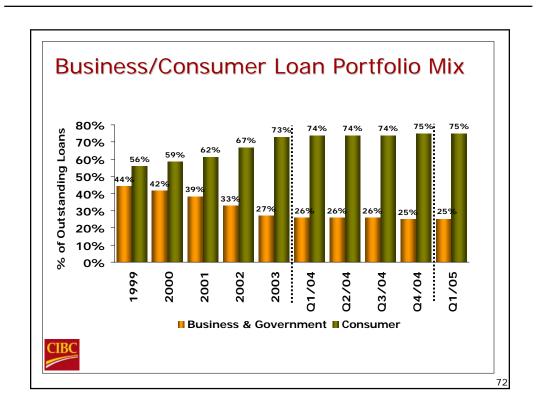




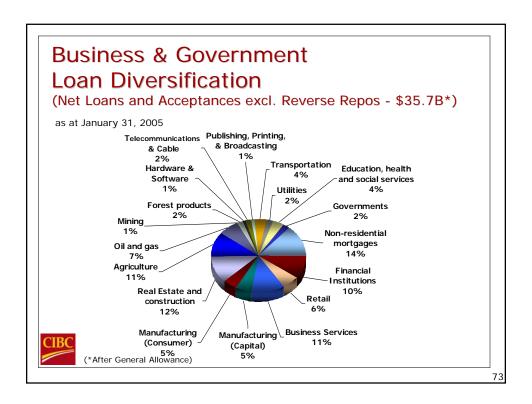












# Credit Protection Industry Diversification

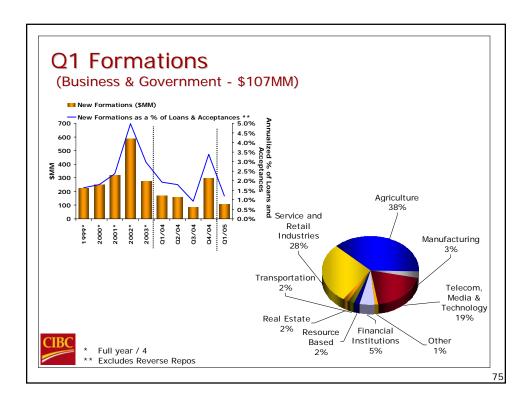
as at January 31, 2005	On Balance Sheet	Total Bought
Oil & Gas	\$642	\$1,875
Business Services	302	385
Manufacturing (Capital Goods)	261	660
Retail	147	322
Telecommunications and Cable	140	451
Manufacturing (Consumer Goods)	139	240
Forest Products	113	271
Utilities	93	508
Real Estate	82	94
Transportation	80	171
Financial Institutions	54	1,316
Other Industries	246	671
Total (Net)	\$2,299	\$6,964 <sup>1</sup>
As at Oct 31/04	\$2,053	\$6,319 <sup>1</sup>

1 Excludes Offensive Credit Protection Bought

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## Forward-Looking Statements

This presentation contains forward-looking statements which are made pursuant to the 'safe harbor' provisions of the United States Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, statements about the operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook of CIBC for 2005 and subsequent periods. Forward-looking statements are typically identified by the words "believe", "expect", "anticipate", "intend", "estimate" and other similar expressions or future or conditional verbs such as "will", "should", "would" and "could". A forward-looking statement is subject to inherent risks and uncertainties that may be general or specific. A variety of factors, many of which are beyond CIBC's control, affect the operations, performance and results of CIBC and its business lines, and could cause actual results to differ materially from the expectations expressed in any of CIBC's forward-looking statements. These factors include: current, pending and proposed legislative or regulatory developments in the jurisdictions where CIBC operates, including pending developments in Canadian laws regulating financial institutions and U.S. regulatory changes affecting foreign companies listed on a U.S. exchange, as well as a mendments to, and interpretations of, risk-based capital guidelines and reporting instructions; legal and regulatory proceedings and related matters; the effect of applying future accounting changes; changes in tax laws; political conditions and developments; the possible effect on CIBC's business of international conflicts and the war on terror; the accuracy and completeness of information provided to CIBC by clients and counterparties; intensifying competition from established competitors and new entrants in the financial services industry; technological change; global capital market activity; interest rate fluctuation; currency value fluctuation; general economic conditions w

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