# CIBC Third Quarter Investor Presentation 

August 24, 2005


## CIBC Overview

Gerry McCaughey
President and Chief Executive Officer

Third Quarter, 2005
Investor Presentation

# Third Quarter, 2005 Financial Review 

Tom Woods<br>Senior Executive Vice-President and Chief Financial Officer

## Q3 Summary

Loss per share ${ }^{(1)}$ : $\$ 5.77$ - Includes ${ }^{(2)}$ : - Enron-related litigation provision (\$7.45/share)

- Higher than normal Merchant Banking
- Capital Ratios
- Tier 1: 7.5\%
- Total Capital: 10.5\%
- Important reconciliation slides:
- Trading Revenue/Non-Controlling Interests - Slide 59
- Enron-related litigation provision Slide 60
- Settlement of Hedge Fund Financing/Services Investigation Slide 61
- Non-Controlling Interests - Slide 62
- Q3/05 Income Taxes - Slide 63
- Loss per share - Slide 64
(1) Diluted, accrual basis

Cash basis $\$(5.77)$. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com.
Net effect of additional provision re. hedge fund settlement (and related tax recovery) ( $\$ 0.06$ recovery) offsets reported EPS drag due to using "basic" rather than "diluted" number of shares ( $\$ 0.06$ drag) in Reported Loss per share (see Slide 64).

In addition to the points above..

- Results helped by:
- Volume growth in Retail
- Stronger sales/trading activity in World Markets
- Results hurt by:
- Weaker Retail Brokerage
- Higher Ioan losses
- Lower new issues and equity activity
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## CIBC

[^0]61 for reconciliation.

## CIBC - Quarterly Income Statement

| (\$MM) | F ${ }^{0} 0$ |  | F ${ }^{\text {'05 }}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |
| Revenue | 2,906 | 2,901 | $3,079{ }^{(1)}$ | 2,820 | 3,151 |
| Provision for Credit Losses | $91^{(1)}$ | $175^{(1)}$ | 178 | 159 | 199 |
| Non-Interest Expenses excl. Enron provision ${ }^{(2)}$ | 1,968 | $\begin{gathered} 2,266^{11} \\ 1,966 \end{gathered}$ | 1,901 | 2,032 ${ }^{(1)}$ | $\begin{gathered} \text { 4,850 } \\ \text { 2,020 } \end{gathered}$ |
| Income/(Loss) Before Taxes and Non-Controlling Interests excl. Enron provision ${ }^{(2)}$ | 847 | $\begin{aligned} & 460 \\ & 760 \end{aligned}$ | 1,000 | 629 | $\begin{gathered} (1,898) \\ 932 \end{gathered}$ |
| Income Taxes/(Benefit) | 250 | $46^{(1)}$ | 283 | 176 | (106) ${ }^{(1)}$ |
| Non-Controlling Interests | 1 | 12 | 10 | 13 | 115 |
| Net Income/(Loss) excl. Enron provision ${ }^{(2)}$ | 596 | 402 596 | 707 | 440 | $(1,907)$ |

(1) Affected by an Item of Note, see Slide 5 for details

Results excluding the Enron-related litigation provision represent "Non-GAAP financial measures". CIBC believes that these Non-GAAP financial measures provide a fuller understanding of operations. Investors may find these Non-GAAP financial measures useful in analyzing financial performance.

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## CIBC Revenue

## (\$MM)

Net Interest Income
$\frac{\text { Q1/05 }}{1,322} \frac{\text { Q2/05 }}{1,224} \frac{\text { Q3/05 }}{\mathbf{1 , 2 1 9}} \frac{\text { Change }}{(5)}$
Fees for Services
Underwriting and Advisory

| 223 | 200 | 157 | (43) | - Lower new equity |
| :---: | :---: | :---: | :---: | :---: |
| 200 | 194 | 203 | 9 |  |
| 82 | 76 | 88 | 12 |  |
| 88 | 74 | 82 | 8 |  |
| 97 | 101 | 95 | (6) |  |
| 166 | 168 | 175 | 7 |  |
| 73 | 61 | 62 | 1 |  |
| 218 | 239 | 212 | (27) |  |
| 157 | 130 | 348 | 218 | - Consolidation of certain VIE's |
| $32^{(1)}$ | 37 | 152 | 115 | - Higher Merchant |
| 67 | 81 | 100 | 19 | Banking gains |
| 56 | 71 | 64 | (7) |  |
| $298{ }^{(1)}$ | 164 | 194 | 30 |  |
| 3,079 | 2,820 | 3,151 | 331 |  |

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${ }^{(1)}$ Affected by an Item of Note, see Slide 5 for details
${ }^{\text {(2) }}$ (3) Includes AcG-13 Gains/(Losses) on ineffective foreign exchange hedges, see Slide 58 for details
${ }^{(3)}$ See Slide 57 for details.

## CIBC Expenses

## (\$MM)

Employee Comp. and Benefits
Occupancy Costs
Computer and Office Equip.

| Q1/ 05 | Q2/ 05 | Q3/ 05 | Change | - 3 more days; severance costs |
| :---: | :---: | :---: | :---: | :---: |
| 1,054 | 1,055 | 1,078 | $23$ |  |
| 159 | 157 | 150 | (7) |  |
| 271 | 293 | 294 | 1 |  |
| 86 | 82 | 76 | (6) |  |
| 65 | 68 | 58 | (10) |  |
| 68 | 86 | 90 | 4 |  |
| 31 | 33 | 30 | (3) |  |
| 167 | $258{ }^{(1)}$ | 3,074 ${ }^{(1)}$ | 2,816 | - Enron-related |
| 1,901 | 2,032 | 4,850 | 2,818 |  |

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## CIBC - NIAT Components

|  | F '04 |  | F ${ }^{\text {c }} 05$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Q3 | Q4 | Q1 | Q2 | Q3 |
| CIBC Retail Markets | 247 | $293{ }^{(1)}$ | $364{ }^{(1)}$ | 263 | 286 |
| CIBC Wealth Management | 104 | 100 | 114 | $78^{(1)}$ | $118{ }^{(1)}$ |
| CIBC World Markets excl. Enron provision ${ }^{(2)}$ | 253 | $(34)^{(1)}$ 160 | 173 | $115^{(1)}$ | $\begin{gathered} (2,287)^{(1)} \\ 246 \end{gathered}$ |
| Corporate and Other | (8) ${ }^{(1)}$ | $43^{(1)}$ | $56^{(1)}$ | (16) | (24) |
| Total | 596 | 402 | 707 | 440 | $(1,907)$ |
| excl. Enron provision ${ }^{(2)}$ |  | 596 |  |  | 626 |

(1) Affected by an Item of Note, see Slide 5 for details.

Results excluding the Enron-related litigation provision represent "Non-GAAP financial measures". CIBC believes that these Non-GAAP financial measures provide a fuller understanding of operations. Investors may find these Non-GAAP financial measures useful in analyzing financial performance.

## CIBC Retail Markets - Revenue <br> (\$MM)



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${ }^{\text {(1) }}$ Affected by an Item of Note, see Slide 5 for details.

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## CIBC Retail Markets Revenue Components

|  | F ${ }^{\prime} 04$ |  | F ${ }^{\text {c }}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Q3 | Q4 | Q1 | Q2 | Q3 |
| Personal Banking | 527 | 545 | 551 | 538 | 561 |
| Small Business Banking | 145 | 146 | 151 | 145 | 152 |
| Cards | 347 | 357 | $383{ }^{(1)}$ | 332 | 368 |
| Mortgages | 148 | 147 | 145 | 146 | 152 |
| Other | 158 | 132 | $225{ }^{(1)}$ | 147 | 138 |
|  | 1,325 | 1,327 | 1,455 | 1,308 | 1,371 |

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${ }^{\text {(1) }}$ Affected by an Item of Note, see Slide 5 for details.

## CIBC Retail Markets Revenue Components

| (\$MM) | F ${ }^{0} 0$ |  | F ${ }^{0} 0$ |  |  | Personal Banking |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Personal Banking | 527 | 545 | 551 | 538 | 561 | + balances up |
| Small Business Banking | 145 | 146 | 151 | 145 | 152 | + fee income on deposits up |
| Cards | 347 | 357 | $383{ }^{(1)}$ | 332 | 368 |  |
| Mortgages | 148 | 147 | 145 | 146 | 152 | - spreads down |
| Other | 158 | 132 | $225{ }^{(1)}$ | 147 | 138 |  |
|  | 1,325 | 1,327 | 1,455 | 1,308 | 1,371 |  |

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## CIBC Retail Markets Revenue Components

| (\$MM) | F ${ }^{0} 0$ |  | F ${ }^{0} 0$ |  |  | Small Business |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Personal Banking | 527 | 545 | 551 | 538 | 561 | + deposit and loan |
| Small Business Banking | 145 | 146 | 151 | 145 | 152 | balances up <br> + fee income up |
| Cards | 347 | 357 | $383{ }^{(1)}$ | 332 | 368 |  |
| Mortgages | 148 | 147 | 145 | 146 | 152 | - spreads down |
| Other | 158 | 132 | $225{ }^{(1)}$ | 147 | 138 |  |
|  | 1,325 | 1,327 | 1,455 | 1,308 | 1,371 |  |

## CIBC Retail Markets Revenue Components

| (\$MM) | F '04 |  | F ${ }^{\prime} 05$ |  |  | Cards |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Personal Banking | 527 | 545 | 551 | 538 | 561 | + purchase volumes up (seasonal) |
| Small Business Banking | 145 | 146 | 151 | 145 | 152 | + revolve rate up |
| Cards | 347 | 357 | $383{ }^{(1)}$ | 332 | 368 | + securitization revenue |
| Mortgages | 148 | 147 | 145 | 146 | 152 |  |
| Other | 158 | 132 | $225{ }^{(1)}$ | 147 | 138 | - foreign exchange revenue down |
|  | 1,325 | 1,327 | 1,455 | 1,308 | 1,371 |  |

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## CIBC Retail Markets Revenue Components

| (\$MM) | F ${ }^{\text {c }}$ |  | F ${ }^{0} 0$ |  |  | Mortgages |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Personal Banking | 527 | 545 | 551 | 538 | 561 | + residential balances up |
| Small Business Banking | 145 | 146 | 151 | 145 | 152 | + prepayment cash penalties up |
| Cards | 347 | 357 | $383{ }^{(1)}$ | 332 | 368 |  |
| Mortgages | 148 | 147 | 145 | 146 | 152 | - commercial balances down slightly |
| Other | 158 | 132 | $225{ }^{(1)}$ | 147 | 138 |  |
|  | 1,325 | 1,327 | 1,455 | 1,308 | 1,371 |  |

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## CIBC Retail Markets Revenue Components

| (\$MM) | F ${ }^{\text {c }}$ ( |  | F ${ }^{\text {c }}$ ( |  |  | Other Revenue |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Personal Banking | 527 | 545 | 551 | 538 | 561 | + Insurance revenue up |
| Small Business Banking | 145 | 146 | 151 | 145 | 152 |  |
| Cards | 347 | 357 | $383{ }^{(1)}$ | 332 | 368 | - Treasury revenue down |
| Mortgages | 148 | 147 | 145 | 146 | 152 |  |
| Other | 158 | 132 | $225{ }^{(1)}$ | 147 | 138 |  |
|  | 1,325 | 1,327 | 1,455 | 1,308 | 1,371 |  |

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${ }^{\text {(1) }}$ Affected by an Item of Note, see Slide 5 for details.

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CIBC Retail Markets - NIAT
(\$MM)

${ }^{\text {(1) }}$ Affected by an Item of Note, see Slide 5 for details.

## CIBC Wealth Management -

 Revenue(\$MM)


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## CIBC Wealth Management Revenue Components

|  | F ${ }^{\text {c }} 04$ |  | F ${ }^{\text {'05 }}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Q3 | Q4 | Q1 | Q2 | Q3 |
| Imperial Service | 195 | 195 | 200 | 200 | 207 |
| Retail Brokerage | 233 | 251 | 277 | 288 | 270 |
| Private Wealth Management | 35 | 34 | 38 | 36 | 37 |
| Wealth Products | 125 | 113 | 130 | 124 | 132 |
| Other | 21 | 19 | 8 | 15 | 4 |
|  | 609 | 612 | 653 | 663 | 650 |

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## CIBC Wealth Management Revenue Components

|  | F '04 |  | F '05 |  |  | Imperial Servi |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Imperial Service | 195 | 195 | 200 | 200 | 207 | + growth in funds managed <br> - up 2\% vs. Q2 |
| Retail Brokerage | 233 | 251 | 277 | 288 | 270 | - up 7\% vs. Q3/04 |
| Private Wealth Management | 35 | 34 | 38 | 36 | 37 | + higher Mortgage and Fund sales |
| Wealth Products | 125 | 113 | 130 | 124 | 132 |  |
| Other | 21 | 19 | 8 | 15 | 4 | - spreads down |
|  | 609 | 612 | 653 | 663 | 650 |  |

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## CIBC Wealth Management Revenue Components

|  | F '04 |  | F '05 |  |  | Retail Brokerage <br> + Assets Under Administration up |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Imperial Service | 195 | 195 | 200 | 200 | 207 |  |
| Retail Brokerage | 233 | 251 | 277 | 288 | 270 |  |
| Private Wealth Management | 35 | 34 | 38 | 36 | 37 | - trading volumes down |
| Wealth Products | 125 | 113 | 130 | 124 | 132 | - new issues down |
| Other | 21 | 19 | 8 | 15 | 4 |  |
|  | 609 | 612 | 653 | 663 | 650 |  |

## CIBC Wealth Management Revenue Components

| (\$MM) | F ${ }^{\text {c }}$ |  | F '05 |  |  | Wealth Products |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Imperial Service | 195 | 195 | 200 | 200 | 207 | + Mutual Fund balances up 2\% |
| Retail Brokerage | 233 | 251 | 277 | 288 | 270 | + management fees up |
| Private Wealth Management | 35 | 34 | 38 | 36 | 37 | + GIC spreads up |
| Wealth Products | 125 | 113 | 130 | 124 | 132 | - Mutual Fund net |
| Other | 21 | 19 | 8 | 15 | 4 | redemptions |
|  | 609 | 612 | 653 | 663 | 650 |  |

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## CIBC Wealth Management Revenue Components

| (\$MM) | F ${ }^{\text {c }} 04$ |  | F ${ }^{\text {c }} 0$ |  |  | Other Revenue |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Imperial Service | 195 | 195 | 200 | 200 | 207 | - lower Treasury revenue in GIC books |
| Retail Brokerage | 233 | 251 | 277 | 288 | 270 |  |
| Private Wealth Management | 35 | 34 | 38 | 36 | 37 |  |
| Wealth Products | 125 | 113 | 130 | 124 | 132 |  |
| Other | 21 | 19 | 8 | 15 | 4 |  |
|  | 609 | 612 | 653 | 663 | 650 |  |


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## CIBC World Markets - Revenue (\$MM)




## CIBC World Markets Revenue Components

|  | F ${ }^{0} 04$ |  | F ${ }^{\text {c }} 05$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (\$MM) | Q3 | Q4 | Q1 | Q2 | Q3 |
| Capital Markets | 321 | 309 | 349 | 325 | 346 |
| Investment Banking \& Credit Products | 326 | 247 | 296 | 299 | 264 |
| Merchant Banking | 108 | 146 | 23 | 61 | 239 |
| Commercial Banking | 110 | 112 | 116 | 106 | 114 |
| Other | 8 | 15 | 6 | (1) | 18 |
| Total Revenue (TEB) ${ }^{(1)}$ | 873 | 829 | 790 | 790 | 981 |
| Total Revenue | 836 | 791 | 749 | 742 | 929 |

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## CIBC World Markets Revenue Components

| (\$MM) | F ${ }^{\text {c }}$ |  | F ${ }^{0} 0$ |  |  | Capital Markets |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Capital Markets | 321 | 309 | 349 | 325 | 346 | + debt businesses up |
| Investment Banking \& Credit Products | 326 | 247 | 296 | 299 | 264 | + structured products and equity arbitrage up |
| Merchant Banking | 108 | 146 | 23 | 61 | 239 |  |
| Commercial Banking | 110 | 112 | 116 | 106 | 114 | - new issues down |
| Other | 8 | 15 | 6 | (1) | 18 | - equity agency activity down |
| Total Revenue (TEB) ${ }^{(1)}$ | 873 | 829 | 790 | 790 | 981 |  |
| Total Revenue | 836 | 791 | 749 | 742 | 929 |  |

## CIBC

${ }^{(1)}$ Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com.

## CIBC World Markets Revenue Components

| (\$MM) | F ${ }^{\text {c }}$ ¢ |  | F ${ }^{0} 0$ |  |  | I nvestment Banking \& Credit |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Capital Markets | 321 | 309 | 349 | 325 | 346 |  |
| Investment Banking \& Credit Products | 326 | 247 | 296 | 299 | 264 | + M\&A up |
| Merchant Banking | 108 | 146 | 23 | 61 | 239 | - new issues down |
| Commercial Banking | 110 | 112 | 116 | 106 | 114 | - tightening of credit |
| Other | 8 | 15 | 6 | (1) | 18 | spreads on corporate loan hedges |
| Total Revenue (TEB) ${ }^{(1)}$ | 873 | 829 | 790 | 790 | 981 |  |
| Total Revenue | 836 | 791 | 749 | 742 | 929 |  |

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## CIBC World Markets Revenue Components

| (\$MM) | F ${ }^{\text {c }}$ |  | F ${ }^{0} 0$ |  |  | Merchant Banking |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |  |
| Capital Markets | 321 | 309 | 349 | 325 | 346 | Note - \$45MM is VIE |
| Investment Banking \& |  |  |  |  |  | consolidation (\$27MM |
| Credit Products | 326 | 247 | 296 | 299 | 264 | netted out in NonControlling Interests ${ }^{(2)}$ ) |
| Merchant Banking | 108 | 146 | 23 | 61 | 239 |  |
| Commercial Banking | 110 | 112 | 116 | 106 | 114 | + high liquidity in private |
| Other | 8 | 15 | 6 | (1) | 18 | equity market - facilitat several deals |
| Total Revenue (TEB) ${ }^{(1)}$ | 873 | 829 | 790 | 790 | 981 | + strong receipts from |
| Total Revenue | 836 | 791 | 749 | 742 | 929 |  |

${ }^{\text {(1) }}$ Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section (2) on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com.

See Slide 62 for reconciliation.


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## CIBC - Competitive Balance Sheet Measures

|  | Tier 1 <br> Ratio | Unrealized <br> Gains | General <br> Allowance | GA as \% <br> of RWA | Net <br> ( 1 mpaired <br> Loans $^{(2)}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| CI BC | $\mathbf{7 . 5 \%}$ | $\mathbf{8 4 1}$ | $\mathbf{1 , 0 2 5}$ | $\mathbf{0 . 8 4 \%}$ | $\mathbf{3 0 7}$ |
| Bank Peer Group |  |  |  |  |  |

${ }^{(1)}$ General Allowance as a percent of Risk-Weighted Assets.
Net Impaired Loans = Gross Impaired Loans less Specific Allowance.
Bank Peer Group consists of the average of Q2/05 actual information for RBC, TD, BNS and BMO.


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## Common Share Dividends

(\$ per share)


## CIBC Retail Markets - <br> ROE \& Efficiency (NIX) Ratio



## CIBC Retail Markets Mortgages \& Cards

(\$B; spot)


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## CIBC Retail Markets - <br> Loan Balances ${ }^{(1)}$

(\$B; spot)


Small Bus. Loans


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## CIBC Retail Markets - Market Share ${ }^{(1)(2)}$ (cont'd)



Source: ${ }^{(1)}$ CBA; excludes AMEX and proprietary cards
${ }^{(2)}$ Two month time lag.

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## CIBC Wealth Management ROE \& Efficiency (NIX) Ratio


${ }^{(1)}$ For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com. Affected by an Item of Note, see Slide 5 for details.

## CIBC Wealth Management -

 $A U A^{(1)} \& A U M$

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## CIBC

Source - Investment Funds Institute of Canada (IFIC).
Total market (banks and non-banks).

Fixed Term Investments \& Market Share


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## Imperial Service



## Discount Brokerage ${ }^{(1)}$


${ }^{\text {T1 }}$ Average over the quarter.
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AUA includes client cash and short positions.
Canadian Full Service Brokerage.

## $E P S^{(1)(2)}$ by type of Business <br> (\$)



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## CIBC Retail \& Wealth plus Commercial Banking ${ }^{(1)}$

(sMM)

|  | Revenue |  |  | NIAT |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | F ${ }^{\text {c }} 04$ | F '05 |  | F '04 | F ${ }^{05}$ |  |
|  | Q3 | Q2 | Q3 | Q3 | Q2 | Q3 |
| CIBC Retail Markets | 1,325 | 1,308 | 1,371 | 247 | 263 | 286 |
| CIBC Wealth Management | 609 | 663 | 650 | 104 | $78^{(2)}$ | $118^{(2)}$ |
| CIBC Retail \& Wealth | 1,934 | 1,971 | 2,021 | 351 | 341 | 404 |
| Plus: Commercial Banking | 110 | 106 | 114 | 31 | 24 | 33 |
|  | 2,044 | 2,077 | 2,135 | 382 | 365 | 437 |

${ }^{(1)}$ For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 (2) Supplementary Financial Information available on www.cibc.com.
${ }^{(2)}$ Affected by an Item of Note, see Slide 5 for details.

## CIBC Retail \& Wealth plus Commercial Banking ${ }^{(1)}$ <br> (\$MM)



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## CIBC World Markets ROE \& Efficiency (NIX) Ratio


${ }^{(1)}$ For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www. cibc com
Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes
on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com.
(3) NIX is $69 \%$ in Q4/04 and 60\% in Q3/05, excluding the Enron-related litigation provisions. Results


## CIBC

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## CIBC World Markets Merchant Banking

Total Portfolio
I ndustry Diversification
(Carrying Value $=\$ 1,472 \mathrm{MM}$ as at July 31, 2005)
Consumer Services 20.3 \%
Entertainment 5.5
Financial Services 6.3
Hardware \& Software 5.4
Healthcare 4.4
Industrial Growth \& Services 18.3
Media \& Publishing 6.9
Real Estate 1.3
Resource-based industries 2.6
Retail 11.3
Telecommunications and Cable 6.2
Utilities 5.5
Other
$\frac{6.0}{100.0} \%$

## CIBC World Markets - Market Share Equity Trading



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## CIBC World Markets - Market Share Canadian New Equity Issues ${ }^{(1)}$


(2) Based on total amount underwritten. Includes all equity deals greater than \$30MM. ${ }^{(2)} \mathrm{F}^{\wedge} 04$ market share $=17.2 \%$.


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## CIBC Economic Profit/(Loss) ${ }^{(1)}$ <br> (\$MM)

|  | F ${ }^{\text {'04 }}$ |  | F '05 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q4 | Q1 | Q2 | Q3 |
| CIBC Retail Markets | 157 | $205{ }^{(2)}$ | $280^{(2)}$ | 179 | 201 |
| CIBC Wealth Management | 67 | 63 | 78 | $43^{(2)}$ | $81{ }^{(2)}$ |
| CIBC World Markets | 181 | $(103)^{(2)}$ | 108 | $52^{(2)}$ | $(2,348)^{(2)}$ |
| Corporate and Other | $(15)^{(2)}$ | $36^{(2)}$ | $50^{(2)}$ | (18) | (28) |
| Total CIBC | 390 | 201 | 516 | 256 | $(2,094)$ |

${ }^{(1)}$ For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com
Affected by an Item of Note, see Slide 5 for details

## Behind the Reported NIMs

Reported NIM
Reported NIM (TEB) ${ }^{(1)}$
NIM (TEB) ${ }^{(1)}$

- excluding fixed ${ }^{(2)}$ assets
\& - excluding trading assets and adding back securitizations ${ }^{(3)}$
\& - excluding other $\mathrm{NII}^{(4)}$

| Q2/05 |  | Q3/05 |
| :---: | :---: | :---: |
| $1.74 \%$ |  | $\mathbf{1 . 6 6 \%}$ |
| $1.81 \%$ |  | $\mathbf{1 . 7 3 \%}$ |

${ }^{(1)}$ Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com.
(2) And other non-interest earning assets.
(3) A.e., to assess NIM on all originated product, independent of securitization.
${ }^{\text {(4) }}$ i.e., to assess NIM on all originated product, independent of securitization. e.g., intere
premiums.

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"Other" Non-Interest ${ }_{\text {(sMM) }}$ Income ${ }_{F \cdot 0}$
Gain/(Loss) on Sale of Loans
Other Gains/(Losses) ${ }^{(1)}$
$S A R^{(2)}$ hedge revenue/(expense)
Income from equity-accounted investments ${ }^{(3)}$

| Q3 | Q4 | Q1 | Q2 | Q3 |
| :---: | :---: | :---: | :---: | :---: |
| 30 | 28 | (6) | 7 | 1 |
| 109 | 6 | 23 | 42 | 73 |
| (2) | 19 | (12) | 15 | 12 |
| 16 | 9 | $76^{(4)}$ | 17 | 80 |
| 43 | (13) | (2) | 2 | (36) |
| - | - | 115 | - | - |
| 164 | 109 | 104 | 81 | 64 |
| 360 | 158 | 298 | 164 | 194 |

(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. This change resulted in the reclassification of related income statement items from net interest income to other non-interest income.
Includes $\$ 60 \mathrm{MM}$ gain on sale of shares of Republic Bank Limited (\$25MM recorded under Investment Sec. Gains, Net - see Slide 7 for details).
(5) Excluding AcG-13 gains/(losses) on foreign exchange hedges (see Slide 58). Includes cost of credit hedges: Q3/04: (\$15MM); Q4/04: (\$15MM); Q1/05: (\$14MM); Q2/05: (\$17MM); Q3/05: (\$16MM). Includes other commissions and fees; gains on non-trading derivatives.

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

(\$MM)

AcG-13 Gains/(Losses) on ineffective foreign exchange hedges ${ }^{(1)}$

| F ${ }^{\text {c }}$ |  | F '05 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Q3 | Q4 | Q1 | Q2 | Q3 |
| (6) | 6 | 2 | 19 | 21 |
| 43 | (13) | (2) | 2 | (36) |
| 37 | (7) | - | 21 | (15) |

AcG-13 Gains/(Losses) on other ineffective hedges plus cost of credit hedges ${ }^{(2)}$

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## Reconciliation of Trading Revenue/Non - Controlling Interests

(\$MM)

## Q2/05 Q3/ 05

Equity trading revenue (TEB) ${ }^{(1)}$
51
196
less ${ }^{(2)}$ :
Revenue in certain VIE's ${ }^{(3)}$ required to be consolidated in trading revenue
(2) (127)
4969 on page i of the Q3/05 Supplementary Financial Information available on www.cibc.com.
${ }^{(2)}$ Consolidated Variable Interest Entities in Q3/05 included in Non-Controlling Interests is \$101MM. See Slide 62 for details.
Investment vehicles managed by employees.

## Reconciliation of Enron-related Litigation Provision ${ }^{(1)}$

(U.S. \$MM)

| Q3/05 |
| ---: |
| 2,400 |
| $\frac{(247)}{2,153}$ |

add:

| additional accrual taken in <br> Q3/05, in excess of expected <br> insurance settlement |  |  |
| :--- | ---: | :--- |
| Q3/05 accrual (pre-tax) | $159^{(2)}$ |  |
| Tax recovery | 2,312 |  |
| (C\$2,830MM) |  |  |
| Q3/05 accrual (after-tax) | 243 |  |

${ }^{(1)}$ As announced on August 2, 2005 and described in the August 3, 2005 investor conference call. Megaclaims litigation subsequently was settled for U.S. $\$ 274 \mathrm{MM}$. This will be funded from this accrua plus a portion of the expected insurance settlement.

## Reconciliation re. Settlement of Hedge

## Fund Financing/Services Investigation ${ }^{(1)}$ <br> In Q3/05:

1. We took an incremental accrual of $\$ 33 M M$ and tax-effected it, and 2. We tax-effected a portion of prior accruals.

## 1. Incremental Accrual

 (C \$MM)|  | CIBC Accrual | Income Tax Reduction | After-Tax Accrual |
| :---: | :---: | :---: | :---: |
| Q1/04 | 50 | - ${ }^{(2)}$ | 50 |
| Q2/05 | 75 | ${ }^{(2)}$ | 75 |
| Q3/05 | 33 | (14) | 19 |
| $\frac{158}{(\text { U.S. } \$ 125 \mathrm{MM})^{(3)}}$ |  |  |  |

2. Tax-effecting a Portion of Prior Accruals

Of the U.S. \$125MM, U.S. \$100MM is tax deductible

- U.S. $\$ 100 \mathrm{MM} \times 0.44^{(4)}=$ U.S. $\$ 44 \mathrm{MM}$
$=$ C $\$ 53 \mathrm{MM}$ less $\mathrm{C} \$ 14 \mathrm{MM}$ (see above) $=\underline{\$ 39 \mathrm{MM}}$ incremental deduction in Q3/05
(1) All amounts allocated $50 / 50$ to Wealth Management/World Markets.
${ }^{(2)}$ Was not clear at the time what the ultimate tax deductibility would be.
${ }_{(4)}^{(3)}$ Fine of U.S. $\$ 25 \mathrm{MM}$ (not tax deductible), plus disgorgement of U.S. $\$ 100 \mathrm{MM}$ (tax deductible) Effective tax rate.


## Non-Controlling Interests <br> (\$MM)

Q2/05 Q3/05

Non-Controlling Interests in certain VIE's ${ }^{(1)}$ required to be consolidated
(4) 101

Other

| 17 |
| :--- |
|  |
| 13 |

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## Reconciliation ${ }^{(1)}$ of Q3/05 Income Taxes

| (\$MM) | Net <br> Income/ (Loss) Before Tax | Tax <br> (Recovery)/ <br> Expense | Tax Rate |
| :---: | :---: | :---: | :---: |
| Reported | $(1,898)$ | (106) | 5.6\% |
| Add back/(subtract): |  |  |  |
| Enron-related litigation provision | 2,830 | 297 |  |
| Provision re. Hedge Funds | 33 | 53 |  |
| Variable Interest Entities ${ }^{(2)}$ | (113) | - |  |
|  | 852 | 244 | 28.6\% ${ }^{(3)}$ |

[^3] foreign subsidiaries.

## Reconciliation of Loss per share

Enron-related litigation provision:
$\frac{\$ 2,533 \mathrm{MM}}{340.1 \mathrm{MM} \text { shares }{ }^{(1)}}=\$ 7.45$ per share
"Reported" Loss per share ("diluted" ${ }^{(2)}$ accrual $^{(3)}$ ):

$$
\frac{\left(\$(1,907) \mathrm{MM}-\$ 36 \mathrm{MM}^{(4)}\right)}{336.5 \mathrm{MM} \text { shares }{ }^{(2)}}=\$(5.77) \text { per share }
$$

${ }^{(1)}$ Average number of shares (diluted) outstanding in Q3/05
"Diluted" earnings/(loss) calculation uses average "basic" number of shares outstanding where there is a loss.
${ }^{(3)}$ Accrual Loss per share $=$ Cash Loss per share this quarter
Preferred share dividends.

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Risk Review

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

## Key Messages

Credit Quality

- Gross Impaired Loans reduced 6.8\% year-over-year, 5.7\% quarter-over-quarter
- Specific provisions at $\$ 199$ million increased $\$ 58$ million year-over-year, \$40 million quarter-over-quarter

Capital

- Tier 1 Ratio: 7.5\% (Target > 8.5\%)

2005 Guidance

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


## Specific Provision for Credit Losses as \% of Net Loans and Acceptances



Included in Business and Government and Total is the loan loss on transfer to Held for Sale: $\$ 228$ MM in FY2003.

## Consumer Portfolio Specific Provisions

 (\$MM)

## Impaired Loans



## Loan Portfolio Mix

(Net Loans and Acceptances - \$147.4B*)
as at July 31, 2005


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## Trading Revenue (TEB) ${ }^{(1)}$ vs. Risk ${ }^{(2),(3)}$


${ }^{(1)}$ For further details, see Non-GAAP measures within the Notes to users section on page i of the Q3/05 Supplementary Financial Information available on www.cibc com
Trading revenue (TEB) charts exclude the impact of adjustments related solely to the interna reclassification of revenue and the consolidation of VIEs
Trading revenue in Q3 was $\$ 314$ million, and trading revenue (TEB) was $\$ 357$ million.

## RWA and Capital Ratio Trends


$\qquad$
$\qquad$

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## Appendix

## Specific Provision for Credit Losses

(\$MM)


CIBC

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## Business/Consumer Loan Portfolio Mix



## CIBC

## Business \& Government Loan Diversification

(Net Loans and Acceptances excl. Reverse Repos - \$35.7B*)


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## Credit Protection Industry Diversification (\$MM)

| as at July 31, 2005 | On Balance Sheet |  |
| :--- | ---: | ---: |
| Oil \& Gas | Total Bought |  |
| Business Services | $\$ 37$ | $\$ 2,275$ |
| Cable \& Telecom | 314 | 515 |
| Manufacturing - Capital | 245 | 664 |
| Forest Products | 226 | 882 |
| Retail \& Wholesale | 162 | 380 |
| Real Estate | 156 | 531 |
| Utilities | 97 | 187 |
| Broadcasting, Publishing | 97 | 596 |
| Manufacturing - Consumer | 89 | 184 |
| Transportation | 85 | 320 |
| Financial Institutions | 77 | 243 |
| Other Industries | 69 | $\mathbf{1 , 6 4 5}$ |
| Total (Net) | $\mathbf{1 4 1}$ | 636 |
| As at Apr 30/ 05 | $\mathbf{\$ 2 , 1 9 5}$ | $\mathbf{\$ 9 , 0 5 8}$ |

## Q3 Formations

(Business \& Government - \$117MM)


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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 ou "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 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 amendments 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 conficts 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 worldwide, as well as in Canada, the United States and other countries where CIBC has operations; changes in market rates and prices which may adversely affect the value of financial products; CIBC's success in developing and introducing new products and services, expanding existing distribution channels, developing new distribution channels and realizing increased revenue from these channels, including eltronic commerce-based efrs. This list is not exhaustive of undue reliance on CIBC's forward looking statements. CIBC does not undertake to update any forward-looking statement that is contained in this presentation.

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[^0]:    (1) See Slide 64 for reconciliation

    See Slide 61 for reconciliation.

[^1]:    ${ }^{(1)}$ Affected by an Item of Note, see Slide 5 for details.

[^2]:    ${ }^{1)}$ Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page $i$ of the Q3/05 Supplementary Financial Information available on www.cibc.com.

[^3]:    ${ }^{(1)}$ This reconciliation of Income Taxes represents a "Non-GAAP financial measure". CIBC believes that this This reconciliation of Income Taxes represents a "Non-GAAP financial measure". CIBC believes that this Non-GAAP financial measure provides a fuller understanding of our effective tax rate taking into account
    the items noted above. Investors may find this Non-GAAP financial measure useful in analyzing financial the items noted above. Investors may find this Non-GAAP financial measure use
    performance.
    Variable Interest Entities consolidated revenue, offset in Non-Controlling Interests
    (2) Variable Interest Entities consolidated revenue, offset in Non-Controlling Interests.

    Tax rate is below Canadian statutory tax rate mainly due to tax exempt income and gains, and income in

