



#### CIBC Fourth Quarter Investor Presentation

December 1, 2005

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Investor Relations contacts: John Ferren, Vice-President, CFA, CA (416) 980-2088 Rachel Gauci, Director (416) 980-8691 Investor Relations Fax Number (416) 980-5028 Visit the Investor Relations section at www.cibc.com





#### **CIBC Overview**

Gerry McCaughey
President and Chief Executive Officer



#### Fourth Quarter, 2005 Financial Review

Tom Woods
Senior Executive Vice-President
and Chief Financial Officer





## **Q4 Summary**

 $\mbox{EPS}^{\mbox{\scriptsize (1)}}\mbox{:}\quad \$2.06\mbox{ - Includes several Items of Note (net $0.62) - see below}$ 

Tier 1 Capital Ratio: 8.5%

Q4/06 Expense run rate: see Slide 15

#### **Items that HELPED Q4 Results**

- Merchant Banking (GPI and SDM)
- \$294MM (\$0.72/sh)
- Reversal of General Loan Loss Provision - \$50MM (\$0.10/sh)
- Tax Recoveries (net) \$41MM (\$0.11/sh)

#### **Items that HURT Q4 Results**

- Higher than normal
   Severance \$100MM (\$0.19/sh)
- Net Adjustment to Retail
  - Loan Losses \$23MM (\$0.05/sh)
- Sublease Losses \$19MM (\$0.03/sh)
- Preferred Share
   Premiums
   \$15MM (\$0.04/sh)



Diluted, accrual basis. Cash basis \$2.07. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q4/05 Supplementary Financial Information available on www.cibc.com

# Items of Note – Q4/05

	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/share)	Strategic Business Unit
Revenue				
Premium Paid on Preferred Share Redemptions	(15)	(15)	(0.04)	All SBUs
Gain on Sale of Investments <sup>(1)</sup>	294	241	0.72	World Mkts
Interest Expense re. U.S. income tax reassessments	(53)	(33)	(0.10)*	World Mkts
Repatriation of Capital & Retained Earnings	301	(7)	(0.02)*	Corp. & Other
	527	186	0.56	
Loan Losses				
Net Adjustment to the Provision for Credit Losses in the Retail portfolios	(23)	(15)	(0.05)	Retail Mkts
Reversal of General Allowance for Credit Losses	50	33	0.10	Corp. & Other
	27	18	0.05	
Expenses				
Higher than normal Severance Expense	(100)	(65)	(0.19)	All SBUs
New York Premises Sublease Losses	(19)	(11)	(0.03)	World Mkts
U.K. Payroll Tax Expense reassessment	(23)	(16)	(0.05)*	World Mkts
	(142)	(92)	(0.27)	
<u>Taxes</u>				
Reversal of a portion of the Valuation Allowance re. future income tax asset	-	59	0.17 *	Corp. & Other
Net Tax Recovery re. various income tax audits and contingencies		38	0.11 *	World Mkts, Corp. & Other
	-	97	0.28	
	412	209	0.62	



- \* Sum of these = \$0.11/sh referred to on page 1 of the News Release
- (i) Merchant Banking gains on the sale of investments in Global Payments Inc. and Shoppers Drug Mart Corporation.



#### Items of Note - Retail Markets Q4/05

	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/share)
Revenue			
Premium Paid on Preferred Share			
Redemptions	(7)	(7)	(0.02)
	(7)	(7)	(0.02)
Loan Losses	. ,	, ,	, ,
Net Adjustment to the Provision for Credit			
Losses in the Retail portfolios	(23)	(15)	(0.05)
	(23)	(15)	(0.05)
<u>Expenses</u>	, ,	` ,	` ,
Higher than normal Severance Expense	(30)	(19)	(0.06)
	(30)	(19)	(0.06)
	(60)	(41)	(0.13)



#### Items of Note - World Markets Q4/05

	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/share)
Revenue			
Premium Paid on Preferred Share Redemptions	(4)	(4)	(0.01)
Gain on Sale of Investments <sup>(1)</sup>	294	241	0.72
Interest Expense re. U.S. income tax reassessments	(53)	(33)	(0.10)
<u>Expenses</u>	237	204	0.01
Higher than normal Severance Expense	(27)	(18)	(0.05)
New York Premises Sublease Losses	(19)	(11)	(0.03)
U.K. Payroll Tax Expense reassessment	(23)	(16)	(0.05)
<u>Taxes</u>	(69)	(45)	(0.13)
Net Tax Recovery re. various income tax audits and contingencies	-	13	0.04
	-	13	0.04
	168	172	0.52



Merchant Banking gains on the sale of investments in Global Payments Inc. and Shoppers Drug Mar Corporation.



#### Items of Note - Corp. & Other Q4/05 Pre-Tax Effect (\$MM) Effect (\$MM) (\$/share) Revenue Premium Paid on Preferred Share (4) (4) (0.01) (7) (0.02) Repatriation of Capital & Retained Earnings 301 297 (11) (0.03)Reversal of General Allowance for Credit Losses 50 33 0.10 50 33 0.10 Expenses Higher than normal Severance Expense (43) (28) (80.0) (43) (28) (80.0)Reversal of a portion of the Valuation 59 0.17 Allowance re. future income tax asset Net Tax Recovery re. various income tax 25 0.07 audits and contingencies 84 0.24 304 78 0.23

	Pre-Tax Effect (\$MM)	After-Tax Effect (\$MM)	EPS Effect (\$/share)	Strategic Business Unit
Q3 2005				
Enron-related Litigation Provision	(2,830)	(2,533)	(7.45)	World Mkts
Net recovery re. Hedge fund provision Effect of using "basic" rather than	(33)	20	0.06	Retail Mkts, World Mkts
"diluted" number of shares in Reported				
Loss per share			(0.06)	World Mkts
	(2,863)	(2,513)	(7.45)	
Q2 2005				
Provision re. Hedge funds	(75)	(75)	(0.21)	Retail Mkts, World Mkts
Q1 2005	(75)	(75)	(0.21)	
Sale of Republic Bank Shares	85	85	0.24	Retail Mkts
Sale of Juniper	115	64	0.19	Corp. & Other
Sale of ACE Aviation Shares	34	22	0.06	Retail Mkts
	234	171	0.49	
Q4 2004				
Enron-related Litigation Provision	(300)	(194)	(0.55)	World Mkts
Reversal of Tax Allowances	-	85	0.24	World Mkts, Corp. & Other
Air Canada Expense Recovery	49	32	0.09	Retail Mkts
Reversal of Student Loan Loss Provision	37	24	0.07	Retail Mkts
New York Premises Sublease Losses	(28)	(16)	(0.05)	World Mkts
Reversal of General Loan Loss Provision	25	16	0.05	Corp. & Other
	(217)	(53)	(0.15)	



## CIBC - Quarterly Statement of **Operations**

	F '04		F '	05	
(\$MM)	Q4	Q1	Q2	O3	Q4
Revenue	2,901	3,079 (1)	2,820	3,151	3,423 (1)
Provision for Credit Losses	175 (1)	178	159	199	170 <sup>(1)</sup>
Non-Interest Expenses excl. Enron provision (2)	2,266 <sup>(1)</sup> 1,966	1,901	2,032 (1)	4,850 <sup>(1)</sup> 2,020	2,057 <sup>(1)</sup>
Income/(Loss) Before Taxes and Non-Controlling Interests excl. Enron provision <sup>(2)</sup>	460 <i>760</i>	1,000	629	(1,898) <i>932</i>	1,196
Income Taxes/(Benefit)	46 (1)	283	176	(106) <sup>(1)</sup>	436 <sup>(1)</sup>
Non-Controlling Interests	12	10	13	115	32
Net Income/(Loss)  excl. Enron provision <sup>(2)</sup>	402 <i>596</i>	707	440	(1,907) <i>626</i>	728



(2) Affected by an Item of Note, see Slides 6-10 for details.
(2) 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** Revenue

Q2/05	Q3/05	Q4/05	Change
1,224	1,219	1,172(1)	(47)
200	157	147	(10)
194	203	197	(6)
76	88	100	12
74	82	73	(9)
101	95	98	3
168	175	181	6
61	62	69	7
239	212	243	31
130	348	166	(182)
37	152	356 <sup>(1)</sup>	204
81	100	114	14
71	64	364 <sup>(1)</sup>	300
164	194	143	(51)
2,820	3,151	3,423	272
	1,224  200 194 76 74 101 168 61 239 130 37 81 71 164	1,224 1,219  200 157 194 203 76 88 74 82 101 95 168 175 61 62 239 212 130 348 37 152 81 100 71 64 164 194	1,224 1,219 1,172 <sup>(1)</sup> 200 157 147 194 203 197 76 88 100 74 82 73 101 95 98 168 175 181 61 62 69 239 212 243 130 348 166 37 152 356 <sup>(1)</sup> 81 100 114 71 64 364 <sup>(1)</sup> 164 194 143

- Revenue from certain VIE's in Q3
- Gains on Global Payments Inc. and Shoppers Drug Mart
- Revenue re. repatriation of capital and retained earnings



Affected by an Item of Note, see Slides 6-10 for details.
Includes AcG-13 Gains/(Losses) on ineffective foreign exchange hedges, and net foreign exchange gains as a result of repatriating capital and retained earnings from foreign subsidiaries, see Slides 61-63 for

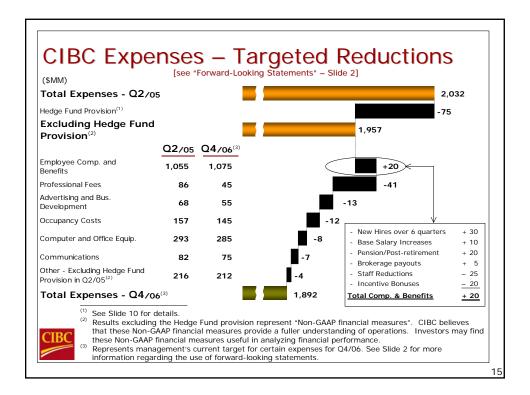
See Slide 60 for details



				05	
MM)	Q4	Q1	Q2	Q3	Q4
pecific Loan Losses/(Recoveries)				_	
CIBC Retail Markets	157 (1)	194	169	185	224 <sup>(1)</sup>
CIBC World Markets	43	(17)	(9)	13	(4)
Corporate and Other		1	(1)	1	-
otal Specific Loan Losses/(Recoveries)	200	178	159	199	220
eneral Loan Losses/(Recoveries) <sup>(2)</sup>	(25)(1)	-			(50) <sup>(1)</sup>
otal	175	178	159	199	170

**CIBC Expenses** Q3/05 Q4/05 (\$MM) Q2/05 Change Employee Comp. and Higher severance 1,137 (1) partially offset by lower incentive 59) Benefits 1,055 1,078 175<sup>(1)</sup> Occupancy Costs 157 150 25) compensation Sub-lease losses Computer and Office Equip. 293 294 308 Communications 82 76 80 Advertising and Bus. Development 68 58 69 11 Professional Fees 86 90 81 (9) **Business and Capital Taxes** 33 30 24 (6) 258 (1) 3,074 (1) Other 183 (2,891) • Q3 Enron-related 4,850 (2,793)Total Non-Interest Expenses 2,032 2,057 (1) Affected by an Item of Note, see Slides 6-10 for details.





## Reconciliation of Q4/05 Income Taxes

(\$MM)	Net Income Before Tax	Tax Expense	Tax Rate
Reported	1,196	436	36.5%
Add back/(subtract):			
Higher than normal Severance Expense (All SBUs)	100	35	
Net Adjustment to the Provision for Credit Losses in the Retail			
portfolios (Retail Mkts)	23	8	
New York Premises Sublease Losses (World Mkts)	19	8	
Premium Paid on Preferred Share Redemptions (All SBUs)	15	-	
Gain on the Sale of Investments in Global Payments Inc. and			
Shoppers Drug Mart (World Mkts)	(294)	(53)	
Reversal of General Allowance for Credit Losses (Corp. & Other)	(50)	(17)	
Variable Interest Entities <sup>(3)</sup> (World Mkts, Corp. & Other)	(24)	-	
Significant tax-related Adjustments:			
Repatriation of Capital & Retained Earnings (Corp. & Other)	(301)	(308)	
Reversal of a portion of the Valuation Allowance re. future income			
tax asset (Corp. & Other)	-	59	
Net Tax Recovery re. various income tax audits &			
contingencies (Corp. & Other)	-	25	
Interest Expense re. U.S. income tax reassessments (World Mkts)	53	20	
Net Tax Recovery re. various income tax audits &			
contingencies (World Mkts)	-	13	
U.K. Payroll Tax Expense reassessment (World Mkts)	23	7	
	740	222	20.794 (4

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 performance.
See Slide 66 for Reconciliation of Q3/05 Income Taxes.
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 foreign subsidiaries



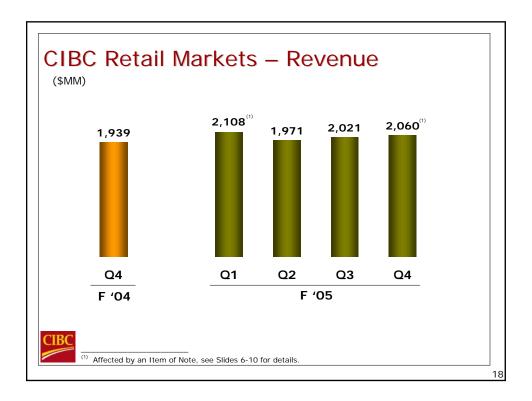
## CIBC - Net Income/(Loss) Components

	F '04		F	<i>'</i> 05	
(\$MM)	Q4	Q1	Q2	Q3	Q4
CIBC Retail Markets	393 (1)	478 (1)	341 (1)	404 (1)	350 <sup>(1)</sup>
CIBC World Markets excl. Enron provision (2)	(34) <sup>(1)</sup> <i>160</i>	173	115	(2,287) <sup>(1)</sup> <i>246</i>	328 <sup>(1)</sup>
Corporate and Other	43 (1)	56(1)	(16)	(24)	<b>50</b> <sup>(1)</sup>
Total excl. Enron provision <sup>(2)</sup>	402 596	707	440	(1,907) <i>626</i>	728



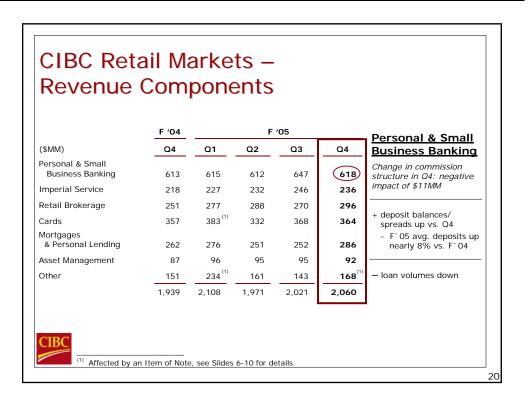
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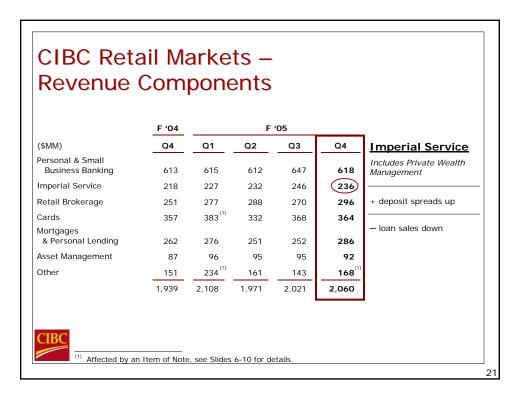


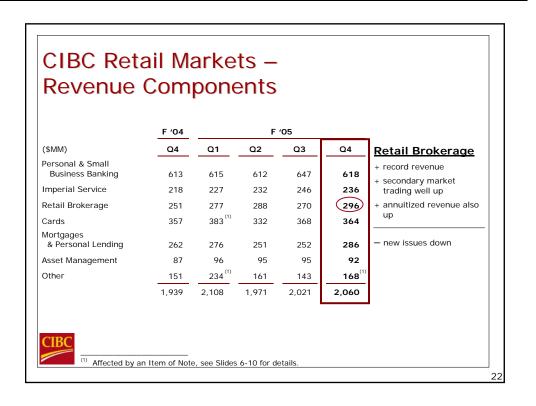


#### CIBC Retail Markets -**Revenue Components** F '04 F '05 (\$MM) **Q4** Q1 Q2 Q3 **Q4** Personal & Small **Business Banking** 613 615 612 647 618 Imperial Service 218 227 232 246 236 Retail Brokerage 251 277 288 270 296 383 (1) Cards 357 332 368 364 Mortgages & Personal Lending 276 251 252 286 262 Asset Management 95 87 96 95 92 234 (1) 168 Other 151 143 161 1,939 2,108 1,971 2,021 2,060 (1) Affected by an Item of Note, see Slides 6-10 for details

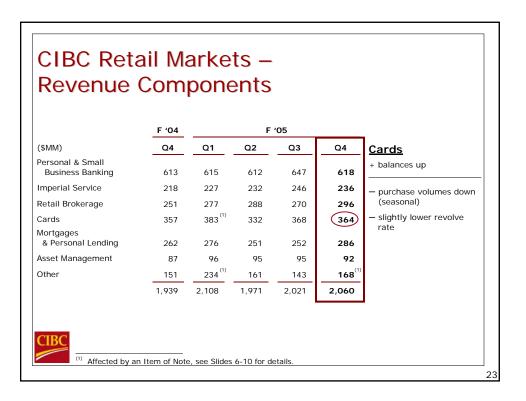


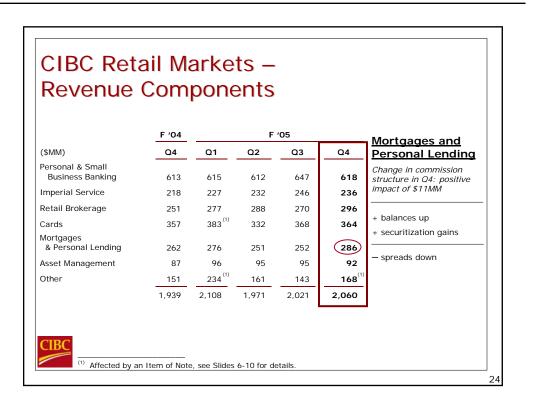




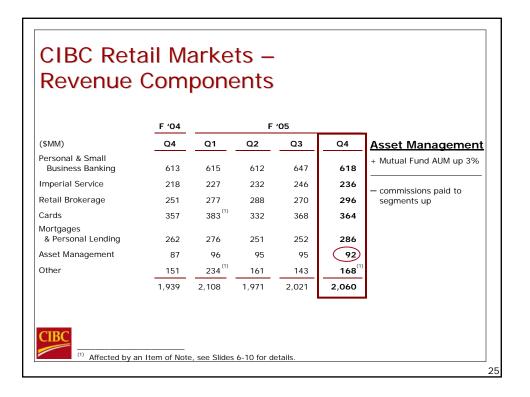


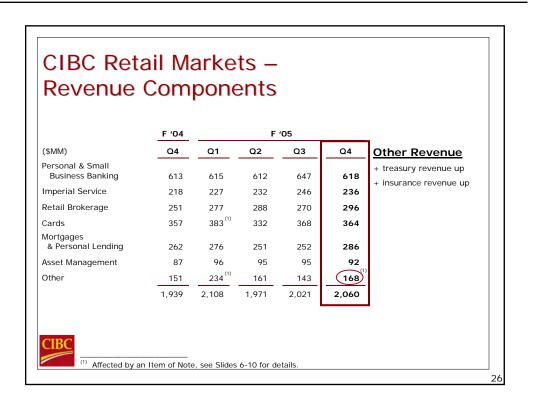




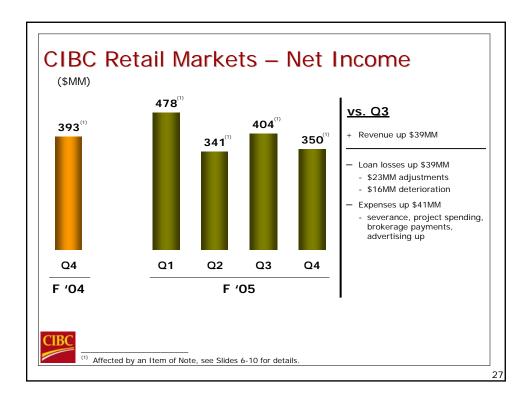


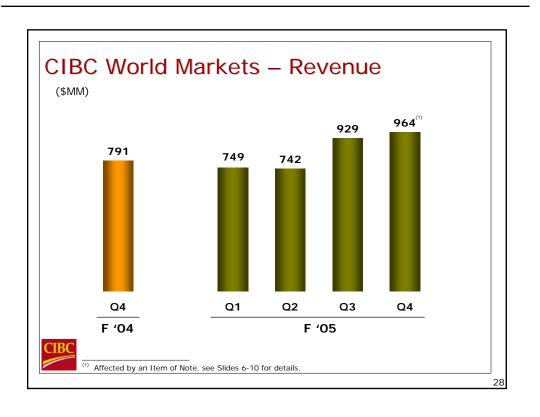














# CIBC World Markets -**Revenue Components** F '04

	F '04	F '05				
(\$MM)	Q4	Q1	Q2	Q3	Q4	
Capital Markets	322	359	326	359	347	
Investment Banking & Credit Products	234	286	298	251	239	
Merchant Banking	146	23	61	239	391 <sup>⑴</sup>	
Commercial Banking	112	116	106	114	113	
Other	15	6	(1)	18	(76) <sup>(1)</sup>	
Total Revenue (TEB) <sup>(2)</sup>	829	790	790	981	1,014	
Total Revenue	791	749	742	929	964	



(1) Affected by an Item of Note, see Slides 6-10 for details.
 (2) Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q4/05 Supplementary Financial Information available on www.cibc.com.

## CIBC World Markets -**Revenue Components**

	F '04		F'		_	
(\$MM)	Q4	Q1	Q2	Q3	Q4	<u>Cap</u>
Capital Markets	322	359	326	359	347	+ equ
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#### **Investment** Banking & Credit

- + active loan syndication
- U.S. Real Estate Finance - no transaction this quarter



 Affected by an Item of Note, see Slides 6-10 for details.
 Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q4/05 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>(2)</sup>	829	790	790	981	1,014
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#### Merchant Banking

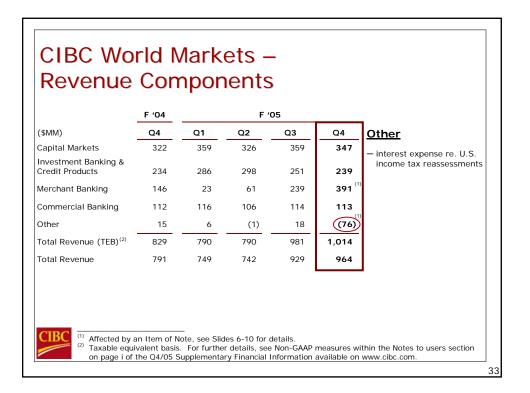
+ \$294MM - Global Payments and Shoppers Drug Mart

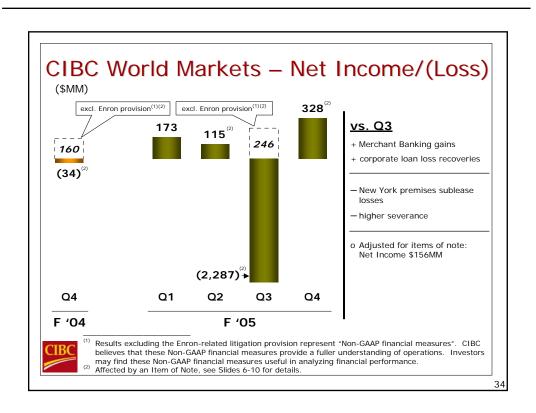


Affected by an Item of Note, see Slides 6-10 for details.

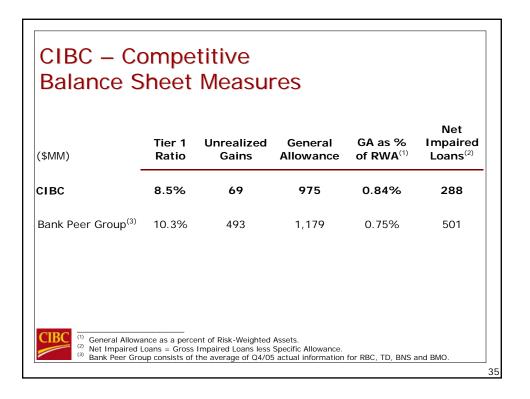
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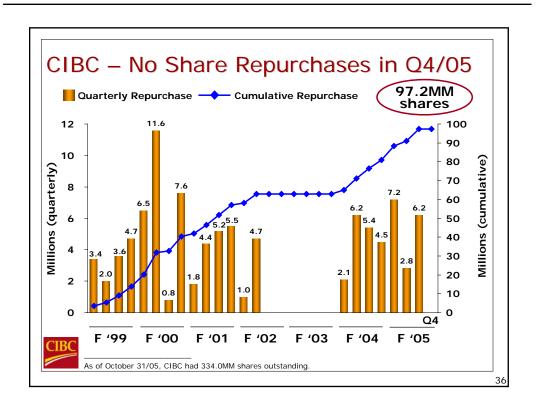




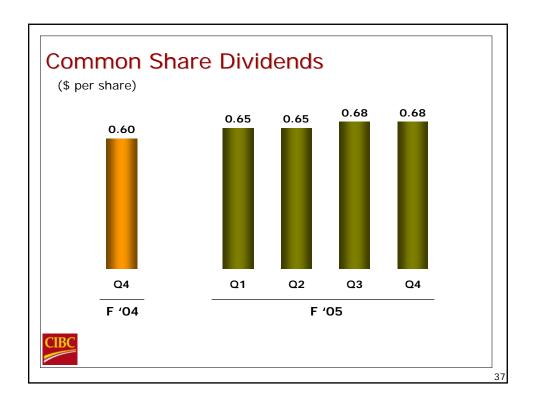


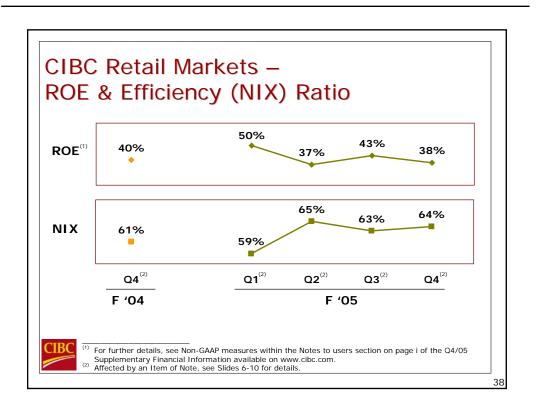




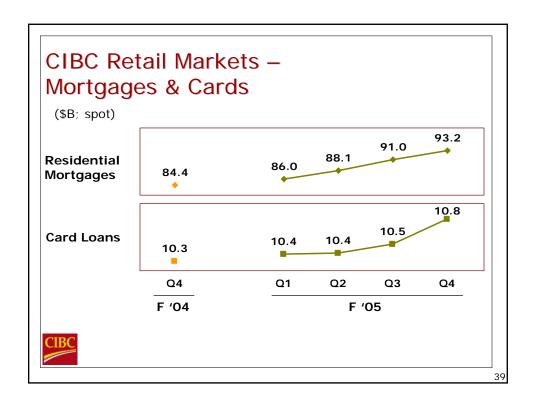


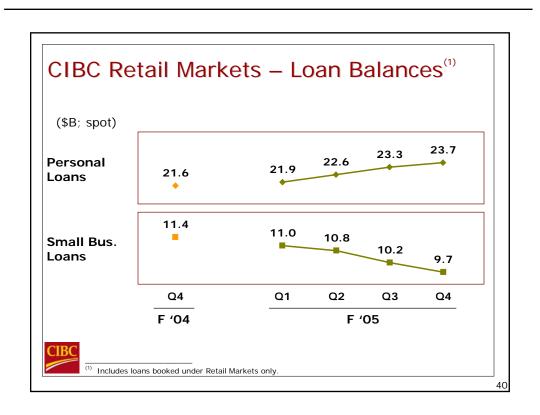




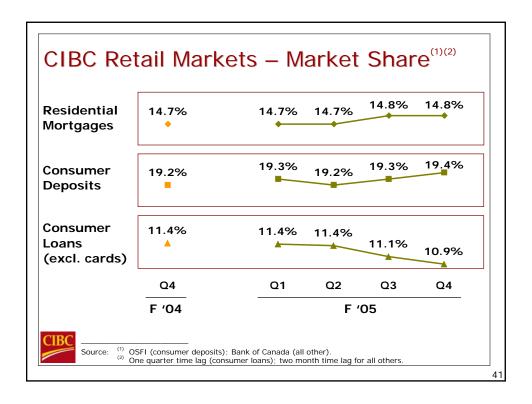


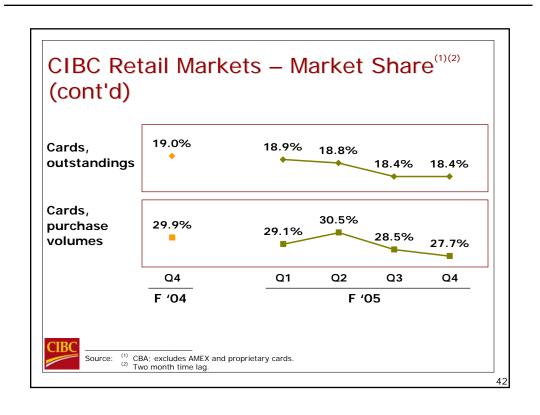




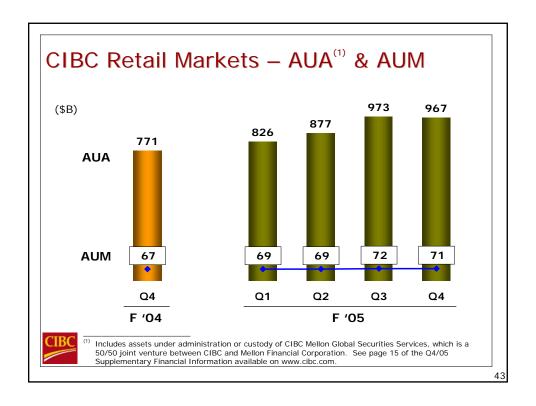


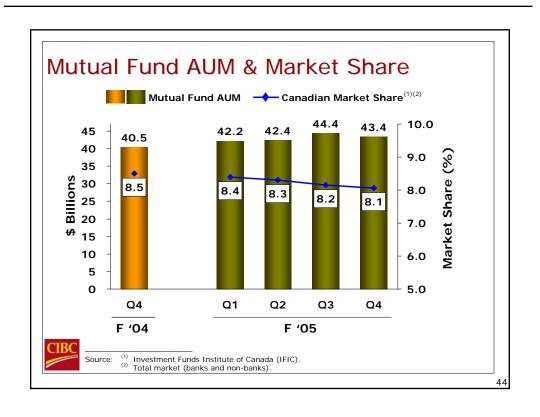




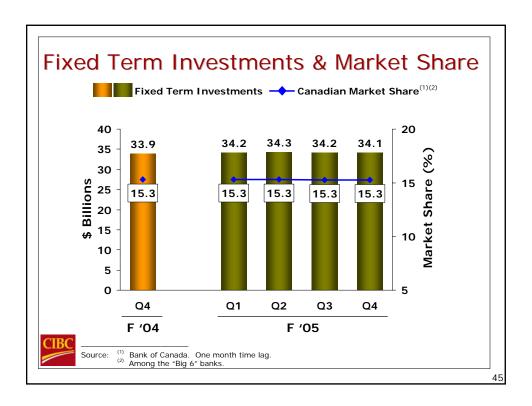


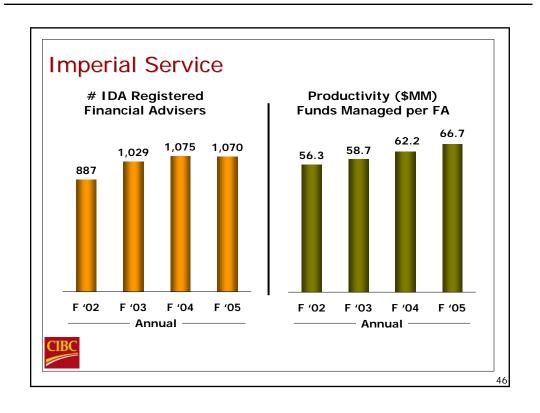




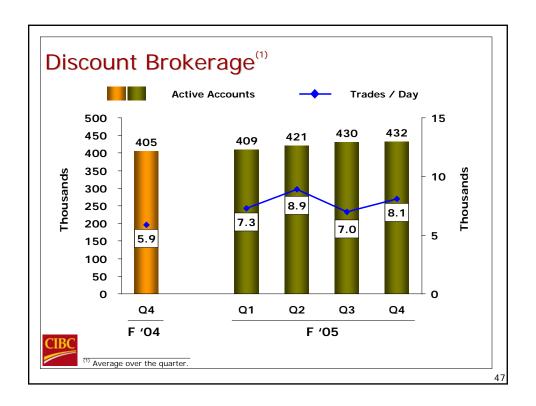


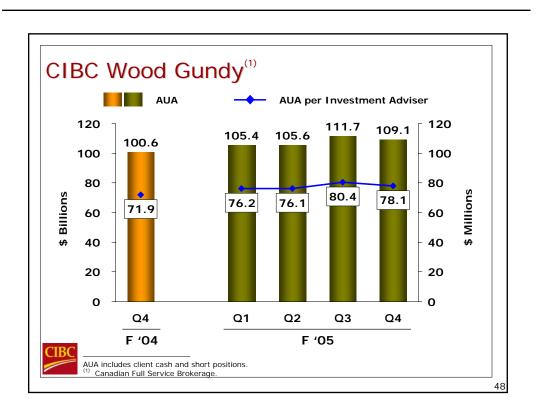




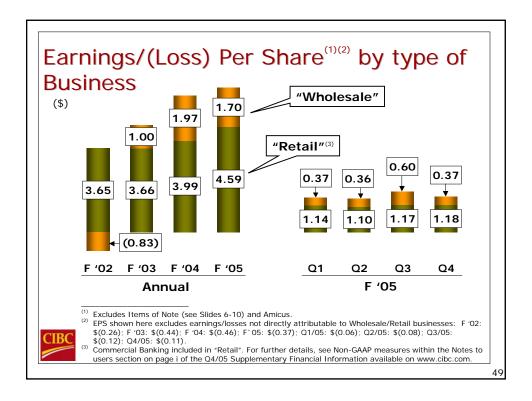


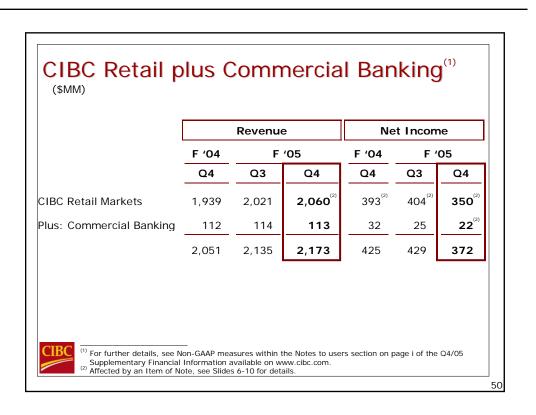




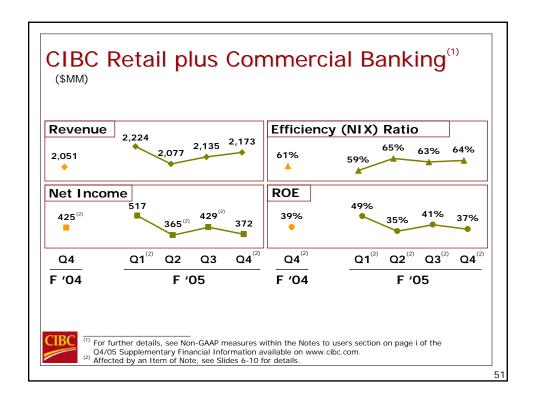


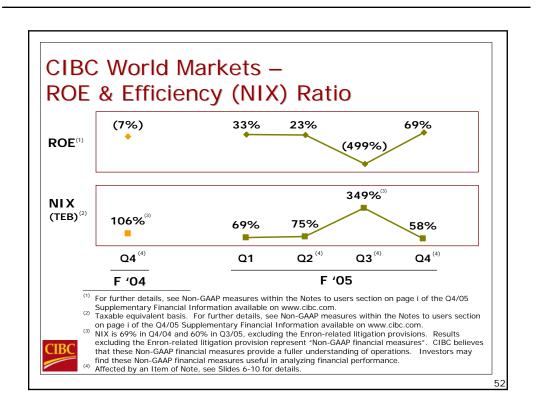




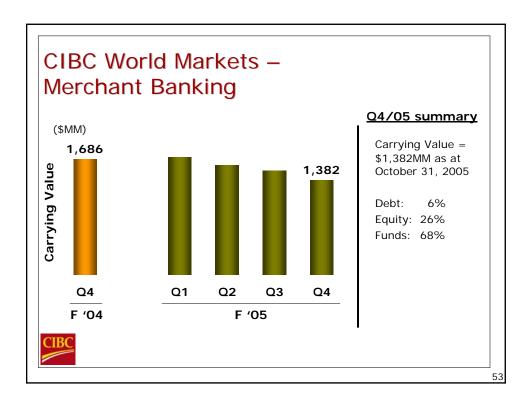


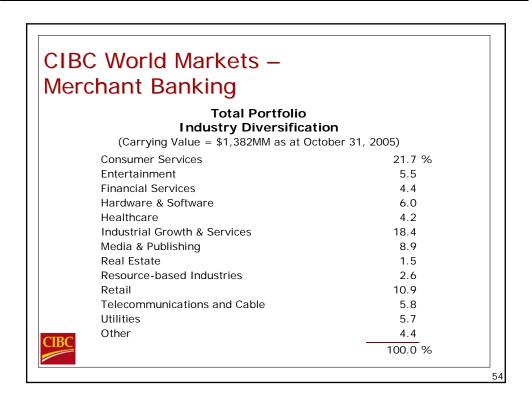




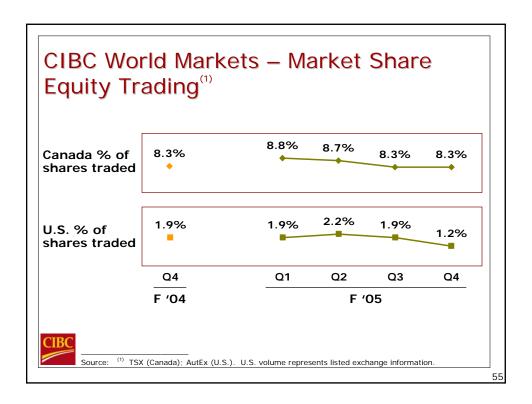


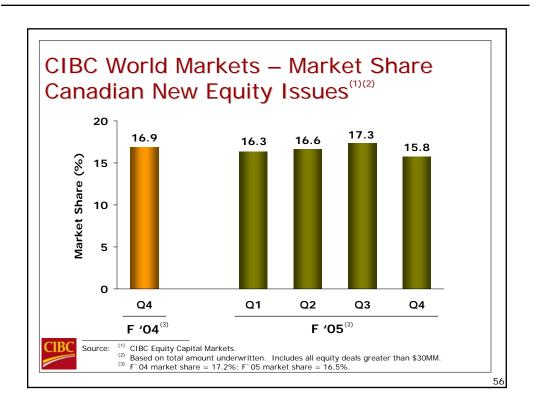




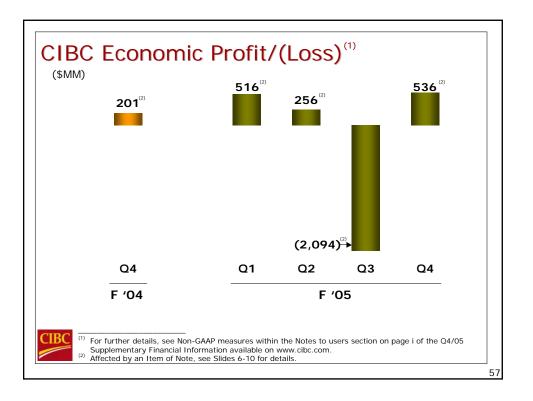


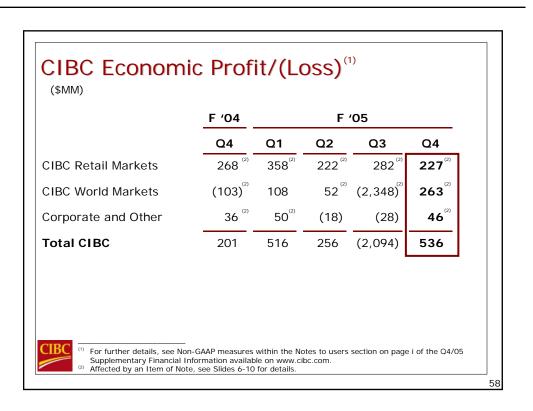














## Behind the Reported NIMs

	Q3/05	Q4/05
Reported NIM	1.66%	1.62%
Reported NIM (TEB) <sup>(1)</sup>	1.73%	1.69%
NIM (TEB) <sup>(1)</sup> - excluding fixed <sup>(2)</sup> assets  & excluding trading assets and adding back	2.03%	2.00%
securitizations <sup>(3)</sup>	2.71%	2.52%
excluding other NII <sup>(4)</sup>	2.73%	2.68%

<sup>(1)</sup> Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page I of the Q4/05 Supplementary Financial Information available on www.cibc.com.

(2) And other non-interest earning assets.
(3) i.e., to assess NIM on all originated product, independent of securitization.
(4) e.g., interest on tax settlements; interest reimbursement program; preferred share dividends and premiums



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#### "Other" Non-Interest Income

(\$MM)	F '04	F '05			
	Q4	Q1	Q2	Q3	Q4
Gain/(Loss) on Sale of Loans	28	(6)	7	1	1
Other Gains/(Losses) <sup>(1)</sup>	6	23	42	73	27
SAR <sup>(2)</sup> hedge revenue/(expense)	19	(12)	15	12	(17)
Income from equity-accounted investments	9	76 <sup>(3)</sup>	17	80	25
AcG-13 Gains/(Losses) on ineffective hedges plus cost of					
credit hedges <sup>(4)</sup>	(13)	(2)	2	(36)	(3)
Sale of Juniper	-	115	-	-	-
Other <sup>(5)</sup>	109	104	81	64	110
	158	298	164	194	143

<sup>(2)</sup> On equity-accounted investments and limited partnerships.

Stock Appreciation Rights. Gains/(losses) offset in the Incentive Bonuses line of Employee Compensation.

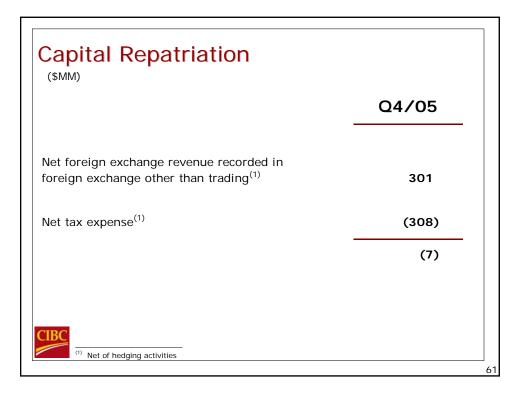
Positive when shares appreciate (and vice versa).

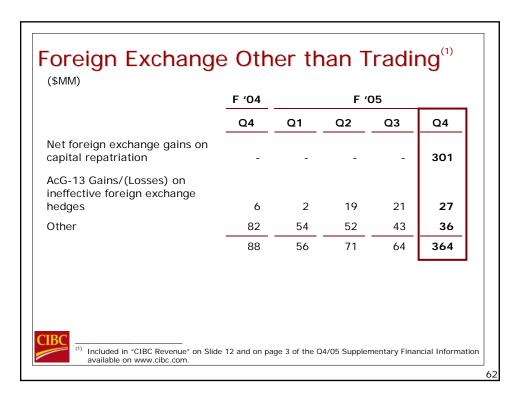
Includes \$60MM gain on sale of shares of Republic Bank Limited (\$25MM recorded under Investment Sec. Gains, Net).

Calin, Net).

Excluding AcG-13 gains/(losses) on foreign exchange hedges (see Slide 63). Includes cost of credit hedges: Q4/04: (\$15MM); Q1/05: (\$14MM); Q2/05: (\$17MM); Q3/05: (\$16MM); Q4/05: (\$17MM). Includes other commissions and fees; gains on non-trading derivatives.









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

AcG-13 Gains/(Losses) on ineffective foreign exchange hedges<sup>(1)</sup>

AcG-13 Gains/(Losses) on other ineffective hedges plus cost of credit hedges<sup>(2)</sup>

F '04	F '05					
Q4	Q1	Q2	Q3	Q4		
6	2	19	21	27		
(13)	(2)	2	(36)	(3)		
(7)	-	21	(15)	24		



Included in "Foreign exchange other than trading" on Slide 12 and on page 3 of the Q4/05 Supplementary Financial Information available on www.cibc.com. See Slide 60 (included in "Other" Non-Interest Income).

### Reconciliation of Trading Revenue/Non –Controlling Interests

(\$MM) Q3/05 Q4/05

Equity trading revenue (TEB)<sup>(1)</sup> 196 91

<u>less</u>(2):

Revenue in certain VIE's (3) required to be consolidated in trading revenue

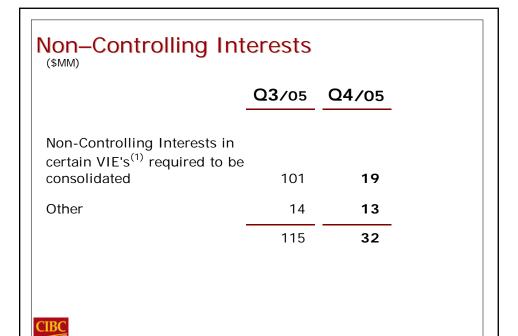
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Taxable equivalent basis. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q4/05 Supplementary Financial Information available on www.cibc.com.
Consolidated Variable Interest Entities in Q4/05 included in Non-Controlling Interests is \$19MM. See Slide

Certain investment vehicles managed by employees.





### Reconciliation<sup>(1)</sup> of Q3/05 Income Taxes

(1) Certain investment vehicles managed by employees

(\$MM)	Net Income/(Loss) Before Tax	Tax (Recovery)/ 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 <sup>(2)</sup>	(113)		
	852	244	28.6% <sup>(3)</sup>

<sup>(1)</sup> 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 performance.

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 foreign subsidiaries.





#### Fourth Quarter, 2005 Risk Review

Steven McGirr Senior Executive Vice-President and Chief Risk Officer Treasury and Risk Management

### Key Messages - Credit

#### **Credit Quality**

- · Specific Loan Losses at \$220 million in Q4
  - Increase of \$20 million year-over-year, and \$21 million quarter-over-quarter
  - Continued strong performance
    - Business & Government, Cards and Mortgages
  - Continued pressure
    - Personal Loans
- · General Allowance release of \$50 million

#### 2006 Guidance

• Specific Provisions: 50 – 65 bps target range



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