

# Investor Fact Sheet 1st Quarter 2007

# **Investment Profile**

CIBC (CM: TSX; NYSE) is a leading North American financial institution. Through our two distinct business lines, CIBC Retail Markets and CIBC World Markets, CIBC provides a full range of products and services to over 11 million individual and small business clients and meets the financial needs of corporate and institutional clients.

# Senior Executive Team

Gerry T. McCaughey President and CEO

Michael G. Capatides EVP and General Counsel. Legal and Regulatory Compliance

Steven R. McGirr

Sr. EVP & Chief Risk Officer, Treasury and Risk Management

Richard E. Venn

Sr. EVP, Corporate Development Sr. EVP and Chief Financial Officer

Sonia A. Baxendale Sr. EVP, CIBC Retail Markets

Ron A. Lalonde

Sr. EVP.

Administration, Technology and Operations

Brian G. Shaw

Sr. EVP, CIBC and Chairman and CEO,

**CIBC World Markets** 

Tom D. Woods

#### John Ferren, CA, CFA, Vice President (416) 980-2088 Investor Relations Fax Number (416) 980-5028 E-mail: investorrelations@cibc.com

\$100.88

42,861

# Shareholder Information: Q1 2007

▶ Share Price:

High \$102.00 ▶ Low \$88.96

▶ Closing Price (01/31/07)

▶ Market Capitalization: \$34.011B

Average volume of shares traded (TSX): 1,021,468

Average volume of shares traded (NYSE):

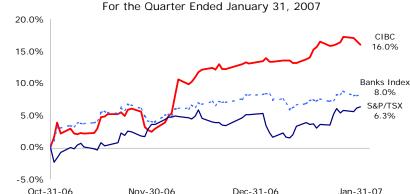
▶ Credit Ratings: ▶ Moody's: Aa3 DBRS: AA (low)

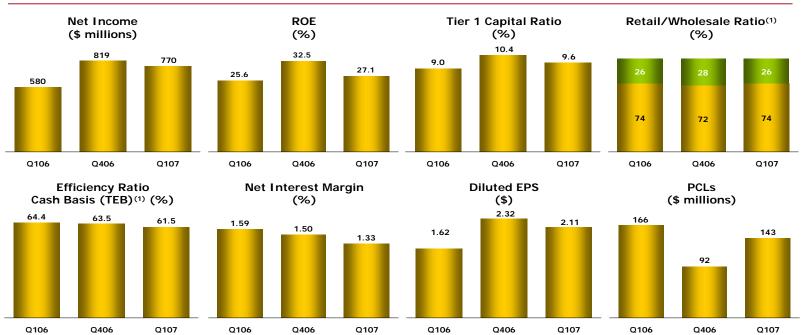
> Fitch: AA-▶ S&P: A+

**Total Shareholder Return** 

# First Quarter Financial Highlights

inst <b>eu</b> arter i maneral inginigints		
▶ Net income	\$770MM	
Return on equity (ROE)	27.1%	
▶ Tier 1 capital ratio	9.6%	
▶ Retail/wholesale ratio <sup>(1)</sup>	74%/26%	
▶ Efficiency ratio cash basis (TEB)(1)	61.5%	
Net interest margin	1.33%	
▶ Diluted Earnings Per Share (EPS)	\$2.11	
▶ Provision for Credit Losses (PCL)	\$143MM	





<sup>(1)</sup> Retail/Wholesale Ratio, Efficiency Ratio Cash Basis (TEB) and Taxable Equivalent Basis (TEB) are Non-GAAP measures. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/07 Supplementary Financial Information available on www.cibc.com.

### A Note About Forward-Looking Statements

A Note About Forward-Looking Statements
From time to time, we make written or oral forward-looking statements within the meaning of certain securities laws, including in this fact sheet, in fillings with Canadian securities regulators or the U.S. Securities and Exchange Commission and in other communications. These statements include, but are not limited to, statements about our operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook for 2007 and susteeuent periods. Forward-looking statements are typically identified by the words 'believe," "expect," "anticipate," "internet," estimates' and other similar expressions or future or conditional verbs such as "will," "should," "would" and "could." By their nature, those statements require us to make assumptions and subject to inherent risks and uncertainties that may be general or specific. A variety of factors, many of which are beyond our control, affect our operations, performance and results and could cause actual results to differ materially from the expectations expressed in any of our forward-looking statements. These factors include: legislative or regulatory developments in the jurisdictions where we operate: amendments to, an enanchments to, an enanchment to, and results and coverable instructions instructions: the resolution of legal proceedings and related materially from the expectations expressed in legal proceedings and related materially from the expectations expressed in legal proceedings and related in such as a such as a



# **Investor Fact Sheet** 1st Quarter 2007

ROF(1)

# **CIBC Retail Markets**

#### Retail Markets and Wealth Management Strategy

#### **Increase Operational Effectiveness**

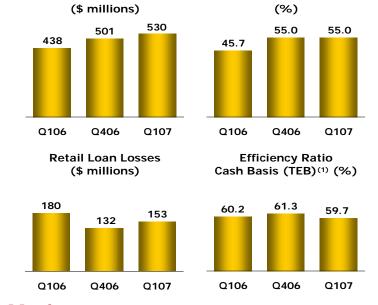
- ▶ Enhance our client experience
- ▶ Leverage strong distribution channels to expand market penetration
- ▶ Continue emphasis on cost efficiency

#### **Increase Core Competitiveness**

- ▶ Build strong relationships with clients
- ▶ Enhance product and service offers

# Leverage Affluent Client Leadership

- ▶ Extend Imperial Service client offer
- ▶ Leverage Wood Gundy brokerage capabilities
- Strengthen advisory services



**Net Income** 

# **CIBC World Markets**

#### **World Markets Strategy**

#### Invest in core Canadian businesses

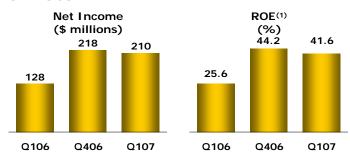
▶ Build franchise value

### Position U.S. region for sustained profitability

- ▶ Leverage client opportunities across business units
- ▶ Generate better return on capital and position for future growth

#### Target emerging client groups and structured transactions for growth

▶ Position the business for future growth



# **Our Balanced Scorecard**

Our Balanced Scorecard		
Category	Medium-term objectives	Results <sup>(2)</sup>
EPS Growth	Diluted EPS growth of 10% per annum, on average, over the next 3-5 years	Diluted EPS: \$2.11; Cash Diluted EPS: \$2.12
ROE	At least 20% return on average common equity through the cycle	27.1%
Capital Strength	Tier 1 capital ratio target of 8.5% Total capital ratio target of 11.5%	Tier 1 capital ratio 9.6% Total capital ratio 14.1%
Business Mix(1)	65-75% retail/25-35% wholesale	74% retail/26% wholesale
Risk	Loan loss ratio between 50 and 65 basis points	36 basis points
	Maintain carrying value of merchant banking portfolio below \$1.4 billion	Merchant banking portfolio: \$1.4 billion
Productivity and Efficiency	Hold expenses flat, excluding the FirstCaribbean acquisition	Expenses: \$1,943 million
and Emclency	Achieve a median ranking within our industry group, in terms of our non-interest expenses to total revenue (efficiency ratio (TEB)(1))	Efficiency ratio: 62.9% Efficiency ratio cash basis (TEB)(1) 61.5%
Dividend Payout Ratio	40-50%	32.9%
Total Shareholder Return	Outperform the S&P/TSX Composite Banks Index (dividends reinvested) on a rolling five-year basis	Since January 31, 2002: CIBC 119.6%; Banks Index 128.9% Since October 31, 2006: CIBC 16.0%; Banks Index 8.0%

<sup>(1)</sup> Segmented ROE, Efficiency Ratio Cash Basis (TEB), Retail/Wholesale Ratio and Taxable Equivalent Basis (TEB) are Non-GAAP measures. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q1/07 Supplementary Financial Information available on www.cibc.com.

<sup>(2)</sup> For the quarter ended January 31, 2007 unless otherwise noted.