

## Supplementary Financial Information



For the period ended January 31, 2007

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This document is not audited and should be read in conjunction with our quarterly report to shareholders and news release for Q1/07 and the audited annual consolidated financial statements and accompanying management's discussion \& analysis for the year ended October 31, 2006. Additional financial information is also available through our quarterly investor presentations as well as the quarterly conference call webcast.

## External reporting changes

## First quarter

1. During the quarter, we revisited our presentation of certain revenue and expense items for prior periods to better reflect the nature of these items. Accordingly, certain comparative amounts have been reclassified to conform with Accordingly, certain comparative amounts haventation adopted in the current period
2. On November 1, 2006, we adopted the Canadian Institute of Chartered Accountants (CICA) handbook sections 3855 "Financial Instruments - Recognition and Measurement," 3865 "Hedges" (including the amendments to the transitional provisions finalized by the CICA on December 15, 2006 by way of a Board Notice), 1530 "Comprehensive Income," and 3251 "Equity."

The standards require that all financial assets be classified as trading, designated at fair value, available for sale, held to maturity, or loans and receivables. In addition, the standards require that all financial assets, incluaing all derivatives, be measured at fair value with the exception of loans and receivables, debt securities classified as held-to-maturity and available-for-sale equities that do not have quoted market values in an active market. As required, these standards have been applied as an adjustment to opening retained earnings and accumulated other comprehensive income. Prior period balances have not been restated.
3. On December 22, 2006, we obtained control of FirstCaribbean International Bank (FirstCaribbean) by acquiring 90\% of Barclay's Bank PLC's (Bardays) interest FirstCaribbean which represents a further $39.3 \%$ ownership interest. As a result f this transaction as at J anuary 31,2007, we owned approximately $83.0 \%$ of the解 common shares of Firstaribbean whers. The transaction has been accounted for
俍 ncluded in the consolidated final that date, we accounted for our 43.7\% interest in FirstCaribbean using the equity method of accounting. FirstCaribbean's results are included in CIBC Retail Markets business line.
4. Effective November 1, 2006, all cash management revenue previously allocated to investment banking and credit products was transferred to commercial banking, both within CIBC World Markets business line, on a retroactive basis.

## Non-GAAP measures

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

This document references the following non-GAAP measures:

## Net interest income, taxable equivalent basis (TEB)

We adjust net interest income to reflect tax-exempt income on an equivalent beforetax basis. The corresponding entry is made in the income tax expense. This measure enables comparability of net interest income arising from both taxable and tax-exempt sources. Net interest income (TEB) is used to calculate the efficiency ratio and trading revenue (TEB). We believe these measures permit uniform measurement, which enables users of our financial information to make comparisons more readily.

## Economic capital

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

Economic capital is an estimate of the amount of equity capital required by the businesses' to absorb losses consistent with our targeted risk rating over a one year horizon. It comprises credit, market, operational and strategic risk capital. The capital methodologies employed quantify the level of risk within products, dients and business lines, as required. The difference between our total equity capital and economic capital is held in Corporate and Other. From time to time, our economic capital model may be enhanced as part of the risk measurement process, with any changes being made prospectively.

There is no comparable GAAP measure for economic capital

## Economic profit

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

Reconciliation of net income to economic profit is provided with segmented information on pages 6 to 7 .

## Segmented return on equity

We use return on equity (ROE) on a segmented basis as one of the measures for performance evaluation and resource allocation decisions.

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

## Retail/ Wholesale ratio

While we manage commercial banking operations within CIBC World Markets, some financial institutions include commercial banking in their retail operations. From time to time, some measures, such as the Retail/Wholesale ratio, will be presented on the basis of CIBC Retail Markets and commercial banking operations for comparison purposes

The ratio represents the amount of capital attributed to the business lines as at the end of the period. There is no comparable GAAP measure.

## PSS and efficiency ratio on cash basis

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

## Reconciliation of non-GAAP to GAAP measures

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

## RECONCILIATION OF NON-GAAP TO GAAP MEASURES

|  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $12 \mathrm{M}$ | 12M |
| Common share information Per share (\$) |  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings (loss) | 2.13 | 2.34 | 1.88 | 1.65 | 1.64 | 2.08 | (5.77) | 1.21 | 1.96 | 7.50 | (0.46) |
| Add: effect of non-cash items | 0.01 | 0.02 | 0.01 | 0.01 | 0.01 | 0.01 | - | 0.01 | 0.01 | 0.06 | 0.02 |
| Cash basis - basic earnings (loss) | 2.14 | 2.36 | 1.89 | 1.66 | 1.65 | 2.09 | (5.77) | 1.22 | 1.97 | 7.56 | (0.44) |
| Diluted earnings (loss) ${ }^{1}$ | 2.11 | 2.32 | 1.86 | 1.63 | 1.62 | 2.06 | (5.77) | 1.20 | 1.94 | 7.43 | (0.46) |
| Add: effect of non-cash items | 0.01 | 0.02 | 0.01 | 0.02 | 0.01 | 0.01 | - | - | 0.01 | 0.06 | 0.02 |
| Cash basis - diluted earnings (loss) | 2.12 | 2.34 | 1.87 | 1.65 | 1.63 | 2.07 | (5.77) | 1.20 | 1.95 | 7.49 | (0.44) |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue (\$ millions) | 3,091 | 2,890 | 2,826 | 2,777 | 2,858 | 3,426 | 3,155 | 2,831 | 3,086 | 11,351 | 12,498 |
| Add: adjustment for TEB | 62 | 77 | 59 | 42 | 46 | 50 | 52 | 48 | 41 | 224 | 191 |
| Revenue (TEB) | 3,153 | 2,967 | 2,885 | 2,819 | 2,904 | 3,476 | 3,207 | 2,879 | 3,127 | 11,575 | 12,689 |
| Non-interest expenses | 1,943 | 1,892 | 1,883 | 1,836 | 1,877 | 2,060 | 4,854 | 2,043 | 1,908 | 7,488 | 10,865 |
| Less: amortization of other intangible assets | 5 | 8 | 7 | 7 | 7 | 3 | 3 | 3 | 3 | 29 | 12 |
| Non-interest expenses - cash basis | 1,938 | 1,884 | 1,876 | 1,829 | 1,870 | 2,057 | 4,851 | 2,040 | 1,905 | 7,459 | 10,853 |
| Efficiency ratio - cash basis (TEB) | 61.5\% | 63.5\% | 65.0\% | 64.9\% | 64.4\% | 59.2\% | 151.3\% | 70.9\% | 60.9\% | 64.4\% | 85.5\% |
|  |  |  |  |  |  |  |  |  |  |  |  |

[^0] the same.

Common share information
Per share (\$)
Basic eamings (loss)
Diluted earnings (loss)
Dividends
Book value
Share price (\$)
High
Low
hares outstanding (thousands)
Average basic
Average diluted
Market capitalization (\$ millions)
Value measures
Price to earnings multiple ( 12 month trailing)
Dividend yield (based on closing share price)
Dividend payout ratio
Market value to book value ratio
Financial results (\$ millions)
Total revenue
Provision for credit losses
Non-interest expenses
Net income (loss)
Financial measures
Efficiency ratio
Efficiency ratio cash basis (TEB) ${ }^{2}$
Return on equity
Net interest margin
Net interest margin on average interest-earning assets ${ }^{3}$
Return on average assets
Return on average interest-earning assets ${ }^{3}$
On- and off-balance sheet information (\$ millions)
Cash, deposits with banks and securities
Loans and acceptances
Total assets
Deposits
Common shareholders' equity
Average assets
Average interest-earning assets ${ }^{3}$
Average common shareholders' equity
Assets under administration ${ }^{4}$

## Balance sheet quality measures ${ }^{5}$

Common equity to risk-weighted assets
dis-weighted assets (\$ billions)
Tier 1 capital ratio
ther information
Retail/wholesale ratio ${ }^{2,6}$
Regular workforce headcount ${ }^{7}$

| Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |
| $\mathbf{2 . 1 3}$ | 2.34 | 1.88 | 1.65 | 1.64 | 2.08 | $(5.77)$ | 1.21 | 1.96 |
| $\mathbf{2 . 1 1}$ | 2.32 | 1.86 | 1.63 | 1.62 | 2.06 | $(5.77)$ | 1.20 | 1.94 |
| $\mathbf{0 . 7 0}$ | 0.70 | 0.70 | 0.68 | 0.68 | 0.68 | 0.68 | 0.65 | 0.65 |
| $\mathbf{3 1 . 8 5}$ | 29.59 | 27.96 | 26.61 | 25.85 | 25.00 | 23.51 | 30.95 | 30.62 |
| $\mathbf{1 0 2 . 0 0}$ | 87.87 | 83.63 | 86.00 | 81.00 | 80.64 | 80.80 | 74.75 | 73.70 |
| $\mathbf{8 8 . 9 6}$ | 77.95 | 73.94 | 77.95 | 72.90 | 68.82 | 72.15 | 68.36 | 67.95 |
| $\mathbf{1 0 0 . 8 8}$ | 87.60 | 77.25 | 82.75 | 79.90 | 72.20 | 80.01 | 74.75 | 68.45 |


| 7.50 | (0.46) | ${ }^{1}$ In case of a loss, the effect of stock options potentially exercisable on diluted earnings (loss) per share will be anti-dilutive; therefore, basic and diluted earnings (loss) per share will be the same. |
| :---: | :---: | :---: |
| 7.43 | (0.46) |  |
| 2.76 | 2.66 |  |
| 29.59 | 25.00 |  |
| 87.87 | 80.80 | ${ }^{2}$ See Notes to users: NonGAAP measures. |
| 2.90 | 67.9 |  |
| 87.60 | 72.20 | ${ }^{3}$ Average interest-earning assets include interestbearing deposits with banks securities, securities borrowed or purchased under resale agreements, and loans. |
| 335,135 | 339,263 |  |
| 338,360 | 342,909 |  |
| 335,977 | 334,008 |  |
| 29,432 | 24,115 |  |
| 1.8 | n/m | ${ }^{4}$ Includes assets under administration or custody of CIBC Mellon Global |
| 3.2\% | 3.7\% | Securities Services (GSS), which is a $50 / 50$ joint venture |
| 36.8\% | $\mathrm{n} / \mathrm{m}$ |  |
| 2.96 | 2.89 | between CIBC and Mellon Financial Corporation. See |
| 11,351 | 12,498 | on page 15. <br> ${ }^{5}$ Debt ratings - S \& P Senior Long Term: A+; Moody's - Senior Long Term: Aa3. |
| 548 | 706 |  |
| , 488 | 10,865 |  |
| 2,646 | (32) |  |
| 66.0\% | 86.9\% | ${ }^{6}$ Retail includes CIBC Retail |
| 64.4\% | 85.5\% | Markets and commercial banking (reported as part of CIBC World Markets) |
| 27.9\% | (1.6)\% | CIBC World Markets). <br> Wholesale reflects CIBC |
| 1.52\% | 1.71\% |  |
| 1.76\% | 2.01\% | World Markets, excluding commercial banking. The ratio represents the amount of capital attributed to the business lines as at the end of the period. |
| 0.91\% | (0.01)\% |  |
| 1.05\% | (0.01)\% |  |
| 95,351 | 79,616 | ${ }^{7}$ Regular workforce headcount comprises regular full-time and parttime employees, base plus commissioned employees, and $100 \%$ commissioned employees. Full-time employees are counted as one and part-time employees as one-half. <br> $\mathrm{n} / \mathrm{m}$ - not meaningful due to the net loss over the 12 month trailing period. |
| 151,916 | 146,902 |  |
| 303,984 | 280,370 |  |
| 202,891 | 192,734 |  |
| 9,941 | 8,350 |  |
| 291,277 | 288,845 |  |
| 251,437 | 245,142 |  |
| 9,016 | 9,804 |  |
| 1,068,600 | 967,055 |  |
| 8.7\% | 7.2\% |  |
| 114.8 | 116.3 |  |
| 10.4\% | 8.5\% |  |
| 14.5\% | 12.7\% |  |
| 72\%/28\% | 70\%/30\% |  |
| 37,016 | 37,308 |  |

## CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 1,059 | 1,130 | 1,121 | 1,036 | 1,148 | 1,172 | 1,219 | 1,224 | 1,322 | 4,435 | 4,937 |
| Non-interest income | 2,032 | 1,760 | 1,705 | 1,741 | 1,710 | 2,254 | 1,936 | 1,607 | 1,764 | 6,916 | 7,561 |
| Total revenue | 3,091 | 2,890 | 2,826 | 2,777 | 2,858 | 3,426 | 3,155 | 2,831 | 3,086 | 11,351 | 12,498 |
| Provision for credit losses | 143 | 92 | 152 | 138 | 166 | 170 | 199 | 159 | 178 | 548 | 706 |
| Non-interest expenses | 1,943 | 1,892 | 1,883 | 1,836 | 1,877 | 2,060 | 4,854 | 2,043 | 1,908 | 7,488 | 10,865 |
| Income (loss) before income taxes and non-controlling interests | 1,005 | 906 | 791 | 803 | 815 | 1,196 | $(1,898)$ | 629 | 1,000 | 3,315 | 927 |
| Income tax expense (benefit) | 231 | 87 | 125 | 190 | 238 | 436 | (106) | 176 | 283 | 640 | 789 |
|  | 774 | 819 | 666 | 613 | 577 | 760 | $(1,792)$ | 453 | 717 | 2,675 | 138 |
| Non-controlling interests | 4 | - | 4 | 28 | (3) | 32 | 115 | 13 | 10 | 29 | 170 |
| Net income (loss) | 770 | 819 | 662 | 585 | 580 | 728 | $(1,907)$ | 440 | 707 | 2,646 | (32) |
| Dividends on preferred shares | 38 | 33 | 33 | 33 | 33 | 33 | 36 | 28 | 28 | 132 | 125 |
| Premium on redemption of preferred shares classified as equity | 16 | - | - | - | - | - | - | - | - | - | - |
| Net income (loss) applicable to common shares | 716 | 786 | 629 | 552 | 547 | 695 | $(1,943)$ | 412 | 679 | 2,514 | (157) |

CASH BASIS MEASURES ${ }^{1}$

|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | 2006 12 M | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash basis net income (loss) (\$ millions) |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) applicable to common shares | 716 | 786 | 629 | 552 | 547 | 695 | $(1,943)$ | 412 | 679 | 2,514 | (157) |
| After-tax effect of amortization of other intangible assets | 4 | 5 | 5 | 5 | 5 | 2 | 2 | 2 | 3 | 20 | 9 |
|  | 720 | 791 | 634 | 557 | 552 | 697 | $(1,941)$ | 414 | 682 | 2,534 | (148) |
| Average common shareholders' equity (\$ millions) |  |  |  |  |  |  |  |  |  |  |  |
| Cash basis measures |  |  |  |  |  |  |  |  |  |  |  |
| Average number of common shares - basic (thousands) | 336,486 | 335,522 | 335,513 | 335,147 | 334,357 | 333,876 | 336,486 | 340,461 | 346,269 | 335,135 | 339,263 |
| Average number of common shares - diluted (thousands) | 339,942 | 338,737 | 338,461 | 338,544 | 337,704 | 337,065 | 340,125 | 344,289 | 350,201 | 338,360 | 342,909 |
| Cash basis earnings (loss) per share - basic | \$2.14 | \$2.36 | \$1.89 | \$1.66 | \$1.65 | \$2.09 | (\$5.77) | \$1.22 | \$1.97 | \$7.56 | \$(0.44) |
| Cash basis earnings (loss) per share - diluted ${ }^{2}$ | \$2.12 | \$2.34 | \$1.87 | \$1.65 | \$1.63 | \$2.07 | (\$5.77) | \$1.20 | \$1.95 | \$7.49 | \$(0.44) |

[^1]
## NET INTEREST INCOME



| NON-INTEREST INCOME |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| Underwriting and advisory fees | 185 | 165 | 137 | 137 | 180 | 142 | 171 | 196 | 221 | 619 | 730 |
| Deposit and payment fees | 193 | 195 | 201 | 187 | 195 | 197 | 203 | 194 | 200 | 778 | 794 |
| Credit fees | 69 | 107 | 77 | 62 | 88 | 105 | 74 | 80 | 84 | 334 | 343 |
| Card fees | 70 | 74 | 61 | 52 | 64 | 73 | 82 | 74 | 88 | 251 | 317 |
| Investment management and custodial fees | 130 | 127 | 120 | 118 | 114 | 106 | 102 | 108 | 104 | 479 | 420 |
| Mutual fund fees | 212 | 203 | 201 | 201 | 194 | 194 | 187 | 180 | 178 | 799 | 739 |
| Insurance fees, net of claims | 58 | 57 | 63 | 46 | 58 | 51 | 47 | 53 | 61 | 224 | 212 |
| Commissions on securities transactions | 229 | 206 | 204 | 230 | 229 | 243 | 212 | 239 | 218 | 869 | 912 |
| Trading revenue | 375 | 285 | 275 | 307 | 262 | 166 | 348 | 130 | 157 | 1,129 | 801 |
| Investment securities gains (losses), net | n/a | 27 | 51 | (5) | (2) | 365 | 158 | 39 | 39 | 71 | 601 |
| Realized net gains on available for sale securities | 132 | $\mathrm{n} / \mathrm{a}$ | n/a | n/a | n/a | n/a | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | n/a | $\mathrm{n} / \mathrm{a}$ |
| Revenue on financial instruments designated at fair value and related economic hedges | 43 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | n/a | n/a |
| Income from securitized assets | 129 | 126 | 113 | 129 | 116 | 105 | 94 | 79 | 60 | 484 | 338 |
| Foreign exchange other than trading ${ }^{1}$ | 84 | 62 | 70 | 104 | 64 | 364 | 64 | 71 | 56 | 300 | 555 |
| Other | 123 | 126 | 132 | 173 | 148 | 143 | 194 | 164 | 298 | 579 | 799 |
| Total non-interest income | 2,032 | 1,760 | 1,705 | 1,741 | 1,710 | 2,254 | 1,936 | 1,607 | 1,764 | 6,916 | 7,561 |

[^2]| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employee compensation and benefits |  |  |  |  |  |  |  |  |  |  |  |
| Salaries | 555 | 517 | 535 | 499 | 525 | 633 | 549 | 519 | 519 | 2,076 | 2,220 |
| Incentive bonuses | 295 | 237 | 255 | 227 | 252 | 179 | 230 | 238 | 265 | 971 | 912 |
| Commissions | 162 | 156 | 141 | 164 | 148 | 156 | 143 | 152 | 139 | 609 | 590 |
| Benefits | 148 | 154 | 159 | 164 | 155 | 169 | 156 | 146 | 131 | 632 | 602 |
|  | 1,160 | 1,064 | 1,090 | 1,054 | 1,080 | 1,137 | 1,078 | 1,055 | 1,054 | 4,288 | 4,324 |
| Occupancy costs |  |  |  |  |  |  |  |  |  |  |  |
| Rent and maintenance | 127 | 115 | 113 | 122 | 123 | 152 | 127 | 133 | 135 | 473 | 547 |
| Depreciation | 23 | 21 | 23 | 22 | 23 | 23 | 23 | 24 | 24 | 89 | 94 |
|  | 150 | 136 | 136 | 144 | 146 | 175 | 150 | 157 | 159 | 562 | 641 |
| Computer and office equipment |  |  |  |  |  |  |  |  |  |  |  |
| Rent and maintenance | 233 | 256 | 251 | 245 | 242 | 277 | 266 | 262 | 241 | 994 | 1,046 |
| Depreciation | 30 | 30 | 27 | 29 | 31 | 31 | 28 | 31 | 30 | 117 | 120 |
|  | 263 | 286 | 278 | 274 | 273 | 308 | 294 | 293 | 271 | 1,111 | 1,166 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 34 | 33 | 33 | 33 | 34 | 33 | 36 | 37 | 37 | 133 | 143 |
| Postage and courier | 21 | 24 | 25 | 24 | 25 | 27 | 23 | 25 | 29 | 98 | 104 |
| Stationery | 16 | 16 | 16 | 18 | 16 | 20 | 17 | 20 | 20 | 66 | 77 |
|  | 71 | 73 | 74 | 75 | 75 | 80 | 76 | 82 | 86 | 297 | 324 |
| Advertising and business development | 50 | 68 | 53 | 54 | 47 | 69 | 58 | 68 | 65 | 222 | 260 |
| Professional fees | 39 | 43 | 35 | 41 | 44 | 81 | 90 | 86 | 68 | 163 | 325 |
| Business and capital taxes | 35 | 36 | 33 | 35 | 31 | 24 | 30 | 33 | 31 | 135 | 118 |
| Other | 175 | 186 | 184 | 159 | 181 | 186 | 3,078 | 269 | 174 | 710 | 3,707 |
| Non-interest expenses | 1,943 | 1,892 | 1,883 | 1,836 | 1,877 | 2,060 | 4,854 | 2,043 | 1,908 | 7,488 | 10,865 |
| Non-interest expenses to revenue ratio | 62.9\% | 65.5\% | 66.6\% | 66.1\% | 65.7\% | 60.1\% | 153.9\% | 72.2\% | 61.8\% | 66.0\% | 86.9\% |

## SEGMENTED INFORMATION

## CIBC has two strategic business lines:

- CIBC Retail Markets comprises CIBC's retail and wealth management businesses. The results of FirstCaribbean are included in the Other line of business within CIBC Retail Markets from December 22, 2006. We provide a full range of financial products and senvices to individual and small business clients, as well as investment management services to retail and institutional clients globally.
- CIBC World Markets is the wholesale and corporate banking arm of CIBC, providing a range of integrated credit and capital markets products, investment banking, and merchant banking to clients in key financial markets in North America and around the world. We provide capital solutions and advisory expertise across a wide range of industries as well as research for our corporate, government and institutional clients.

Corporate and Other comprises the five functional groups - Administration, Technology and Operations; Corporate Development; Finance; Legal and Regulatory Compliance; and Treasury and Risk Management (TRM) - that support CIBC's business lines. The revenue, expenses and balance sheet resources of the functional groups are generally allocated to the business lines. It also includes Juniper Financial Corp. (sold during 2005), CIBC Mellon joint ventures, Oppenheimer Holdings Inc. debentures (sold during 2006), and other income statement and balance sheet items including the general allowance not directly attributable to the business lines. The general allowance applicable to FirstCaribbean is determined locally and is included in CIBC Retail Markets.

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| CIBC Retail Markets | 530 | 501 | 487 | 432 | 438 | 350 | 404 | 341 | 478 | 1,858 | 1,573 |
| CIBC World Markets | 210 | 218 | 190 | 110 | 128 | 328 | $(2,287)$ | 115 | 173 | 646 | $(1,671)$ |
| Corporate and Other | 30 | 100 | (15) | 43 | 14 | 50 | (24) | (16) | 56 | 142 | 66 |
| Net income (loss) | 770 | 819 | 662 | 585 | 580 | 728 | $(1,907)$ | 440 | 707 | 2,646 | (32) |

[^3]
## SEGMENTED INFORMATION - CIBC RETAIL MARKETS

| (\$ millions) | Q1107 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{gathered} \hline 2006 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{gathered} 2005 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |
| Personal and small business banking | 517 | 522 | 533 | 490 | 510 | 612 | 639 | 605 | 607 | 2,055 | 2,463 |
| Imperial Service | 237 | 230 | 242 | 227 | 230 | 237 | 246 | 232 | 228 | 929 | 943 |
| Retail brokerage | 314 | 292 | 275 | 319 | 297 | 296 | 269 | 288 | 277 | 1,183 | 1,130 |
| Cards | 371 | 380 | 340 | 337 | 347 | 362 | 368 | 332 | 383 | 1,404 | 1,445 |
| Mortgages and personal lending | 389 | 354 | 359 | 357 | 413 | 285 | 252 | 252 | 276 | 1,483 | 1,065 |
| Other | 323 | 268 | 289 | 245 | 271 | 271 | 251 | 273 | 344 | 1,073 | 1,139 |
| Total revenue | 2,151 | 2,046 | 2,038 | 1,975 | 2,068 | 2,063 | 2,025 | 1,982 | 2,115 | 8,127 | 8,185 |
| Provision for credit losses | 153 | 132 | 159 | 180 | 180 | 224 | 185 | 169 | 194 | 651 | 772 |
|  | 1,998 | 1,914 | 1,879 | 1,795 | 1,888 | 1,839 | 1,840 | 1,813 | 1,921 | 7,476 | 7,413 |
| Non-interest expenses | 1,288 | 1,255 | 1,251 | 1,237 | 1,245 | 1,323 | 1,283 | 1,293 | 1,252 | 4,988 | 5,151 |
| Income before taxes | 710 | 659 | 628 | 558 | 643 | 516 | 557 | 520 | 669 | 2,488 | 2,262 |
| Income tax expense | 176 | 158 | 141 | 126 | 205 | 166 | 153 | 179 | 191 | 630 | 689 |
| Non-controlling interests | 4 | - | - | - | - | - | - | - | - | - | - |
| Net income | 530 | 501 | 487 | 432 | 438 | 350 | 404 | 341 | 478 | 1,858 | 1,573 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 1,101 | 1,109 | 1,110 | 1,058 | 1,124 | 1,131 | 1,119 | 1,067 | 1,128 | 4,401 | 4,445 |
| Non-interest income | 1,105 | 990 | 983 | 970 | 1,000 | 987 | 959 | 969 | 1,043 | 3,943 | 3,958 |
| Intersegment revenue ${ }^{1}$ | (55) | (53) | (55) | (53) | (56) | (55) | (53) | (54) | (56) | (217) | (218) |
|  | 2,151 | 2,046 | 2,038 | 1,975 | 2,068 | 2,063 | 2,025 | 1,982 | 2,115 | 8,127 | 8,185 |
| Average balance sheet information |  |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances | 131,773 | 128,511 | 126,402 | 125,381 | 125,789 | 126,938 | 125,345 | 123,401 | 123,795 | 126,530 | 124,882 |
| Deposits | 189,325 | 178,083 | 174,171 | 172,059 | 172,070 | 170,487 | 172,849 | 170,832 | 168,800 | 174,112 | 170,741 |
| Common equity | 3,683 | 3,529 | 3,655 | 3,646 | 3,676 | 3,492 | 3,593 | 3,672 | 3,692 | 3,629 | 3,619 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 59.9\% | 61.4\% | 61.4\% | 62.6\% | 60.2\% | 64.1\% | 63.4\% | 65.3\% | 59.2\% | 61.4\% | 62.9\% |
| Efficiency ratio cash basis (TEB) ${ }^{2}$ | 59.7\% | 61.3\% | 61.3\% | 62.6\% | 60.2\% | 64.1\% | 63.3\% | 65.2\% | 59.1\% | 61.3\% | 62.9\% |
| Return on equity ${ }^{2}$ | 55.0\% | 55.0\% | 51.4\% | 47.0\% | 45.7\% | 38.2\% | 43.2\% | 36.9\% | 50.4\% | 49.7\% | 42.2\% |
| Net income | 530 | 501 | 487 | 432 | 438 | 350 | 404 | 341 | 478 | 1,858 | 1,573 |
| Cost of capital adjustment ${ }^{2}$ | (125) | (117) | (124) | (120) | (126) | (123) | (122) | (119) | (120) | (487) | (484) |
| Economic profit ${ }^{2}$ | 405 | 384 | 363 | 312 | 312 | 227 | 282 | 222 | 358 | 1,371 | 1,089 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages administered | 103,656 | 99,670 | 97,318 | 94,755 | 93,745 | 93,189 | 91,007 | 88,099 | 86,006 | 99,670 | 93,189 |
| Card loans administered | 12,081 | 11,722 | 11,561 | 11,162 | 10,921 | 10,828 | 10,506 | 10,386 | 10,374 | 11,722 | 10,828 |
| Number of branches - Canada | 1,053 | 1,055 | 1,057 | 1,057 | 1,059 | 1,061 | 1,062 | 1,062 | 1,064 | 1,055 | 1,061 |
| Number of branches - Caribbean | 65 | - | - | - | - | - | - | - | - | - | - |
| Number of pavilions (President's Choice Financial) | 235 | 236 | 235 | 232 | 233 | 231 | 228 | 227 | 227 | 236 | 231 |
| Number of registered clients (President's Choice Financial - thousands) | 1,937 | 1,886 | 1,820 | 1,763 | 1,716 | 1,679 | 1,625 | 1,578 | 1,536 | 1,886 | 1,679 |
| Regular workforce headcount | 27,254 | 23,396 | 23,197 | 23,108 | 23,002 | 24,085 | 24,117 | 24,051 | 23,865 | 23,396 | 24,085 |
| Assets under administration ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 152,100 | 149,344 | 145,215 | 150,309 | 147,842 | 139,441 | 141,726 | 133,618 | 134,371 | 149,344 | 139,441 |
| Institutions | 78,910 | 72,155 | 71,449 | 62,053 | 63,819 | 60,934 | 59,256 | 59,147 | 57,634 | 72,155 | 60,934 |
| Retail mutual funds | 49,629 | 47,452 | 45,765 | 46,461 | 46,105 | 43,411 | 44,422 | 42,436 | 42,173 | 47,452 | 43,411 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Individuals | 14,834 | 13,794 | 13,326 | 13,290 | 12,764 | 11,675 | 11,365 | 10,637 | 10,192 | 13,794 | 11,675 |
| Institutions | 16,901 | 16,486 | 15,805 | 15,514 | 16,479 | 16,286 | 16,363 | 16,166 | 16,832 | 16,486 | 16,286 |
| Retail mutual funds | 49,629 | 47,452 | 45,765 | 46,461 | 46,105 | 43,411 | 44,422 | 42,436 | 42,173 | 47,452 | 43,411 |
|  | 81,364 | 77,732 | 74,896 | 75,265 | 75,348 | 71,372 | 72,150 | 69,239 | 69,197 | 77,732 | 71,372 |

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

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{gathered} 2005 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |
| Capital markets | 449 | 351 | 325 | 354 | 371 | 347 | 359 | 326 | 359 | 1,401 | 1,391 |
| Investment banking and credit products | 204 | 242 | 217 | 119 | 237 | 226 | 239 | 284 | 276 | 815 | 1,025 |
| Commercial banking | 121 | 125 | 126 | 119 | 124 | 126 | 126 | 120 | 126 | 494 | 498 |
| Merchant banking | 77 | 61 | 90 | 69 | 12 | 391 | 239 | 61 | 23 | 232 | 714 |
| Other | (5) | (5) | (22) | (12) | (19) | (76) | 18 | (1) | 6 | (58) | (53) |
| Total revenue (TEB) ${ }^{1}$ | 846 | 774 | 736 | 649 | 725 | 1,014 | 981 | 790 | 790 | 2,884 | 3,575 |
| TEB adjustment ${ }^{1}$ | 62 | 77 | 59 | 42 | 46 | 50 | 52 | 48 | 41 | 224 | 191 |
| Total revenue | 784 | 697 | 677 | 607 | 679 | 964 | 929 | 742 | 749 | 2,660 | 3,384 |
| (Recovery of) provision for credit losses | (10) | (1) | (7) | (16) | (15) | (4) | 13 | (9) | (17) | (39) | (17) |
|  | 794 | 698 | 684 | 623 | 694 | 968 | 916 | 751 | 766 | 2,699 | 3,401 |
| Non-interest expenses | 551 | 485 | 518 | 505 | 533 | 590 | 3,423 | 591 | 545 | 2,041 | 5,149 |
| Income (loss) before taxes and non-controlling interests | 243 | 213 | 166 | 118 | 161 | 378 | $(2,507)$ | 160 | 221 | 658 | $(1,748)$ |
| Income tax expense (benefit) | 33 | (5) | (25) | 7 | 32 | 44 | (260) | 22 | 46 | 9 | (148) |
| Non-controlling interests | - | - | 1 | 1 | 1 | 6 | 40 | 23 | 2 | 3 | 71 |
| Net income (loss) | 210 | 218 | 190 | 110 | 128 | 328 | $(2,287)$ | 115 | 173 | 646 | $(1,671)$ |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | (124) | (54) | (52) | (83) | (24) | 6 | 37 | 99 | 137 | (213) | 279 |
| Non-interest income | 851 | 697 | 672 | 636 | 646 | 901 | 838 | 588 | 556 | 2,651 | 2,883 |
| Intersegment revenue ${ }^{2}$ | 57 | 54 | 57 | 54 | 57 | 57 | 54 | 55 | 56 | 222 | 222 |
|  | 784 | 697 | 677 | 607 | 679 | 964 | 929 | 742 | 749 | 2,660 | 3,384 |
| Average balance sheet information |  |  |  |  |  |  |  |  |  |  |  |
| Loans and acceptances | 22,911 | 22,190 | 21,597 | 20,839 | 20,645 | 20,855 | 21,304 | 21,004 | 20,338 | 21,322 | 20,874 |
| Trading securities | 54,274 | 50,322 | 47,692 | 45,926 | 45,265 | 42,173 | 44,274 | 41,488 | 42,967 | 47,312 | 42,736 |
| Deposits | 23,866 | 22,061 | 21,650 | 21,858 | 22,669 | 22,722 | 23,040 | 22,960 | 22,481 | 22,061 | 22,799 |
| Common equity | 1,907 | 1,891 | 1,864 | 1,795 | 1,877 | 1,835 | 1,823 | 1,921 | 2,013 | 1,858 | 1,901 |
| Financial measures |  |  |  |  |  |  |  |  |  |  |  |
| Efficiency ratio | 70.3\% | 69.6\% | 76.5\% | 83.4\% | 78.3\% | 61.3\% | 368.1\% | 79.6\% | 72.7\% | 76.7\% | 152.1\% |
| Efficiency ratio cash basis (TEB) ${ }^{1}$ | 65.2\% | 62.6\% | 70.4\% | 77.9\% | 73.4\% | 58.2\% | 348.9\% | 74.8\% | 68.9\% | 70.8\% | 144.0\% |
| Return on equity ${ }^{1}$ | 41.6\% | 44.2\% | 39.1\% | 23.5\% | 25.6\% | 69.4\% | (499.3)\% | 23.4\% | 33.1\% | 33.3\% | (89.1)\% |
| Net income (loss) | 210 | 218 | 190 | 110 | 128 | 328 | $(2,287)$ | 115 | 173 | 646 | $(1,671)$ |
| Cost of capital adjustment ${ }^{1}$ | (64) | (64) | (62) | (60) | (64) | (65) | (61) | (63) | (65) | (250) | (254) |
| Economic profit (loss) ${ }^{1}$ | 146 | 154 | 128 | 50 | 64 | 263 | $(2,348)$ | 52 | 108 | 396 | $(1,925)$ |
| Other information <br> Regular workforce headcount | 2,384 | 2,291 | 2,252 | 2,222 | 2,293 | 2,299 | 2,311 | 2,287 | 2,317 | 2,291 | 2,299 |

[^5]
## SEGMENTED INFORMATION - CORPORATE AND OTHER

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{gathered} 2006 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{gathered} 2005 \\ 12 \mathrm{M} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial results |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue | 156 | 147 | 111 | 195 | 111 | 399 | 201 | 107 | 222 | 564 | 929 |
| (Recovery of) provision for credit losses | - | (39) | - | (26) | 1 | (50) | 1 | (1) | 1 | (64) | (49) |
|  | 156 | 186 | 111 | 221 | 110 | 449 | 200 | 108 | 221 | 628 | 978 |
| Non-interest expenses | 104 | 152 | 114 | 94 | 99 | 147 | 148 | 159 | 111 | 459 | 565 |
| Income (loss) before taxes and non-controlling interests | 52 | 34 | (3) | 127 | 11 | 302 | 52 | (51) | 110 | 169 | 413 |
| Income tax expense (benefit) | 22 | (66) | 9 | 57 | 1 | 226 | 1 | (25) | 46 | 1 | 248 |
| Non-controlling interests | - | - | 3 | 27 | (4) | 26 | 75 | (10) | 8 | 26 | 99 |
| Net income (loss) | 30 | 100 | (15) | 43 | 14 | 50 | (24) | (16) | 56 | 142 | 66 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 82 | 75 | 63 | 61 | 48 | 35 | 63 | 58 | 57 | 247 | 213 |
| Non-interest income | 76 | 73 | 50 | 135 | 64 | 366 | 139 | 50 | 165 | 322 | 720 |
| Intersegment revenue ${ }^{1}$ | (2) | (1) | (2) | (1) | (1) | (2) | (1) | (1) | - | (5) | (4) |
|  | 156 | 147 | 111 | 195 | 111 | 399 | 201 | 107 | 222 | 564 | 929 |
| Other information |  |  |  |  |  |  |  |  |  |  |  |
| Average loans and acceptances | 211 | 237 | 202 | 196 | 216 | 219 | 244 | 266 | 321 | 213 | 263 |
| Regular workforce headcount | 10,921 | 11,329 | 11,332 | 11,411 | 11,676 | 10,924 | 10,845 | 10,719 | 10,598 | 11,329 | 10,924 |

[^6]
## TRADING REVENUE

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{gathered} \hline 2006 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{array}{r} \hline 2005 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trading revenue ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (TBB) ${ }^{2,3}$ | (130) | (49) | (65) | (93) | (16) | 53 | 9 | 63 | 70 | (223) | 195 |
| Non-interest income ${ }^{2}$ | 375 | 285 | 275 | 307 | 262 | 166 | 348 | 130 | 157 | 1,129 | 801 |
| Total trading revenue (TEB) ${ }^{3}$ | 245 | 236 | 210 | 214 | 246 | 219 | 357 | 193 | 227 | 906 | 996 |
| TEB adjustment ${ }^{3}$ | 61 | 72 | 58 | 43 | 48 | 48 | 43 | 46 | 39 | 221 | 176 |
| Total trading revenue | 184 | 164 | 152 | 171 | 198 | 171 | 314 | 147 | 188 | 685 | 820 |
| Trading revenue as a \% of total revenue | 6.0\% | 5.7\% | 5.4\% | 6.2\% | 6.9\% | 5.0\% | 10.0\% | 5.2\% | 6.1\% | 6.0\% | 6.6\% |
| Trading revenue (TEB) as a \% of total revenue ${ }^{3}$ | 7.9\% | 8.2\% | 7.4\% | 7.7\% | 8.6\% | 6.4\% | 11.3\% | 6.8\% | 7.4\% | 8.0\% | 8.0\% |
| Trading revenue by product line (TEB) ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |  |
| Interest rates | 65 | 34 | 30 | 26 | 66 | 58 | 49 | 42 | 49 | 156 | 198 |
| Foreign exchange | 44 | 39 | 44 | 41 | 39 | 41 | 42 | 40 | 46 | 163 | 169 |
| Equities | 104 | 89 | 54 | 86 | 71 | 91 | 196 | 51 | 63 | 300 | 401 |
| Commodities | 6 | 10 | 14 | 8 | 7 | 7 | 8 | 4 | 12 | 39 | 31 |
| Other | 26 | $64{ }^{4}$ | $68{ }^{4}$ | $53{ }^{4}$ | $63{ }^{4}$ |  | $62{ }^{4}$ |  | 57 | $248{ }^{4}$ | $197{ }^{4}$ |
| Total trading revenue (TEB) ${ }^{3}$ | 245 | 236 | 210 | 214 | 246 | 219 | 357 | 193 | 227 | 906 | 996 |
| TEB adjustment ${ }^{3}$ | 61 | 72 | 58 | 43 | 48 | 48 | 43 | 46 | 39 | 221 | 176 |
| Total trading revenue | 184 | 164 | 152 | 171 | 198 | 171 | 314 | 147 | 188 | 685 | 820 |
| Foreign exchange revenue |  |  |  |  |  |  |  |  |  |  |  |
| Foreign exchange trading revenue | 44 | 39 | 44 | 41 | 39 | 41 | 42 | 40 | 46 | 163 | 169 |
| Foreign exchange, other than trading ${ }^{5}$ | 84 | 62 | 70 | 104 | 64 | 364 | 64 | 71 | 56 | 300 | 555 |
|  | 128 | 101 | 114 | 145 | 103 | 405 | 106 | 111 | 102 | 463 | 724 |

[^7]CONSOLIDATED BALANCE SHEET
(\$ millions)

## ASSETS

Cash and non-interest-bearing deposits with banks Interest-bearing deposits with banks

## Securities

Trading
Available for sale
Designated at fair value
Investment
Securities borrowed or purchased under resale agreements
Loans
Residential mortgages
Personal
Credit card
Business and government
Allowance for credit losses
Other
Derivative instruments market valuation
Customers' liability under acceptances
Land, buildings and equipment
Goodwill
Other intangible assets
Other assets
Total assets
LIABILITIES AND SHAREHOLDERS' EQUITY
Deposits


| $\mathbf{5 , 9 2 8}$ | 5,201 | 5,070 | 5,257 | 5,422 | 5,545 | 5,172 | 5,012 | 5,208 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 5 , 8 8 8}$ | 33,010 | 32,486 | 32,993 | 32,527 | 32,399 | 32,751 | 32,484 | 31,558 |
| $\mathbf{4 7 , 1 3 8}$ | 43,618 | 41,932 | 40,025 | 38,635 | 38,029 | 37,980 | 37,613 | 37,303 |
| $\mathbf{8 8 , 9 5 4}$ | 81,829 | 79,488 | 78,275 | 76,584 | 75,973 | 75,903 | 75,109 | 74,069 |
| $\mathbf{1 1 8 , 9 5 5}$ | 107,468 | 107,361 | 102,533 | 105,878 | 106,226 | 110,730 | 110,744 | 109,001 |
| $\mathbf{1 5 , 7 1 6}$ | 13,594 | 13,166 | 12,695 | 11,204 | 10,535 | 10,510 | 10,631 | 10,231 |
| $\mathbf{1 6 , 6 9 4}$ | 17,330 | 17,245 | 18,691 | 20,070 | 20,128 | 22,150 | 21,553 | 22,392 |
| $\mathbf{6 , 9 8 4}$ | 6,297 | 7,084 | 6,295 | 5,543 | 5,119 | 5,216 | 5,431 | 4,651 |
| $\mathbf{1 3 , 7 1 9}$ | 13,788 | 14,136 | 17,996 | 15,211 | 14,883 | 16,177 | 16,230 | 15,382 |
| $\mathbf{2 9 , 2 5 5}$ | 30,433 | 24,892 | 21,682 | 23,959 | 14,325 | 16,943 | 14,415 | 16,562 |
| $\mathbf{1 2 , 2 9 5}$ | 14,716 | 13,397 | 14,302 | 13,327 | 16,002 | 19,007 | 14,770 | 14,506 |
| $\mathbf{5 , 9 9 1}$ | 5,595 | 5,850 | 5,862 | 4,825 | 5,102 | 3,853 | 3,915 | 3,904 |
| $\mathbf{6 0 0}$ | 600 | 600 | 600 | 600 | 600 | 1,045 | 1,052 | 1,048 |
| $\mathbf{2 7 8}$ | 12 | 13 | 480 | 669 | 746 | 1,094 | 1,000 | 1,034 |
| $\mathbf{2 , 4 3 1}$ | 2,381 | 2,381 | 2,381 | 2,381 | 2,381 | 2,381 | 2,375 | 1,958 |
| $\mathbf{3 , 1 1 3}$ | 3,045 | 3,013 | 3,027 | 2,987 | 2,952 | 2,937 | 2,943 | 2,949 |
| $\mathbf{7 4}$ | 70 | 67 | 53 | 56 | 58 | 58 | 58 | 59 |
| $\mathbf{n} / \mathbf{a}$ | $(442)$ | $(415)$ | $(466)$ | $(375)$ | $(327)$ | $(350)$ | $(296)$ | $(327)$ |
| $\mathbf{7 , 6 9 3}$ | 7,268 | 6,712 | 6,315 | 5,987 | 5,667 | 5,200 | 7,780 | 7,764 |
| $\mathbf{( 1 4 4 )}$ | $\mathrm{n} / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ | $n / a$ |
| $\mathbf{3 2 , 6 0 8}$ | 303,984 | 294,990 | 290,721 | 288,906 | 280,370 | 292,854 | 287,710 | 285,183 |

$\mathrm{n} / \mathrm{a}$ - not applicable due to the adoption of the financial instruments standards. See Notes to users: External reporting changes, Note 2.

|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personal deposits to loans ratio | 58.3\% | 56.2\% | 55.9\% | 56.1\% | 55.0\% | 53.6\% | 53.4\% | 53.9\% | 53.3\% |
| Cash and deposits with banks to total assets | 5.5\% | 3.9\% | 3.9\% | 4.1\% | 3.6\% | 4.2\% | 4.7\% | 4.2\% | 4.3\% |
| Securities to total assets | 28.1\% | 27.5\% | 27.7\% | 27.0\% | 27.3\% | 24.2\% | 24.9\% | 25.8\% | 24.5\% |
| Average common shareholders' equity (\$ millions) | 10,474 | 9,601 | 9,167 | 8,803 | 8,484 | 8,045 | 10,262 | 10,425 | 10,503 |


| GOODWILL AND OTHER INTANGIBLE ASSETS |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (\$ millions) |  |  |  |  |  |  |  |  |  |
|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| Goodwill |  |  |  |  |  |  |  |  |  |
| Opening balance | 982 | 982 | 982 | 982 | 946 | 947 | 947 | 947 | 1,055 |
| Acquisitions | $958{ }^{1}$ | - | - | - | $37^{2}$ | - | - | - | - |
| Dispositions | - | - | - | - | - | - | - | - | $(106){ }^{3}$ |
| Other ${ }^{4}$ | 11 | - | - | - | (1) | (1) | - | - | (2) |
| Closing balance | 1,951 | 982 | 982 | 982 | 982 | 946 | 947 | 947 | 947 |
| Other intangible assets |  |  |  |  |  |  |  |  |  |
| Opening balance | 192 | 199 | 206 | 213 | 199 | 202 | 205 | 207 | 244 |
| Acquisitions | $267{ }^{1}$ | - | - | - | $22^{2}$ | - | - | 1 | - |
| Dispositions | - | - | - | - | - | - | - |  | $(33){ }^{3}$ |
| Amortization | (5) | (8) | (7) | (7) | (7) | (3) | (3) | (3) | (3) |
| Other ${ }^{4}$ | 2 | 1 | - | - | (1) | - | - | - | (1) |
| Closing balance | 456 | 192 | 199 | 206 | 213 | 199 | 202 | 205 | 207 |
|  |  |  |  |  |  |  |  |  |  |
| Goodwill and other intangible assets | 2,407 | 1,174 | 1,181 | 1,188 | 1,195 | 1,145 | 1,149 | 1,152 | 1,154 |

[^8]
## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{gathered} 2006 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ | $\begin{gathered} 2005 \\ 12 \mathrm{M} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 2,381 | 2,381 | 2,381 | 2,381 | 2,381 | 2,381 | 2,375 | 1,958 | 1,783 | 2,381 | 1,783 |
| Issue of preferred shares | 450 | - | - | - | - | - | 11 | 427 | 293 | - | 731 |
| Conversion of preferred shares ${ }^{1}$ | - | - | - | - | - | - | (5) | (10) | (118) | - | (133) |
| Redemption of preferred shares | (400) | - | - | - | - | - | - | - | - | - | - |
| Balance at end of period | 2,431 | 2,381 | 2,381 | 2,381 | 2,381 | 2,381 | 2,381 | 2,375 | 1,958 | 2,381 | 2,381 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 3,045 | 3,013 | 3,027 | 2,987 | 2,952 | 2,937 | 2,943 | 2,949 | 2,969 | 2,952 | 2,969 |
| Issue of common shares | 50 | 27 | 6 | 39 | 40 | 12 | 58 | 29 | 35 | 112 | 134 |
| Purchase of common shares for cancellation | - | - | - | - | - | - | (54) | (24) | (62) | - | (140) |
| Treasury shares ${ }^{2}$ | 18 | 5 | (20) | 1 | (5) | 3 | (10) | (11) | 7 | (19) | (11) |
| Balance at end of period | 3,113 | 3,045 | 3,013 | 3,027 | 2,987 | 2,952 | 2,937 | 2,943 | 2,949 | 3,045 | 2,952 |
| Contributed surplus |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 70 | 67 | 53 | 56 | 58 | 58 | 58 | 59 | 59 | 58 | 59 |
| Stock option expense | 2 | 2 | 1 | 2 | 1 | 2 | 2 | 2 | 2 | 6 | 8 |
| Stock options exercised | (4) | (1) | - | (5) | (3) | (2) | (2) | (2) | (3) | (9) | (9) |
| Net premium (discount) on treasury shares | 6 | 2 | 13 | - | - | - | - | (1) | 1 | 15 | - |
| Balance at end of period | 74 | 70 | 67 | 53 | 56 | 58 | 58 | 58 | 59 | 70 | 58 |
| Foreign currency translation adjustments |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (442) | (415) | (466) | (375) | (327) | (350) | (296) | (327) | (376) | (327) | (376) |
| Adoption of new accounting policies | $442{ }^{3}$ | - | - | - | - | - | - | - | - | - | - |
| Foreign exchange (losses) gains from investment in subsidiaries and other items | n/a | (114) | 182 | (208) | (546) | 611 | (448) | 217 | 287 | (686) | 667 |
| Foreign exchange gains (losses) from hedging activities | n/a | 131 | (199) | 161 | 746 | (681) | 616 | (294) | (379) | 839 | (738) |
| Income tax (expense) benefit | n/a | (44) | 68 | (44) | (248) | 93 | (222) | 108 | 141 | (268) | 120 |
| Balance at end of period | - | (442) | (415) | (466) | (375) | (327) | (350) | (296) | (327) | (442) | (327) |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period, as previously reported | 7,268 | 6,712 | 6,315 | 5,987 | 5,667 | 5,200 | 7,780 | 7,764 | 7,745 | 5,667 | 7,745 |
| Adoption of new accounting policies | (50) ${ }^{3}$ | - | - | - | - | - | - | - | $10^{4}$ | - | 10 |
| Balance at beginning of period, as restated | 7,218 | 6,712 | 6,315 | 5,987 | 5,667 | 5,200 | 7,780 | 7,764 | 7,755 | 5,667 | 7,755 |
| Net income (loss) | 770 | 819 | 662 | 585 | 580 | 728 | $(1,907)$ | 440 | 707 | 2,646 | (32) |
| Dividends |  |  |  |  |  |  |  |  |  |  |  |
| Preferred | (38) | (33) | (33) | (33) | (33) | (33) | (36) | (28) | (28) | (132) | (125) |
| Common | (235) | (234) | (234) | (229) | (227) | (227) | (228) | (221) | (226) | (924) | (902) |
| Premium on purchase of common shares for cancellation | - | - | - | - | - | - | (409) | (182) | (444) | - | $(1,035)$ |
| Premium on redemption of preferred shares classified as equity | (16) | - | - | - | - | - | - | - | - | - | - |
| Other | (6) | 4 | 2 | 5 | - | (1) | - | 7 | - | 11 | 6 |
| Balance at end of period | 7,693 | 7,268 | 6,712 | 6,315 | 5,987 | 5,667 | 5,200 | 7,780 | 7,764 | 7,268 | 5,667 |
| Accumulated other comprehensive income (AOCI), net of tax |  |  |  |  |  |  |  |  |  |  |  |
| Adoption of new accounting policies | $(319){ }^{3}$ | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | n/a |
| Other comprehensive income (OCl) | 175 | n/a | $\mathrm{n} / \mathrm{a}$ | n/a | n/a | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | n/a | $\mathrm{n} / \mathrm{a}$ | n/a |
| Balance at end of period | (144) | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | n/a |
| Shareholders' equity at end of period | 13,167 | 12,322 | 11,758 | 11,310 | 11,036 | 10,731 | 10,226 | 12,860 | 12,403 | 12,322 | 10,731 |
| ${ }^{1}$ Conversion of Class A Series 28 Preferred Shares into Class A Series 29 Preferred Shares. |  |  |  |  |  |  |  |  |  |  |  |
|  treasury shares. |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{3}$ Represents the effect of implementing the CICA handbook sections 3855, 3865, 1530 and 3251. |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{4}$ Represents the effect of implementing the CICA Accounting Guideline (AcG) 15, "Consolidation of Variable Interest Entities." $\mathrm{n} / \mathrm{a}$ - not applicable due to the adoption of the financial instruments standards. See Notes to users: External reporting changes, Note 2. |  |  |  |  |  |  |  |  |  |  |  |

## Cash flows provided by (used in) operating activities

Net income (loss)
Adjustments to reconcile net income to cash flows provided by (used in) operating activities
Provision for credit losses
Amortization of buildings, furniture, equipment, and leasehold improvements
Amortization of other intangible assets
Future income taxes
Investment securities
Realized net gains on availa losses realized, net
Gains on divestitures
Losses (gains) on disposal of land, buildings, and equipmen
Other non-cash items, net
Changes in operating assets and liabilities
Accrued interest receivable
Accrued interest payable
Amounts payable on derivative contracts
Net changes in trading securities
Net changes in securities designated at fair values
Net changes in other assets and liabilities designated at fair values
Current income taxes
Other, net
Cash flows provided by (used in) financing activities
Deposits, net of withdrawals
Obligations related to securities sold short
Net obligations related to securities lent or sold under repurchase agreements
ssue of subordinated indebtedness
Redemplion/repurchase of subordinated indebtedness
tion pretered shares
ssue of preferred shares
Issue of common shares
Pretase of common shares for cancellation
. proceeds from treasury shares sold (purchased)
Dividends

## Cash flows provided by (used in) investing activities

interest-bearing deposits with banks
Loans, net of repayments
Proceeds from securitizations
Investment securities
Purchase of securities
Proceeds from sale of securities
Purchase of securities
roceeds from sale of securities
Net securities borrowed or
Proceeds from divestitures
Net cash used in the acquisition
Purchase of land, buildings and equipment
Proceeds from disposal of land, buildings and equipmen
Effect of exchange rate changes on cash and non-interest bearing deposits with banks tet increase (decrease) in cash and non-interest-bearing deposits with banks during perio Cash and non-interest-bearing deposits with banks at beginning of period Cash and non-interest-bearing deposits with banks at end of period
Cash interest paid
Cash income taxes paid (recovered)

| Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2105 | Q1/05 | $\begin{gathered} 2006 \\ 12 \mathrm{M} \end{gathered}$ | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 770 | 819 | 662 | 585 | 580 | 728 | $(1,907)$ | 440 | 707 | 2,646 | (32) |
| 143 | 92 | 152 | 138 | 166 | 170 | 199 | 159 | 178 | 548 | 706 |
| 53 | 51 | 50 | 51 | 54 | 54 | 51 | 55 | 54 | 206 | 214 |
| 5 | 8 | 7 | 7 | 7 | 3 | 3 | 3 | 3 | 29 | 12 |
| 18 | 15 | (6) | 6 | 15 | (13) | 15 | 13 | (10) | 30 | 5 |
| 63 | 163 | 23 | 93 | 77 | 359 | (238) | 28 | 103 | 356 | 252 |
| n/a | (27) | (51) | 5 | 2 | (356) | (152) | (32) | (39) | (71) | (579) |
| (132) | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| - | - | - | - | - | - | - | - | (115) | - | (115) |
| - | 1 | - | (1) | - | (1) | (7) | - | - | - | (8) |
| 50 | - | - | - | - | - |  | - | - |  | - |
| (106) | (92) | (6) | (122) | 17 | (45) | 57 | (53) | 62 | (203) | 21 |
| (474) | 309 | 20 | 200 | 13 | 121 | 138 | 149 | (15) | 542 | 393 |
| (404) | 275 | 1,191 | 790 | 931 | 1,230 | 213 | 1,091 | 870 | 3,187 | 3,404 |
| (958) | 85 | $(1,446)$ | $(1,379)$ | (58) | $(2,022)$ | 597 | (839) | $(1,636)$ | $(2,798)$ | $(3,900)$ |
| $(4,238)$ | $(2,093)$ | $(1,496)$ | 1,797 | $(7,117)$ | 6,283 | $(1,181)$ | $(3,593)$ | $(1,768)$ | $(8,909)$ | (259) |
| (629) | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 187 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| (377) | (116) | 24 | 220 | 53 | 147 | 78 | 27 | (79) | 181 | 173 |
| $(1,742)$ | 166 | $(1,025)$ | 35 | $(1,890)$ | $(2,470)$ | 2,433 | 543 | (904) | $(2,714)$ | (398) |
| $(7,771)$ | (344) | $(1,901)$ | 2,425 | $(7,150)$ | 4,188 | 299 | $(2,009)$ | $(2,589)$ | $(6,970)$ | (111) |
| 5,554 | 2,876 | 6,512 | (163) | 932 | $(4,409)$ | 659 | 3,183 | 2,724 | 10,157 | 2,157 |
| (69) | (348) | $(3,860)$ | 2,785 | 328 | $(1,294)$ | (53) | 848 | 3,162 | $(1,095)$ | 2,663 |
| $(1,178)$ | 5,541 | 3,210 | $(2,277)$ | 9,634 | $(2,618)$ | 2,528 | $(2,147)$ | (228) | 16,108 | $(2,465)$ |
| - | - | - | 1,300 | - | 1,300 | - | - | - | 1,300 | 1,300 |
| $\cdot$ | (250) | (20) | (250) | (250) | (24) | (41) | - | - | (770) | (65) |
| (416) | - | - | - | - | (445) | - | - | - | - | (445) |
| 450 | - | - | - | - | - | $6{ }^{1}$ | $417{ }^{1}$ | $175{ }^{1}$ | - | 598 |
| 50 | 27 | 6 | 39 | 40 | 12 | 58 | 29 | 35 | 112 | 134 |
| - | - | - | - | - | - | (463) | (206) | (506) | - | $(1,175)$ |
| 18 | 5 | (20) | 1 | (5) | 3 | (10) | (11) | 7 | (19) | (11) |
| (273) | (267) | (267) | (262) | (260) | (260) | (264) | (249) | (254) | $(1,056)$ | $(1,027)$ |
| 353 | 249 | 385 | (295) | 150 | 155 | (259) | 155 | 231 | 489 | 282 |
| 4,489 | 7,833 | 5,946 | 878 | 10,569 | $(7,580)$ | 2,161 | 2,019 | 5,346 | 25,226 | 1,946 |
| $(2,494)$ | (411) | (297) | (765) | 1,479 | 1,834 | $(1,553)$ | 129 | (123) | 6 | 287 |
| 1,295 | $(5,521)$ | $(5,466)$ | $(2,301)$ | 355 | $(2,986)$ | $(5,386)$ | $(2,403)$ | $(3,152)$ | $(12,933)$ | $(13,927)$ |
| 2,537 | 1,950 | 2,705 | 1,868 | 2,026 | 3,174 | 2,339 | 1,931 | 2,743 | 8,549 | 10,187 |
| n/a | $(2,504)$ | $(3,694)$ | $(3,384)$ | $(6,011)$ | $(3,248)$ | (669) | $(1,920)$ | $(2,401)$ | $(15,593)$ | $(8,238)$ |
| n/a | 2,325 | 1,229 | 1,247 | 1,294 | 1,709 | 1,689 | 948 | 2,794 | 6,095 | 7,140 |
| n/a | 435 | 772 | 896 | 641 | 793 | 1,464 | 369 | 268 | 2,744 | 2,894 |
| $(1,787)$ | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 1,462 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 2,396 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 1,464 | $(3,792)$ | 82 | (23) | $(3,185)$ | 2,061 | (182) | 1,031 | $(3,259)$ | $(6,918)$ | (349) |
|  | - | - | - | - | - | - | - | 347 | - | 347 |
| (778) ${ }^{2}$ | - | - | - | $(75)^{3}$ | - | - | - | - | (75) | - |
| (233) | (51) | (53) | - | (6) | (49) | (37) | (88) | (89) | (110) | (263) |
| - | 1 | - | 7 | - | 4 | 22 | 1 | 1 | 8 | 28 |
| 3,862 | $(7,568)$ | $(4,722)$ | $(2,455)$ | $(3,482)$ | 3,292 | $(2,313)$ | (2) | $(2,871)$ | $(18,227)$ | $(1,894)$ |
| 41 | (8) | 8 | (10) | (12) | (7) | (9) | 4 | 7 | (22) | (5) |
| 621 | (87) | (669) | 838 | (75) | (107) | 138 | 12 | (107) | 7 | (64) |
| 1,317 | 1,404 | 2,073 | 1,235 | 1,310 | 1,417 | 1,279 | 1,267 | 1,374 | 1,310 | 1,374 |
| 1,938 | 1,317 | 1,404 | 2,073 | 1,235 | 1,310 | 1,417 | 1,279 | 1,267 | 1,317 | 1,310 |
| 3,126 | 2,215 | 2,289 | 1,876 | 1,912 | 1,608 | 1,524 | 1,357 | 1,437 | 8,292 | 5,926 |
| 545 | 41 | 77 | (12) | 108 | (70) | 55 | 120 | 259 | 103 | 364 |

${ }^{1}$ Includes $\$ 11$ million of Class A Series 29 Preferred Shares in Q3/05 (Q2/05: $\$ 27$ million; Q1/05: $\$ 293$ million) consisting of $\$ 5$ million (Q2/05: $\$ 10$ million; Q1/05: $\$ 118$ million) conversion of Class A Series 28 Preferred Shares and $\$ 6$ millio Q2/05: $\$ 17$ million; Q1/05: $\$ 175$ million) in cash on exercise of Series 29 Purchase Warrants.
${ }^{2}$ On December 22, 2006, we purchased a controlling interest in FirstCaribbean
On November 1, 2005, we purchased the remaining non-controlling interest in INTRIA.
$\mathrm{n} / \mathrm{a}$ - not applicable due to the adoption of the financial instruments standards. See Notes to users: External reporting changes, Note 2

## CONDENSED AVERAGE BALANCE SHEET

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} \hline 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Cash and deposits with banks | 15,337 | 12,267 | 12,019 | 11,171 | 11,501 | 12,627 | 12,981 | 12,880 | 13,326 | 11,744 | 12,954 |
| Securities | 88,479 | 82,471 | 80,220 | 78,037 | 76,064 | 70,162 | 74,846 | 72,956 | 72,314 | 79,208 | 72,566 |
| Securities borrowed or purchased under resale agreements | 27,134 | 23,776 | 19,995 | 21,104 | 18,796 | 19,950 | 21,452 | 21,862 | 21,488 | 20,916 | 21,182 |
| Loans | 147,454 | 143,460 | 140,818 | 139,240 | 140,423 | 141,502 | 140,569 | 138,570 | 138,628 | 141,000 | 139,827 |
| Other | 37,718 | 37,539 | 38,343 | 38,876 | 38,895 | 42,878 | 42,288 | 41,534 | 42,532 | 38,409 | 42,316 |
| Total assets | 316,122 | 299,513 | 291,395 | 288,428 | 285,679 | 287,119 | 292,136 | 287,802 | 288,288 | 291,277 | 288,845 |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |
| Deposits | 214,613 | 201,410 | 197,006 | 194,926 | 195,698 | 194,151 | 196,796 | 194,692 | 192,269 | 197,279 | 194,475 |
| Other | 81,826 | 79,692 | 75,917 | 75,914 | 72,742 | 76,316 | 76,787 | 74,498 | 77,619 | 76,068 | 76,320 |
| Subordinated indebtedness | 5,748 | 5,816 | 5,848 | 5,307 | 5,083 | 4,554 | 3,881 | 3,899 | 3,884 | 5,515 | 4,056 |
| Preferred share liabilities | 600 | 600 | 600 | 600 | 600 | 720 | 1,047 | 1,047 | 1,042 | 600 | 963 |
| Non-controlling interests | 103 | 13 | 476 | 497 | 694 | 952 | 983 | 1,032 | 1,013 | 419 | 995 |
| Shareholders' equity | 13,232 | 11,982 | 11,548 | 11,184 | 10,862 | 10,426 | 12,642 | 12,634 | 12,461 | 11,396 | 12,036 |
| Total liabilities and shareholders' equity | 316,122 | 299,513 | 291,395 | 288,428 | 285,679 | 287,119 | 292,136 | 287,802 | 288,288 | 291,277 | 288,845 |
| Average interest-earning assets ${ }^{1}$ | 276,799 | 260,569 | 251,607 | 248,198 | 245,269 | 242,841 | 248,386 | 244,978 | 244,357 | 251,437 | 245,142 |

## PROFITABILITY MEASURES

|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} \hline 2006 \\ 12 \mathrm{M} \\ \hline \end{array}$ | $\begin{array}{r} \hline 2005 \\ 12 \mathrm{M} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on common equity | 27.1\% | 32.5\% | 27.2\% | 25.7\% | 25.6\% | 34.2\% | (75.1)\% | 16.2\% | 25.7\% | 27.9\% | (1.6)\% |
| Income statement measures as a percentage of average assets: <br> Net interest income | 1.33 \% | 1.50 \% | 1.53 \% | 1.47 \% | 1.59 \% | 1.62 \% | 1.66 \% | 1.74 \% | 1.82 \% | 1.52 \% | 1.71 \% |
| Provision for credit losses | (0.18)\% | (0.12)\% | (0.21)\% | (0.20)\% | (0.23)\% | (0.23)\% | (0.27)\% | (0.24)\% | (0.25)\% | (0.19)\% | (0.24)\% |
| Non-interest income | 2.55 \% | 2.33 \% | 2.32 \% | 2.48 \% | 2.37 \% | 3.11 \% | 2.63 \% | 2.29 \% | 2.43 \% | 2.37 \% | 2.62 \% |
| Non-interest expenses | (2.44)\% | (2.51)\% | (2.56)\% | (2.61)\% | (2.59)\% | (2.84)\% | (6.60)\% | (2.90)\% | (2.63)\% | (2.56)\% | (3.77)\% |
| Income taxes and non-controlling interests | (0.29)\% | (0.12)\% | (0.18)\% | (0.31)\% | (0.33)\% | (0.65)\% | (0.01)\% | (0.26)\% | (0.40)\% | (0.23)\% | (0.33)\% |
| Net income (loss) | 0.97 \% | 1.08 \% | 0.90 \% | 0.83 \% | 0.81 \% | 1.01 \% | (2.59)\% | 0.63 \% | 0.97 \% | 0.91 \% | (0.01)\% |

[^9]
## ASSETS UNDER ADMINISTRATION

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| Assets under administration ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Individuals | 153,577 | 150,806 | 146,648 | 151,654 | 149,394 | 140,897 | 143,180 | 134,885 | 135,620 |
| Institutions ${ }^{2}$ | 918,978 | 870,342 | 835,518 | 829,812 | 834,858 | 782,747 | 785,265 | 699,312 | 647,853 |
| Retail mutual funds | 49,629 | 47,452 | 45,765 | 46,461 | 46,105 | 43,411 | 44,422 | 42,436 | 42,173 |
| Total assets under administration | 1,122,184 | 1,068,600 | 1,027,931 | 1,027,927 | 1,030,357 | 967,055 | 972,867 | 876,633 | 825,646 |

## ASSETS UNDER MANAGEMENT

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| Assets under management ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| Individuals | 14,834 | 13,794 | 13,326 | 13,290 | 12,764 | 11,675 | 11,365 | 10,637 | 10,192 |
| Institutions | 16,901 | 16,486 | 15,805 | 15,514 | 16,479 | 16,286 | 16,363 | 16,166 | 16,832 |
| Retail mutual funds | 49,629 | 47,452 | 45,765 | 46,461 | 46,105 | 43,411 | 44,422 | 42,436 | 42,173 |
| Total assets under management | 81,364 | 77,732 | 74,896 | 75,265 | 75,348 | 71,372 | 72,150 | 69,239 | 69,197 |

[^10]| Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{8 1 2 , 0 7 8 ~}$ | 772,498 | 737,470 | 740,500 | 745,106 | 695,555 | 701,405 | 616,496 | 567,551 |

## ASSET SECURITIZATIONS ${ }^{1}$

(\$ millions)

| Outstanding at end of period ${ }^{2}$ |  |  |  |  |  |  |  |  |  | 4,469 4,088 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card receivables | 4,469 | 4,469 | 4,469 | 4,469 | 4,360 | 4,088 | 2,581 | 2,286 | 1,742 |  |  |
| Residential mortgages | 22,033 | 19,896 | 19,987 | 19,074 | 18,609 | 17,469 | 15,517 | 14,953 | 13,950 | 19,896 | 17,469 |
| Commercial mortgages | 371 | 375 | 378 | - | - | - | 103 | 104 | 106 | 375 | - |
|  | 26,873 | 24,740 | 24,834 | 23,543 | 22,969 | 21,557 | 18,201 | 17,343 | 15,798 | 24,740 | 21,557 |

Income statement effect ${ }^{3}$
Net interest income

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $(125)$ | $(124)$ | $(120)$ | $(120)$ | $(124)$ | $(99)$ | $(88)$ | $(76)$ | $(72)$ |
| $\mathbf{1 2 9}$ | 126 | 113 | 129 | 116 | 105 | 94 | 79 | 60 |
| $(53)$ | $(54)$ | $(53)$ | $(54)$ | $(49)$ | $(35)$ | $(29)$ | $(27)$ | $(29)$ |
| - | - | - | - | - | - | - | - | 1 |
| 76 | 72 | 60 | 75 | 67 | 70 | 65 | 52 | 32 |
| $\mathbf{4 0}$ | 32 | 35 | 41 | 41 | 55 | 24 | 30 | 22 |
| $(9)$ | $(20)$ | $(25)$ | $(4)$ | $(16)$ | 26 | 1 | 6 | $(18)$ |


|  |  |
| :---: | :---: |
| $(488)$ | $(335)$ |
| 484 | 338 |
| $(210)$ | $(120)$ |
| - | 1 |
| 274 | 219 |
| 149 | 131 |
| $(65)$ | 15 |

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

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
| Business, government and consumer loans |  |  |  |  |  |  |  |  |  |
| Canada | 142,869 | 143,007 | 141,432 | 139,019 | 137,426 | 137,921 | 139,093 | 136,429 | 135,070 |
| United States | 6,053 | 4,876 | 4,413 | 3,937 | 4,579 | 5,525 | 5,009 | 4,311 | 4,978 |
| Other countries | 10,608 | 4,033 | 3,379 | 2,870 | 2,774 | 3,456 | 3,255 | 3,984 | 3,583 |
| Total net loans and acceptances | 159,530 | 151,916 | 149,224 | 145,826 | 144,779 | 146,902 | 147,357 | 144,724 | 143,631 |
| Residential mortgages | 83,294 | 81,333 | 78,838 | 77,703 | 76,630 | 77,179 | 76,840 | 74,480 | 73,425 |
| Student | 1,232 | 1,284 | 1,354 | 1,434 | 1,499 | 1,575 | 1,637 | 1,712 | 2,014 |
| Personal - other | 26,761 | 26,143 | 26,069 | 25,719 | 25,532 | 26,012 | 25,601 | 24,825 | 24,227 |
| Credit card | 7,389 | 7,046 | 6,813 | 6,423 | 6,265 | 6,448 | 7,575 | 7,758 | 8,231 |
| Total net consumer loans | 118,676 | 115,806 | 113,074 | 111,279 | 109,926 | 111,214 | 111,653 | 108,775 | 107,897 |
| Non-residential mortgages | 7,698 | 6,840 | 6,326 | 6,170 | 6,443 | 6,704 | 5,171 | 5,128 | 5,066 |
| Financial institutions | 3,265 | 3,778 | 3,117 | 2,899 | 3,297 | 3,074 | 3,153 | 3,725 | 3,680 |
| Retail | 2,987 | 2,329 | 2,400 | 2,409 | 2,268 | 2,349 | 2,289 | 2,315 | 2,106 |
| Business services | 5,382 | 3,821 | 4,048 | 4,209 | 4,024 | 4,302 | 4,304 | 4,293 | 4,087 |
| Manufacturing, capital goods | 1,514 | 1,276 | 1,545 | 1,505 | 1,447 | 2,037 | 1,863 | 1,707 | 1,935 |
| Manufacturing, consumer goods | 1,402 | 1,355 | 1,976 | 1,598 | 1,568 | 1,676 | 2,229 | 1,994 | 1,828 |
| Real estate and construction | 4,060 | 3,423 | 3,372 | 3,388 | 3,237 | 3,303 | 4,019 | 3,854 | 4,284 |
| Agriculture | 3,061 | 2,917 | 3,013 | 3,058 | 3,351 | 3,417 | 3,544 | 3,741 | 4,038 |
| Oil and gas | 3,724 | 3,215 | 3,631 | 2,917 | 2,598 | 2,336 | 2,502 | 2,778 | 2,498 |
| Mining | 414 | 259 | 236 | 236 | 232 | 181 | 183 | 205 | 162 |
| Forest products | 590 | 632 | 660 | 696 | 631 | 565 | 613 | 517 | 527 |
| Hardware and software | 388 | 355 | 383 | 329 | 337 | 273 | 243 | 306 | 367 |
| Telecommunications and cable | 947 | 921 | 948 | 811 | 992 | 1,021 | 1,023 | 864 | 722 |
| Publishing, printing and broadcasting | 805 | 1,051 | 731 | 651 | 624 | 624 | 494 | 381 | 442 |
| Transportation | 1,640 | 1,591 | 1,421 | 1,476 | 1,435 | 1,372 | 1,460 | 1,513 | 1,485 |
| Utilities | 560 | 508 | 534 | 495 | 460 | 544 | 713 | 1,099 | 749 |
| Education, health and social services | 1,406 | 1,344 | 1,368 | 1,414 | 1,373 | 1,708 | 1,657 | 1,334 | 1,435 |
| Governments | 1,424 | 901 | 885 | 748 | 994 | 703 | 726 | 704 | 825 |
| General allowance allocated to business and government loans | (413) | (406) | (444) | (462) | (458) | (501) | (482) | (509) | (502) |
| Total net business and government loans, including acceptances | 40,854 | 36,110 | 36,150 | 34,547 | 34,853 | 35,688 | 35,704 | 35,949 | 35,734 |
| Total net loans and acceptances | 159,530 | 151,916 | 149,224 | 145,826 | 144,779 | 146,902 | 147,357 | 144,724 | 143,631 |

## NET IMPAIRED LOANS

## (\$ millions)

| Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 378 | 386 | 388 | 420 | 427 | 433 | 403 | 422 | 402 |
| 239 | 227 | 338 | 376 | 401 | 421 | 475 | 482 | 439 |
| 617 | 613 | 726 | 796 | 828 | 854 | 878 | 904 | 841 |
| 35 | 12 | 13 | 13 | 15 | 57 | 71 | 78 | 72 |
| 169 | - | - | - | - | - | - | - | - |
| 170 | 5 | 8 | 8 | 36 | 38 | 46 | 73 | 146 |
| 339 | 5 | 8 | 8 | 36 | 38 | 46 | 73 | 146 |
| 547 | 386 | 388 | 420 | 427 | 433 | 403 | 422 | 402 |
| 444 | 244 | 359 | 397 | 452 | 516 | 592 | 633 | 657 |
| 991 | 630 | 747 | 817 | 879 | 949 | 995 | 1,055 | 1,059 |
| (634) | (542) | (630) | (652) | (645) | (661) | (688) | (707) | (771) |
| 357 | 88 | 117 | 165 | 234 | 288 | 307 | 348 | 288 |
| 203 | 105 | 99 | 116 | 124 | 123 | 117 | 124 | 125 |
| 25 | 27 | 37 | 39 | 36 | 35 | 34 | 33 | 24 |
| (106) | (105) | (102) | (100) | (100) | (101) | (107) | (110) | (123) |
| 36 | (4) | (19) | (17) | (15) | (5) | 7 | 5 | (11) |
| 4 | 3 | 3 | 2 | 1 | 3 | 3 | 2 | 3 |
| 1 | - | 2 | 3 | 22 | 22 | 28 | 59 | 62 |
| 150 | 21 | 23 | 31 | 34 | 55 | 44 | 58 | 59 |
| 5 | 7 | 24 | 22 | 28 | 47 | 88 | 45 | 30 |
| 5 | 5 | 5 | 10 | 15 | 8 | 6 | 9 | 9 |
| 27 | 24 | 35 | 47 | 76 | 82 | 65 | 103 | 76 |
| - | - | 1 | - | 2 | 4 | 2 | - | - |
| 1 | 3 | 4 | 9 | 9 | 9 | 11 | 11 | 25 |
| - | - | - | - | - | 4 | 4 | 3 | 1 |
| - | - | - | - | - | - | 1 | 2 | 2 |
| 6 | 2 | 5 | 3 | 2 | 2 | 4 | 4 | 6 |
| 357 | 88 | 117 | 165 | 234 | 288 | 307 | 348 | 288 |

[^12]CHANGES IN GROSS IMPAIRED LOANS

| (\$ millions) | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 | $\begin{array}{r} \hline 2006 \\ 12 \mathrm{M} \end{array}$ | $\begin{array}{r} \hline 2005 \\ 12 \mathrm{M} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross impaired loans at beginning of period |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 386 | 388 | 420 | 427 | 433 | 403 | 422 | 402 | 386 | 433 | 386 |
| Commercial | 244 | 359 | 397 | 452 | 516 | 592 | 633 | 657 | 723 | 516 | 723 |
|  | 630 | 747 | 817 | 879 | 949 | 995 | 1,055 | 1,059 | 1,109 | 949 | 1,109 |
| New additions |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 277 | 270 | 284 | 296 | 302 | 308 | 293 | 327 | 298 | 1,152 | 1,226 |
| Commercial | 83 | 38 | 45 | 89 | 89 | 131 | 117 | 121 | 107 | 261 | 476 |
|  | 360 | 308 | 329 | 385 | 391 | 439 | 410 | 448 | 405 | 1,413 | 1,702 |
| Returned to performing status, repaid or sold |  |  |  |  |  |  |  |  |  | (512) | (433) |
| Commercial | (10) | (65) | (56) | (106) | (127) | (116) | (127) | (69) | (116) | (354) | (428) |
|  | (107) | (173) | (201) | (239) | (253) | (206) | (241) | (194) | (220) | (866) | (861) |
| Acquisition of FirstCaribbean |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 169 | - | - | - | - | - | - | - | - | - | - |
| Commercial | 163 | - | - | - | - | - | - | - | - | - | - |
|  | 332 | - | - | - | - | - | - | - | - | - | - |
| Write-offs |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | (188) | (164) | (171) | (170) | (182) | (188) | (198) | (182) | (178) | (687) | (746) |
| Commercial | (36) | (88) | (27) | (38) | (26) | (91) | (31) | (76) | (57) | (179) | (255) |
|  | (224) | (252) | (198) | (208) | (208) | (279) | (229) | (258) | (235) | (866) | $(1,001)$ |
| Gross impaired loans at end of period $\quad$ - |  |  |  |  |  |  |  |  |  |  |  |
| Consumer | 547 | 386 | 388 | 420 | 427 | 433 | 403 | 422 | 402 | 386 | 433 |
| Commercial | 444 | 244 | 359 | 397 | 452 | 516 | 592 | 633 | 657 | 244 | 516 |
|  | 991 | 630 | 747 | 817 | 879 | 949 | 995 | 1,055 | 1,059 | 630 | 949 |

## ALLOWANCE FOR CREDIT LOSSES

## (\$ millions)

| Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2006 | 2005 |
| ---: | ---: |
| 12 M | 12 M |

Total allowance at beginning of period

| Total | 1,444 | 1,582 | 1,604 | 1,622 | 1,638 | 1,715 | 1,734 | 1,798 | , 82 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Write-offs | (224) | (252) | (198) | (208) | (208) | (279) | (229) | (258) | (235) |
| Recoveries | 53 | 22 | 23 | 50 | 23 | 33 | 24 | 30 | 37 |
| Provision for credit losses | 143 | 92 | 152 | 138 | 166 | 170 | 199 | 159 | 178 |
| Other ${ }^{1}$ | 140 | - | 1 | 2 | 3 | (1) | (13) | 5 | (10) |
| Total allowance at end of period ${ }^{2}$ | 1,556 | 1,444 | 1,582 | 1,604 | 1,622 | 1,638 | 1,715 | 1,734 | 1,798 |
| Specific allowance | 636 | 544 | 632 | 654 | 647 | 663 | 690 | 709 | 773 |
| General allowance | 920 | 900 | 950 | 950 | 975 | 975 | 1,025 | 1,025 | 1,025 |
| Total allowance for credit losses ${ }^{2}$ | 1,556 | 1,444 | 1,582 | 1,604 | 1,622 | 1,638 | 1,715 | 1,734 | 1,798 |


| 1,638 | 1,828 |
| :---: | :---: |
| $(866)$ | $(1,001)$ |
| 118 | 124 |
| 548 | 706 |
| 6 | $(19)$ |
| 1,444 | 1,638 |
| 544 | 663 |
| 900 | 975 |
| 1,444 | 1,638 |

${ }^{1}$ Includes $\$ 117$ million in specific allowance and $\$ 23$ million in general allowance related to the FirstCaribbean acquisition in the current quarter.
${ }^{2}$ Includes the allowance for letters of credit of $\$ 2$ million (Q4/06: $\$ 2$ million).

## CREDIT RISK FINANCIAL MEASURES

|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diversification ratios Gross loans and acceptances |  |  |  |  |  |  |  |  |  |
| Consumer | 74\% | 76\% | 76\% | 76\% | 76\% | 75\% | 76\% | 75\% | 75\% |
| Commercial | 26\% | 24\% | 24\% | 24\% | 24\% | 25\% | 24\% | 25\% | 25\% |
| Canada | 89\% | 94\% | 95\% | 95\% | 95\% | 94\% | 95\% | 94\% | 93\% |
| United States | 4\% | 3\% | 3\% | 3\% | 3\% | 4\% | 3\% | 3\% | 4\% |
| Other countries | 7\% | 3\% | 2\% | 2\% | 2\% | 2\% | 2\% | 3\% | 3\% |
| Net loans and acceptances |  |  |  |  |  |  |  |  |  |
| Consumer | 74\% | 76\% | 76\% | 76\% | 76\% | 76\% | 76\% | 75\% | 75\% |
| Commercial | 26\% | 24\% | 24\% | 24\% | 24\% | 24\% | 24\% | 25\% | 25\% |
| Canada | 89\% | 94\% | 95\% | 95\% | 95\% | 94\% | 95\% | 94\% | 95\% |
| United States | 4\% | 3\% | 3\% | 3\% | 3\% | 4\% | 3\% | 3\% | 3\% |
| Other countries | 7\% | 3\% | 2\% | 2\% | 2\% | 2\% | 2\% | 3\% | 2\% |
| Coverage ratios |  |  |  |  |  |  |  |  |  |
| Specific allowances for credit losses (ACL)-to-gross impaired loans and acceptances (GIL) |  |  |  |  |  |  |  |  |  |
| Total | 64\% | 86\% | 84\% | 80\% | 73\% | 70\% | 69\% | 67\% | 73\% |
| Consumer | 71\% | 94\% | 96\% | 91\% | 89\% | 88\% | 87\% | 88\% | 96\% |
| Commercial | 55\% | 73\% | 72\% | 68\% | 58\% | 54\% | 57\% | 53\% | 58\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |
| GIL-to-gross loans and acceptances | 0.62 \% | 0.41 \% | 0.50 \% | 0.55 \% | 0.60 \% | 0.64 \% | 0.67 \% | 0.72 \% | 0.73 \% |
| Net impaired loans and acceptances (NIL)-to-net loans and acceptances | 0.22 \% | 0.06 \% | 0.08 \% | 0.11 \% | 0.16 \% | 0.20 \% | 0.21 \% | 0.24 \% | 0.20 \% |
| Segmented NIL-to-segmented net loans and acceptances |  |  |  |  |  |  |  |  |  |
| Consumer | $0.13 \%$ | 0.02 \% | 0.01 \% | 0.03 \% | 0.04 \% | 0.05 \% | 0.05 \% | 0.05 \% | 0.01 \% |
| Commercial | 0.49 \% | 0.18 \% | 0.28 \% | 0.37 \% | 0.54 \% | 0.66 \% | 0.72 \% | 0.82 \% | 0.76 \% |
| Canada | 0.08 \% | 0.05 \% | 0.07 \% | 0.11 \% | 0.15 \% | 0.17 \% | 0.17 \% | 0.18 \% | 0.14 \% |
| United States | 0.26 \% | 0.16 \% | 0.18 \% | 0.25 \% | 0.11 \% | 0.49 \% | 0.68 \% | 0.95 \% | 0.68 \% |
| Other countries | 2.18 \% | 0.05 \% | 0.12 \% | 0.10 \% | 0.90 \% | 0.69 \% | 0.95 \% | 1.38 \% | 1.90 \% |

## REGULATORY CAPITAL¹

| (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| Tier 1 capital |  |  |  |  |  |  |  |  |  |
| Common shares ${ }^{2}$ | 3,107 | 3,039 | 3,011 | 3,022 | 2,984 | 2,935 | 2,908 | 2,916 | 2,917 |
| Contributed surplus | 74 | 70 | 67 | 53 | 56 | 58 | 58 | 58 | 59 |
| Retained earnings | 7,693 | 7,268 | 6,712 | 6,315 | 5,987 | 5,667 | 5,200 | 7,780 | 7,764 |
| Foreign currency translation adjustments | (240) | (442) | (415) | (466) | (375) | (327) | (350) | (296) | (327) |
| Non-cumulative preferred shares ${ }^{3}$ | 2,983 | 2,981 | 2,798 | 2,648 | 2,557 | 2,472 | 2,296 | 3,178 | 3,006 |
| Certain non-controlling interests in subsidiaries | 266 | 1 | 2 | 1 | 1 | 27 | 21 | 20 | 22 |
| Goodwill | $(1,951)$ | (982) | (982) | (982) | (982) | (946) | (947) | (947) | (947) |
|  | 11,932 | 11,935 | 11,193 | 10,591 | 10,228 | 9,886 | 9,186 | 12,709 | 12,494 |
| Tier 2 capital |  |  |  |  |  |  |  |  |  |
| Perpetual debentures (subordinated indebtedness) | 355 | 338 | 341 | 357 | 364 | 377 | 391 | 442 | 436 |
| Preferred shares - other ${ }^{4}$ | 48 | - | 183 | 333 | 424 | 509 | 807 | 249 | - |
| Other debentures (subordinated indebtedness) (net of amortization) | 5,383 | 5,257 | 5,509 | 5,505 | 4,461 | 4,725 | 3,437 | 3,448 | 3,443 |
| Other debentures (subordinated indebtedness) in excess of 50\% of Tier 1 capital | - | - | - | (209) | - | - | - | - | - |
| Unrealized holding gain on available for sale equity securities in OCl | 10 | - | - | - | - | - | - | - | - |
| General allowance for credit losses ${ }^{5}$ | 920 | 900 | 950 | 950 | 975 | 975 | 1,025 | 1,025 | 1,025 |
| Total Tier 1 and Tier 2 capital | 6,716 | 6,495 | 6,983 | 6,936 | 6,224 | 6,586 | 5,660 | 5,164 | 4,904 |
|  | 18,648 | 18,430 | 18,176 | 17,527 | 16,452 | 16,472 | 14,846 | 17,873 | 17,398 |
| Equity accounted investments and other | $(1,149)$ | $(1,847)$ | $(1,818)$ | $(1,759)$ | $(1,641)$ | $(1,701)$ | $(1,963)$ | $(2,021)$ | $(1,876)$ |
| Total capital | 17,499 | 16,583 | 16,358 | 15,768 | 14,811 | 14,771 | 12,883 | 15,852 | 15,522 |
| Total risk-weighted assets (see page 22) | 124,118 | 114,780 | 117,032 | 115,140 | 113,324 | 116,277 | 122,662 | 118,672 | 118,596 |
| Tier 1 capital ratio | 9.6\% | 10.4\% | 9.6\% | 9.2\% | 9.0\% | 8.5\% | 7.5\% | 10.7\% | 10.5\% |
| Total capital ratio | 14.1\% | 14.5\% | 14.0\% | 13.7\% | 13.1\% | 12.7\% | 10.5\% | 13.4\% | 13.1\% |

${ }^{1}$ The capital standards developed by the Bank for International Settlements (BIS) require a minimum total capital ratio of $8 \%$ of which $4 \%$ must be Tier 1 capital. The BIS framework allows some domestic regulatory discretion in determining capital. Capital ratios of banks in different countries are, therefore, not strictly comparable unless adjusted for discretionary differences. The Office of the Superintendent of Financial Institutions (OSFI) has minimum standards for Tier 1 and total capital ratios of $7 \%$ and $10 \%$, respectively.
${ }^{2}$ Does not include net short trading positions of $\$ 6$ million (Q4/06: $\$ 6$ million) in CIBC common shares.
${ }^{3}$ Includes non-cumulative preferred shares totaling $\$ 600$ million (Q4/06: $\$ 600$ million) that are redeemable by the holders and as such, are shown as preferred share liabilities on the consolidated balance sheet.
${ }^{4}$ Represents the amount of non-cumulative preferred shares not included in Tier 1 capital. OSFI limits the amount of non-cumulative preferred shares that can be included in Tier 1 capital to $25 \%$ of Tier 1 capital; any excess can be included in Tier 2 capital.
${ }^{5}$ The amount of general allowance for credit losses eligible for inclusion in Tier 2 capital is the lesser of the total general allowance or $0.875 \%$ of risk-weighted assets.

## RISK-WEIGHTED ASSETS



[^13]| (\$ millions) | Q1/07 |  |  |  | Q1/07 |  | Q4/06 |  |  | Q1/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  | Residual term to contractual maturity |  |  | Total notional amounts | Analyzed by use |  |  | Total notional amounts |  |  |
|  | Less than 1 year | $\begin{array}{r} 1-5 \\ \text { years } \\ \hline \end{array}$ | Over 5 years |  | Trading | ALM ${ }^{1}$ |  |  |  |  |
| Interest rate derivatives |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |
| Forward rate agreements | 34,197 | 91 | 86 | 34,374 | 33,964 | 410 | 29,834 | 21,594 | 15,120 | 30,684 |
| Swap contracts | 183,450 | 300,058 | 126,498 | 610,006 | 466,429 | 143,577 | 466,316 | 594,249 | 575,933 | 584,216 |
| Purchased options | 11,495 | 12,323 | 15,156 | 38,974 | 36,009 | 2,965 | 31,844 | 34,713 | 34,176 | 33,640 |
| Written options | 19,591 | 19,799 | 7,034 | 46,424 | 44,104 | 2,320 | 43,222 | 45,666 | 44,694 | 38,734 |
|  | 248,733 | 332,271 | 148,774 | 729,778 | 580,506 | 149,272 | 571,216 | 696,222 | 669,923 | 687,274 |
| Exchange traded |  |  |  |  |  |  |  |  |  |  |
| Purchased options | 43,490 | 2,648 | - | 46,138 | 46,138 | - | 38,860 | 23,141 | 20,430 | 4,955 |
| Written options | 36,177 | 21,892 | - | 58,069 | 58,069 | - | 47,931 | 31,871 | 31,662 | 10,272 |
|  | 175,132 | 47,498 | 206 | 222,836 | 205,165 | 17,671 | 193,851 | 157,868 | 148,424 | 110,078 |
| Total interest rate derivatives Foreign exchange derivatives | 423,865 | 379,769 | 148,980 | 952,614 | 785,671 | 166,943 | 765,067 | 854,090 | 818,347 | 797,352 |
|  |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |
| Forward contracts | 76,473 | 2,705 | 670 | 79,848 | 70,865 | 8,983 | 54,897 | 62,114 | 70,004 | 68,531 |
| Swap contracts | 15,951 | 41,805 | 21,443 | 79,199 | 62,668 | 16,531 | 59,677 | 78,372 | 73,670 | 73,169 |
| Purchased options | 2,871 | 497 | 413 | 3,781 | 3,781 | - | 3,508 | 3,148 | 3,142 | 3,103 |
| Written options | 3,302 | 446 | 259 | 4,007 | 3,901 | 106 | 3,654 | 3,050 | 3,414 | 3,232 |
|  | 98,597 | 45,453 | 22,785 | 166,835 | 141,215 | 25,620 | 121,736 | 146,684 | 150,230 | 148,035 |
| Exchange traded Futures contracts | - | - | - | . | . | - | - | 5 | 40 | 75 |
| Total foreign exchange derivatives | 98,597 | 45,453 | 22,785 | 166,835 | 141,215 | 25,620 | 121,736 | 146,689 | 150,270 | 148,110 |
| Credit derivatives |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter |  |  |  |  |  |  |  |  |  |  |
| Swap contracts | 767 | 1,681 | 87 | 2,535 | 2,535 | - | 2,177 | 3,170 | 2,137 | 2,129 |
| Purchased options | 1,866 | 26,394 | 50,489 | 78,749 | 70,727 | 8,022 | 55,943 | 52,858 | 41,913 | 35,537 |
| Written options | 8,022 | 17,428 | 49,904 | 75,354 | 75,196 | 158 | 59,585 | 49,868 | 37,648 | 30,988 |
| Total credit derivatives | 10,655 | 45,503 | 100,480 | 156,638 | 148,458 | 8,180 | 117,705 | 105,896 | 81,698 | 68,654 |
| Equity derivatives ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |
| Over-the-counter | 28,095 | 12,283 | 1,413 | 41,791 | 41,445 | 346 | 42,829 | 43,855 | 43,421 | 42,236 |
| Exchange traded | 40,803 | 13,312 | - | 54,115 | 54,002 | 113 | 52,482 | 47,111 | 44,074 | 38,683 |
| Total equity derivatives | 68,898 | 25,595 | 1,413 | 95,906 | 95,447 | 459 | 95,311 | 90,966 | 87,495 | 80,919 |
| Other derivatives ${ }^{3}$ |  |  |  |  |  |  |  |  |  |  |
|  | 15,378 | 9,138 | 642 | 25,158 | 25,158 | - | 24,493 | 24,914 | 22,093 | 21,696 |
| Exchange traded | 3,105 | 922 | - | 4,027 | 4,027 | - | 4,102 | 4,291 | 3,093 | 2,813 |
| Total other derivatives | 18,483 | 10,060 | 642 | 29,185 | 29,185 | - | 28,595 | 29,205 | 25,186 | 24,509 |
| Total notional amounts | 620,498 | 506,380 | 274,300 | 1,401,178 | 1,199,976 | 201,202 | 1,128,414 | 1,226,846 | 1,162,996 | 1,119,544 |

[^14]
## CREDIT RISK ASSOCIATED WITH DERIVATIVES

| (\$ millions) |  |  |  | Credit equivalent amount | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current replacement cost |  |  |  | Risk- <br> weighted amount |  | Risk-weighted amount |  |  |
|  | Trading | ALM | Total |  |  |  |  |  |  |
| Interest rate derivatives | 10 | - | 10 | 11 | 3 | 5 | 3 | 1 | 1 |
| Swap contracts | 6,058 | 872 | 6,930 | 10,196 | 2,084 | 2,217 | 2,234 | 2,274 | 2,591 |
| Purchased options | 601 | 18 | 619 | 908 | 219 | 211 | 221 | 235 | 229 |
|  | 6,669 | 890 | 7,559 | 11,115 | 2,306 | 2,433 | 2,458 | 2,510 | 2,821 |
| Foreign exchange derivatives | 764 | 32 | 796 | 1,567 | 493 | 384 | 401 | 462 | 440 |
| Swap contracts | 3,497 | 423 | 3,920 | 7,778 | 1,625 | 1,463 | 1,477 | 1,521 | 1,469 |
| Purchased options | 124 | - | 124 | 209 | 67 | 54 | 59 | 56 | 62 |
| Credit derivatives ${ }^{2}$ | 4,385 | 455 | 4,840 | 9,554 | 2,185 | 1,901 | 1,937 | 2,039 | 1,971 |
|  | 50 | - | 50 | 264 | 91 | 114 | 157 | 90 | 75 |
| Purchased options | 132 | - | 132 | 8,741 | 3,863 | 3,013 | 2,403 | 1,773 | 762 |
| Written options ${ }^{3}$ | 235 | - | 235 | 235 | 54 | 45 | - | 20 | 14 |
| Equity derivatives ${ }^{4}$ | 417 | - | 417 | 9,240 | 4,008 | 3,172 | 2,560 | 1,883 | 851 |
|  | 1,828 | 7 | 1,835 | 4,057 | 1,241 | 1,345 | 1,318 | 1,374 | 1,324 |
| Other derivatives ${ }^{5}$ | 1,435 | - | 1,435 | 3,749 | 1,448 | 1,501 | 1,762 | 1,667 | 1,626 |
|  | 14,734 | 1,352 | 16,086 | 37,715 | 11,188 | 10,352 | 10,035 | 9,473 | 8,593 |
| Less: effect of master netting agreements | $(10,631)$ | - | $(10,631)$ | $(19,263)$ | $(5,246)$ | $(5,222)$ | $(5,146)$ | $(5,208)$ | $(4,631)$ |
| Total | 4,103 | 1,352 | 5,455 | 18,452 | 5,942 | 5,130 | 4,889 | 4,265 | 3,962 |

[^15]
## FAIR VALUE OF FINANCIAL INSTRUMENTS



FAIR VALUE OF AVAILABLE FOR SALE I INVESTMENT SECURITIES

| (\$ millions) |  |  | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Available for sale |  |  | Investment securities |  |  |  |  |  |  |  |
|  | Amortized cost | Fair value | Unrealized net gains / (losses) | Unrealized net gains I (losses) |  |  |  |  |  | - |  |
| Government debt | 12,312 | 11,994 | (318) | (195) | (343) | (360) | (160) | (169) | 44 | 39 | 84 |
| Asset / mortgage-backed securities | 1,744 | 1,750 | 6 | 41 | 38 | 13 | 30 | 33 | 58 | 75 | 56 |
| Debt | 619 | 642 | 23 | 36 | 32 | 43 | 1 | (12) | 4 | (3) | 15 |
| Equity ${ }^{1}$ | 1,232 | 1,872 | 640 | 300 | 283 | 296 | 237 | 217 | 735 | 708 | 607 |
|  | 15,907 | 16,258 | 351 | 182 | 10 | (8) | 108 | 69 | 841 | 819 | 762 |

## FAIR VALUE OF DERIVATIVE INSTRUMENTS

| (\$ millions) |  |  |  | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | Q3/05 | Q2/05 | Q1/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  Q1/07  <br> Positive Negative Fair value <br> net   |  |  |  |  |  | Fair value net |  |  |  |  |
| Total held for trading purposes ${ }^{6}$ | 16,282 | 15,815 | 467 | (86) | 302 | 152 | (283) | 518 | (213) | 163 | 618 |
| Total held for ALM purposes ${ }^{5}$ | 1,383 | 879 | 504 | (300) | (204) | (421) | (591) | (254) | (416) | (60) | (282) |
| Total fair value | 17,665 | 16,694 | 971 | (386) | 98 | (269) | (874) | 264 | (629) | 103 | 336 |
| Less: effect of master netting agreements | $(10,631)$ | $(10,631)$ | - | - | - | - | - | - | - | - | - |
|  | 7,034 | 6,063 | 971 | (386) | 98 | (269) | (874) | 264 | (629) | 103 | 336 |
| Average fair values of derivatives during the quarter | 18,217 | 17,959 | 258 | (157) | 409 | (171) | 365 | (813) | 273 | (39) | (89) |

[^16]
## INTEREST RATE SENSITIVITY ${ }^{1,2}$

| (\$ millions) | Based on earlier of maturity or repricing date of interest-sensitive instruments |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | within 3 months | 3 to 12 months | Total within 1 year | $\begin{aligned} & 1 \text { to } 5 \\ & \text { years } \\ & \hline \end{aligned}$ | Over 5 <br> years | Non-interest <br> rate sensitive | Total |
| Q1/07 |  |  |  |  |  |  |  |
| Canadian currency |  |  |  |  |  |  |  |
| Assets | 121,878 | 16,149 | 138,027 | 42,580 | 6,745 | 37,939 | 225,291 |
| Structural assumptions ${ }^{3}$ | $(4,022)$ | 2,998 | $(1,024)$ | 2,518 | - | $(1,494)$ | - |
| Liabilities and shareholders' equity | $(121,063)$ | $(24,817)$ | $(145,880)$ | $(21,473)$ | $(9,402)$ | $(48,536)$ | $(225,291)$ |
| Structural assumptions ${ }^{3}$ | 1,716 | $(18,159)$ | $(16,443)$ | $(15,252)$ | - | 31,695 | - |
| Off-balance sheet | $(13,468)$ | 16,999 | 3,531 | $(1,495)$ | $(2,036)$ | - | - |
| Gap | $(14,959)$ | $(6,830)$ | $(21,789)$ | 6,878 | $(4,693)$ | 19,604 | - |
| Foreign currencies |  |  |  |  |  |  |  |
| Assets | 51,066 | 9,348 | 60,414 | 3,887 | 12,644 | 20,372 | 97,317 |
| Liabilities and shareholders' equity | $(78,166)$ | $(6,764)$ | $(84,930)$ | $(1,301)$ | $(1,202)$ | $(9,884)$ | $(97,317)$ |
| Off-balance sheet | $(2,671)$ | 13,658 | 10,987 | (605) | $(10,382)$ | - | - |
| Gap | $(29,771)$ | 16,242 | $(13,529)$ | 1,981 | 1,060 | 10,488 | - |
| Total gap | $(44,730)$ | 9,412 | $(35,318)$ | 8,859 | $(3,633)$ | 30,092 | - |
| Q4/06 |  |  |  |  |  |  |  |
| Canadian currency | $(21,524)$ | 1,976 | $(19,548)$ | 6,398 | $(3,377)$ | 16,527 | - |
| Foreign currencies | $(23,470)$ | 8,108 | $(15,362)$ | 1,412 | 902 | 13,048 | - |
| Total gap | $(44,994)$ | 10,084 | $(34,910)$ | 7,810 | $(2,475)$ | 29,575 | - |
| Q3/06 |  |  |  |  |  |  |  |
| Canadian currency | $(20,335)$ | $(2,187)$ | $(22,522)$ | 7,502 | $(1,264)$ | 16,284 | - |
| Foreign currencies | $(23,048)$ | 10,996 | $(12,052)$ | 709 | 1,144 | 10,199 | - |
| Total gap | $(43,383)$ | 8,809 | $(34,574)$ | 8,211 | (120) | 26,483 | - |
| Q2/06 |  |  |  |  |  |  |  |
| Canadian currency | $(23,373)$ | $(3,243)$ | $(26,616)$ | 9,663 | 607 | 16,346 | - |
| Foreign currencies | $(15,591)$ | 5,634 | $(9,957)$ | 1,740 | 1,117 | 7,100 | - |
| Total gap | $(38,964)$ | 2,391 | $(36,573)$ | 11,403 | 1,724 | 23,446 | - |
| Q1/06 <br> Canadian currency | $(22,550)$ | $(2,792)$ | $(25,342)$ | 7,811 | 719 | 16,812 | - |
| Foreign currencies | $(14,970)$ | 3,098 | $(11,872)$ | 1,332 | 799 | 9,741 | - |
| Total gap | $(37,520)$ | 306 | $(37,214)$ | 9,143 | 1,518 | 26,553 | - |

[^17]
[^0]:    ${ }^{1}$ In case of a loss, the effect of stock options potentially exercisable on diluted earnings (loss) per share will be anti-dilutive; therefore, basic and diluted earnings (loss) per share will be

[^1]:    See Notes to users: Non-GAAP measures
    ${ }^{2}$ In case of a loss, the effect of stock options potentially exercisable on diluted earnings (loss) per share will be anti-dilutive; therefore, basic and diluted earnings (loss) per share will be the same.

[^2]:    
     operations, if any.
    $\mathrm{n} / \mathrm{a}$ - not applicable due to the adoption of the financial instruments standards. See Notes to users: External reporting changes, Note 2.

[^3]:    
     are fully allocated to other business lines.

[^4]:    Represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.
    ${ }^{2}$ See Notes to users: Non-GAAP measures.
    ${ }^{3}$ Assets under management are included in assets under administration

[^5]:    ${ }^{1}$ See Notes to users: Non-GAAP measures.
    ${ }^{2}$ Represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

[^6]:    ${ }^{1}$ Represents internal sales commissions and revenue allocations under the Manufacturer / Customer Segment / Distributor Management Model.

[^7]:    ${ }^{1}$ Trading revenue comprises net interest income and non-interest income. Net interest income arises from interest and dividends related to trading assets and liabilities, and is reported net of interest expense and income associated with funding these assets and liabilities. Non-interest income includes unrealized gains and losses on trading security positions held, and gains and losses that are realized from the purchase and sale of trading securities. Non-interest income also includes realized and unrealized gains and losses on trading derivative instruments. Trading revenue excludes underwriting fees and commissions on securities transactions, which are shown separately in the consolidated statement of operations.
    ${ }^{2}$ Trading activities and related risk management strategies can periodically shift revenue between net interest income and non-interest income. Therefore, we view trading-related net interest income as an integral part of trading revenue.
    ${ }^{3}$ See Notes to users: Non-GAAP measures.
    ${ }^{4}$ Comprises primarily loan trading activities.
    ${ }^{5}$ See footnote 1 on page 3 of non-interest income.

[^8]:    ${ }^{1}$ Comprises the purchase of controlling interest in FirstCaribbean.
    ${ }^{2}$ Comprises the purchase of non-controlling interest in INTRIA Items Inc. (INTRIA).
    ${ }^{3}$ Comprises the sale of Juniper Financial Corp. and EDULINX Canada Corporation.
    ${ }^{4}$ Includes foreign currency translation and other purchase price equation adjustments.

[^9]:    ${ }^{1}$ Average interest-earning assets include interest-bearing deposits with banks, securities, securities borrowed or purchased under resale agreements, and loans

[^10]:    ${ }^{1}$ Assets under management are included in assets under administration.
    ${ }^{2}$ Includes the following assets under administration or custody of GSS.

[^11]:    ${ }^{1}$ The amounts include only those assets that we securitized and continue to service, and exclude any assets temporarily acquired by CIBC with the intent at acquisition to sell to variable interest entities.
    ${ }^{2}$ We periodically sell groups of loans or receivables to variable interest entities, which issue securities to investors. These transactions meet accepted criteria for recognition as sales and as such, the assets are removed from the consolidated balance sheet.
    ${ }^{3}$ Securitization affects the components of income reported in the consolidated statement of operations, including net interest income, provision for credit losses, and non-interest income. Non-interest income from securitization comprises servicing income, losses under recourse arrangements, and net gains or losses on securitizations (Q1/07: \$10 million; Q4/06: \$6 million).

[^12]:    ${ }^{1}$ Specific allowances for large numbers of homogeneous balances of relatively small amounts are established by reference to historical ratios of write-offs to balances in arrears and to balances outstanding; this may result in negative net impaired loans.

[^13]:    ${ }^{1}$ Includes the full contract amount of custodial client securities totaling $\$ 44.5$ billion (Q4/06: $\$ 44.6$ billion) lent by GSS.
     agreements.

[^14]:    ${ }^{1}$ ALM: Asset/liability management.
    ${ }^{2}$ Comprises forwards, futures, swaps and options
    ${ }^{3}$ Comprises precious metals and other commodity forwards, futures, swaps and options.

[^15]:    ${ }^{1}$ Risk-weighted amount is the credit equivalent amount multiplied by the prescribed counterparty credit risk factor adjusted for the impact of collateral and guarantees.
    ${ }^{2}$ ALM credit derivative options, with a replacement cost of $\$ 31$ million (Q4/06: $\$ 40$ million) are given financial guarantee treatment for credit risk capital purposes and are excluded from the table above.
    ${ }^{3}$ Represents the fair value of contracts for which fees are received over the life of the contracts.
    ${ }^{4}$ Comprises forwards, swaps and options.
    ${ }^{5}$ Comprises precious metals and other commodity forwards, swaps and options.

[^16]:    ${ }^{1}$ The fair value of publicly traded equities classified as available for sale does not take into account any adjustments for resale restrictions that expire within one year or for future expenses.
    ${ }^{2}$ Excludes FirstCaribbean
    ${ }^{3}$ Prior to fiscal 2007 the book value includes both the ALM derivatives not carried tot far ve ALM (net Q4/06. (\$234) carried all and value (net Q4/06: ( $\$ 234$ milion) and commencing Q4/04, balances (net Q4/06: $\$ 140$ million), which balances (net Q4/06: $\$ 140$ million), whic are included in other assets and other
    liabilities.
    ${ }^{4}$ Prior to fiscal 2007 the fair value over (under) book value includes deferred gains (Q4/06: $\$ 222$ million) related to derivative hedges for anticipated transactions in respect of certain deposit programs and
    expenses. ${ }_{5}$ expenses.
    ${ }^{5}$ Prior to fiscal 2007, ALM derivatives carried at fair value are included in derivative instrument market valuation. These derivative instruments are carried at fair value because they are ineligible for hedge accounting under AcG-13. Since these derivative instruments mitigate market risks, we consider them to be economic hedges for the corresponding risks of underying positions. In addition, this category includes derivatives, such as seller swaps, whose risks are managed in the context of ALM activities. Derivatives held for ALM purposes include positive (Q4/06: $\$ 318$ million) and negative fair values (Q4/06: $\$ 439$ million), in respect of derivative instruments held for economic hedging purposes. Commencing in fiscal 2007, all derivatives are included in derivative instruments market valuation. ${ }^{6}$ Includes positive and negative fair values of $\$ 1,548$ million (Q4/06: $\$ 1,475$ million) and $\$ 1,524$ million ( $Q 4 / 06: \$ 1,642$ million) and $\$ 1,524$ milion (Q40ectively for exchange traded options. $\mathrm{n} / \mathrm{a}$ - not applicable due to the adoption of the financial instruments standards. See Notes to users: Extemal reporting changes, Note 2.

[^17]:    ${ }^{1}$ On-and off-balance sheet financial instruments have been reported on the earlier of their contractual re-pricing or maturity
    dates. In the normal course of business, mortgage and other consumer loan clients frequently repay their loans in part or in full prior to the contractual maturity dates Similarly, term deposits are sometimes cashed before their contractual maturity dates. In addition, trading account positions can fluctuate significantly from day to day. Taking into account expected prepayment and early w ithdraw als on the consolidated gap position as at January 31, 2007, w ould have the effect of increasing the gap in the periods over one year by approximately $\$ 1.9$ billion. ( $\$ 1.2$ billion increase as at October 31, 2006).
    2 Based on the interest rate sensitivity profile as at January 31, 2007, as adjusted for structural assumptions, estimated prepayments and early withdraw als, an immediate $1 \%$ increase in interest rates across all maturities w ould decrease net income after taxes by approximately $\$ 56$ million (\$21 million as at October 31, 2006) over the next 12 months, and increase shareholders' equity as measured on a present value basis by approximately $\$ 79$ million ( $\$ 118$ million as at October 31, 2006)
    ${ }^{3}$ We manage the interest rate gap by imputing a duration to certain assets and liabilities based on historical and forecasted core balances trends

