

## Investor Fact Sheet 2<sup>nd</sup> Quarter 2007

#### **Investment Profile**

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

#### Senior Executive Team

Gerry T. McCaughey President and CEO

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

Steven R. McGirr

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

Richard E. Venn

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

Sonia A. Baxendale Sr. EVP, CIBC Retail Markets

Ron A. Lalonde

Sr. EVP.

Administration, Technology and Operations

Brian G. Shaw

Sr. EVP, CIBC and Chairman and CEO,

**CIBC World Markets** 

Tom D. Woods

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

#### Shareholder Information: Q2 2007

▶ Share Price:

High \$104.00 ▶ Low \$97.70

▶ Closing Price (04/30/07)

▶ Market Capitalization: \$32.972B Average volume of shares traded (TSX): 756,450

Average volume of shares traded (NYSE):

▶ Credit Ratings:

DBRS: AA

▶ Moody's: Aa2

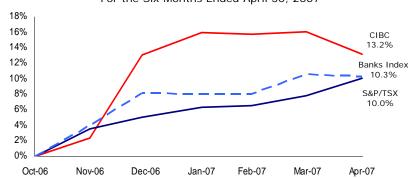
\$97.70

39,618

▶ S&P: A+ Fitch: AA-

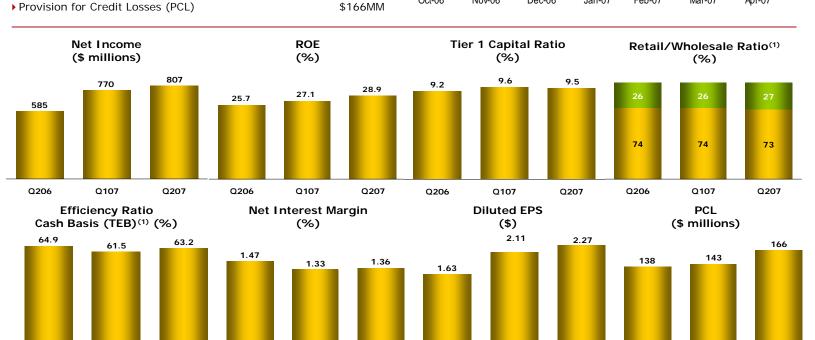
#### Total Shareholder Return

For the Six Months Ended April 30, 2007



## Second Quarter Financial Highlights





(1) Retail/Wholesale Ratio, Efficiency Ratio Cash Basis (TEB) and Taxable Equivalent Basis (TEB) are Non-GAAP measures. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q2/07 Supplementary Financial Information available on www.cibc.com.

Q107

0207

A Note About Forward-Looking Statements

From time to time, we make written or oral forward-looking statements within the meaning of certain securities laws, including in this fact sheet, in fillings with Canadian securities regulators or the U.S. Securities and Exchange Commission and in other communications. These statements include, but are not limited to, statements about the operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and our outlook for 2007 and subsequent periods. Forward-looking statements are typically identified by the words "believe," "expect," "anticipate," "intend," estimate" and other similar expressions or future or conditional verbs such as "will," "should," "would" and "could." By their nature, these statements require us to make assumptions, and are subject to inherent risks and uncertainties that may be general or specific. A variety of factors, many of which are beyond our control, affect our operations, performance and could cause actual results to differ materially from the expectations expressed in any of unformal providing statements. These factors include: legislative or regulatory developments in the jurisdictions where we operate, amendments to, and interpretations of, risk-based capital quidelines and reporting instructions; the resolution of legal proceedings and related matters; these factors includes expressed in any of unformal provided provided in the purisdictions where we operate, amendments to, and interpretations of, risk-based capital quidelines and reporting instructions; the resolution of legal proceedings and related matters in the effect of applying future accounting disasters, public health emergencies and other catastrophic events: relation of the public properties of the resolutions of the resolution of the public properties of the resolutions of the resolution of the resolution of the resolution of t



# **Investor Fact Sheet** 2<sup>nd</sup> Quarter 2007

### **CIBC Retail Markets**

#### Retail Markets and Wealth Management Strategy

#### **Increase Operational Effectiveness**

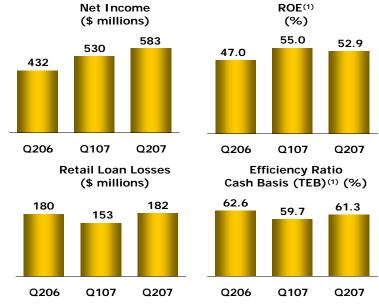
- ▶ Enhance our client experience
- ▶ Leverage strong distribution channels to expand market penetration
- ▶ Continue emphasis on cost efficiency

#### **Increase Core Competitiveness**

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

#### Leverage Affluent Client Leadership

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



#### **CIBC World Markets**

#### World Markets Strategy

#### Invest in core Canadian businesses

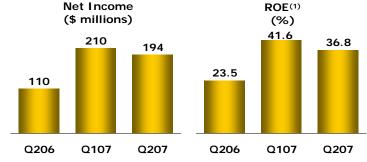
▶ Build franchise value

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

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

## Combine expertise in select global markets with access to our North American platform

▶ Position the business for future growth



#### Our Balanced Scorecard

Our Buildriced Scoreculu		
Category	Medium-term objectives	Results <sup>(2)</sup>
EPS Growth	Diluted EPS growth of 10% per annum, on average, over the next 3-5 years	Diluted EPS: \$2.27; Cash Diluted EPS: \$2.29
ROE	At least 20% return on average common equity through the cycle	28.9%
Capital Strength	Tier 1 capital ratio target of 8.5% Total capital ratio target of 11.5%	Tier 1 capital ratio 9.5% Total capital ratio 14.1%
Business Mix <sup>(1)</sup>	65-75% retail/25-35% wholesale	73% retail/27% wholesale
Risk	Loan loss ratio between 50 and 65 basis points	47 basis points
	Maintain carrying value of merchant banking portfolio below \$1.4 billion	Merchant banking portfolio: \$1.3 billion
Productivity and Efficiency	Hold expenses flat, excluding the FirstCaribbean acquisition	Expenses: \$1,976 million
	Achieve a median ranking within our industry group, in terms of our non-interest expenses to total revenue (efficiency ratio (TEB)(1))	Efficiency ratio: 64.8% Efficiency ratio cash basis (TEB)(1) 63.2%
Dividend Payout Ratio	40-50%	33.7%
Total Shareholder Return	Outperform the S&P/TSX Composite Banks Index (dividends reinvested) on a rolling five-year basis	Since April 30, 2002: CIBC 111.7%; Banks Index 120.4% Since October 31, 2006: CIBC 13.2%; Banks Index 10.3%

<sup>(1)</sup> Segmented ROE, Efficiency Ratio Cash Basis (TEB), Retail/Wholesale Ratio and Taxable Equivalent Basis (TEB) are Non-GAAP measures. For further details, see Non-GAAP measures within the Notes to users section on page i of the Q2/07 Supplementary Financial Information available on www.cibc.com.

(2) For the quarter ended April 30, 2007 unless otherwise noted.