



# Investor Fact Sheet

## 4<sup>th</sup> Quarter 2009

### Corporate Profile

CIBC (CM: TSX, NYSE) is a leading Canadian-based global financial institution. Through our two major operating groups, CIBC Retail Markets and Wholesale Banking, CIBC provides a full range of products and services to almost 11 million individual, small business, commercial, corporate and institutional clients in Canada and around the world.

**Who we are:** CIBC is focused on helping clients meet their financial needs and achieve what matters to them. Our ability to develop deep and long-lasting relationships with clients and to generate long-term growth for shareholders is driven by a business culture based on common values: Trust, Teamwork and Accountability.

**Where we're going:** Our vision is to be the leader in client relationships. Our mission is to fulfill the commitments we have made to each of our stakeholders: clients, employees, communities and shareholders.

**Strategic imperative:** CIBC's objective is consistent and sustainable performance over the long term.

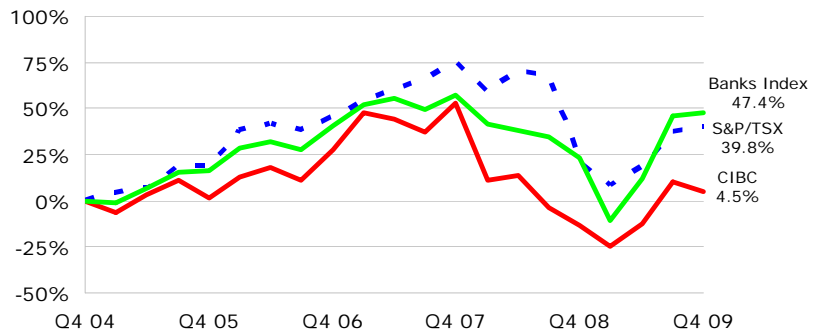
**Strategic priorities:** Business strength, Productivity, and Balance sheet strength and capital usage.

**Performance measurement:** Disciplined measurement of our performance is critical to our long-term success. We have detailed measures to track our progress over the medium and longer term. Our balanced scorecard objectives are detailed on the following page.

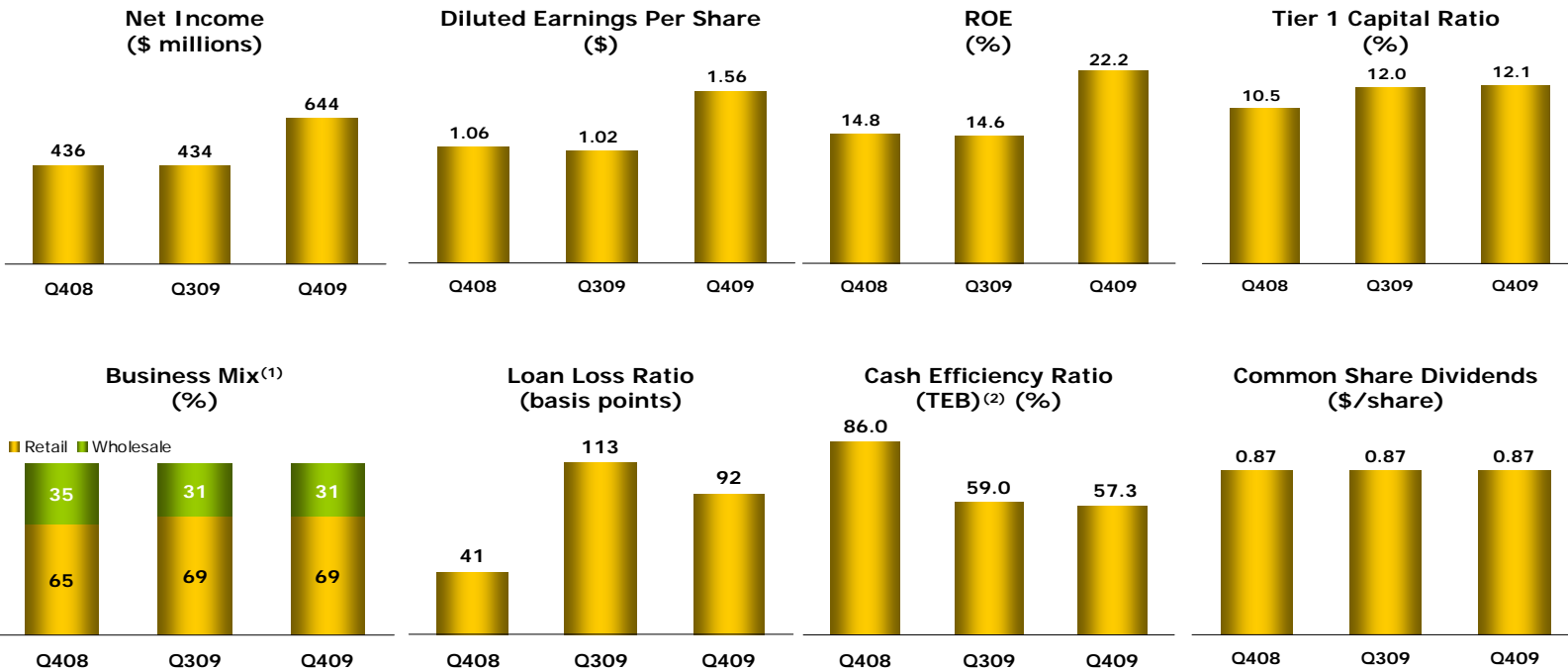
### Shareholder Information

- ▶ Share Price:
  - ▶ High \$69.30
  - ▶ Low \$60.22
  - ▶ Closing Price (10/31/09) \$62.00
- ▶ Market Capitalization: \$23.8B
- ▶ Average volume of shares traded (TSX): 1,435,589
- ▶ Average volume of shares traded (NYSE): 429,586
- ▶ Credit Ratings:
  - ▶ DBRS: AA
  - ▶ Moody's: Aa2
  - ▶ S&P: A+
  - ▶ Fitch: AA-

**Total Shareholder Return**  
For Five Years Ended October 31, 2009



### Financial Highlights



<sup>(1)</sup> The ratio represents the amount of capital attributed to the business lines as at the end of the period. <sup>(2)</sup> Non-GAAP measure. See Non-GAAP measures within the Notes to users section on page i of the Q4/09 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

**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 presentation, in other filings with Canadian securities regulators or the U.S. Securities and Exchange Commission and in other communications. These statements include, but are not limited to, statements about our operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook for 2010 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 results and could cause actual results to differ materially from the expectations expressed in any of our forward-looking statements. These factors include credit, market, liquidity, strategic, operational, reputational and legal, regulatory and environmental risk; legislative or regulatory developments in the jurisdictions where we operate; amendments to, and interpretations of, risk-based capital guidelines and reporting instructions; the resolution of legal proceedings and related matters; the effect of changes to accounting standards, rules and interpretations; changes in our estimates of reserves and allowances; changes in tax laws; changes to our credit ratings; political conditions and developments; the possible effect on our business of international conflicts and the war on terror; natural disasters, public health emergencies, disruptions to public infrastructure and other catastrophic events; reliance on third parties to provide components of our business infrastructure; the accuracy and completeness of information provided to us by clients and counterparties; the failure of third parties to comply with their obligations to us and our affiliates; intensifying competition from established competitors and new entrants in the financial services industry; technological change; global capital market activity; changes in monetary and economic policy; currency value fluctuations; general business and economic conditions worldwide, as well as in Canada, the U.S. and other countries where we have operations; changes in market rates and prices which may adversely affect the value of financial products; our success in developing and introducing new products and services, expanding existing distribution channels, developing new distribution channels and realizing increased revenue from these channels; changes in client spending and saving habits; our ability to attract and retain key employees and executives; and our ability to anticipate and manage the risks associated with these factors. This list is not exhaustive of the factors that may affect any of our forward-looking statements. These and other factors should be considered carefully and readers should not place undue reliance on our forward-looking statements. We do not undertake to update any forward-looking statement that is contained in this presentation or in other communications except as required by law.



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## 4<sup>th</sup> Quarter 2009

### CIBC Retail Markets

#### Business Highlights and Performance: FY 2009

- ▶ Opened, relocated or expanded 41 branches, while continuing to extend evening, Saturday and Sunday hours in branches
- ▶ Launched several new products including the CIBC Tax-Free Savings Account, the Renaissance High Interest Savings Account, the CIBC Unlimited Business Operating Account
- ▶ Continued to hold strong positions in the Canadian marketplace in most core product lines, including residential mortgages, consumer deposits, and cards, where we are the industry leader in outstanding balances

#### Objective

To be the primary financial institution for our clients

#### Priorities

- ▶ Provide strong advisory solutions
- ▶ Deliver excellent client experience
- ▶ Offer strong, competitive products

### Wholesale Banking

#### Business Highlights and Performance: FY 2009

- ▶ Acted as Sole-Bookrunner in a US\$1 billion cross-border public offering of subordinate voting shares for Fairfax Financial Holdings
- ▶ Led or participated in seven offerings of Canada Mortgage Bonds that raised more than \$37 billion from global capital markets
- ▶ Solidified our position as a leading equity trader by both volume and value on the TSX
- ▶ Achieved its financial objective set at the end of 2008, which was to deliver annual net income between \$300 million and \$500 million from its continuing businesses

#### Objective

To be the premier client-focused investment bank based in Canada

#### Priorities

- ▶ Focus on key clients and businesses
- ▶ Emphasize our Canadian capabilities
- ▶ Leverage our knowledge to provide other profitable, risk-controlled activities

### Our Balanced Scorecard

#### Financial Measures

<b>EPS Growth</b>	Diluted EPS growth of 5%-10% per annum, on average, over the next 3-5 years
<b>ROE</b>	At least 20% return on average common equity through the cycle
<b>Capital Strength</b>	Tier 1 capital ratio target of 8.5% Total capital ratio target of 11.5%
<b>Business Mix</b>	At least 75% retail. Achieve annual net income in Wholesale Banking between \$300 and \$500 million over the medium-term from continuing businesses
<b>Risk</b>	Loan loss ratio between 50 and 65 basis points
<b>Productivity and Efficiency</b>	Hold expenses flat to annualized Q4/06, excluding FirstCaribbean and Exited/Sold Businesses ( <i>annualized Q4/06 expenses of \$7,568 million includes annualized Q4/06 expenses related to exited/sold businesses of \$464 million, and no expenses related to FirstCaribbean</i> )  Achieve a median ranking within our industry group, in terms of our non-interest expenses to total revenue (efficiency ratio (TEB) <sup>(1)</sup> )
<b>Dividend Payout Ratio</b>	40-50%
<b>Total Shareholder Return</b>	Outperform the S&P/TSX Composite Banks Index (dividends reinvested) on a rolling five-year basis

#### Non-Financial Measures

<b>Clients</b>	To be the leader in client relationships
<b>Employees</b>	Create a positive employee experience in an environment where employees can excel
<b>Community</b>	Make a difference in our communities
<b>Environment</b>	Demonstrate environmental responsibility in all activities
<b>Governance</b>	To be a leader in governance practices