



# Investor Fact Sheet

## 4<sup>th</sup> Quarter 2010

### 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 financial service products and services to 11 million individual, small business, commercial, corporate and institutional clients in Canada and around the world.

**Vision:** To be the leader in client relationships.

**Mission:** To fulfill the commitments we have made to each of our stakeholders: clients, employees, communities and shareholders.

**Values:** Trust, Teamwork and Accountability.

**Strategic imperative:** Consistent and sustainable performance over the long term.

**Strategic priorities:**

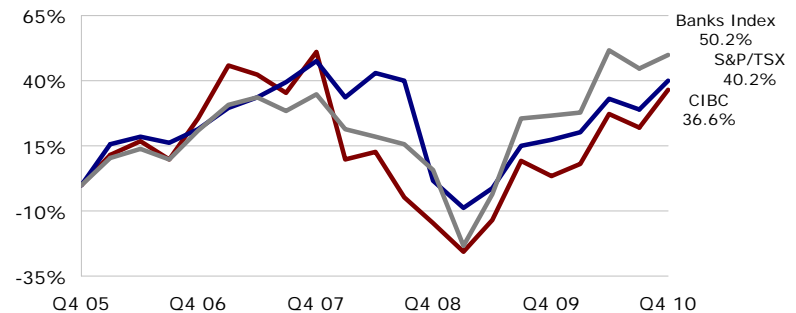
- Market leadership in core businesses
  - Minimum #3 position, targeting #1 or #2, in core Canadian businesses
- Diversified and cyclically balanced business mix
  - Grow in select areas where we have natural opportunities and proven capabilities
- Industry-leading fundamentals
  - Strong capital and funding, competitive productivity and sound risk management

**Performance measurement:** Our balanced scorecard objectives are detailed on the following page.

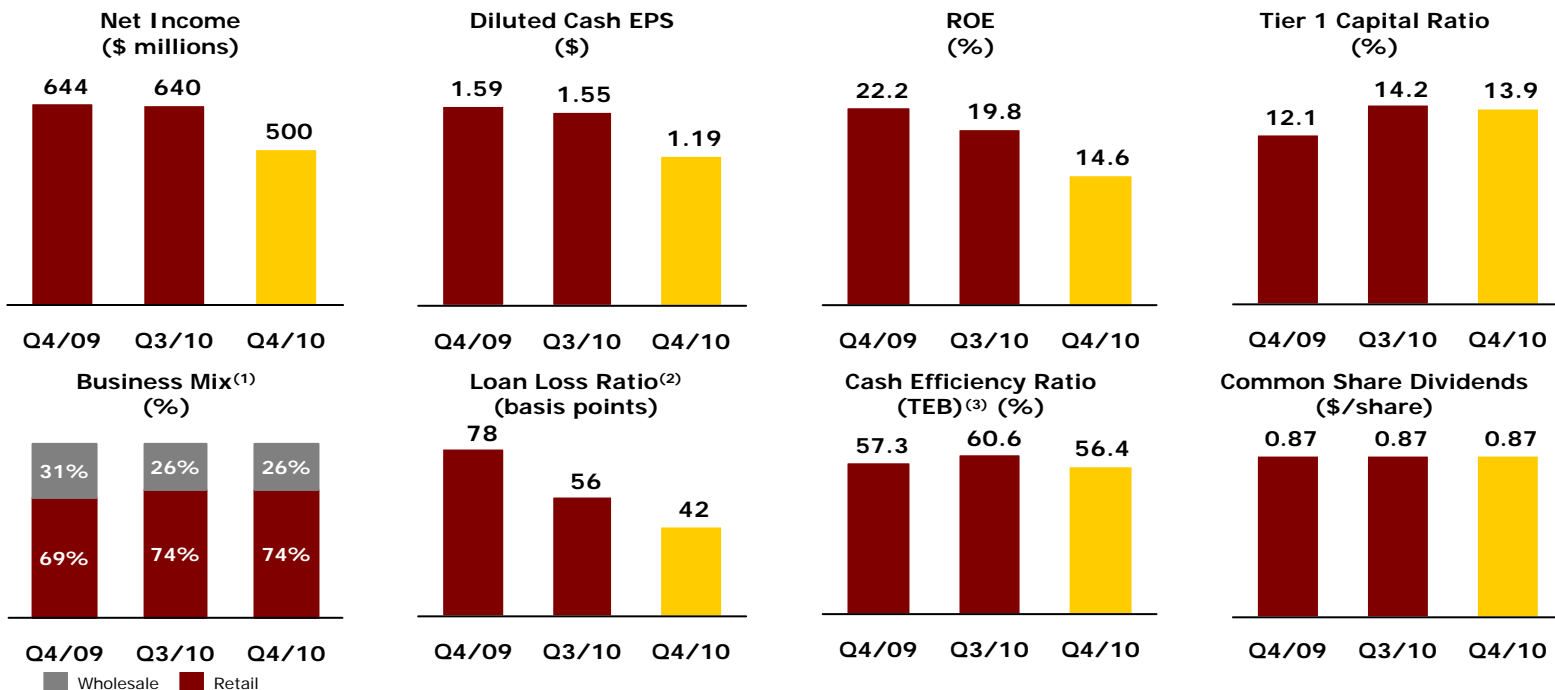
### Shareholder Information

▶ Share Price:	
▶ High	\$79.50
▶ Low	\$66.81
▶ Closing Price (10/29/2010)	\$78.23
▶ Market Capitalization:	\$30.7B
▶ Average daily volume of shares traded (TSX):	1,491,166
▶ Average daily volume of shares traded (NYSE):	262,771
▶ Senior Debt Ratings:	▶ DBRS: AA    ▶ Moody's: Aa2 ▶ S&P: A+    ▶ Fitch: AA-

**Total Shareholder Return**  
Five Years Ended October 31, 2010



### 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> Prior periods restated to reflect the change to managed from owned basis.  
<sup>(3)</sup> Non-GAAP measure. See Non-GAAP measures within the Notes to users section on page i of the Q4/10 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 2011 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, reputation 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 2010

### CIBC Retail Markets

#### Objective



To be the primary financial institution for more of our clients

#### Priorities



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

#### Business Highlights and Performance: FY 2010

- ▶ Revenue of \$9.7 billion and net income of \$2.2 billion
- ▶ Completed CIBC's largest branch investment program on record a full year ahead of schedule, while it continued a targeted approach to extend evening, Saturday and Sunday hours for clients
- ▶ Launched the first mobile banking app in Canada that enabled CIBC's clients to perform many of their day-to-day banking transactions anywhere, anytime
- ▶ Acquired a MasterCard portfolio from Citi Cards Canada Inc. that enhanced CIBC's market leadership in credit cards and made CIBC the largest dual issuer of Visa and MasterCard in Canada

### Wholesale Banking

#### Objective



To be a premier client-focused, Canadian-based wholesale bank

#### Priorities



- ▶ Market leadership in core businesses
- ▶ Focus on key clients and businesses
- ▶ Grow with CIBC, aligning our business with the bank's strategy

#### Business Highlights and Performance: FY 2010

- ▶ Revenue of \$1.7 billion and net income of \$342 million
- ▶ Maintained market leadership positions in Canada in key areas such as equity trading, equity underwriting, corporate and government bond underwriting and M&A
- ▶ Led or co-led several key investment banking deals, particularly in mining and oil & gas where CIBC has a long history of expertise and strong client relationships
- ▶ Strengthened and expanded its lending capability, adding several new clients and expanding existing relationships that have contributed to revenue growth and market share gains

### Our Balanced Scorecard

#### Financial Measures

<b>Earnings per share (EPS) Growth</b>	Diluted EPS growth of 5%-10% per annum, on average, over the next 3-5 years
<b>Return on Equity (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 (as measured by economic capital)
<b>Risk</b>	Loan loss ratio between 50 and 65 basis points through the business cycle, on a managed basis
<b>Productivity</b>	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>	Be a leader in client relationships
<b>Employees</b>	Create an environment where all of our employees can excel
<b>Community</b>	Make a real difference in our communities
<b>Environment</b>	Demonstrate environmental responsibility in all activities
<b>Governance</b>	Be a leader in governance practices

**Contact Information** John Ferren, CA, CFA, Vice President T: (416) 980-2088; F: (416) 980-5028; E: investorrelations@cibc.com

<sup>(1)</sup> For further details, see Non-GAAP measures within the Notes to users section on page I of the Q4/10 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).