

# Who We Are

CIBC (CM: TSX, NYSE) is a leading Canadian-based financial institution. Through our three major businesses, Retail and Business Banking, Wealth Management and Wholesale Banking, CIBC provides a full range of financial products and services to 11 million clients in Canada and around the world.

# **Key Businesses**

- Retail and Business Banking
- Wealth Management
- Wholesale Banking

### **Metrics**

		(As of July 31 <sup>st</sup> )
	_2013_	2014
Total Assets	\$398.0B	\$405.4B
Deposits	\$315.2B	\$322.3B
Loans and Acceptances	\$256.4B	\$262.5B
Common Equity Tier 1 Ratio	9.4%	10.1%
Market Capitalization	\$35.4B	\$40.2B
Total Shareholder Return	18.41%	17.74%

# **Financial Highlights**

#### Reported Net Income (C\$ millions)



Loan Loss Ratio (basis points)

38

Q3/13 Q4/13 Q1/14 Q2/14 Q3/14

Target: < 60 basis points

51

33

Adjusted Earnings Per Share<sup>(1)</sup> (C\$)



Target: 5 – 10% average annual EPS growth

Adjusted Efficiency Ratio (TEB)<sup>(1)</sup> (%)

59.6% 59.5%

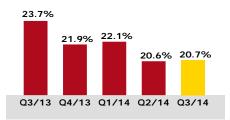
### **Our Strategy**

CIBC's aspires to be the leading bank for our clients. We have a client-focused strategy that creates value for all our stakeholders. We have four corporate objectives:

- 1. Deep, long-lasting client relationships
- 2. Strategic growth where we have, or can build, competitive capabilities
- 3. Sound risk management
- 4. Consistent, sustainable earnings

To deliver on our corporate objectives, we are further strengthening our business in Canada, as well as expanding in key global centres to serve our clients.

#### Adjusted Return on Common Shareholders' Equity<sup>(1)</sup> (%)



Target: 20% average return through the cycle

Common Equity Tier 1 Ratio (Basel III) (%)



Target: Achieve median ranking within industry

Q3/13 Q4/13 Q1/14 Q2/14 Q3/14

56.7% 56.7%

56.0%

(1) Non-GAAP measure. See Non-GAAP measures within the Notes to users section on page 1 of the Q3/14 Supplementary Financial Information available on www.cibc.com.

### Contact Information

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Q3/14

# **Business Highlights and Performance: Q3 2014**

#### Retail and Business Banking

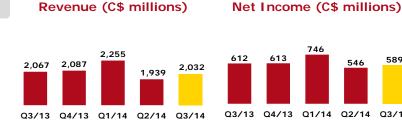
- Revenue of \$2,032 million and net income of \$589 million
- Adjusted net income of \$597 million
- Launched the innovative new CIBC Tim Hortons Double Double Visa Card
- More than one million cheques were deposited using the eDeposit<sup>™</sup> feature available on CIBC's mobile banking app
- Awarded "Best Consumer Internet Bank Canada" and "Best Integrated Consumer Bank Site - North America" by Global **Finance Magazine**

#### Wealth Management

- Revenue of \$568 million and net income of \$121 million
- CIBC Asset Management achieved \$100 billion in AUM a significant milestone along with its 22<sup>nd</sup> consecutive quarter of positive net sales of long-term mutual funds
- Atlantic Trust was recently ranked the second-highest luxury brand among wealth management firms in the U.S. in the 2014 Luxury Brand Status Index<sup>™</sup> wealth management survey

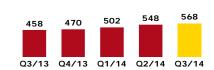
#### Wholesale Banking

- Revenue of \$670 million and net income of \$282 million
- Joint bookrunner in a new \$3.5 billion revolving credit facility and joint lead agent and joint bookrunner for \$1 billion of senior secured bonds for North West Redwater Partnership
- Joint bookrunner on PrairieSky Royalty's \$1.7 billion initial public offering of common shares
- Financial advisor to Merit Energy Company on the sale of its oil producing properties in Wyoming to Memorial Production Partners for \$915 million and the sale of its properties in Colorado to Atlas Resource Partners for \$420 million



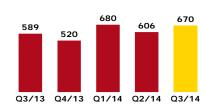
**Revenue (C\$ millions)** 

#### Net Income (C\$ millions)





#### **Revenue (C\$ millions)**



#### Net Income (C\$ millions)



# Shareholder Information



\*CIBC has not missed a regular dividend since its first dividend payment in 1868

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. All such statements are made pursuant to the "safe harbour" provisions of, and are intended to be forward-looking statements under applicable Canadian and U.S. securities legislation, including the U.S. Private Securities Litigation Reform Act of 1995. These statements include, but are not limited to, statements about our operations, business applicable calculate and 0.5. Second egistration, including the 0.5. Private Second es Englation Reform Act of 1995. These statements include, but are not initiate to, statements and but our operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook for calendar year 2014 and subsequent periods. Forwards, looking statements are typically identified by the words "believe", "expect", "anticipate", "intend", "estimate", "forecast", "target", "objective" 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, insurance, operational, reputation and legal, regulatory and environmental risk; the effectiveness and adequacy of our risk management and valuation models and processes; legislative or regulatory developments in the jurisdictions where we operate, including the Dodd-Frank Wall Street Reform and Consumer Protection Act and the regulations issued and to be issued thereunder, the Basel Committee on Banking Supervision's (BCBS) global standards for capital and liquidity reform and those relating to the payments system in Canada; amendments to, and interpretations of, risk-based capital guidelines and reporting instructions, and interest rate and liquidity regulatory guidance; the resolution of legal and regulatory 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; potential disruptions to our information technology systems and services, including the evolving risk of cyber attack; losses incurred as a result of internal or external fraud; the accuracy and completeness of information provided to us concerning clients and sources; including the devices industry leads to an another or devices industry technological change; global capital market activity; changes in monetary and economic policy; currency value and interest rate fluctuations; general business and economic conditions worldwide, as well as in Canada, the U.S. and other countries where we have operations, including new distribution channels and economic conditions worldwide, as well as in Canada, the U.S. and other countries where we have operations, including new distribution channels and realizing increased 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; our ability to successfully execute our strategies and complete and integrate acquisitions and joint ventures; 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 report or in other communications except as required by law.