

# **CIBC Investor Presentation**

Third Quarter, 2014



### **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. 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 lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook for calendar year 2014 and subsequent periods. Forward-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 U.S. Foreign Account Tax Compliance Act and regulatory reforms in the United Kingdom and Europe, the Basel Committee on Banking Supervision's 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; social media risk; losses incurred as a result of internal or external fraud; the accuracy and completeness of information provided to us concerning 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 including through internet and mobile banking; 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 increasing Canadian household debt levels and the high U.S. fiscal deficit; 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; 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.

**Investor Relations contacts:** 

Geoff Weiss, Senior Vice-President 416 980-5093 Investor Relations Fax Number 416 980-5028 Visit the Investor Relations section at www.cibc.com



# **CIBC Overview**

Gerry McCaughey
President and Chief Executive Officer



# Third Quarter, 2014 Financial Review

Kevin Glass
Senior Executive Vice-President and
Chief Financial Officer

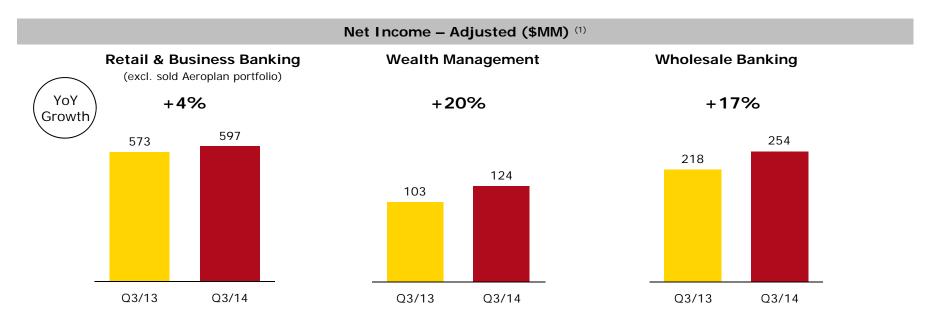
### Third Quarter, 2014 Summary



	Q3/13	Q3/14
Net Income (\$MM) – Reported	878	921
Net Income (\$MM) – Adjusted (1)	931 <b>90</b> 8	
Diluted EPS - Reported	\$2.13	\$2.26
Diluted EPS – Adjusted (1)	\$2.26	\$2.23
Efficiency Ratio – Adjusted (TEB) (1)	56.0%	59.5%
ROE – Adjusted <sup>(1)</sup>	23.7%	20.7%
Common Equity Tier 1 Ratio	9.3%	10.1%

#### **Key Messages:**

- Solid financial results across all businesses
- Strong volume growth in CIBC Brand products
- Record Wealth Management earnings
- Strong client-driven results in Wholesale Banking
- Stable credit performance



<sup>(1)</sup> Adjusted results are Non-GAAP financial measures. See slide 29 for further details.

## **Retail & Business Banking**



Adjusted (\$MM) (1)	Q3/13	Q2/14	Q3/14
Personal Banking	1,534	1,539	1,614
Business Banking	386	368	389
Other	147	35 <sup>(3)</sup>	29
Revenue	2,067	1,942	2,032
Provision for Credit Losses	221 (3)	173	177
Non-Interest Expenses	1,010 <sup>(3)</sup>	1,019 <sup>(3)</sup>	1,057 (3)
Net Income – Adjusted (1)	628	563	597
Net Income – Reported	612	546	589
Funds Managed (\$B, Average)	384.6	390.7	396.1
CIBC Brand	314.6	329.4	336.8
Other	70.0	61.4	59.3
NIM – Retail & Business Banking (2)	2.60%	2.56%	2.55%

#### vs. Q3/13:

- Excluding the sold Aero portfolio Revenue up 4%
- Robust volume growth in CIBC Brand products and higher fee based revenue on increased mutual fund sales
- Continued strong credit performance
- Elevated spending driven by ongoing strategic investments

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details. See slide 20 for Reported results.

<sup>(2)</sup> On average interest-earning assets.

<sup>(3)</sup> Affected by an item of note, see slide 27 and 28 for details.

## **Wealth Management**



Adjusted (\$MM) (1)	Q3/13	Q2/14	Q3/14
Retail Brokerage	267	292	307
Asset Management	159	183 <sup>(3)</sup>	187 <sup>(3)</sup>
Private Wealth Management	32	75	75
Revenue	458	550	569
Provision for (reversal of) Credit Losses	-	1	-
Non-Interest Expenses	325	392 <sup>(3)</sup>	405 <sup>(3)</sup>
Net Income – Adjusted <sup>(1)</sup>	103	121	124
Net Income – Reported	102	117	121
Assets under administration (\$B, Spot) (2)	224.7	286.0	294.2
Assets under management (\$B, Spot) (2)	93.1	132.5	136.7

#### vs. Q3/13:

- Robust asset and revenue growth
  - AUA up 31%; excl. Atlantic Trust up 16%
- Twenty two consecutive quarters of positive net sales of long-term mutual funds
- Higher expenses driven by Atlantic Trust acquisition and higher performance-based compensation

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details. See slide 21 for Reported results.

<sup>(2)</sup> Assets under management are included in assets under administration.

<sup>(3)</sup> Affected by an item of note, see slide 27 and 28 for details.

# **Wholesale Banking**



Adjusted (\$MM) (1)	Q3/13	Q2/14	Q3/14
Capital Markets	348	331	336
Corporate & Investment Banking	240	275	278 <sup>(2)</sup>
Other	8 <sup>(2)</sup>	3 (2)	5 <sup>(2)</sup>
Revenue (TEB)	596	609	619
Provision for (reversal of) Credit Losses	14	(1) <sup>(2)</sup>	6
Non-Interest Expenses	302 <sup>(2)</sup>	317 <sup>(2)</sup>	278 <sup>(2)</sup>
Net Income – Adjusted (1)	218	228	254
Net Income – Reported	212	213	282
Trading Revenue – (TEB)	243 (2)	255 <sup>(2)</sup>	229 (2)

#### vs. Q2/14:

- Solid quarter for Wholesale Banking
  - Strong underwriting and advisory revenue
  - Lower equity trading revenue driven by decrease in client activity
  - Lower investment gains
- Lower performance-based compensation

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details. See slide 22 for Reported results.

<sup>(2)</sup> Affected by an item of note, see slide 27 and 28 for details.

# Capital



#### **Common Equity Tier 1 Ratio**

(all-in basis)



#### **Risk-Weighted Assets**

(\$B; all-in basis)



#### vs. Q2/14:

- Variance in Common Equity Tier 1 Ratio:
  - Higher earnings, net of dividends
  - Partially offset by higher risk-weighted assets (RWAs)

## Third Quarter, 2014 Highlights





#### CIBC

- Client focused strategy progressing well
- Solid financial results across all businesses

# Retail & Business Banking

- Successful launch of new CIBC Tim Hortons Double Double card
- Strong growth in CIBC Brand products

#### Wealth Management

- Revenue up 24% YoY; up 15% excl. Atlantic Trust
- Robust asset growth AUA up 31% YoY; up 16% YoY excl. Atlantic Trust
- CIBC Asset Management crossed \$100B in AUM

# Wholesale Banking

Solid performance across business lines

#### Capital Management

- Strong capital ratios
- Announced a share buyback of up to 8 million shares



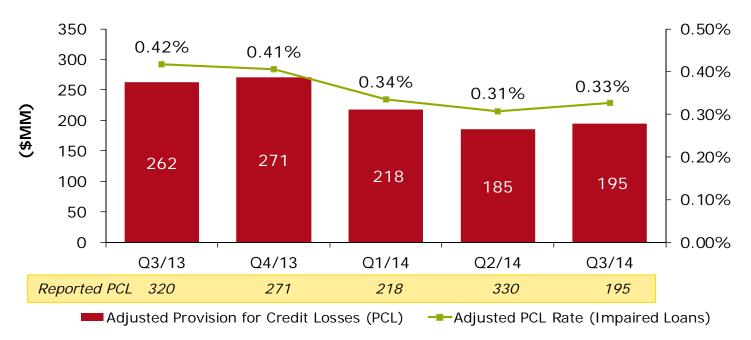
# Third Quarter, 2014 Risk Review

Laura Dottori-Attanasio Senior Executive Vice-President and Chief Risk Officer

## **Provision for Credit Losses (Adjusted)**



Adjusted (\$MM) <sup>(1)</sup>	Q3/13	Q4/13	Q1/14	Q2/14	Q3/14
Retail and Business Banking	<b>221</b> <sup>(2)</sup>	215	<b>184</b> <sup>(2)</sup>	173	177
Wealth Management	-	1	(1)	1	-
Wholesale Banking	14	(1)	2	<b>(1)</b> (2)	6
CIBC FirstCaribbean	27	54	33	24 (2)	26
Collective Provision for Non-Impaired	<b>-</b> <sup>(2)</sup>	2	- (2)	(12) <sup>(2)</sup>	(14)
Corporate and Other	27	56	33	12	12
Total Provision for Credit Losses	262	271	218	185	195



<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details. See slide 26 for Reported results.

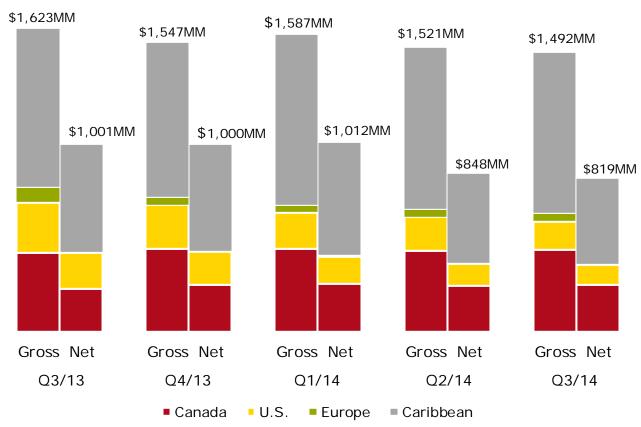
<sup>(2)</sup> Affected by an item of note, see slide 27 and 28 for details.

## **Impaired Loans and Formations**



Reported (\$MM)	Q3/13	Q4/13	Q1/14	Q2/14	Q3/14
Consumer	374	362	352	291	308
Business and Government	114	62	65	46	53
Total New Formations	488	424	417	337	361

### Gross and Net Impaired Loans (by geography)

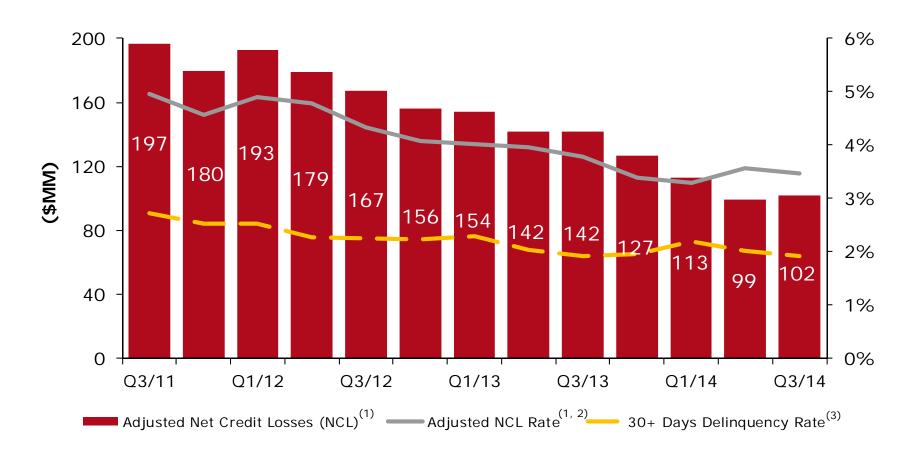


#### vs. Q2/14:

- Higher new formations across both consumer and business and government portfolios
- Gross impaired loans down, largely due to declines in the U.S. region

### Cards





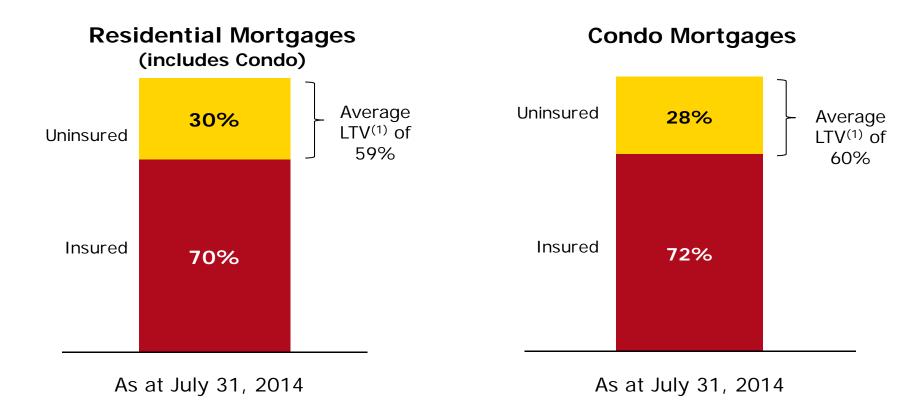
#### **Comments:**

- Credit quality of the portfolio continues to remain high
- (1) Adjusted results are a Non-GAAP financial measure. Q1/14 excludes an item of note: A charge resulting from operational changes in the processing of write-offs.
- (2) Based on average outstandings.
- (3) Based on spot outstandings.

### Canadian Residential and Condo Mortgage Portfolios



Canadian Residential Mortgage Portfolio (includes Condo): \$149B Canadian Condo Mortgage Sub-Portfolio: \$16.9B

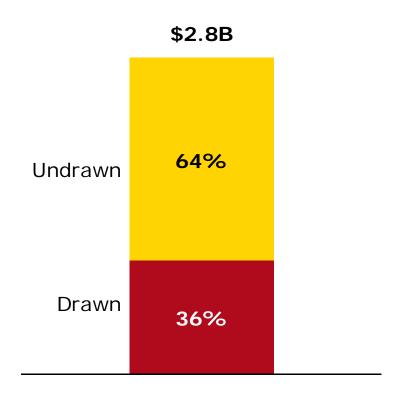


<sup>(1)</sup> Loan to value (LTV) ratio is calculated based on weighted average. The current property values are estimated using Teranet House Price Index as of June 30, 2014.

# Canadian Condo Developer Exposure



### Canadian Condo Developer Portfolio: \$2.8B

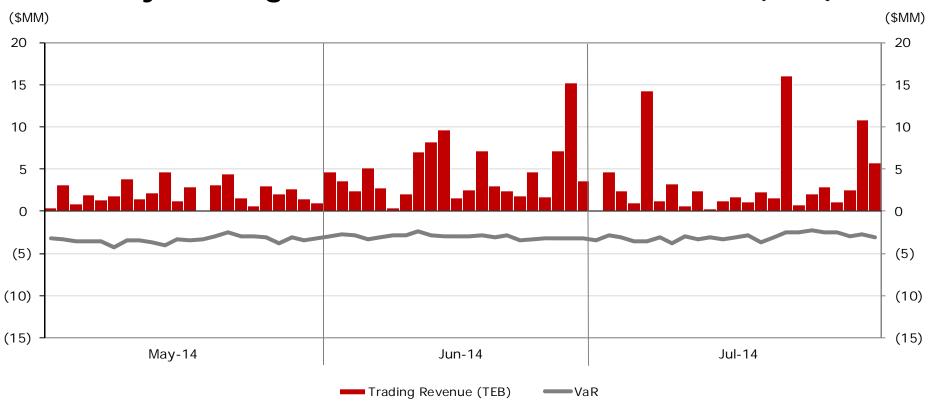


As at July 31, 2014

# Trading Revenue (TEB)<sup>(1)</sup> Distribution<sup>(2)</sup>



### Daily Trading Revenue versus Value-at-Risk (VaR)



<sup>(1)</sup> Non-GAAP financial measure. See slide 29 for further details.

<sup>(2)</sup> Trading revenue (TEB) comprises both trading net interest income and non-interest income and excludes underwriting fees and commissions. Trading revenue (TEB) excludes positions described in the "Structured credit run-of business" section of the Q3/14 Management's Discussion and Analysis available on www.cibc.com and certain other exited portfolios.



# **Appendix**

# **CIBC Statement of Operations**



Reported (\$MM)	Q3/13	Q2/14	Q3/14
Net Interest Income	1,883 (2)	1,798 (2)	1,875 (2)
Non-Interest Income	1,366	1,369 (2)	1,483 (2)
Revenue	3,249	3,167	3,358
Provision for Credit Losses	320 (2)	330 (2)	195
Non-Interest Expenses	1,878 (2)	2,412 (2)	2,047 (2)
Income Before Taxes	1,051	425	1,116
Taxes	173	119	195
Net Income – Reported	878	306	921
Net Income – Adjusted (1)	931	887	908
Diluted EPS – Reported	\$2.13	\$0.73	\$2.26
Diluted EPS – Adjusted (1)	\$2.26	\$2.17	\$2.23
Efficiency Ratio – Reported	57.8%	76.2%	61.0%
Efficiency Ratio – Adjusted (TEB) (1)	56.0%	59.6%	59.5%
ROE – Reported	22.3%	7.0%	21.0%
ROE – Adjusted <sup>(1)</sup>	23.7%	20.6%	20.7%

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details.

<sup>(2)</sup> Affected by an item of note, see slide 27 and 28 for details.

# **Retail & Business Banking**



Reported (\$MM)	Q3/13	Q2/14	Q3/14
Personal Banking	1,534	1,539	1,614
Business Banking	386	368	389
Other	147	32 (3)	29
Revenue	2,067	1,939	2,032
Provision for Credit Losses	241 (3)	173	177
Non-Interest Expenses	1,011 <sup>(3)</sup>	1,040 <sup>(3)</sup>	1,067 <sup>(3)</sup>
Income Before Taxes	815	726	788
Taxes	203	180	199
Net Income – Reported	612	546	589
Net Income – Adjusted (1)	628	563	597
Funds Managed (\$B, Average)	384.6	390.7	396.1
CIBC Brand	314.6	329.4	336.8
Other	70.0	61.4	59.3
NIM – Retail & Business Banking (2)	2.60%	2.56%	2.55%

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details.

<sup>(2)</sup> On average interest-earning assets.

<sup>(3)</sup> Affected by an item of note, see slide 27 and 28 for details.

# **Wealth Management**



Reported (\$MM)	Q3/13	Q2/14	Q3/14
Retail Brokerage	267	292	307
Asset Management	159	181 <sup>(3)</sup>	186 <sup>(3)</sup>
Private Wealth Management	32	75	75
Revenue	458	548	568
Provision for (reversal of) Credit Losses	-	1	-
Non-Interest Expenses	326 (3)	395 <sup>(3)</sup>	408 (3)
Income Before Taxes	132	152	160
Taxes	30	35	39
Net Income – Reported	102	117	121
Net Income – Adjusted (1)	103	121	124
Assets under administration (\$B, Spot) (2)	224.7	286.0	294.2
Assets under management (\$B, Spot) (2)	93.1	132.5	136.7

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details.

<sup>(2)</sup> Assets under management are included in assets under administration.

<sup>(3)</sup> Affected by an item of note, see slide 27 and 28 for details.

# **Wholesale Banking**



Reported (\$MM)	Q3/13	Q2/14	Q3/14
Capital Markets	348	331	336
Corporate & Investment Banking	240	275	330 <sup>(2)</sup>
Other	1 <sup>(2)</sup>	<b>(</b> 2)	4 <sup>(2)</sup>
Revenue (TEB)	589	606	670
Provision for (reversal of) Credit Losses	14	21 <sup>(2)</sup>	6
Non-Interest Expenses	303 <sup>(2)</sup>	318 <sup>(2)</sup>	279 <sup>(2)</sup>
Income Before Taxes	272	267	385
Taxes	60	54	103
Net Income – Reported	212	213	282
Net Income – Adjusted (1)	218	228	254
Trading Revenue – (TEB)	255 <sup>(2)</sup>	279 <sup>(2)</sup>	226 <sup>(2)</sup>

<sup>(1)</sup> Adjusted results are a Non-GAAP financial measure. See slide 29 for further details.

<sup>(2)</sup> Affected by an item of note, see slide 27 and 28 for details.

## **Balances**



# Retail & Business Banking and Wealth Management

	Balances (1) (\$B)			
	Q3/13	Q2/14	Q3/14	
Cards	14.8	11.3	11.5	
CIBC Brand Mortgages	100.8	111.7	115.5	
CIBC Brand Personal Lending	30.3	30.3	30.6	
CIBC Brand Personal Deposits & GICs	85.0	87.4	87.9	
Business Deposits	36.7	40.7	42.5	
Business Lending	36.7	38.0	38.6	
Mutual Funds (2)	63.8	73.5	76.4	

Mortgages - Other (3)	42.6	34.3	32.1
Personal Deposits & GICs - Other (3)	25.7	25.4	25.6

<sup>(1)</sup> Average balances for the quarter.

<sup>(2)</sup> Spot balance for the quarter.

<sup>(3)</sup> Includes Broker and President's Choice Financial.

# Third Quarter, 2014 - Structured Credit Run-off



	Pre-tax Effect (\$MM)	After-tax Effect (\$MM)	EPS Effect (\$/Share)
Credit Valuation Adjustments with Financial Guarantors	5	4	0.01
Purchased Credit Derivatives Hedging Loans & Receivables	(12)	(10)	(0.03)
Other	5	4	0.01
Net Income / (Loss)	(2)	(2)	(0.01)

# Loans and Acceptances<sup>(1)</sup>



Reported (\$MM)	Q3/13	Q4/13	Q1/14	Q2/14	Q3/14
Residential mortgages	149,292	150,778	151,785	152,343	154,801
Personal	34,084	33,990	33,918	34,293	34,632
Credit card	14,288	14,255	11,004	11,131	11,167
Net Consumer Loans	197,664	199,023	196,707	197,767	200,600
Non-Residential Mortgages	7,493	7,454	7,458	7,163	7,380
Financial Institutions	3,682	3,824	4,529	4,232	4,953
Retail and Wholesale	3,562	3,577	3,616	4,358	4,128
Business Services	5,174	5,247	5,256	5,254	5,590
Real estate and construction	11,558	12,182	12,496	12,844	13,627
Agriculture	3,925	3,974	4,124	4,412	4,299
Oil and Gas	3,946	4,028	4,783	5,223	4,678
Other <sup>(2)</sup>	17,223	17,071	17,850	17,427	17,234
Net Business and Government Loans, including Acceptances	56,563	57,357	60,112	60,913	61,889
Total Net Loans and Acceptances (1)	254,227	256,380	256,819	258,680	262,489

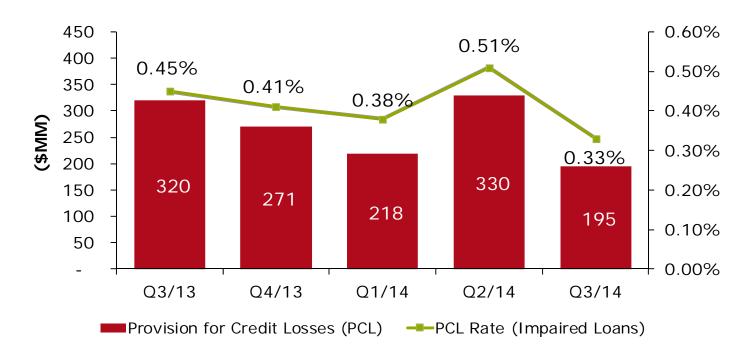
<sup>(1)</sup> Net of allowance for credit losses.

<sup>(2)</sup> Other includes manufacturing, mining, forest products, hardware and software, telecommunications and cable, publishing, printing and broadcasting, transportation, utilities, education, health and social services, governments, other and collective allowance allocated to business and government loans.

### **Provision for Credit Losses**



Reported (\$MM)	Q3/13	Q4/13	Q1/14	Q2/14	Q3/14
Retail and Business Banking	241	215	210	173	177
Wealth Management	-	1	(1)	1	-
Wholesale Banking	14	(1)	2	21	6
CIBC FirstCaribbean	27	54	33	131	26
Collective Provision for Non-Impaired	38	2	(26)	4	(14)
Corporate and Other	65	56	7	135	12
Total Provision for Credit Losses	320	271	218	330	195



### **2014 Items of Note**



	Pre-tax Effect (\$MM)	After-tax Effect (\$MM)	EPS Effect (\$/Share)	Operating Segments
Q3 2014				
Gain within an equity-accounted investment in our merchant banking portfolio	52	30	0.08	Wholesale Banking
Amortization of intangibles (1)	(9)	(8)	(0.02)	Retail & Business Banking / Wealth Management / Corporate & Other
Expenses relating to the development of our enhanced travel rewards program and	(9)	(7)	(0.02)	Retail & Business Banking
in respect of the Aeroplan transactions	<u> </u>	` '	` ′	9
Loss on structured credit run-off activities	(2)	(2)	(0.01)	Wholesale Banking
Adjustment to Net Income attributable to diluted common shares and EPS	32	13	0.03	
Q2 2014				
Charges relating to CIBC FirstCaribbean, comprising a non-cash goodwill impairment charge and loan losses, reflecting revised expectations on the extent and timing of the anticipated economic recovery in the Caribbean region	(543)	(543)	(1.36)	Corporate & Other
Expenses relating to the development of our enhanced travel rewards program and in respect of the Aeroplan transactions	(22)	(16)	(0.04)	Retail & Business Banking
Loan losses in the exited U.S. leveraged finance portfolio	(22)	(12)	(0.03)	Wholesale Banking
Amortization of intangibles (1)	(9)	(7)	(0.02)	Retail & Business Banking / Wealth Management / Corporate & Other
Loss on structured credit run-off activities	(4)	(3)	(0.01)	Wholesale Banking
Adjusted Net Income	(600)	(581)	(1.46)	
Non-controlling interests		10	0.02	Corporate & Other
Adjustment to Net Income attributable to diluted common shares and EPS		(571)	(1.44)	
Q1 2014				
Gain relating to the Aeroplan transaction, as well as costs relating to the development of our enhanced travel rewards program	239	183	0.46	Retail & Business Banking / Corporate & Other
Net gain on the sale of an equity investment in our exited European leveraged	78	57	0.14	Wholesale Banking
finance portfolio	26	19	0.05	Corporate & Other
Decrease in collective allowance (2) Charge resulting from operational changes in the processing of write-offs	(26)	(19)	(0.05)	Retail & Business Banking
Loss on structured credit run-off activities	(26)	(8)	(0.05)	Wholesale Banking
Amortization of intangibles (1)	(8)	(6)	(0.01)	Retail & Business Banking / Wealth Management / Corporate & Other
Adjustment to Net Income attributable to diluted common shares and EPS	298	226	0.57	

<sup>(1)</sup> Beginning in the fourth quarter of 2013, also includes amortization of intangible assets for equity-accounted associates.

<sup>(2)</sup> Relates to the collective allowance, except for (i) residential mortgages greater than 90 days delinquent; (ii) personal loans and score small business loans greater than 30 days delinquent; and (iii) net write-offs for the cards portfolio, which are all reported in the respective SBUs.

## **2013 Items of Note**



	Pre-tax Effect (\$MM)	After-tax Effect (\$MM)	EPS Effect (\$/Share)	Operating Segments
Q4 2013				
Restructuring charge relating to CIBC FirstCaribbean	(39)	(37)	(0.09)	Corporate & Other
Impairment of an equity position associated with our exited U.S. leveraged finance portfolio	(35)	(19)	(0.05)	Wholesale Banking
Expenses relating to the development and marketing of our enhanced proprietary travel rewards program and to the proposed Aeroplan transactions with Aimia Canada Inc. and The Toronto-Dominion Bank in the first quarter of 2014	(24)	(18)	(0.05)	Retail & Business Banking
Gain on structured credit run-off activities	15	11	0.03	Wholesale Banking
Amortization of intangibles (1)	(7)	(6)	(0.01)	Retail & Business Banking / Wealth Management / Corporate & Other
Adjustment to Net Income attributable to diluted common shares and EPS	(90)	(69)	(0.17)	
Q3 2013				
Increase in collective allowance	(38)	(28)	(0.07)	Corporate & Other
Revision of estimated loss parameters on our unsecured lending portfolios	(20)	(15)	(0.04)	Retail & Business Banking
Loss on structured credit run-off activities	(8)	(6)	(0.01)	Wholesale Banking
Amortization of intangibles	(5)	(4)	(0.01)	Retail & Business Banking / Wealth Management / Corporate & Other
Adjustment to Net Income attributable to diluted common shares and EPS	(71)	(53)	(0.13)	
Q2 2013				
Gain on structured credit run-off activities	27	20	0.05	Wholesale Banking
Loan Losses in our exited European leveraged finance portfolio	(21)	(15)	(0.04)	Wholesale Banking
Amortization of intangibles	(6)	(5)	(0.01)	Retail & Business Banking / Wealth Management / Corporate & Other
Adjustment to Net Income attributable to diluted common shares and EPS	-	-	-	
Q1 2013				
Loss on structured credit run-off activities, including the charge in respect of a settlement of the U.S. Bankruptcy Court adversary proceeding brought by the Estate of Lehman Brothers Holdings Inc.	(148)	(109)	(0.27)	Wholesale Banking
Net gain on the sale of our Hong Kong and Singapore-based private wealth management business	16	16	0.04	Corporate & Other
Amortization of intangibles	(5)	(4)	(0.01)	Retail & Business Banking / Corporate & Other
Adjustment to Net Income attributable to diluted common shares and EPS	(137)	(97)	(0.24)	

<sup>(1)</sup> Beginning in the fourth quarter of 2013, also includes amortization of intangible assets for equity-accounted associates.

#### Non-GAAP Financial Measures



### **Adjusted Results**

- These terms are non-GAAP financial measures that do not have any standardized meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other issuers.
- For further details on items of note see slide 27 and 28 of this presentation; for Non-GAAP measures and reconciliation of Non-GAAP to GAAP measures see pages 1 and 2 of the Q3/14 Supplementary Financial Information and page 9 of the Q3/14 Report to Shareholders available on www.cibc.com.