

## **Forward-Looking Statements**



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 report, in other filings with Canadian securities regulators or the SEC 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 made in the "Financial performance overview - Economic outlook", "Financial performance overview - Significant events", "Financial performance overview -Financial results review", "Financial performance overview - Review of quarterly financial information", "Financial condition - Capital management", "Management of risk - Risk overview", "Management of risk - Top and emerging risks", "Management of risk - Credit risk", "Management of risk - Market risk", "Management of risk - Liquidity risk", "Accounting and control matters -Critical accounting policies and estimates", "Accounting and control matters - Accounting developments", and "Accounting and control matters - Other regulatory developments" sections of this report and other statements about our operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies, the regulatory environment in which we operate and outlook for calendar year 2021 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, including the economic assumptions set out in the "Financial performance overview - Economic outlook" section of this report, and are subject to inherent risks and uncertainties that may be general or specific. Given the continuing impact of the coronavirus (COVID-19) pandemic on the global economy, financial markets, and our business, results of operations, reputation and financial condition and continued pressure on oil prices, there is inherently more uncertainty associated with our assumptions as compared to prior periods. 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: the occurrence, continuance or intensification of public health emergencies, such as the COVID-19 pandemic, and any related government policies and actions; credit, market, liquidity, strategic, insurance, operational, reputation, conduct and legal, regulatory and environmental risk; currency value and interest rate fluctuations, including as a result of market and oil price volatility; 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 Organisation for Economic Co-operation and Development Common Reporting Standard, 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 bank recapitalization legislation and 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, including changes relating to economic or trade matters; the possible effect on our business of international conflicts and terrorism; natural disasters, 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; increasing cyber security risks which may include theft or disclosure of assets, unauthorized access to sensitive information, or operational disruption; social media risk; losses incurred as a result of internal or external fraud; anti-money laundering; 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 or associates; 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; 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 global credit risks; 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; the risk that expected benefits of an acquisition, merger or divestiture will not be realized within the expected time frame or at all; 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. Any forward-looking statements contained in this report represent the views of management only as of the date hereof and are presented for the purpose of assisting our shareholders and financial analysts in understanding our financial position, objectives and priorities and anticipated financial performance as at and for the periods ended on the dates presented, and may not be appropriate for other purposes. We do not undertake to update any forwardlooking statement that is contained in this report or in other communications except as required by law.

## **Continued Progress Executing on Our Strategy**





### Reinvigorate our Canadian consumer franchise

- Introduced client-focused value enhancements to the CIBC Dividend credit card
- Ongoing momentum with improving balance growth in Mortgages
- Record Mutual Fund Q1 net flows
- Client Experience results continue to improve, with record quarterly results for Simplii Financial



# Accelerate the pace of transformation and simplification

- Accelerating investments in support of high growth opportunities and technology transformation, embracing cloud services and AI
- Introduced new client-facing digital platforms such as CIBC GoalPlanner and CIBC Insights
- Fortifying our bank with a focus on AML infrastructure and cybersecurity



# Protect and build on areas of strength

- Strong connectivity across the Bank, with increasing referrals driving growth
- Award<sup>1</sup> winning investment performance driving strong wealth flows
- Record results in Capital Markets, driven by robust client activity





# **Transforming Our Bank**

## CIBC Snapshot<sup>1</sup> (TSE & NYSE: CM)



\$49B MARKET-CAP<sup>2</sup> **10MM** 

CLIENTS<sup>2</sup>

EMPLOYEES<sup>1</sup>

44K

**12.3%** CET1 RATIO<sup>2</sup>

**8.8%**PPPT (5-yr CAGR)<sup>3</sup>

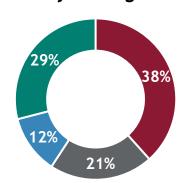
**#1** MOBILE

BANKING APP FOR 7

CONSECUTIVE YEARS<sup>4</sup>

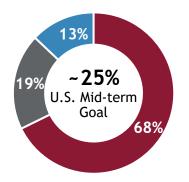
#### **DIVERSIFIED EARNINGS MIX**

#### Net Income by Strategic Business Unit<sup>5</sup>



- Canadian Personal & Business Banking
- Canadian Commercial Banking & Wealth Mgmt.
- U.S. Commercial Banking & Wealth Mgmt.
- Capital Markets

#### **Net Income Contribution by Region**



- Canada
- United States
- Other

#### STRONG CREDIT RATINGS

Agency	Rating <sup>2,6</sup>
Moody's	Aa2 (Senior <sup>7</sup> A2), Stable
S&P	A+ (Senior <sup>7</sup> , BBB+), Stable
Fitch	AA (Senior <sup>7</sup> , AA-), Negative
DBRS	AA (Senior <sup>7</sup> AA(low)), Stable

#### LEADING CANADIAN FINANCIAL INSTITUTION WITH GROWING U.S. BUSINESS

## Overview of Our Strategic Business Units



# Canadian Personal & Business Banking

- Providing clients across Canada with financial advice, products and services through advice centres, mobile, online and remote channels
- Helping our clients achieve their ambitions each and every day

# Canadian Commercial Banking & Wealth Management

- High-touch, relationship-oriented commercial banking and wealth management, and asset management
- Building and enhancing client relationships and generating long-term consistent growth

# U.S. Commercial Banking & Wealth Management

- High-touch, relationship-oriented commercial, personal and small business banking, and wealth management services
- Developing deep, profitable relationships leveraging full complement of products and services

## **Capital Markets**

- Integrated global markets products and services, investment banking, corporate banking solutions and topranked research. Includes Direct Financial Services to deliver digitally enabled capabilities.
- Delivering best-in-class insight, advice and execution

#### **DIVERSE CLIENTELE**

Personal Banking • Mass Market Consumers • Small Businesses • Entrepreneurs



Middle-Market Companies •
Entrepreneurs • High-Net-Worth
Individuals and Families • Institutional
Investors



Middle-Market Companies •
Entrepreneurs • High-Net-Worth
Individuals and Families •
Executives



Corporate • Government • Institutional Investors



## Leadership Driving Culture of Accountability and Continuous Improvement





Victor Dodig
President & CEO
Joined: 2005
Read bio >



Hratch Panossian
SEVP & CFO
2011
Read bio >



Shawn Beber
SEVP & Chief Risk Officer
2002
Read bio >



Michael Capatides
SEVP & Group Head,
U.S. Region
President & CEO, CIBC Bank
USA
1996

Read bio >



Laura DottoriAttanasio
SEVP & Group Head,
Personal & Business Banking,
Canada
2013

Read bio >



Jon Hountalas
SEVP & Group Head,
Commercial Banking &
Wealth Management,
Canada
2010
Read bio >



Harry Culham
SEVP & Group
Head,
Capital Markets
2008
Read bio >



Christina Kramer
SEVP, Technology,
Infrastructure &
Innovation
1987
Read bio >



Sandy Sharman SEVP & Group Head, People, Culture & Brand 2014 Read bio >



Kikelomo
Lawal
EVP & Chief Legal
Officer
2020
Read bio >

## We Are Committed to ESG Principles throughout Our Organization





#### **CLIENT FOCUS**

- Purpose-led culture with deep client relationships
- Leveraging client feedback to improve products, services and processes to make banking with CIBC radically simple
- Continuously investing in cybersecurity to protect personal and confidential information
- CIBC's 2020 Enterprise Net Promoter Score was 62.81 up 2 points from 2019



## BUILDING COMMUNITY

- Launched Canada's first-ever Black Entrepreneurship Loan Fund to help Black-led businesses across Canada recover from the pandemic
- Volunteered more than 109,000 hours in communities across North America in 2020
- Donated \$75M+ in corporate and employee giving to community organizations in 2020



#### **CULTURE**

- CIBC was once again, named one of Canada's Top 100 Employers, our ninth consecutive year with that honour
- Empowering employees with increased accountability
- Best-in-class employee engagement score - 11 points above Willis Towers Watson Global Financial Services norm
- Creating a modern, connected and inclusive workplace, evident by transformed retail network and design of new global HQ<sup>2</sup>



#### **CLIMATE CHANGE**

- Driving sustainable growth and supporting transition to a low-carbon economy
- 2020 environmental milestones
- Committed \$42.1 billion<sup>3</sup> to sustainable financing activities since 2018, reaching 28% of our \$150 billion target by 2027
- Inaugural issuance of a US \$500 million, five-year green bond to help finance new and existing green projects, assets, and businesses that mitigate the risks and effects of climate change



#### **GOVERNANCE**

- Good governance is the foundation for creating long-term value and is embedded across our organization
- 100% employee completion rate for ethical training on our Code of Conduct
- The Board exceeded its gender diversity target, with women constituting 40% of the Board

#### CREATING A SUSTAINABLE FUTURE IS EMBEDDED IN OUR CULTURE

## Engaged and Diverse Board of Directors...





Honourable John Manley Chairman, CIBC Senior Advisor, **Bennett Jones** Joined: 2005



**Belzberg** Senior Managing Partner, **TorQuest Partners** 2005

**Brent** 



**Brindamour** Chief Executive Officer, Intact Financial Corp. 2020

Charles



Nanci Caldwell Former EVP & Chief Marketing Officer, Peoplesoft, Inc. 2015



Michelle **Collins** President, Cambium LLC 2017



**Patrick Daniel** Former President & CEO, Enbridge Inc. 2009



Luc **Desjardins** President & CEO, Superior Plus Corp. 2009



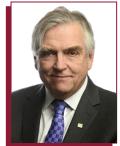
**Victor Dodig** President & CEO, CIBC 2014



Kevin Kelly Former Lead Director, Ontario Securities Comm. 2013



Christine Larsen Former Sr. Advisor to the CEO, First Data Corp 2016



Le Pan Former Superintendent, Financial Inst. CAN 2008

**Nicholas** 



**Peverett** Former President & CEO, **BCTC** 2009



Stevenson Former Sr. Financial Exec., **Nortel Networks** 2011

Katharine



**Tourcotte** Former Vice Chair, Ouebec of BCE & Bell Canada 2014

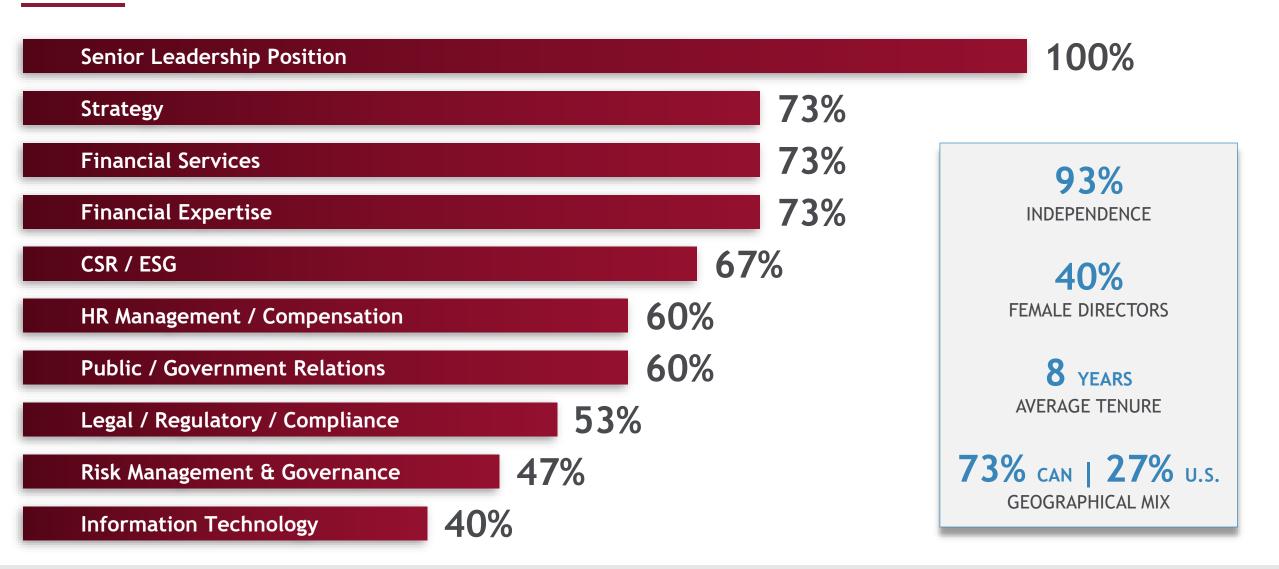
Martine



**Barry Zubrow** President, **ITB** LLC 2015

## ...with Deep Industry Expertise and Capabilities





SUPPORTING OUR LONG-TERM PROFITABLE GROWTH STRATEGY

## Transforming the Bank through Our Continuous Improvement Journey



#### WHERE WE WERE & WHERE WE ARE TODAY

	Growth Metrics	2014	Q1 2021		Earnings by Region	2014	Q1 2021
Improving Client Experience to Drive Growth	J.D. Power Retail Satisfaction Ranking	#5	#3 <sup>1</sup>	Diversifying Earnings Growth While Maintaining Risk Discipline			
	Loans (\$B)	268	421		Canada U.S.	75% 6%	68% 19%
	Deposits (\$B)	325	574		Other	19%	13%
	AUA (\$MM)	1,703	2,527				
	Efficiency Metrics	2014	Q1 2021		Capital & Liquidity Metrics	2014	Q1 2021
Investing in Process Improvements to Drive Efficiency	Efficiency Ratio	59.0%	53.9%	Strong Capital and Liquidity for Challenging Economic Scenarios	CET1	10.3%	12.3%
	Sales to Service Ratio <sup>2</sup>	50.4%	67.8%		Liquidity Coverage Ratio (LCR)	129%³	142%

#### CREATING ENDURING SHAREHOLDER VALUE BY EXECUTING ON OUR LONG-TERM PROFITABLE GROWTH STRATEGY





# Navigating COVID-19 Environment

## **COVID-19 Response**



#### **OUR TEAM**

#### Supporting and Ensuring Our Team's Well-being

- Enabled 75% of employees to work remotely, tripling the number from Q1/20
- Enhanced safety protocols and incremental financial compensation for those required to work onsite
- Provided employees with wellness resources to better manage stress



#### **OUR CLIENTS**

#### Assisted 500k+ Clients with Flexibility

- Implemented payment deferral programs on several credit products
- Reduced interest rates on credit cards for eligible clients
- Launched fully-digital solutions for clients to access government support programs
- Provided "front-of-the-line" access to seniors and persons with disabilities
- Proactively offered assistance to clients identified to have the most hardships



#### **OUR COMMUNITIES**

#### Increased Donations to Support Those Most at Risk

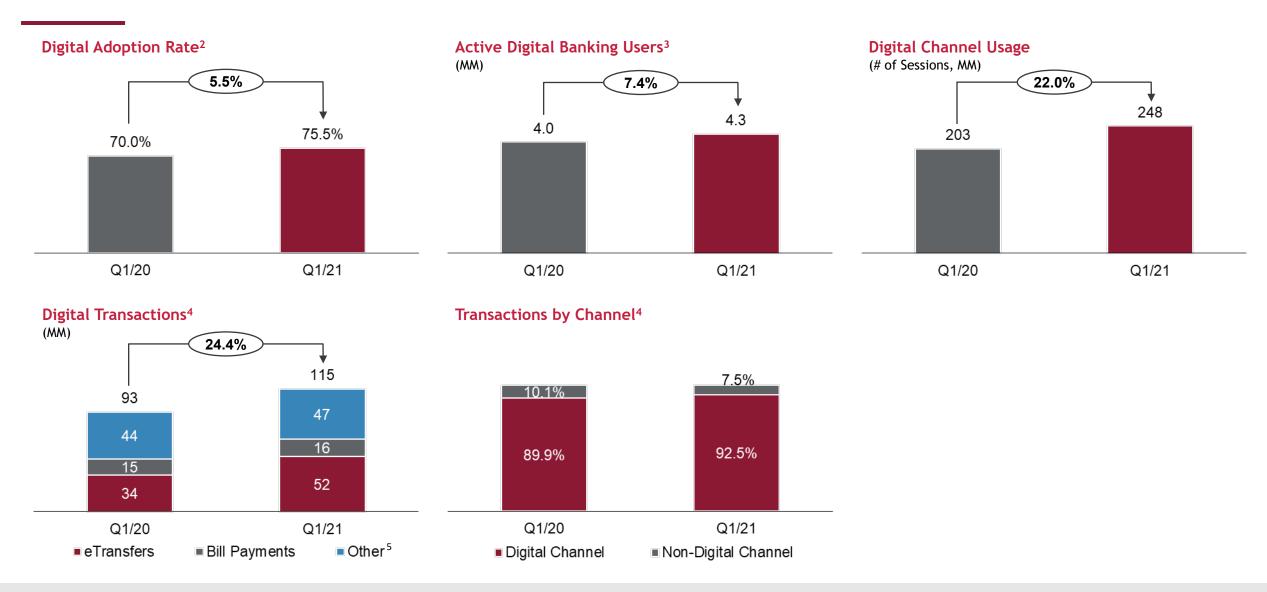
- Community Food Centres Canada
- United Way
- Kids Help Phone
- Canadian Blood Services
- American Red Cross
- Supported front-line health care workers with Aventura reward points
- Supported education of the next generation of health care workers with a bursary fund



#### SERVING AND HELPING ALL STAKEHOLDERS

## Growing Digital Engagement and Adoption<sup>1</sup>





#### **#1 IN MOBILE BANKING IS A COMPETITIVE ADVANTAGE**





# **Long-term Profitable Growth Strategy**

## Deliver Superior Client Experience and Top-tier Total Shareholder Return





To accelerate earnings growth



To deliver a modern relationship value proposition



To deliver the full potential of our connected franchise

STRATEGIC IMPERATIVE: MAINTAIN FINANCIAL STRENGTH THROUGH OUR TRANSFORMATION

## Business Strategic Priorities: Canadian Personal & Business Banking





## Focus on Effectiveness and Operational Excellence

- Build on sales effectiveness by strengthening core capabilities, ensuring Purpose-driven accountabilities and efficient client contact strategies
- Achieve operational excellence by ensuring efficient and effective processes that address key client irritants

## Deliver personalized advice and experiences

- Focus on client's end-to-end payment experiences as a key differentiator with focused investments
- Provide personalized advice and experiences supported by new tools and capabilities
- Selective enhancements to our product offering

## More opportunities for clients to bank digitally

 Continued investments in virtual/digital banking, making it easy for clients to onboard and bank with us





Rejuvenating Our Personal and Business Banking Franchise





## Business Strategic Priorities: Canadian Commercial Banking & Wealth Mgmt.





## Accelerate Growth in Private Wealth Management

- Engage clients with differentiated fullservice, solutions-based approach
- Strategic hires in client-facing roles where we have growth opportunities
- Investing in technology infrastructure, including financial planning and Client Relationship Management technology
- Continued focus on growing fee-based revenues

#### **Evolve Asset Management**

- Maintain strong investment performance
  - 60%+ of our Assets under Management outperformed over the past 1, 3 and 5 years<sup>1</sup>
- Streamline costs to offset industry margin compression
- Grow retail and institutional net sales

## Risk-Controlled Growth in Commercial Banking

- Maintain strong quality of loan portfolio
- Deepen client relationships, including cross-referrals to Wealth Management, Personal Banking and Capital Markets
- Prioritize growth in segments expected to outperform, including Innovation Banking and real estate





Being the Leader in Advice in Canada





## Business Strategic Priorities: U.S. Commercial Banking & Wealth Mgmt.





#### **Expanding Our Client Base**

- Grow our client base through strategically located offices and specialty groups
- Achieve greater scale in Wealth Management and Private Banking
- Diversify deposits via CIBC Agility, an online savings and CD account platform for U.S. clients

#### Leveraging CIBC's Full Capabilities

- Continue building full, profitable relationships with new and existing clients by leveraging cross-border and crossbusiness capabilities
- Leverage co-location of Commercial Banking and Wealth Management professionals to enhance cross referrals
- **Use data as a strategic asset** to support growth, and optimize regulatory processes

#### **Streamlining Processes**

- Further refine client-facing processes, making it easier for clients to bank with us
- Invest in growth of business in order to improve our client experience while also achieving greater scale and efficiencies
- Maintain our focus on asset quality and diversifying loan and deposit portfolio





Delivering the Best-in-Class Commercial and Wealth Management offering in the U.S.





## **Business Strategic Priorities: Capital Markets**





#### **Strengthening Leadership Positions**

- Being the leading Capital Markets platform in Canada for our core clients
- Building a best-in-class renewables and clean energy franchise with global perspectives - retain our leadership and grow in renewables, sustainability and private capital

#### **Building a North American Platform**

- Scaling our global capabilities and expertise to serve our U.S. Corporate, Institutional and Commercial clients
- Expanding mid-market coverage and broadening financing capabilities in the U.S.

#### **Increasing Connectivity**

- Enhancing connectivity to the rest of our Bank by providing a full suite of Capital Markets products to our Personal, Commercial and Wealth clients
- Grow Direct Financial Services provide an integrated set of touchless banking services to digital-savvy and valueconscious consumers











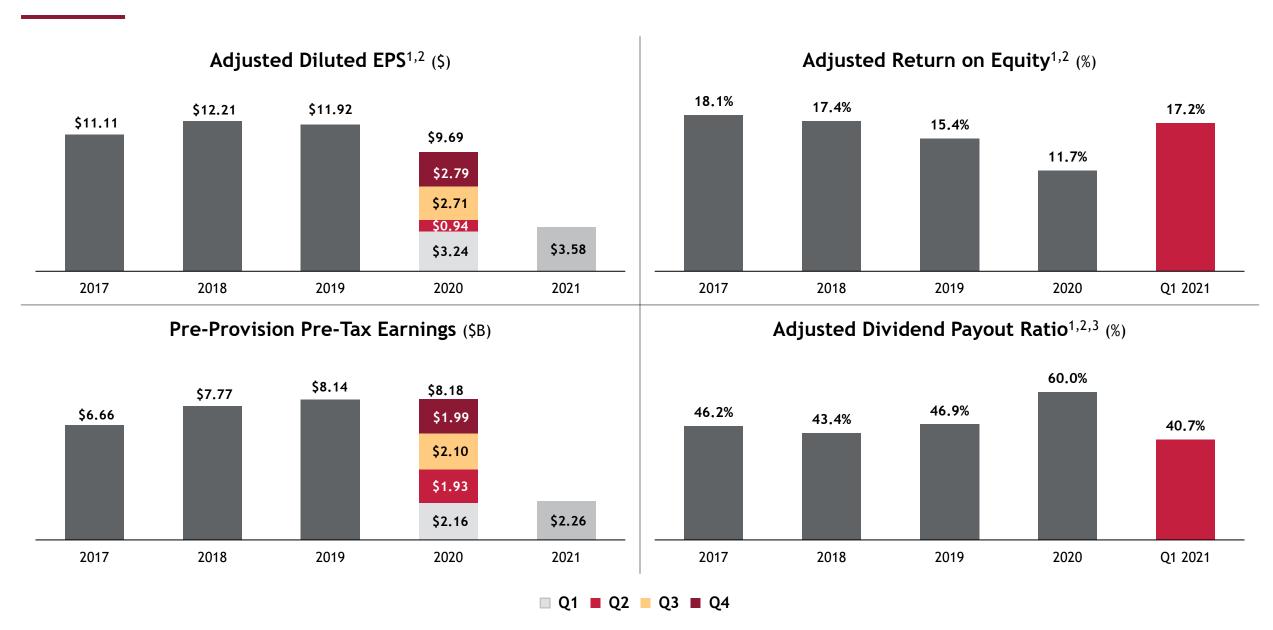




# **Financial Performance**

## Solid Returns to Shareholders...

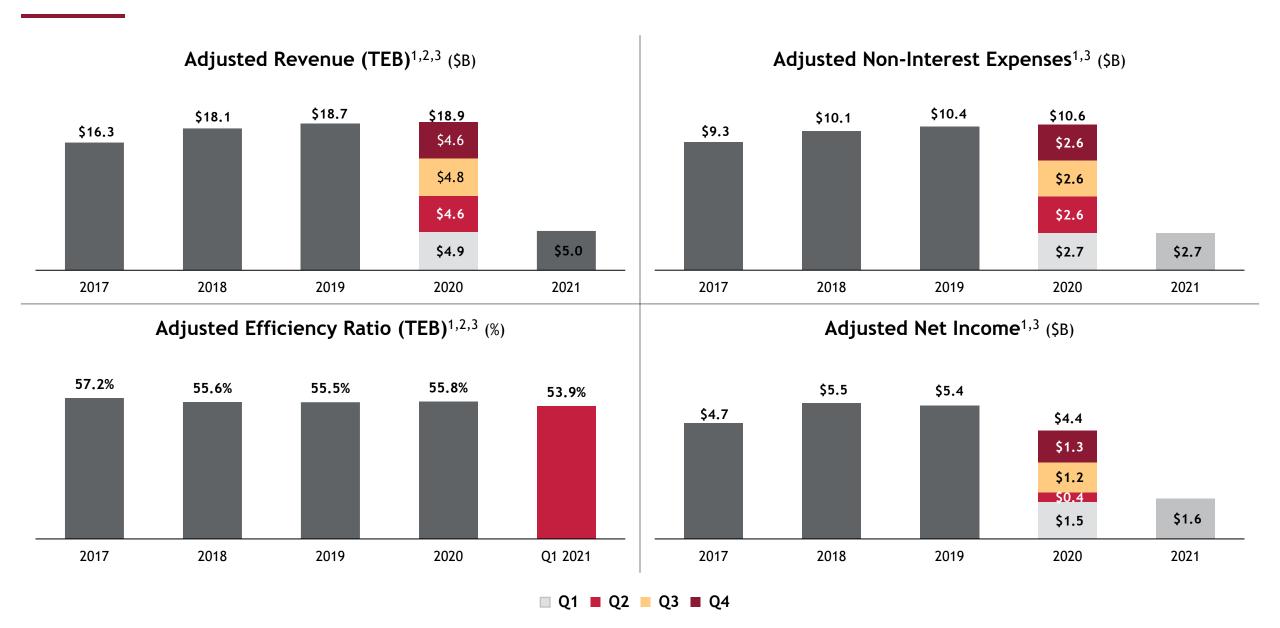




<sup>&</sup>lt;sup>1</sup> Adj. results are non-GAAP measures. See non-GAAP section of CIBC's Q1/21 Report to Shareholders. <sup>2</sup> F20 results were affected by COVID-19 pandemic economic impacts. <sup>3</sup> Common dividends paid as a percentage of net income after preferred dividends and premium on preferred share redemptions.

## ...Through Investments in Top-Line Growth and Improving Efficiency

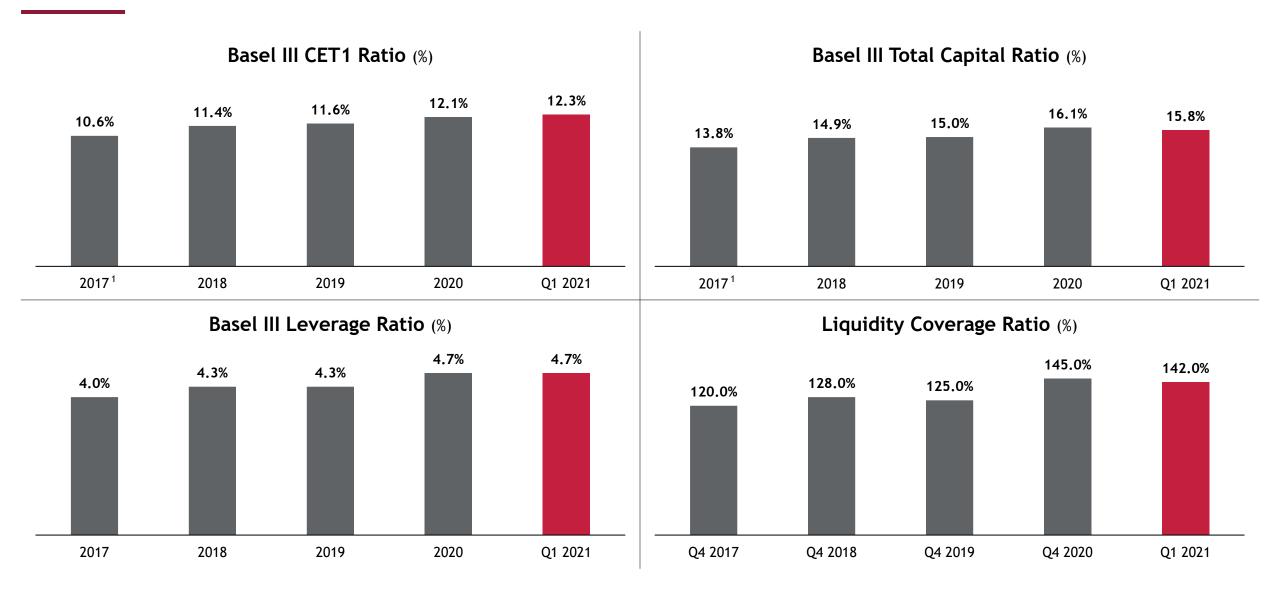




<sup>&</sup>lt;sup>1</sup> Adj. results are non-GAAP measures. See non-GAAP section of CIBC's Q1/21 Report to Shareholders. <sup>2</sup> TEB = Taxable Equivalent Basis - a non-GAAP financial measure representing the gross up of tax-exempt revenue on certain securities to an equivalent before-tax basis to facilitate comparison of NII from both taxable and tax-exempt sources. <sup>3</sup> F20 results were affected by COVID-19 pandemic economic impacts.

## Underpinned by a Commitment to Balance Sheet Strength...

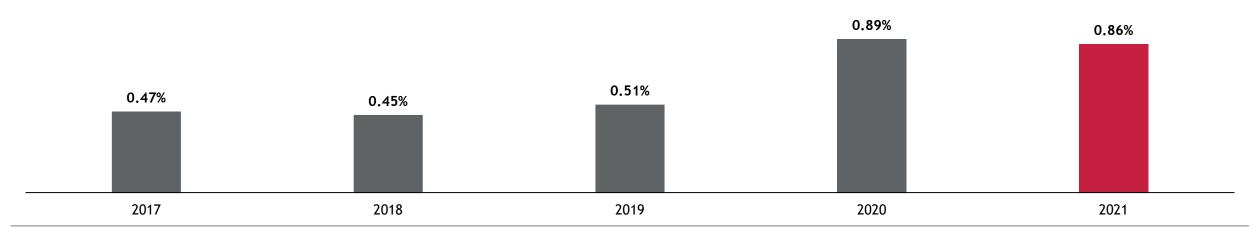




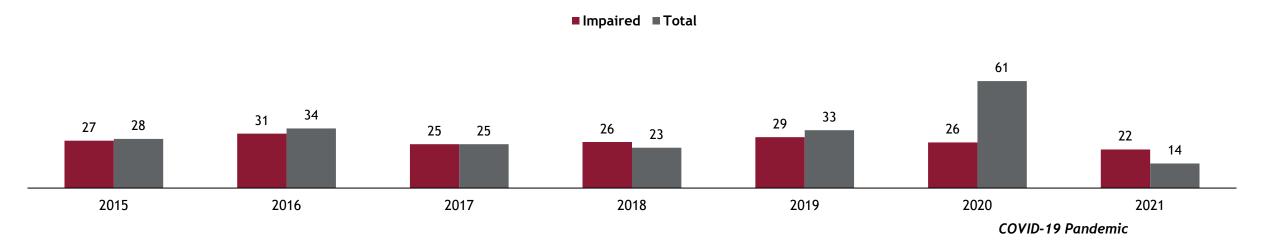
## ...and Prudent Risk Management







Loan Loss Ratio<sup>2,3,4</sup> (bps)

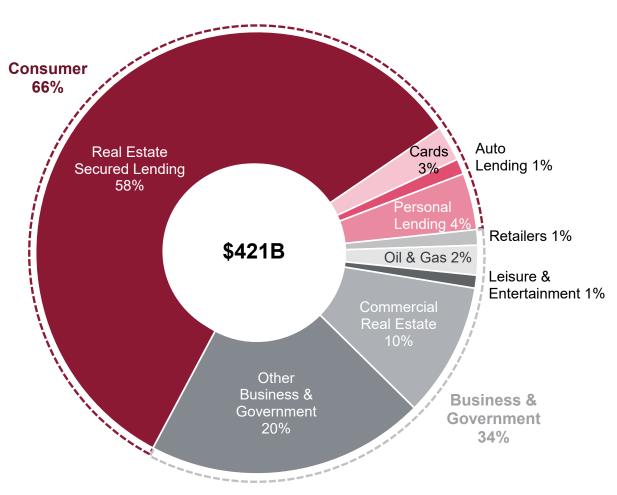


<sup>&</sup>lt;sup>1</sup> Allowance for credit losses to gross carrying amount of loans. The gross carrying amount of loans include certain loans that are measured at FVTPL. <sup>2</sup> F20 results were affected by COVID-19 pandemic economic impacts. <sup>3</sup> Fiscal years 2011 to 2017 are under IAS 39. Effective November 1, 2017, we adopted IFRS 9. <sup>4</sup> The ratio is calculated as the provision for credit losses on impaired loans to average loans and acceptances, net of allowance for credit losses.

## Lending portfolio mix remains sound

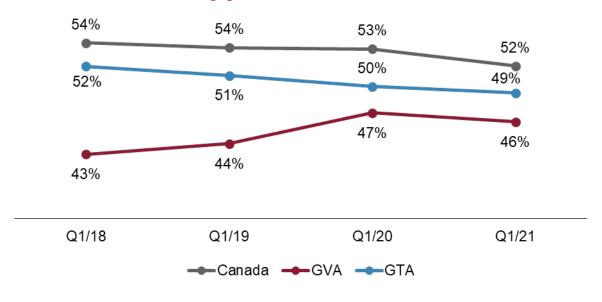


#### Overall Loan Mix (Outstanding)



- Nearly two-thirds of our portfolio is consumer lending composed mainly of mortgages, with uninsured having an average loan-to-value of 52%
- Oil and gas is 2.0% of the loan portfolio; 48% investment grade
- The balance of our portfolio is in business and government lending with an average risk rating equivalent<sup>1</sup> to a BBB, with minimal exposure to the leisure and entertainment sectors

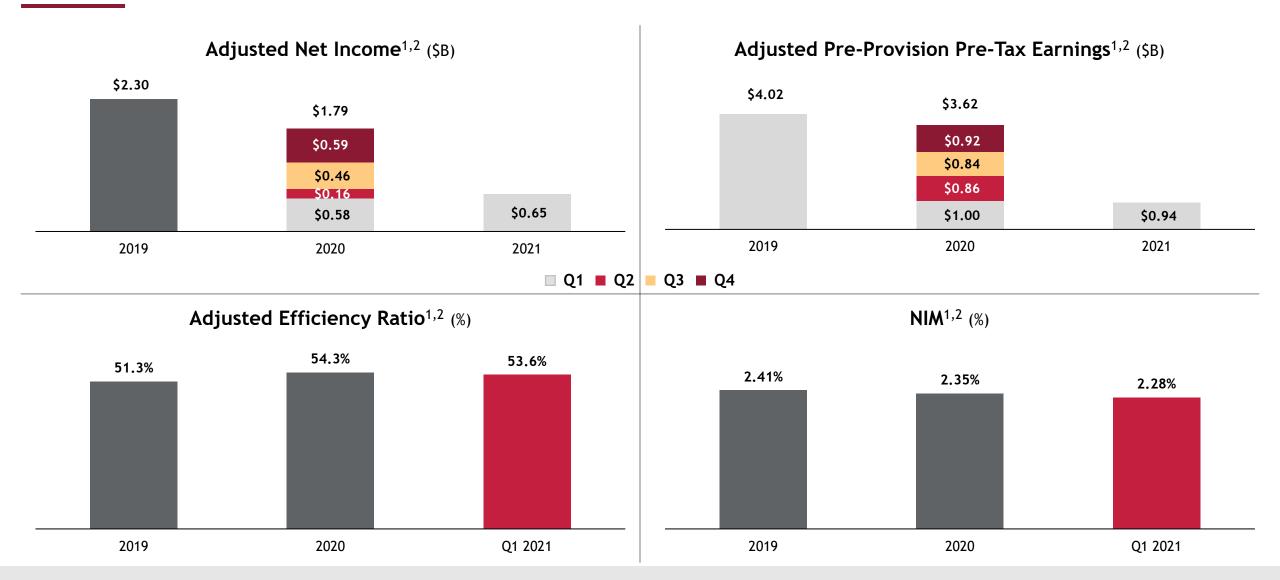
#### Canadian Uninsured Mortgage Loan-To-Value Ratios



<sup>-</sup>  $^{1}$  Incorporates security pledged; equivalent to S&P/Moody's rating of BBB/Baa2.

## Financial Highlights: Canadian Personal and Business Banking

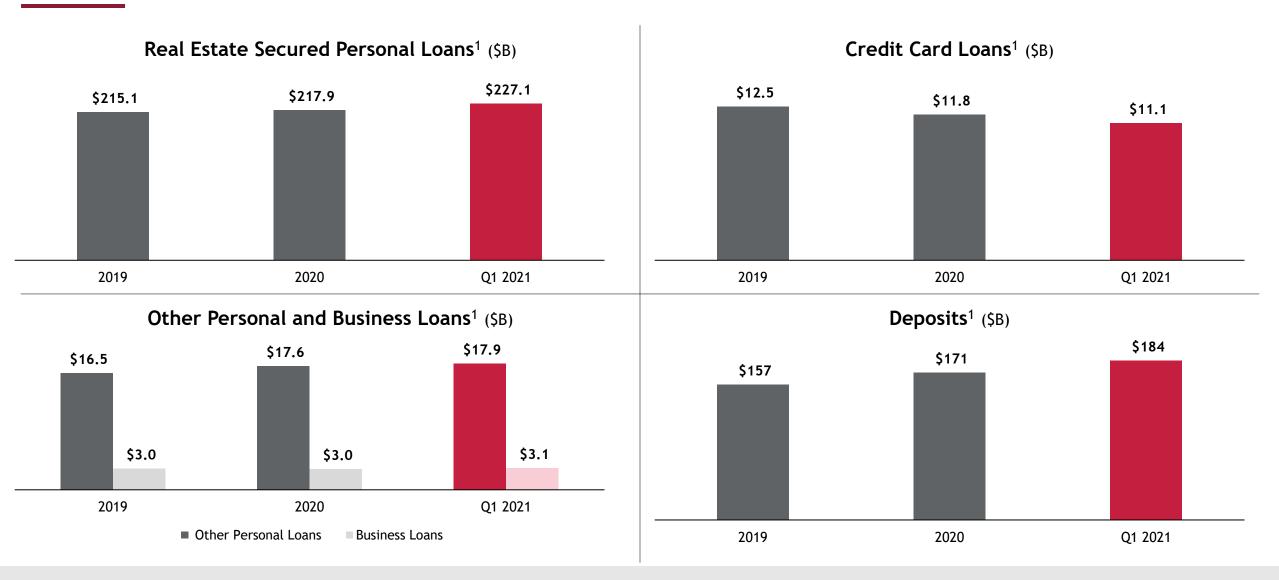




### REVITALIZING OUR CONSUMER BUSINESS TO DELIVER SUSTAINABLE, MARKET LEADING PERFORMANCE

## Financial Highlights: Canadian Personal and Business Banking

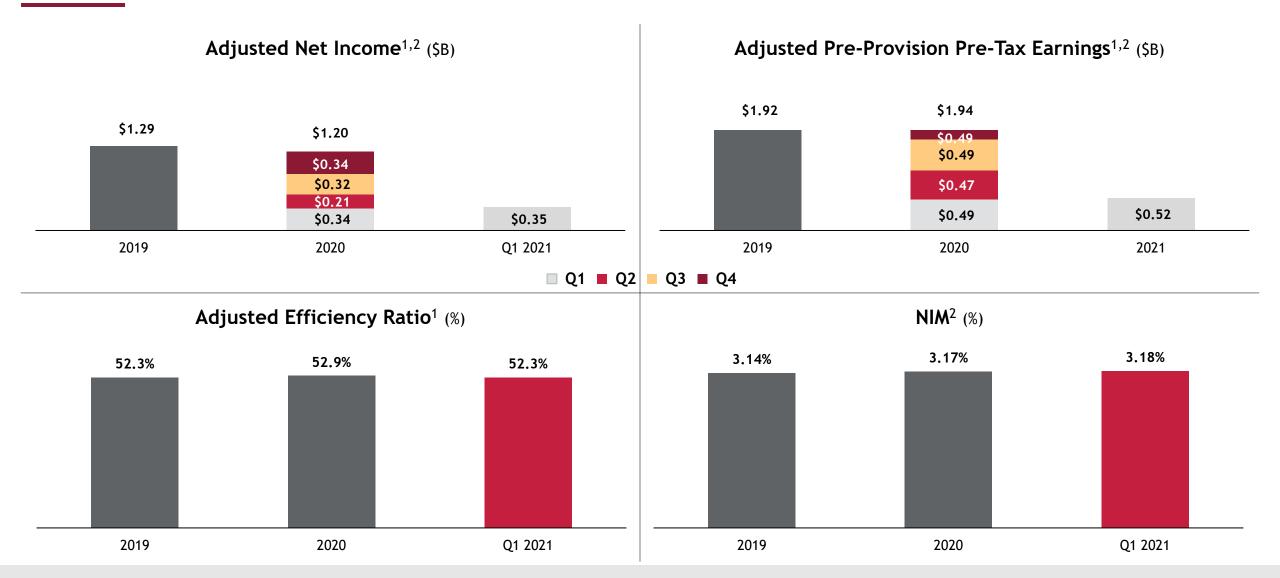




## REVITALIZING OUR CONSUMER BUSINESS TO DELIVER SUSTAINABLE, MARKET LEADING PERFORMANCE

## Financial Highlights: Canadian Commercial Banking and Wealth Management

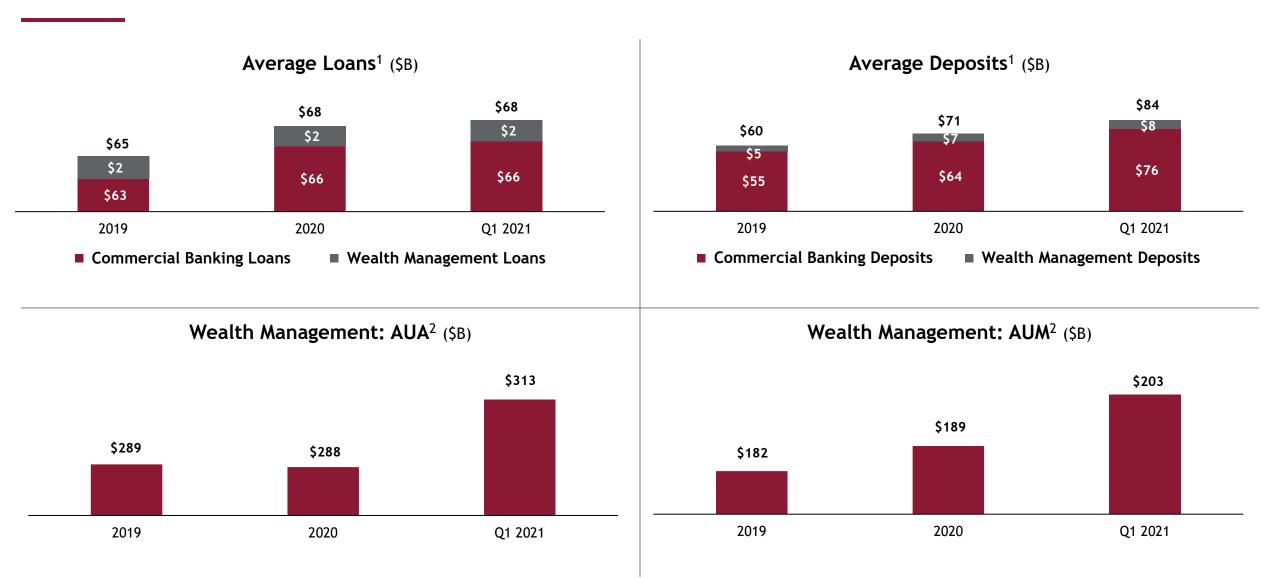




## DELIVERING GROWTH THROUGH FULL-SERVICE, SOLUTIONS-BASED APPROACH

## Financial Highlights: Canadian Commercial Banking and Wealth Management

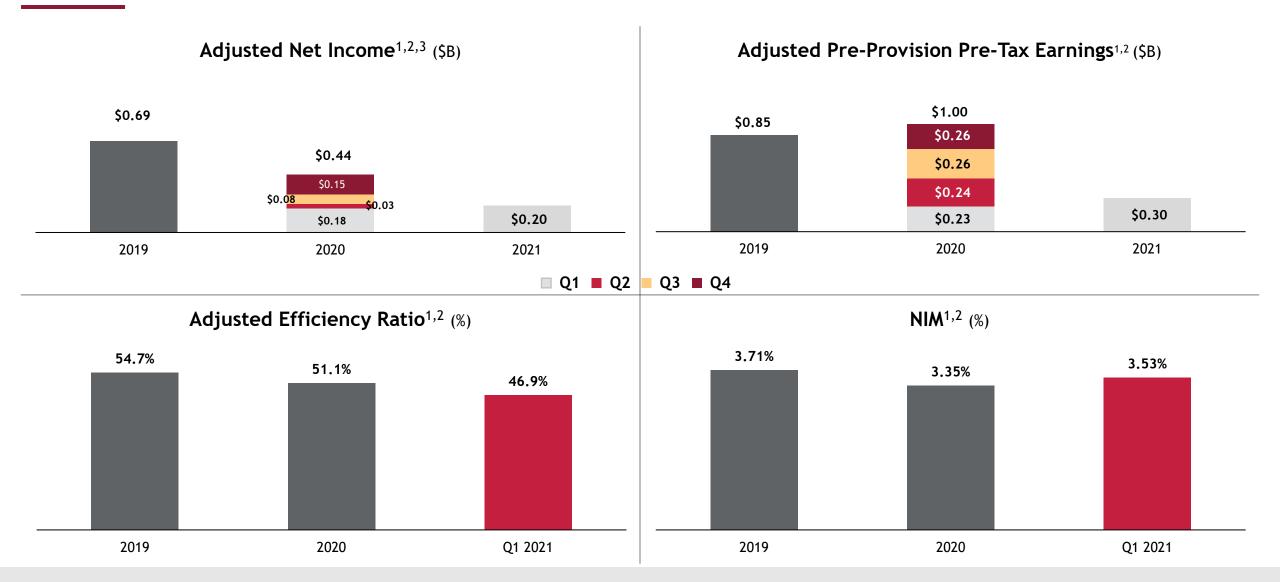




## DELIVERING GROWTH THROUGH FULL-SERVICE, SOLUTIONS-BASED APPROACH

## Financial Highlights: U.S. Commercial Banking and Wealth Management

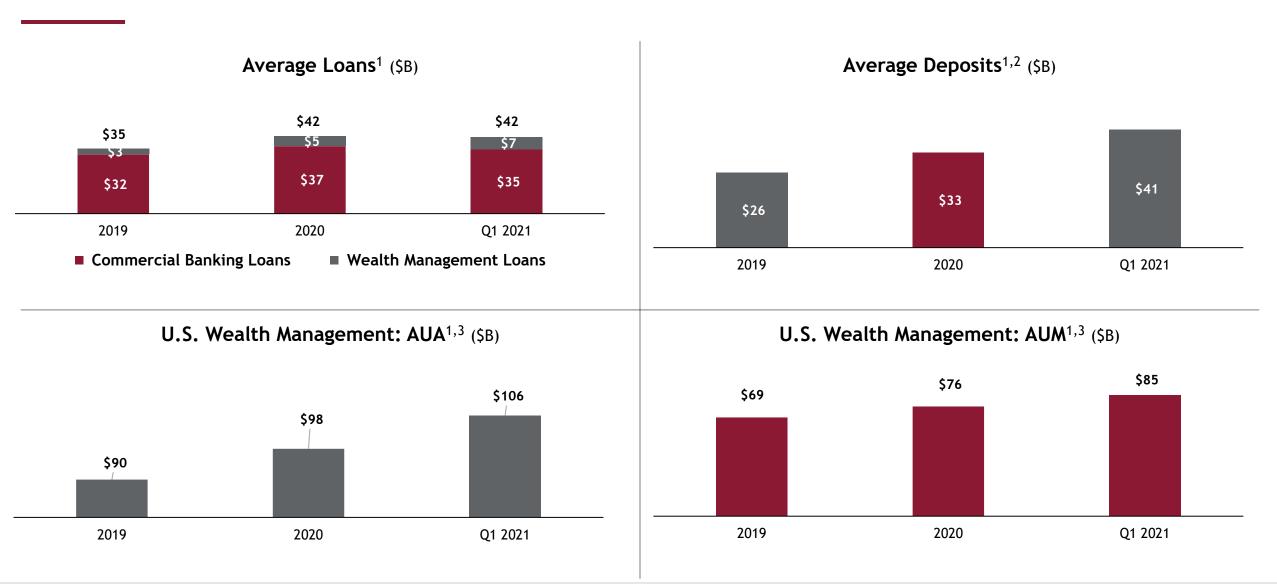




#### EXPANDING CLIENT RELATIONSHIPS BY LEVERAGING CROSS-BORDER AND CROSS-BUSINESS CAPABILITIES

## Financial Highlights: U.S. Commercial Banking and Wealth Management



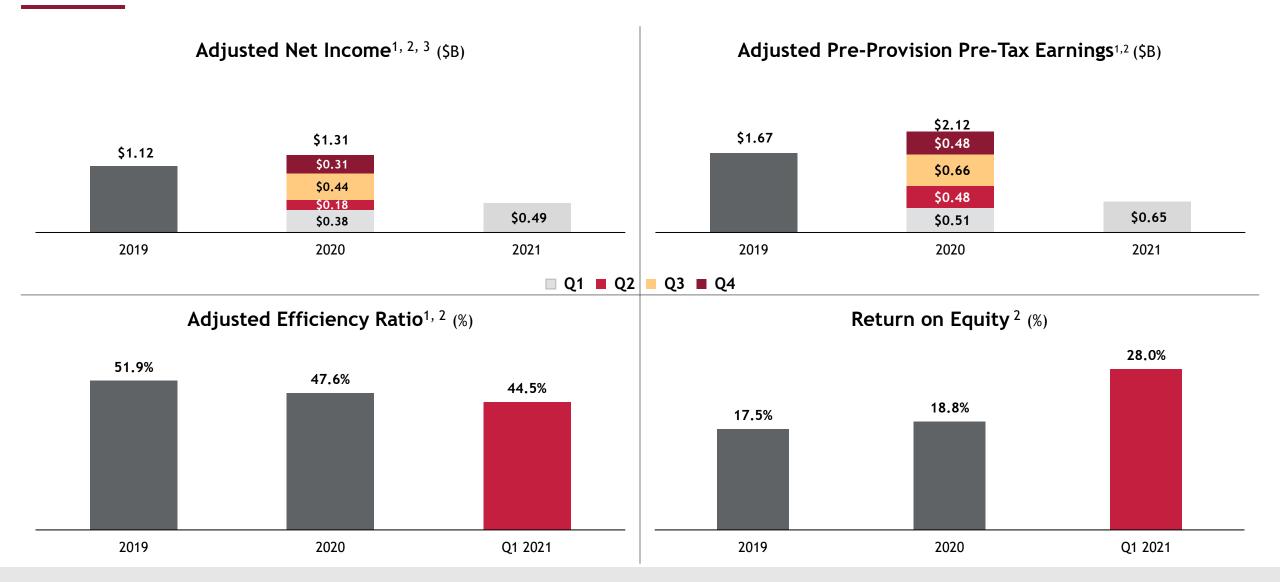


#### EXPANDING CLIENT RELATIONSHIPS BY LEVERAGING CROSS-BORDER AND CROSS-BUSINESS CAPABILITIES

<sup>&</sup>lt;sup>1</sup> F20 results were affected by economic impacts from COVID-19 pandemic. <sup>2</sup> 2019-2020 amounts have been restated since Q1/21. <sup>3</sup> Assets Under Management (AUM) amounts are included in the amounts reported under Assets Under Administration (AUA).

## Financial Highlights: Capital Markets





### BUILDING A LEADING NORTH AMERICAN CLIENT PLATFORM WITH GLOBAL CAPABILITIES





# Disciplined Capital Deployment

## **Disciplined Capital Deployment**



# Organic Growth

- Investing to reinvigorate our consumer business
- Focusing on high-return projects, particularly process simplification and technology enhancements
- Build on positive momentum in our North American Commercial Banking, Capital Markets, and US Private Wealth Management businesses

## Dividend Stability

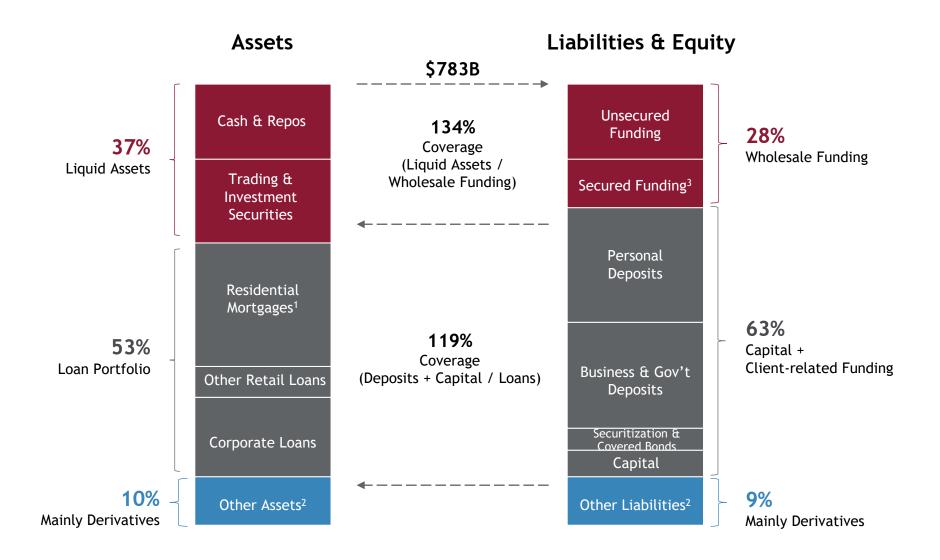
- With a CET1 ratio of 12.3%, we have abundant excess capital over and above the current regulatory minimum of 9.0% to support our clients and maintain our current dividend
- In response to the COVID-19 pandemic, OSFI directed that all federally regulated financial institutions halt share buybacks and dividend increases until further notice
- Long-term payout ratio will remain in 40% 50% target range with ability to run above it in the near term while continuing to support our economy and clients

## Inorganic Growth

- Near term: do not expect any sizeable M&A in the U.S. as we continue to focus our capital allocation on supporting our clients and maintaining our dividend
- · Long term: will remain an option
  - Remain selective
  - Ensure right cultural and strategic fit

## High-Quality, Client-Driven Balance Sheet (Based on Q1 2021 Results)





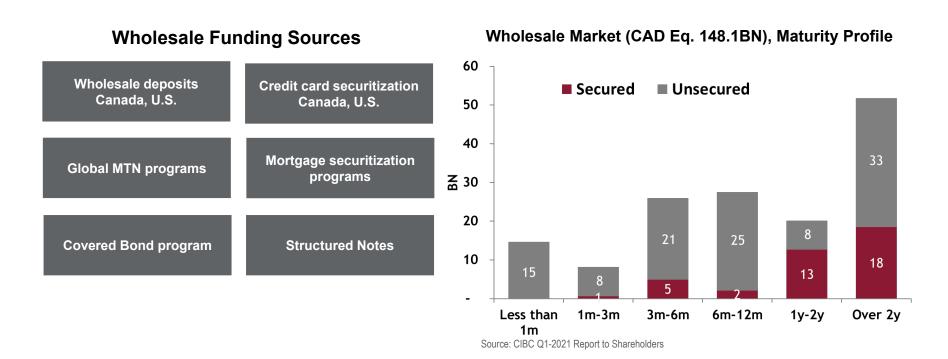
<sup>&</sup>lt;sup>1</sup> Securitized agency MBS are on balance sheet as per IFRS. <sup>2</sup> Derivatives related assets, are largely offset by derivatives related liabilities. Under IFRS derivative amounts with master netting agreements cannot be offset and the gross derivative assets and liabilities are reported on balance sheet. 3 Includes obligations related to securities sold short, cash collateral on securities lent and obligations related to securities under repurchase agreements.

### **CIBC Funding Strategy and Source**



#### **Funding Strategy**

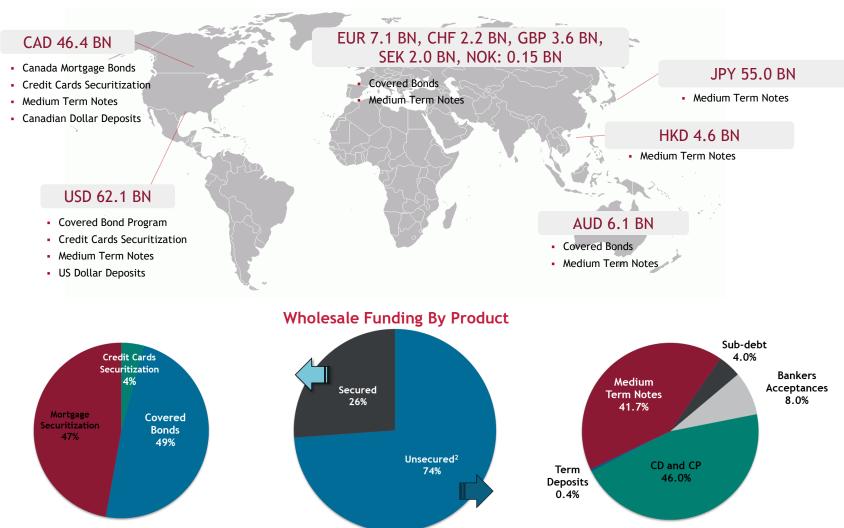
- CIBC's funding strategy includes access to funding through retail deposits and wholesale funding and deposits
- CIBC updates its three year funding plan on at least a quarterly basis
- The wholesale funding strategy is to develop and maintain a sustainable funding base through which CIBC can access funding across many different depositors and investors, geographies, maturities, and funding instruments



### Wholesale Funding Geography



#### **Wholesale Funding By Currency**



Source: CIBC Q1-2021 Report to Shareholders

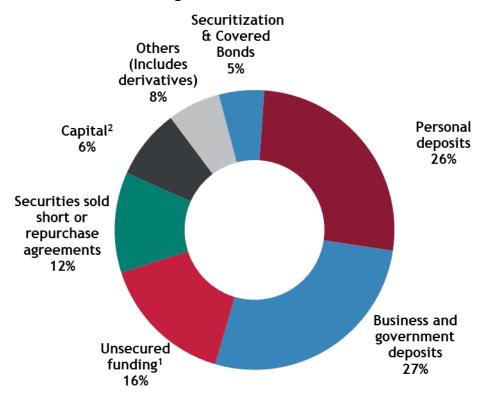
Unsecured includes Obligations related to securities sold short, Cash collateral on securities lent and Obligations related to securities under repurchase agreements.

Percentages man not add up to 100% due to rounding

### **CIBC Funding Composition**







Source: CIBC Q1-2021 Supplementary Financial Information

Funding Sources	BN
Personal deposits	206.1
Business and government deposits	209.9
Unsecured funding <sup>1</sup>	119.2
Securities sold short or repurchase agreements	97.7
Others (Includes derivatives)	64.6
Capital <sup>2</sup>	46.6
Securitization & Covered Bonds	38.7
Total	782.9

Wholesale market, currency <sup>3</sup>	BN
USD	76.0
CAD	46.4
Other	25.7
Total	148.1

<sup>&</sup>lt;sup>1</sup> Unsecured funding is comprised of wholesale bank deposits, certificates of deposit and commercial paper, bearer deposit notes and bankers' acceptances, senior unsecured EMTN and senior unsecured structured notes

<sup>&</sup>lt;sup>1</sup> Percentages may not add up to 100% due to rounding.

<sup>&</sup>lt;sup>2</sup> Capital includes subordinated liabilities

<sup>&</sup>lt;sup>3</sup> Currency composition, in Canadian dollar equivalent, of funding sourced by CIBC in the wholesale market. Source: CIBC Q1- 2021 Report to Shareholders



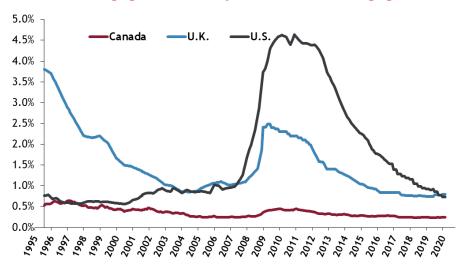


## Canadian Mortgage Market

### Mortgage Market Performance and Urbanisation Rates



#### Mortgage Arrears by Number of Mortgages



Source: CML Research, CBA, MBA. \*Mortgage arrears of 3+ months in Canada and UK or in foreclosure process in the US

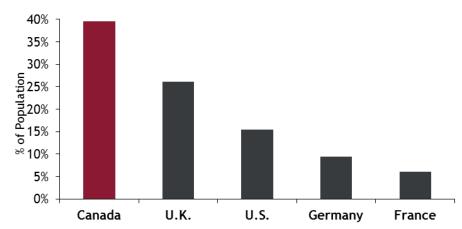
#### Canada has one of the highest urbanisation rates in the G7

- Almost 40% of the Canadian population lives in one of the four largest cities
- A greater rate of urbanisation is a strong contributor to increases in property values

### Canadian mortgages consistently outperform U.S. and U.K. mortgages

- Low defaults and arrears reflect the strong Canadian credit culture
- Mortgage interest is generally not tax deductible, resulting in an incentive for mortgagors to limit their amount of mortgage debt
- In most provinces, lenders have robust legal recourse to recoup losses
- Mortgage arrears have steadily declined from high of 0.45% in 2009 to 0.25% in September 2020<sup>1</sup>

#### **Population in Top Four Cities**



Source: 2014 Census for France, 2016 Census for Canada, 2011 Census for UK, Germany; 2010 Census for US

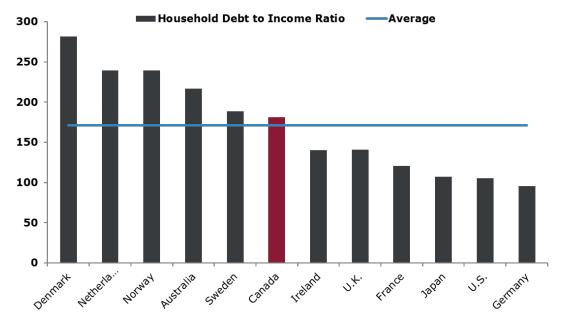
<sup>&</sup>lt;sup>1</sup> Source: Canadian Banker's Association

### **Canadian House Prices**

CIBC

- Absolute price level is moderate compared to major global urban centers
- Canadian debt to income ratio in line with many developed nations
- Growth rates of house prices in Canada have diverged across regions

#### Household Debt to Income Ratio

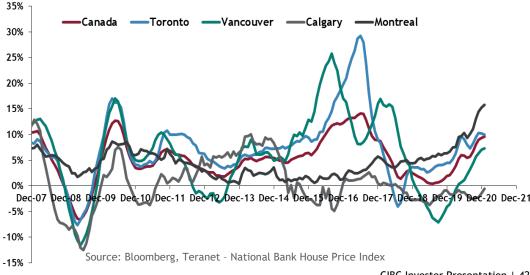


Source: OECD, 2018 or latest available. Household debt ratios across countries can be significantly affected by different institutional arrangements, among which tax regulations regarding tax deductibility of interest payments.

Average Home Price					
City	CAD	USD Eq. <sup>1</sup>			
Canada	622K	488K			
Toronto	928K	729K			
Vancouver	1057K	830K			
Calgary	420K	330K			
Montreal	434K	341K			

Source: CREA, January 2021, <sup>1</sup> 1 USD = 1.2724 CAD

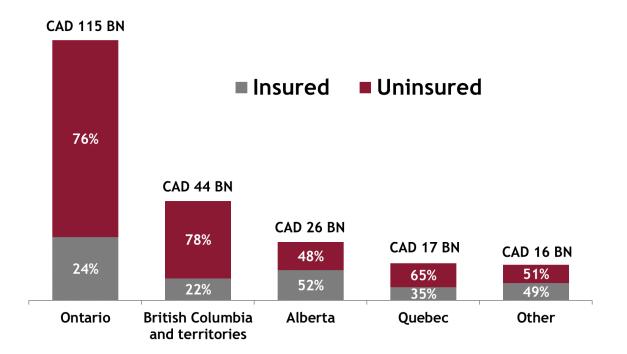
#### Housing Index Year over Year Change, by City



### **CIBC's Mortgage Portfolio**

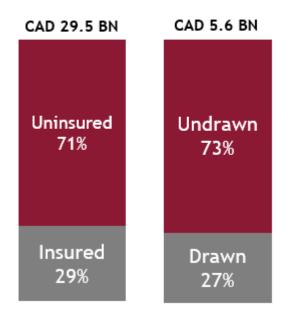


CIBC Canadian Residential Mortgages: CAD 217.5 BN



Condo Exposure: CAD 35.1 BN

Condo Mortgages Condo Developers



- 30% of CIBC's Canadian residential mortgage portfolio is insured, with 70% of insurance being provided by CMHC
- The average loan to value<sup>1</sup> of the uninsured portfolio is 52%
- The condo developer exposure is diversified across 101 projects
- Condos account for approximately 14% of the total mortgage portfolio

<sup>1.</sup> LTV ratios for residential mortgages are calculated based on weighted average. The house price estimates for January 31, 2021 and October 31, 2020 are based on the Forward Sortation Area level indices from the Teranet - National Bank National Composite House Price Index (Teranet) as of December 31, 2020 and September 30, 2020, respectively. Teranet is an independent estimate of the rate of change in Canadian home prices.





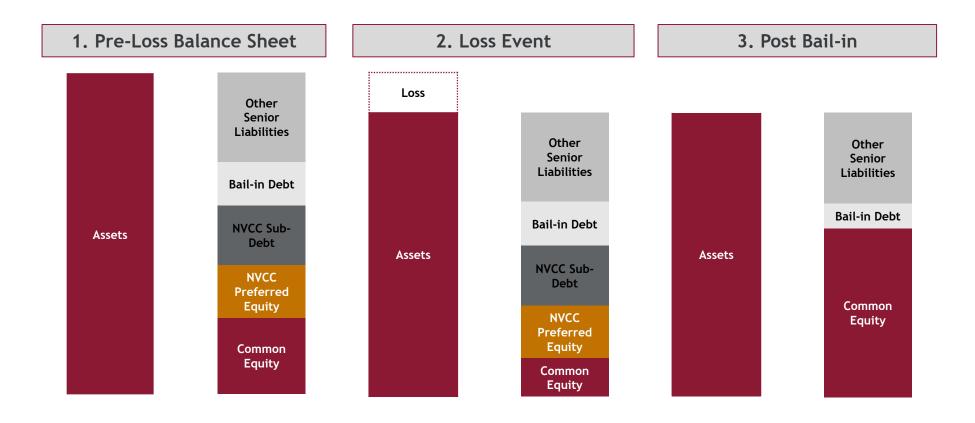
# Canadian Bail-in Regime Update

### How Bail-In Is Expected To Work



When OSFI deems a bank has ceased to or may be about to cease to continue to be viable, it may trigger temporary takeover of the bank and carry out the bail-in conversion of NVCC capital and bail-in debt to common equity.

- There are no write-down provisions in the framework
- Conversion formula under many scenarios may result in investor gains



### Canadian Bail-in Regime Update



On April 18, 2018, Department of Finance published the bail-in regulations, and OSFI finalized the guidelines on Total Loss Absorbing Capacity (TLAC) and TLAC holdings.

#### Department of Finance's bank recapitalization (bail-in) conversion regulations

- Provide statutory powers to CDIC (through Governor in Council) to enact the bail-in regime including the ability to convert specified eligible shares and liabilities of D-SIBs into common shares in the event such bank becomes non-viable
- Bail-in eligible liabilities include tradable (with CUSIP/ISIN), unsecured debt with original maturity of over 400 days
- Excluded liabilities are covered bonds, consumer deposits, secured liabilities, derivatives, and structured notes<sup>1</sup>
- Effective on September 23, 2018

#### **OSFI's TLAC Guideline**

- TLAC liabilities must be directly issued by the D-SIB, satisfy all of the requirements set out in the bail-in regulations, and have residual maturity greater than 365 days
- Minimum requirements:
  - TLAC ratio = TLAC measure / RWA > 21.5%
  - TLAC leverage ratio = TLAC measure / Leverage exposure > 6.75%
  - TLAC supervisory target ratio set at 22.50% RWA<sup>2</sup>
  - Effective Fiscal 2022. Public disclosure began in Q1 2019

#### **OSFI's TLAC Holdings**

- Our investment in other G-SIBs and other Canadian D-SIB's TLAC instruments are to be deducted from our own tier 2 capital if our aggregate holding, together with investments in capital instruments of other FIs, exceed 10% of our own CET1 capital
- Implementation started in Q1 2019

### Canadian Bail-in Regime - Comparison to Other Jurisdictions



#### Bail-in implementation in other jurisdictions has increased the riskiness of bail-inable bonds vs. non-bail-inable bonds:

- Legislative changes prohibit bail-outs, increasing the probability that bail-in will be relied on
- The hierarchy of claims places bail-in debt below deposits and senior debt through structural subordination, legislation or contractual means
- Bail-in is expected to rely on write-down of securities, imposing certain losses on investors

#### The Canadian framework differs from other jurisdictions on several points:

- The Canadian government has not introduced legislation preventing bail-outs
- Canadian senior term debt will be issued in a single class and will not be subordinated to another class of senior term debt like other jurisdictions such as the US and Europe
- Canada does not have a depositor preference regime; bail-in debt does not rank lower than other liabilities
- No Creditor Worse Off principle provides that no creditor shall incur greater losses than under insolvency proceedings
- There are no write-down provisions in the framework
- Conversion formula under many scenarios may result in investor gains





# Sustainability

### **ESG Commitments**



Commitments	Material Topics	Key Performance indicators	Target	Statı	us as of Oct 31, 2020
Environment	Sustainable Finance	Environmental and sustainable financing	\$150 billion over 10 years (2018-2027)	<b>√</b>	28%¹ achieved (\$42 billion)
Social	Client Experience	CIBC Enterprise Net Promoter Score	Continuous improvement	$\checkmark$	Up 2 pts YoY
Social	Privacy & Information Security	Number of privacy findings against CIBC by regulators	No privacy findings against CIBC by regulators	X	32
Social	Inclusive Banking	New loan authorizations to small and medium-sized Enterprises (SMEs)	Provide \$9B in new loan authorizations to SMEs between 2020 $\mbox{\ensuremath{\&}}\xspace$ 2023	<b>√</b>	39%³ achieved
Social	Inclusive Banking	Growth in commercial banking Indigenous business	Grow by 10% in 2020	$\checkmark$	23%
Social	Employee Engagement	CIBC's employee engagement score	>109% of Willis Towers Watson global financial services norm	$\checkmark$	111%
Social	Employee Engagement	Voluntary turnover (Canada)	Voluntary turnover <12.5% in 2020 (Canada)	1	7.3%
Social	Employee Engagement	% of employees that had performance reviews	Performance reviews for 100% of employees		100%
Social	Culture of inclusion	% of women on the CIBC Board of Directors	At least 30% women, at least 30% men on CIBC's Board of Directors		40%
Social	Culture of inclusion	% of women in board-approved executive roles (Global)	At a minimum, between 35% and 40% by 2022 (Global)		33%
Social	Culture of inclusion	% of visible minorities in board-approved executive roles (Canada)	At least 22% by 2022 (Canada)	<b>✓</b>	20%
Social	Culture of inclusion	% leaders from the Black community in board-approved executive roles (Canada)	4% by 2023 (Canada)	<b>✓</b>	3%
Social	Culture of inclusion	External hires: % of persons with disabilities (Canada)	8% - 9% in <b>2020 (Canada</b> )	X	<b>5</b> %³
Social	Culture of inclusion	External hires: % of indigenous peoples (Canada)	2% in 2020 (Canada)	1	3%
Social	Culture of inclusion	Student recruitment: % from the Black community (Canada)	At least 5% in 2021	N/A	Starts in 2021
Social	Community Relationships	Community investments: Canada and the U.S.	\$350M total corporate & employee giving between 2019 & 2023	<b>1</b>	44% achieved
Governance	Business Ethics	Employee completion rate: Code of Conduct ethical training	100% employee completion rate		100%

<sup>1</sup>For the cumulative results of 2018 through 2020; <sup>2</sup>Cases against CIBC by the Office of the Privacy Commissioner of Canada; <sup>3</sup>The full picture of our hiring for persons with disabilities is likely not reflected due to low self-disclosure in the survey utilized for data collection; <sup>3</sup>Revisions to our methodology resulted in new loan authorizations to SMEs being revised to \$3.5 billion in 2020, from \$6.9 billion reported in the ESG scorecard of CIBC's 2020 Annual Report.

### Our Commitment to Sustainability



### **Environmental**







Signatory of:



### Social









MAGINE CANADA

### Governance



Member of

### Dow Jones Sustainability Indices

Powered by the S&P Global CSA







# **Long-Term Targets**

### Long-term Targets for Key Performance Measures



> Regulatory Minimum

CET1 Ratio

### **Positive**

Operating Leverage

### Through the Cycle Targets

Annual EPS Growth 5% - 10%

Return on Equity 15%+

Dividend Payout Ratio 40% - 50%

WELL POSITIONED TO DELIVER ON OUR LONG-TERM GOALS

### **Investment Summary**



**Transforming** Our Bank

Continuous improvement mindset for a sustainable future



**Navigating COVID-19** Environment

Serving and helping our clients, teams and communities



Long-term Profitable **Growth Strategy** 

Maintaining a clientfocused strategy to drive sustainable earnings growth



04

**Maintaining Strong** Financial Performance

Balancing investments for future growth with disciplined expense management to drive solid returns



CREATING VALUE FOR OUR STAKEHOLDERS EVERYDAY



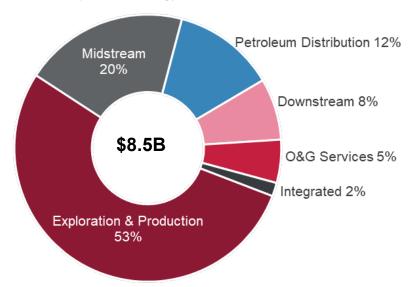


# **Appendix**

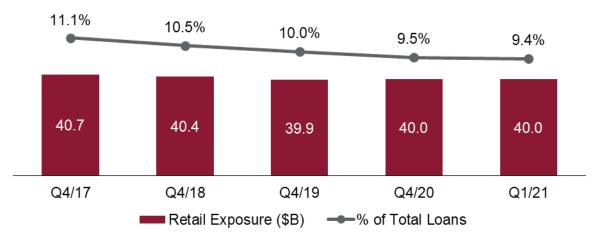
### Exposure to Oil & Gas Represents 2.0% of our lending portfolio



#### Oil & Gas Mix (Outstanding)

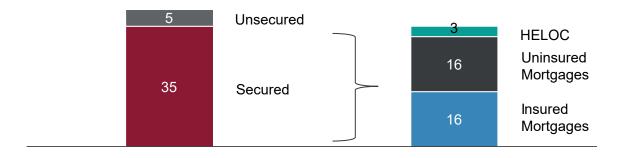


#### **Retail Exposure in Oil Provinces**



- \$8.5B drawn exposure in Q1/21
  - 48% investment grade
  - The U.S. comprises 29% of drawn loan exposure
- 77% of undrawn exposure is investment grade
- \$40.0B of retail exposure<sup>1</sup> to oil provinces<sup>2</sup> (\$31.9B mortgages)
- Alberta accounts for \$31.8B or 80% of the retail exposure<sup>1</sup>
- 87% of retail loans are secured
- Exposure represents 15% of total retail loans
- Average LTV<sup>3</sup> of 67% in the uninsured mortgage portfolio

#### Retail Drawn Exposure (\$B) in Oil Provinces

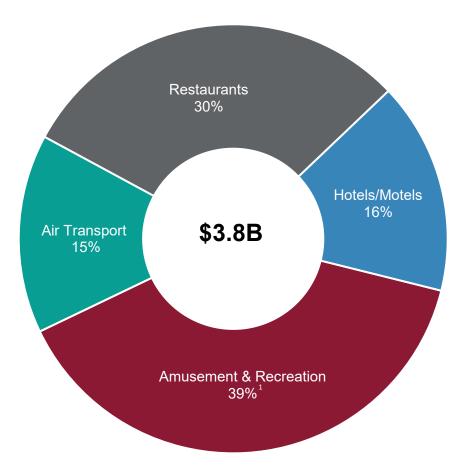


<sup>&</sup>lt;sup>1</sup> Comprises mortgages, HELOC, unsecured personal lines and loans, and credit cards. <sup>2</sup> Alberta, Saskatchewan and Newfoundland and Labrador. <sup>3</sup> LTV ratios for residential mortgages are calculated based on weighted average.

### Exposure to vulnerable sectors represents 2% of our lending portfolio

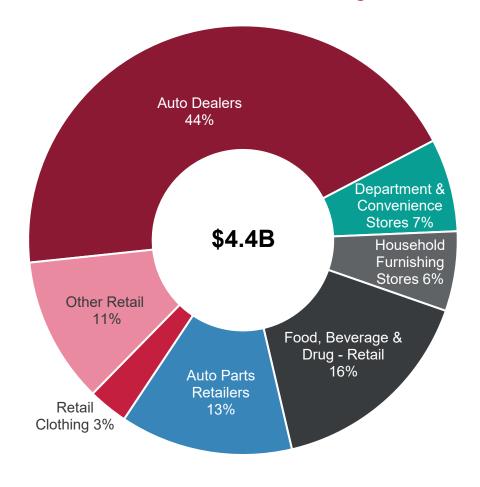


Leisure & Entertainment Loans Outstanding



- 25% of drawn loans investment grade <sup>2</sup>
- The U.S. comprises 20% of drawn exposure

#### **Retailer Loans Outstanding**

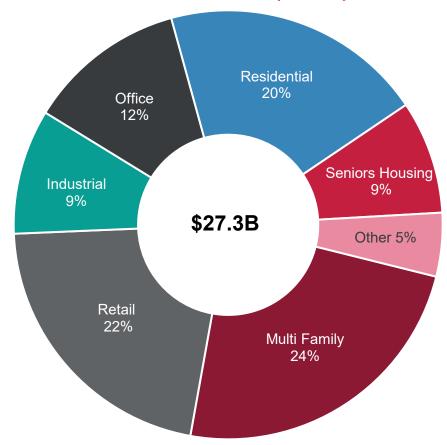


- 45% of drawn loans investment grade <sup>2</sup>
- The U.S. comprises 5% of drawn exposure

### Commercial Real Estate Exposure Remains Diversified

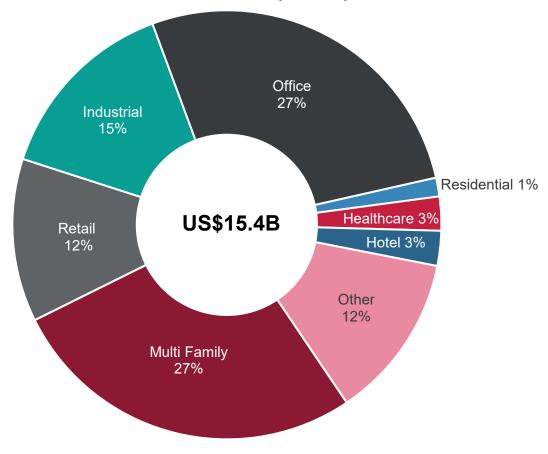


#### Canadian Commercial Real Estate Exposure by Sector<sup>1</sup>



• 67% of drawn loans investment grade<sup>3</sup>

U.S. Commercial Real Estate Exposure by Sector<sup>2</sup>

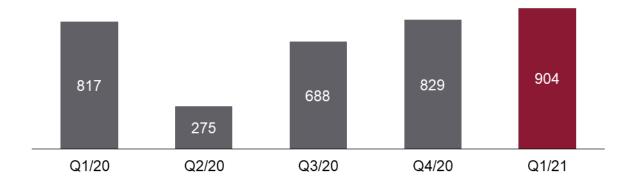


• 30% of drawn loans investment grade<sup>3</sup>

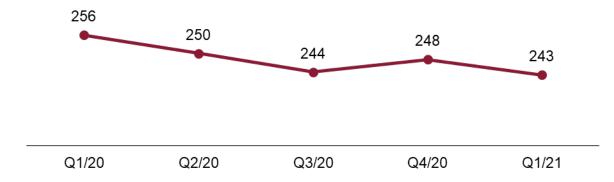
### Canadian Personal and Commercial Banking



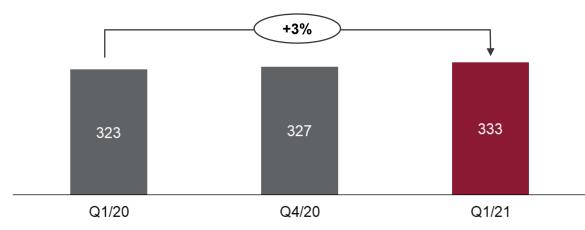
#### Net Income – Adjusted (\$MM)<sup>1</sup>



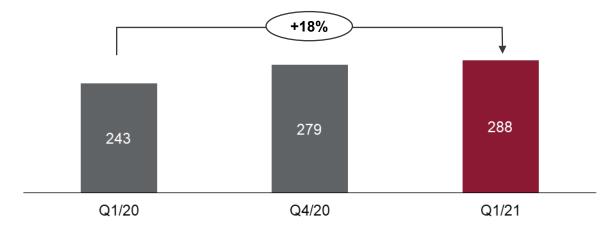
#### **Net Interest Margin (bps)**



#### Average Loans & Acceptances<sup>2</sup> (\$B)



#### **Average Deposits (\$B)**



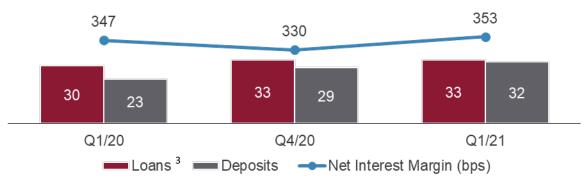
### U.S. Commercial Banking & Wealth Management (US\$)



Reported (US\$MM)	Q1/21	YoY	QoQ
Revenue	437	15%	11%
Net interest income	292	12%	9%
Non-interest income	145	20%	18%
Non-Interest Expenses	218	(4%)	7%
Provision for Credit Losses	35	NM	(43%)
Net Income	146	16%	43%

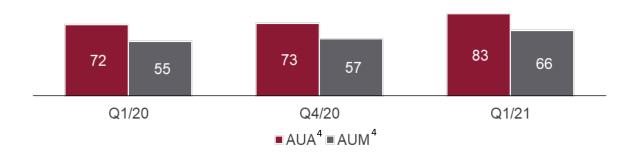
Adjusted¹ (US\$MM)	Q1/21	YoY	QoQ
Revenue	437	15%	11%
Net interest income	292	12%	9%
Non-interest income	145	20%	18%
Non-Interest Expenses	205	(2%)	8%
Pre-Provision, Pre-Tax Earnings <sup>2</sup>	232	36%	15%
Provision for Credit Losses	35	NM	(43%)
Net Income	155	12%	38%

#### Loans and Deposits - Average (US\$B)



- Continued focus on expanding client relationships
  - Loan balances up 10% YoY
  - Deposit balances up 42% YoY
  - NIM up 23 bps QoQ and 6 bps YoY
- Non-interest income up 20% YoY
  - Asset management fees up 16%, driven by strong net flows and market appreciation
  - · Strong syndication activity
- Expenses down 2%, impacted by reduced business development spend
  - Operating leverage of 16.7%
- Provision for Credit Losses:
  - Total PCL ratio of 43 bps
  - PCL ratio on impaired of 46 bps

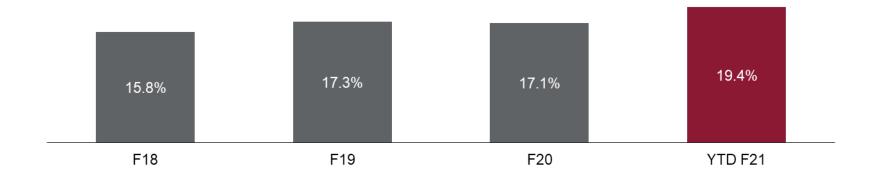
#### Wealth Management (US\$B)



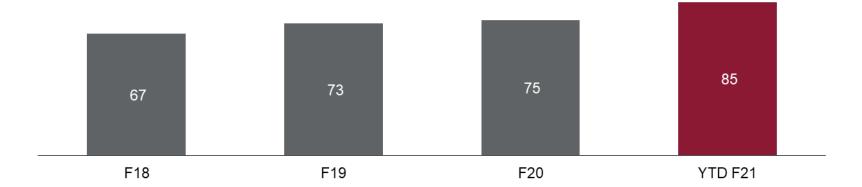
### Improved Diversification - Growth in the U.S. Region



U.S. Region Earnings Contribution - Adjusted<sup>1</sup>



#### U.S Region AUA (US\$B)<sup>2</sup>



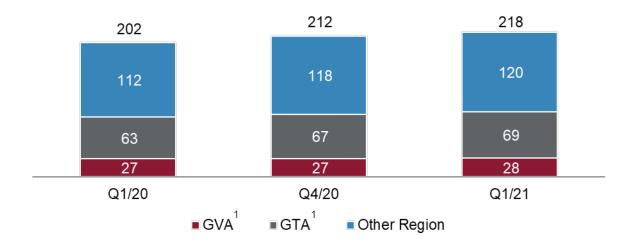
### Canadian Real Estate Secured Personal Lending



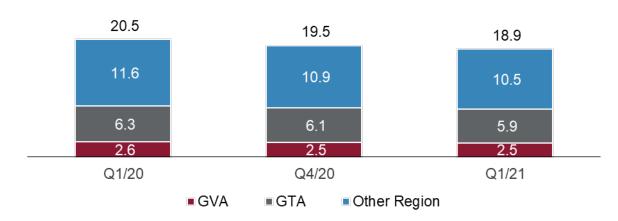
90+ Days Delinquency Rates	Q1/20	Q4/20	Q1/21
Total Mortgages	0.30%	0.29%	0.27%
Uninsured Mortgages	0.24%	0.28%	0.24%
Uninsured Mortgages in GVA <sup>1</sup>	0.15%	0.21%	0.14%
Uninsured Mortgages in GTA <sup>1</sup>	0.14%	0.16%	0.17%
Uninsured Mortgages in Oil Provinces <sup>2</sup>	0.69%	0.72%	0.60%

• The Greater Vancouver Area<sup>1</sup> (GVA) and Greater Toronto Area<sup>1</sup> (GTA) continue to outperform the Canadian average

#### Mortgage Balances (\$B; spot)



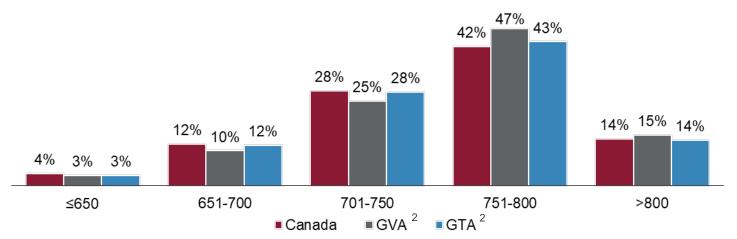
#### **HELOC Balances (\$B; spot)**



### Canadian Uninsured Residential Mortgages — Q1/21 Originations







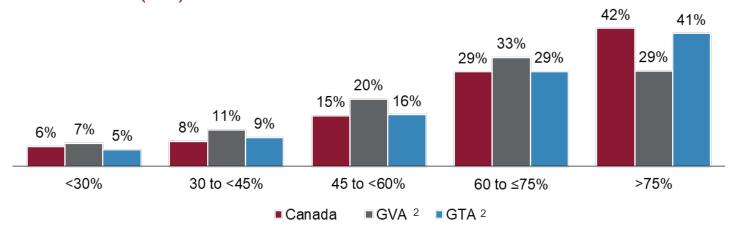
#### Originations of \$17B in Q1/21

• Average LTV<sup>1</sup> in Canada: 63%

• GVA<sup>2</sup>: 57%

• GTA<sup>2</sup>: 63%

#### Loan-to-Value (LTV)<sup>1</sup> Distribution

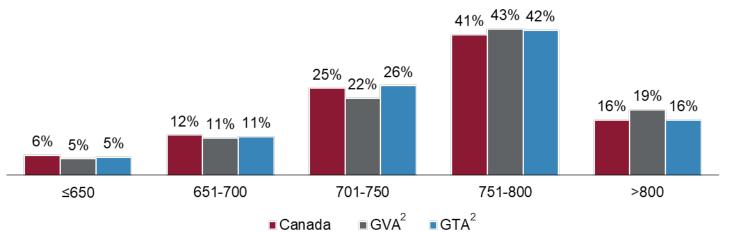


<sup>&</sup>lt;sup>1</sup>LTV ratios for residential mortgages are calculated based on weighted average. See page 23 of the Q1/21 Quarterly Report for further details. <sup>2</sup> GVA and GTA definitions based on regional mappings from Teranet.

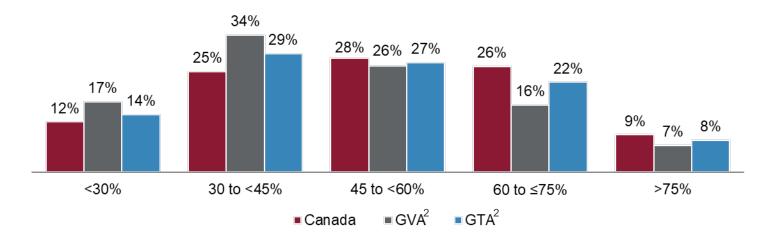
### Canadian Uninsured Residential Mortgages







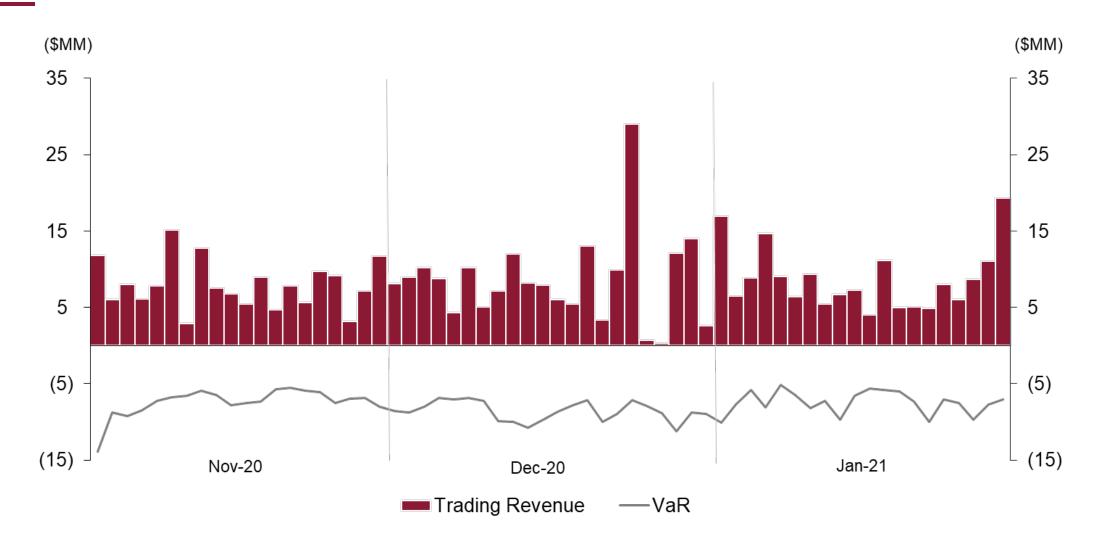
#### Loan-to-Value (LTV)<sup>1</sup> Distribution



- Better current Beacon and LTV1 distributions in GVA2 and GTA<sup>2</sup> than the Canadian average
- Less than 1% of this portfolio has a Beacon score of 650 or lower and an LTV1 over 75%
- Average LTV<sup>1</sup> in Canada: 52%
  - GVA<sup>2</sup>: 46%
  - GTA<sup>2</sup>: 49%

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





### Forward-looking Information Variables used to estimate our Expected Credit Loss<sup>1</sup>



Forward-Looking Information Variables	Avg. Value over the next 12 months	Avg. Value over the remaining forecast period	Avg. Value over the next 12 months	Avg. Value over the remaining forecast period	Avg. Value over the next 12 months	Avg. Value over the remaining forecast period
As at January 31, 2021	Base Case	Base Case	Upside Case	Upside Case	Downside Case	Downside Case
Canadian Real GDP YoY Growth	4.0%	3.9%	6.0%	4.4%	2.5%	2.1%
US Real GDP YoY Growth	4.1%	3.2%	5.8%	4.5%	1.8%	1.9%
Canadian Unemployment Rate	7.8%	6.1%	7.3%	5.7%	8.6%	7.4%
US Unemployment Rate	5.9%	4.1%	4.5%	3.4%	7.4%	5.8%
Canadian Housing Price Index Growth	1.5%	3.2%	12.2%	10.2%	(9.9)%	0.3%
S&P 500 Index Growth Rate	5.0%	5.0%	13.0%	10.8%	(5.5)%	(2.9)%
West Texas Intermediate Oil Price (US\$)	\$50	\$55	\$54	\$62	\$41	\$46
Forward-Looking Information Variables	Avg. Value over the next 12 months	Avg. Value over the remaining forecast	Avg. Value over the next 12 months	Avg. Value over the remaining forecast	Avg. Value over the next 12 months	Avg. Value over the remaining forecast
		period		period		period
As at October 31, 2020	Base Case	· ·	Upside Case	•	Downside Case	
As at October 31, 2020  Canadian Real GDP YoY Growth	Base Case	period		period		period
•		period Base Case	Upside Case	period Upside Case	Downside Case	period Downside Case
Canadian Real GDP YoY Growth	1.6%	period  Base Case  3.8%	Upside Case 3.6%	period Upside Case 4.6%	Downside Case 0.03%	period  Downside Case  2.0%
Canadian Real GDP YoY Growth US Real GDP YoY Growth	1.6% 1.7%	period  Base Case  3.8%  3.5%	Upside Case 3.6% 3.0%	period Upside Case 4.6% 4.2%	Downside Case 0.03% (0.6)%	period  Downside Case  2.0%  1.7%
Canadian Real GDP YoY Growth US Real GDP YoY Growth Canadian Unemployment Rate	1.6% 1.7% 8.7%	period  Base Case  3.8%  3.5%  6.7%	Upside Case 3.6% 3.0% 7.4%	period Upside Case 4.6% 4.2% 5.9%	Downside Case 0.03% (0.6)% 9.5%	period  Downside Case  2.0%  1.7%  8.4%
Canadian Real GDP YoY Growth US Real GDP YoY Growth Canadian Unemployment Rate US Unemployment Rate	1.6% 1.7% 8.7% 7.4%	period  Base Case  3.8%  3.5%  6.7%  4.7%	3.6% 3.0% 7.4% 5.1%	period Upside Case 4.6% 4.2% 5.9% 3.5%	Downside Case 0.03% (0.6)% 9.5% 9.2%	period  Downside Case  2.0%  1.7%  8.4%  7.3%

### Q1 2021 Items of Note



Item	Pre-Tax Effect (\$MM)	After-Tax & NCI Effect (\$MM)	EPS Effect (\$/Share)	Reporting Segments
Amortization of acquisition-related intangible assets	20	15	0.03	U.S. Commercial Banking & Wealth Management Corporate & Other
Adjustment to Net Income attributable to common shareholders and EPS	20	15	0.03	

### Non-GAAP Financial Measures



We use a number of financial measures to assess the performance of our business lines. Some measures are calculated in accordance with GAAP (IFRS), while other measures do not have a standardized meaning under GAAP, and accordingly, these measures may not be comparable to similar measures used by other companies. Investors may find these non-GAAP measures useful in understanding how management views underlying business performance.

Adjusted results 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. Adjusted results remove items of note from reported results. For further details on items of note, see slide 66 of this presentation.

For additional information about our non-GAAP measures see pages 1 to 3 of the Q1/21 Supplementary Financial Information package and pages 16 and 17 of the 2020 Annual Report available on <a href="https://www.cibc.com">www.cibc.com</a>.

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