

## **Quarterly Results Presentation Third Quarter 2021**

August 26, 2021

All amounts are in Canadian dollars unless otherwise indicated.

#### **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 fillings 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 - Economic outlook". 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, 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 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 forward-looking statement that is contained in this report or in other communications except as required by law.

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Visit the Investor Relations section at www.cibc.com/en/about-cibc/investor-relations.html



## **CIBC Overview**

**Victor Dodig** 

President and Chief Executive Officer



#### Continued focus on our strategic priorities



Further strengthen our Canadian consumer franchise



Continue to build on our areas of strength

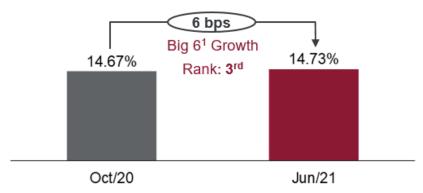


Accelerate ongoing investments in growth initiatives



#### Strong momentum in our Canadian consumer franchise

#### Solid market share gains in Personal Banking

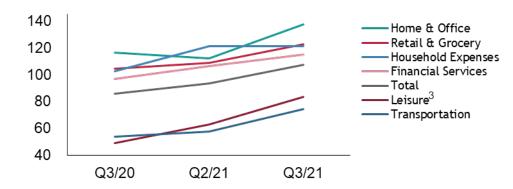


Personal Deposits & GICs Market Share<sup>2</sup>

## 28 bps Big 6¹ Growth 14.46% Rank: 1st Oct/20 Jun/21

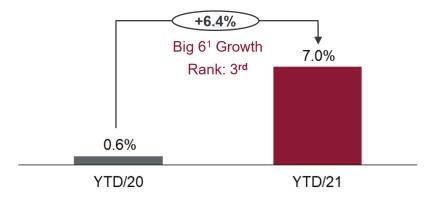
Personal Loans Market Share<sup>2</sup>

#### Rebound in consumer activity



Card Purchase Volumes by Spend Category, Indexed to Q3/19 (%)

#### Record mutual fund net flow



Long-Term Net Sales as a % of Opening AUM



Big 6 banks include CIBC, BMO, BNS, NA, RBC and TD

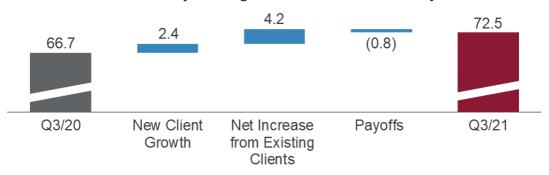
Market share is based on domestic currency balances disclosed by OSEL

Includes hotels, entertainment, recreation and restaurants.

#### Protecting and building on our areas of strength

#### Momentum in Cdn. Commercial Banking

driven by strong client business activity



Average Loans (\$B)

#### **Strong performance in our Wealth businesses**

from increased client activity and market growth



Assets Under Administration (\$B, local currency)<sup>3</sup>

#### Strong client growth in U.S. Commercial Banking

driving loan growth despite PPP forgiveness and other prepayments



Average Loans (US\$B)<sup>1</sup>

#### Gaining momentum in the renewable energy sector



North America Renewable Energy Project Finance Rank<sup>4</sup>

Includes segment loans for U.S. Commercial Banking & Wealth Management.

<sup>&</sup>lt;sup>2</sup> Includes certain Canadian Commercial Banking & Wealth Management assets that U.S. Commercial Banking & Wealth Management provides sub-advisory services for.

Includes Assets Under Administration in Canadian Commercial Banking & Wealth Management and U.S. Commercial Banking & Wealth Management only.

<sup>4</sup> Source: Inframation

#### Accelerating the pace of investments in growth initiatives



CIBC Square, CIBC's global headquarters, opening Fall 2021

#### Investing in leading edge technologies

 Announced a strategic relationship with Microsoft to leverage Azure as the bank's primarily cloud platform to enable faster, real time, data-driven decisions and enhance client experience. This will also further innovation in areas such as AI and machine learning.

#### Innovative solutions to support sustainable growth

 Together with NEO Exchange and CIBC Mellon, launched the first-ever Canadian Depositary Receipts, allowing Canadians to invest in global companies through fractional share ownership with a built-in notional currency hedge.

#### Leveraging technology and data to modernize and enhance client experience

- Announced **new digital identity verification**, offering fast, easy and secure onboarding for new CIBC clients using our website or mobile banking app.
- Announced a new installment option feature with VISA on qualifying purchases during checkout, building on the popularity of CIBC's post-purchase installment plan, CIBC Pace-It.



#### **CIBC's Net Zero Ambition**



100% of electricity sourced from renewable energy by 2024





Sustainable Finance goal doubled to \$300 billion by 2030



carbon offsets with launch of

**Project Carbon** 

Built trading platform for

Provide education, resources and advice on our new Climate **Ambition Hub** 



Set interim targets to reduce financed emissions - reporting on key sectors to begin in F2022



## **Financial Review**

#### **Hratch Panossian**

Senior Executive Vice-President and Chief Financial Officer



#### Q3 2021 Highlights

- Strong and resilient balance sheet enabled organic deployment of capital
- Record revenue underscores broad-based strength across our businesses
- Momentum fueled by our continued investments to accelerate sustainable growth

EPS	
Reported	\$3.76
Adjusted <sup>1</sup>	<b>\$3.93</b> +45% YoY

ROE	
Reported	17.1%
Adjusted <sup>1</sup>	17.9%

Revenue	
Reported	\$5.1B
Adjusted <sup>1</sup>	<b>\$5.1B</b> +7% YoY

Operating Leverage			
Reported	(0.6)%		
Adjusted <sup>1</sup>	(0.6)%		

PPPT <sup>2</sup>	
Reported	\$2.1B
Adjusted <sup>1</sup>	<b>\$2.2B</b> +7% YoY

PCL Ratio	
Total	(9) bps
Impaired	10 bps

CET1 Ratio	
12.3%	+53 bps YoY

Liquidity Coverage
Ratio, Average

126%

-24%
YoY



Adjusted results are non-GAAP financial measures. See slide 42 for further details.

Pre-provision, pre-tax earnings (PPPT) is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.

#### **Third Quarter 2021 Financial Results**

Reported (\$MM)	Q3/21	YoY	QoQ
Revenue	5,056	7%	3%
Net interest income	2,893	6%	5%
Non-interest income	2,163	9%	(1%)
Non-Interest Expenses	2,918	8%	6%
Provision for (reversal of) Credit Losses	(99)	(\$624)	(\$131)
Net Income	1,730	48%	5%
Diluted EPS	\$3.76	47%	6%
Efficiency Ratio	57.7%	30 bps	180 bps
ROE	17.1%	500 bps	0 bps
CET1 Ratio	12.3%	53 bps	(7) bps

Adjusted¹ (\$MM)	Q3/21	YoY	QoQ
Revenue	5,056	7%	3%
Net interest income	2,893	6%	5%
Non-interest income	2,163	9%	(1%)
Non-Interest Expenses	2,813	8%	3%
Pre-Provision, Pre-Tax Earnings <sup>2</sup>	2,243	7%	2%
Provision for (reversal of) Credit Losses	(99)	(\$624)	(\$131)
Net Income	1,808	45%	9%
Diluted EPS	\$3.93	45%	9%
Efficiency Ratio (TEB)	55.1%	30 bps	20 bps
ROE	17.9%	500 bps	60 bps

#### Revenue

- Net interest income up 6% YoY, 8% excluding FX
  - Diversified volume growth partly offset by the impact of FX, lower rates and business mix
- Non-interest income up 9% YoY, 11% excluding FX
  - Strong markets and client flows driving increase in Wealth Management fees
  - Higher underwriting and advisory activity in Capital Markets

#### **Expenses**

- Higher performance-based compensation
- · Acceleration of strategic investments to fuel growth

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

- Lower PCL driven by performing provision release and reversals in impaired
  - PCL ratio on impaired of 10 bps
  - Includes net release of performing provisions of \$207MM

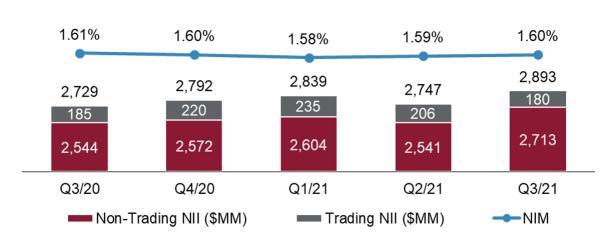


Adjusted results are non-GAAP financial measures. See slide 42 for further details.

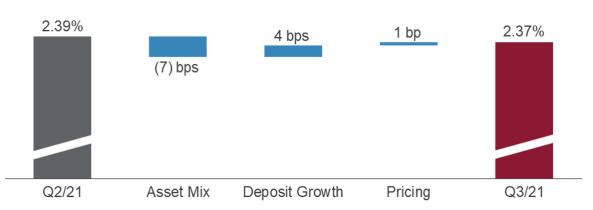
<sup>&</sup>lt;sup>2</sup> Pre-provision, pre-tax earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.

#### Strong growth in non-trading NII driven by robust, broad-based volume growth

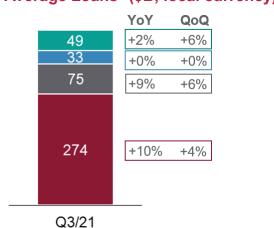
## NIM on Average Interest Earning Assets



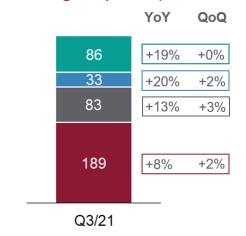
#### **Canadian Personal & Commercial NIM**







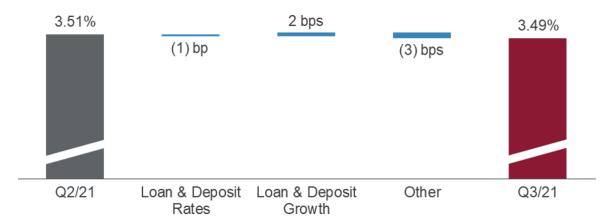
#### **Average Deposits (\$B, local currency)**



■ Personal & Business Banking
■ Cdn. Commercial & Wealth

■ U.S. Commercial & Wealth ■ Capital Markets

#### **U.S. Commercial & Wealth NIM**

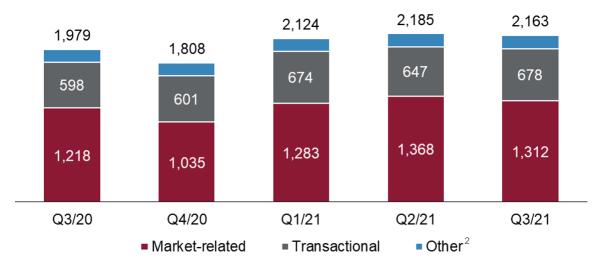




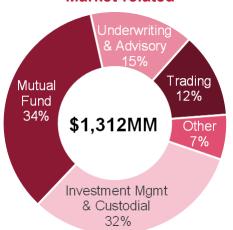
Average loans and acceptances, before any related allowances.

#### Strong recovery in transactional fees and continued tailwinds from markets

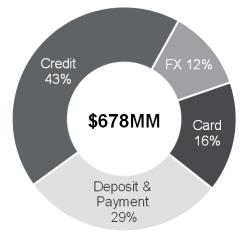
#### Non-Interest Income by Category (\$MM)<sup>1</sup>



#### Market-related



#### **Transactional Fees**



- Increase in transactional fees
  - Rebound in consumer activity driving an increase in deposit and card fees
  - Higher credit fees driven by strong syndication activity and higher Banker's Acceptance volumes
- Market-related fees higher YoY; down sequentially
  - Strong issuance and advisory activity in Capital Markets
  - Higher investment management and mutual fund fees driven by continued market growth and strong client flows
  - Lower trading revenues compared with Q3/20

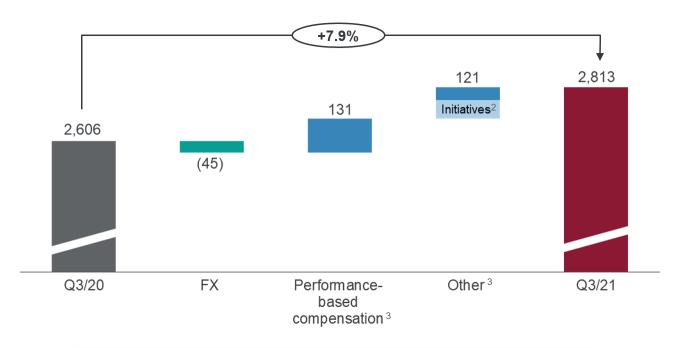


Market-related fees include underwriting and advisory, investment management and custodial, and mutual fund fees, commissions on securities transactions, and gains/losses from financial instruments measured at FVTPL and debt securities measured at FVOCI. Transactional fees include deposit and payment, credit, and card fees, and foreign exchange other than trading.

<sup>&</sup>lt;sup>2</sup> Other primarily includes insurance fees, income from equity-accounted associates and joint ventures, and other.

#### Accelerating investments while continuing to focus on efficiency

#### Expense Growth (\$MM) - Adjusted<sup>1</sup>



Full Year Outlook: Mid-single-digit growth

- Expense growth primarily due to higher performancebased compensation; up 3% YoY excluding these expenses
- Strategic and growth initiatives are focused on fueling sustainable growth
  - Transforming our technology infrastructure to improve decision-making and enhance client experience
  - Enhancing revenue-generating activities through expansion of front-line personnel
- Strong focus on simplification has limited increases in remaining costs

3 Excludes the impact of favourable FX translation.
Third Quarter, 2021

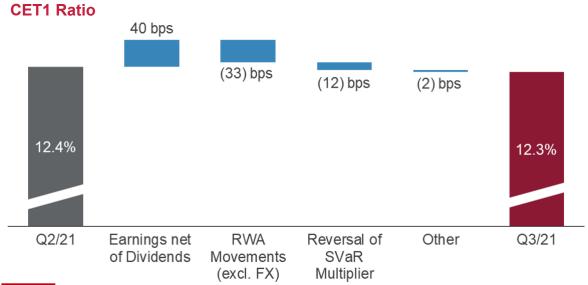
<sup>&</sup>lt;sup>1</sup> Adjusted results are non-GAAP financial measures. See slide 42 for further details.

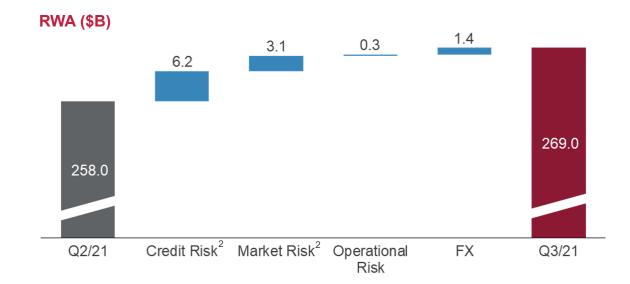
Initiatives include costs associated with strategic and growth investments including base cost increases (excluding performance-based compensation) related to net new frontline hires supporting these initiatives as well as cost increases for supporting infrastructure.

#### **Strong and resilient balance sheet**

\$B	Q3/20	Q2/21	Q3/21
Average Loans and Acceptances	414.9	425.0	440.1
Average Deposits	557.4	586.6	599.3
CET1 capital	30.2	31.9	33.1
CET1 ratio	11.8%	12.4%	12.3%
Risk-weighted assets (RWA)	256.7	258.0	269.0
Leverage ratio	4.6%	4.7%	4.6%
Liquidity coverage ratio (average)	150%	134%	126%
HQLA (average)	178.0	179.0	168.3
Net Stable Funding Ratio		118%	117%

- Continued balance sheet strength
- CET1 ratio of 12.3%, down 7 bps, reflecting:
  - Capital generation from earnings net of dividends, 40 bps
     Offset by:
  - Increase in RWAs of \$7.1B from robust volume growth
  - Unwind of market risk regulatory capital relief related to Stressed VaR multiplier of \$2.5B
- Fully loaded CET1<sup>1</sup> ratio of 12.2%





CIBC

Fully loaded CET1 ratio is based on the CET1 capital excluding the benefit of the ECL transitional arrangement provided by OSFI as announced on March 27, 2020.

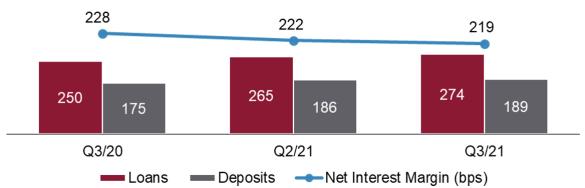
Excludes the impact of FX.

#### Personal & Business Banking – momentum in franchising our clients driving strong results

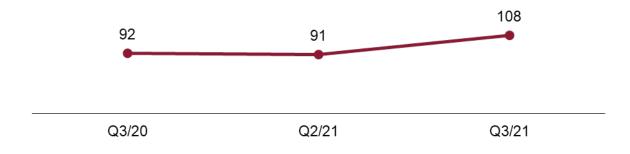
Reported & Adjusted <sup>1</sup> (\$MM)	Q3/21	YoY	QoQ
Revenue	2,056	8%	6%
Net interest income	1,504	5%	6%
Non-interest income	552	14%	7%
Non-Interest Expenses	1,118	4%	6%
Pre-Provision, Pre-Tax Earnings <sup>2</sup>	938	12%	6%
Provision for Credit Losses	67	(69%)	3%
Net Income	642	40%	6%

- Net interest income up 5% as double-digit loan growth and strong deposit growth more than offset continued pressure on margins
  - NIM down 3 bps QoQ and 9 bps YoY
  - Loan balances up 10% YoY
  - Deposit balances up 8% YoY
- Non-interest income up 14% YoY reflecting increased consumer activity
  - Credit Card purchase volumes up 27% YoY and 20% QoQ
- · Continuing to invest in the business to sustain growth and performance
- Provision for Credit Losses:
  - Total PCL ratio of 10 bps
  - PCL ratio on impaired of 12 bps

#### Loans and Deposits (\$B)



#### **Debit and Credit Transaction Volumes, Indexed to Q3/19 (%)**





Adjusted results are non-GAAP financial measures. See slide 42 for further details.

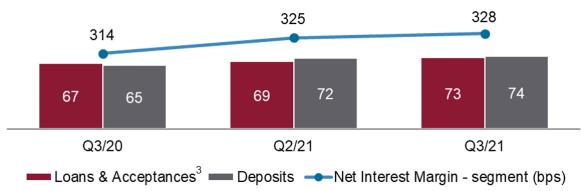
<sup>2</sup> Pre-provision, pre-tax earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.

#### Canadian Commercial & Wealth – double-digit growth driven by strong client activity

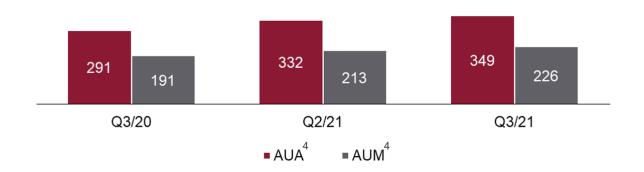
Reported & Adjusted¹ (\$MM)	Q3/21	YoY	QoQ
Revenue	1,207	19%	6%
Net interest income	336	6%	10%
Non-interest income	871	25%	5%
Non-Interest Expenses	617	19%	1%
Pre-Provision, Pre-Tax Earnings <sup>2</sup>	590	19%	12%
Provision for (reversal of) Credit Losses	(49)	(\$106)	(\$31)
Net Income	470	47%	18%

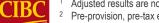
- Strong performance in Commercial Banking
  - · Commercial loan balances up 9% YoY
  - Commercial deposit balances up 14% YoY
- Non-interest income up 25% YoY and 5% QoQ
  - Strong net sales in Wealth Management
  - AUA up 20%; AUM up 19%
  - · Higher credit fees in Commercial Banking
- Higher performance-based compensation
- Provision for Credit Losses:
  - · Performing provision release and net recovery on impaired loans

#### Commercial Banking Loans and Deposits (\$B)



#### Wealth Management (\$B)





- Adjusted results are non-GAAP financial measures. See slide 42 for further details.
- <sup>2</sup> Pre-provision, pre-tax earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.
- Comprises loans and acceptances and notional amount of letters of credit.
- Assets under management (AUM) are included in assets under administration (AUA).

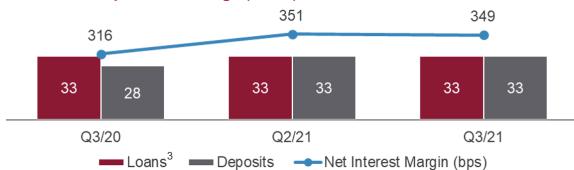
#### U.S. Commercial & Wealth – client growth and market performance driving strong results

Reported (US\$MM)	Q3/21	YoY	QoQ
Revenue	438	16%	3%
Net interest income	289	11%	3%
Non-interest income	149	27%	3%
Non-Interest Expenses	223	13%	3%
Provision for (reversal of) Credit Losses	(46)	(\$167)	(\$36)
Net Income	216	\$173	25%

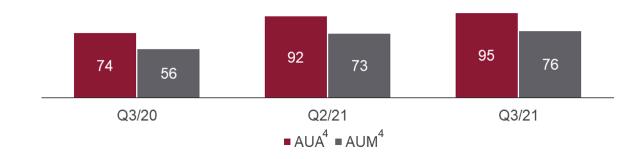
Adjusted¹ (US\$MM)	Q3/21	YoY	QoQ
Revenue	438	16%	3%
Net interest income	289	11%	3%
Non-interest income	149	27%	3%
Non-Interest Expenses	210	16%	4%
Pre-Provision, Pre-Tax Earnings <sup>2</sup>	228	16%	2%
Provision for (reversal of) Credit Losses	(46)	(\$167)	(\$36)
Net Income	226	\$172	23%

- · Continued focus on deepening client relationships and gaining market share
  - Loan balances flat YoY, muted by Paycheck Protection Program (PPP) forgiveness (up 3% excluding PPP loans)
  - Deposit balances up 20% YoY
  - NIM up 33 bps YoY and down 2 bps QoQ
- Non-Interest Income up 27% YoY
  - Higher asset management fees driven by market appreciation and organic net flows
- Expense growth primarily due to higher performance-based compensation
- Provision for Credit Losses:
  - PCL ratio on impaired of 25 bps

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



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





- <sup>1</sup> Adjusted results are non-GAAP financial measures. See slide 42 for further details.
- <sup>2</sup> Pre-provision, pre-tax earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.
- Loan amounts are stated before any related allowances or purchase accounting adjustments.
- Assets under management (AUM) are included in assets under administration (AUA). Includes certain Canadian Commercial Banking and Wealth Management assets that U.S. Commercial Banking and Wealth Management provides subadvisory services for.

#### **Capital Markets – strong origination and advisory activity**

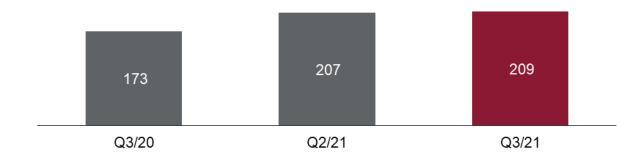
Reported & Adjusted¹ (\$MM)	Q3/21	YoY	QoQ
Revenue <sup>2</sup>	1,140	(1%)	(5%)
Net interest income	669	5%	1%
Non-interest income	471	(8%)	(11%)
Non-Interest Expenses	529	9%	(2%)
Pre-Provision, Pre-Tax Earnings <sup>3</sup>	611	(7%)	(7%)
Provision for (reversal) Credit Losses	(60)	(\$124)	(\$49)
Net Income	491	11%	(1%)

- · Strong performance across our diversified business
  - · Higher underwriting and advisory fees
  - Increased trading activity in equity derivatives and FX helped to offset decrease in fixed income
  - · Favourable credit and funding valuation adjustments in the prior year
  - · Solid client activity in our Direct Financial Services business
- Continued focus on enhancing connectivity across the bank
- Provision for Credit Losses:
  - Performing provision release and net recovery on impaired loans

#### Revenue (\$MM)<sup>2</sup>



#### **Direct Financial Services Revenue (\$MM)**



Pre-provision, pre-tax earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details

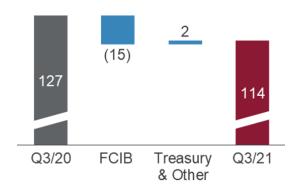
#### **Corporate and Other**

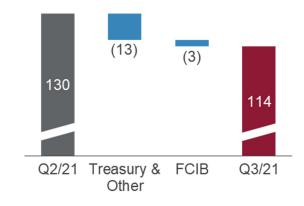
Reported (\$MM)	Q3/21	YoY	QoQ
Revenue <sup>1</sup>	114	(10%)	(12%)
Net interest income	28	\$33	\$24
Non-interest income	86	(35%)	(32%)
Non-Interest Expenses	380	7%	35%
Provision for Credit Losses	-	(100%)	(100%)
Net Income	(139)	(29%)	<(100%)

- FCIB revenues impacted by a weaker U.S. dollar
- Stable revenues in Treasury as liquidity costs normalize
- Expense growth driven by continued strategic investments

Adjusted <sup>2</sup> (\$MM)	Q3/21	YoY	QoQ
Revenue <sup>1</sup>	114	(10%)	(12%)
Net interest income	28	\$33	\$24
Non-interest income	86	(35%)	(32%)
Non-Interest Expenses	292	4%	5%
Pre-Provision, Pre-Tax Earnings <sup>3</sup>	(178)	(16%)	(19%)
Provision for Credit Losses	-	(100%)	(100%)
Net Income	(74)	(37%)	(23%)

#### Revenue (\$MM)<sup>1</sup>







- <sup>1</sup> Revenue is reported on a taxable equivalent basis (TEB).
- <sup>2</sup> Adjusted results are non-GAAP financial measures. See slide 42 for further details.
- Pre-provision, pre-tax earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.

#### **Looking forward**



Strong balance sheet
provides capacity and
flexibility to support our
clients, grow our business
and return capital to
shareholders



Improved competitiveness
across our diversified
franchise positions us well for
future growth



Accelerating investments to simplify and grow as we execute on our client-focused strategy



## **Risk Review**

**Shawn Beber** 

Senior Executive Vice-President, Chief Risk Officer



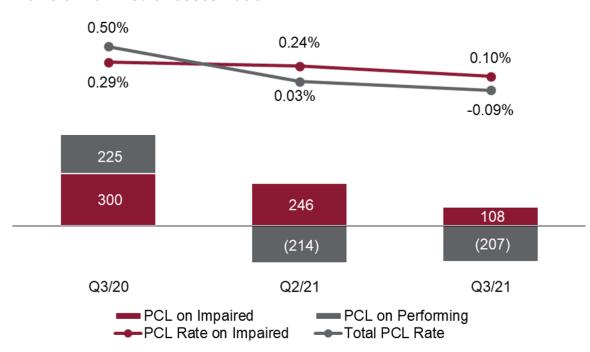
#### Provision for credit losses down YoY and QoQ

Reported & Adjusted <sup>1</sup> (\$MM)	Q3/20	Q2/21	Q3/21
Cdn. Personal & Business Banking	217	65	67
Impaired	147	206	82
Performing	70	(141)	(15)
Cdn. Commercial Banking & Wealth	57	(18)	(49)
Impaired	45	(8)	(11)
Performing	12	(10)	(38)
U.S. Commercial Banking & Wealth	160	(12)	(57)
Impaired	42	23	25
Performing	118	(35)	(82)
Capital Markets	64	(11)	(60)
Impaired	60	8	(18)
Performing	4	(19)	(42)
Corporate & Other	27	8	-
Impaired	6	17	30
Performing	21	(9)	(30)
Total PCL	525	32	(99)
Impaired	300	246	108
Performing	225	(214)	(207)

#### Provision for Credit Losses down YoY & QoQ

- Due to lower provisions in both performing loans and impaired loans
- Recoveries on a few accounts in both Canadian Commercial and Capital Markets

#### **Provision for Credit Losses Ratio**





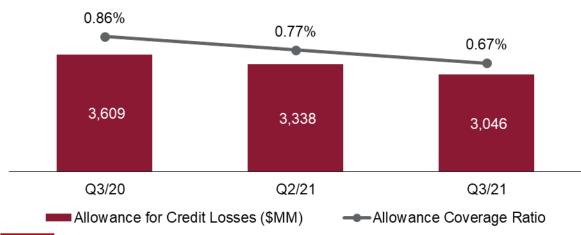
#### Allowance for credit losses down YoY and QoQ

Reported	Q3/20	Q2/21	Q3/21
Canadian Credit Cards	6.2%	5.8%	5.0%
Canadian Residential Mortgages	0.1%	0.1%	0.1%
Canadian Personal Lending	2.0%	1.7%	1.9%
Canadian Small Business	3.4%	2.5%	2.3%
Canadian Commercial Banking	0.9%	0.8%	0.6%
U.S. Commercial Banking	1.2%	1.2%	1.1%
Capital Markets <sup>1</sup>	1.1%	0.9%	0.7%
CIBC FirstCaribbean (FCIB)	4.8%	5.0%	4.9%
Total	0.86%	0.77%	0.67%

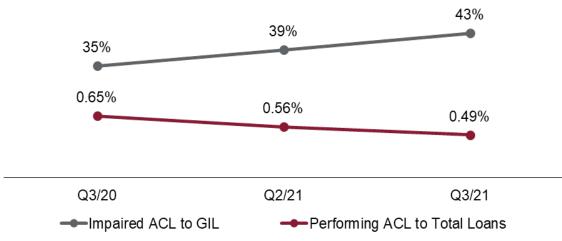
#### Allowance coverages were down YoY and QoQ

- The lower allowance coverage is due to a combination of the net impact of forward looking indicator improvements, COVID overlays and other portfolio movements
- Current allowance coverage remains higher than the pre-COVID level

#### **Total Allowance Coverage Ratio<sup>2</sup>**



#### **Performing and Impaired Allowance Coverage Ratios**



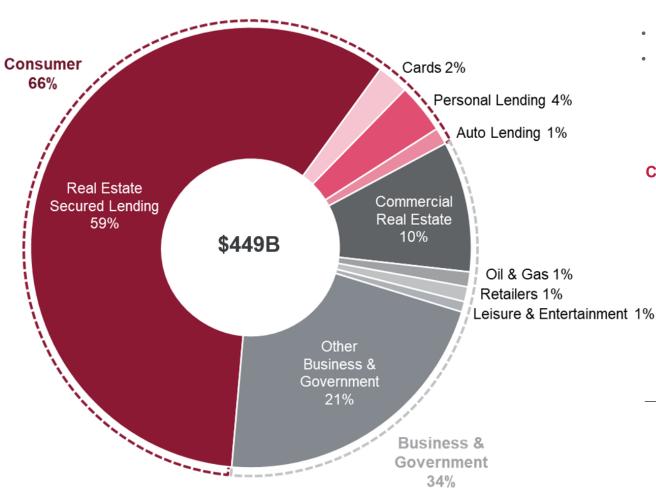


Capital Markets excludes allowance for credit losses related to Simplii Financial which is included in the respective Canadian retail products.

Allowance for credit loss to gross carrying amount of loans. The gross carrying amount of loans include certain loans that are measured at FVTPL.

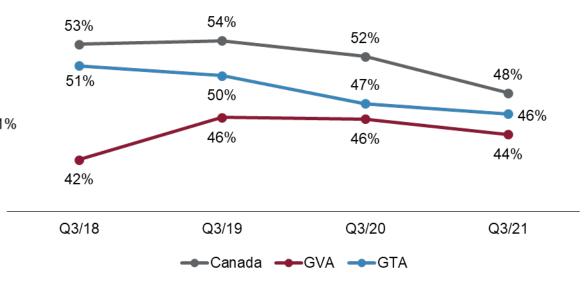
#### Lending portfolio is well diversified

#### Overall Loan Mix (Outstanding)<sup>1</sup>



- Nearly two-thirds of our portfolio is consumer lending composed mainly of mortgages, with uninsured having an average loan-to-value of 48%
- Oil and gas is 1.1% of the loan portfolio; 49% investment grade
- The balance of our portfolio is in business and government lending with an average risk rating equivalent<sup>2</sup> to a BBB, with minimal exposure to the leisure and entertainment sectors

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





Certain amounts by sector have been revised from those previously presented to align with our revised sector definition, or to better match the borrowers' risk profiles with the relevant sectors.

<sup>&</sup>lt;sup>2</sup> Incorporates security pledged; equivalent to S&P/Moody's rating of BBB/Baa2.

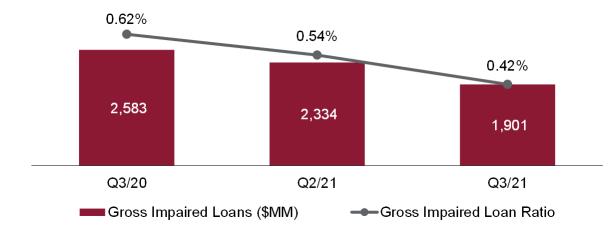
#### Credit Quality — gross impaired loan ratios trended lower in Q3

Reported	Q3/20	Q2/21	Q3/21
Canadian Residential Mortgages	0.36%	0.25%	0.19%
Canadian Personal Lending	0.38%	0.32%	0.26%
Business & Government Loans <sup>1</sup>	0.91%	0.90%	0.64%
CIBC FirstCaribbean (FCIB)	3.72%	3.89%	4.33%
Total	0.62%	0.54%	0.42%

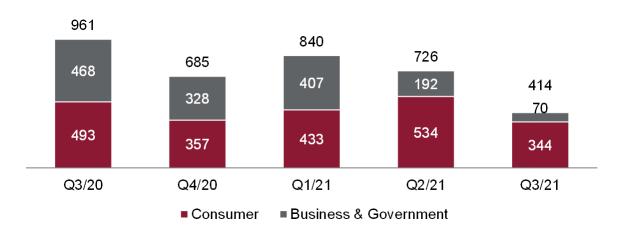
#### Balances were down YoY & QoQ

- Higher client payments and collection activities have lowered impairments for consumer mortgages and personal lending
- Lower impairments in non-FCIB business & government loans
- Increase in FCIB mainly attributable to residential mortgages and two new impairments in commercial lending

#### **Gross Impaired Loan Ratio**



#### **New Formations (\$MM)**





#### **Credit Quality — Canadian Consumer**

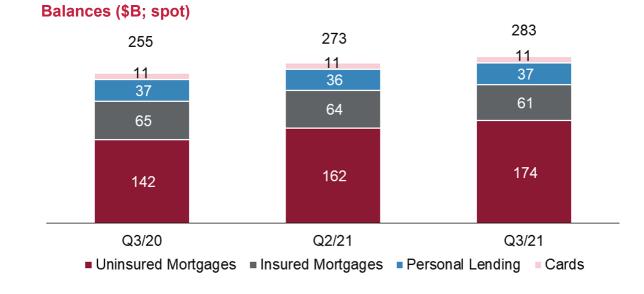
Reported Net Write-Offs	Q3/20	Q2/21	Q3/21
Canadian Residential Mortgages	0.01%	0.01%	0.01%
Canadian Credit Cards	1.84%	5.65%	2.40%
Personal Lending	0.74%	0.53%	0.49%
Total	0.20%	0.29%	0.16%

90+ Days Delinquency Rates	Q3/20	Q2/21	Q3/21
Canadian Residential Mortgages	0.36%	0.25%	0.19%
Uninsured	0.34%	0.23%	0.15%
Insured	0.43%	0.35%	0.31%
Canadian Credit Cards	0.43%	0.69%	0.56%
Personal Lending	0.38%	0.32%	0.26%
Total	0.40%	0.29%	0.22%

#### Net write-off dollars and 90+ delinquency rates down YoY & QoQ

- Government support, relief programs, and changes in consumer spending have increased client liquidity, resulted in higher payment volumes, lower delinquencies and lower insolvencies
- Account management strategies have also been effective to mitigate risk within our portfolios
- QoQ decrease in net write-offs mainly attributable to credit cards, which had a spike in Q2 as a segment of clients continued to underperform after exiting the client relief program

# 0.29% 0.20% 128 Q3/20 Q2/21 Net Write-offs (\$MM) Net Write-off Ratio





## **Appendix**



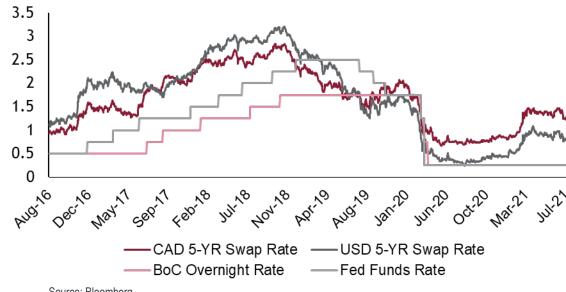
#### **Interest Rate Sensitivity**

- Our interest rate profile is managed to target stable and predictable earnings
- Interest rate sensitivity has not changed materially QoQ
- An immediate and sustained 100 bps increase would have a \$413MM positive impact on net interest income over a 12-month period
- If rates remain at current levels, expect some headwinds due to roll-off of higher rate fixed investments

#### Interest Rate Risk – Net Interest Income (Exposure over a 12-month horizon)

\$MM	Q3/20	Q2/21	Q3/21
100 bps increase in interest rates			
CAD <sup>1</sup>	316	362	387
USD	47	77	26
Total	363	439	413
25 bps decrease in interest rates			
CAD <sup>1</sup>	(89)	(148)	(149)
USD	(24)	(50)	(52)
Total	(113)	(198)	(201)

#### Interest Rate Environment in Canada and the U.S.



Source: Bloomberg

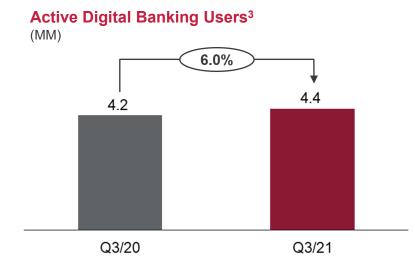


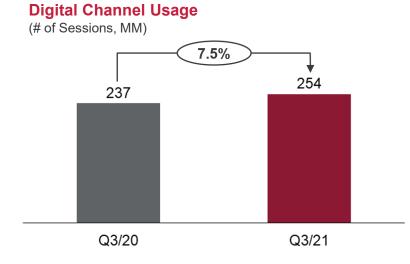
CAD and other currency exposures.

Third Quarter, 2021

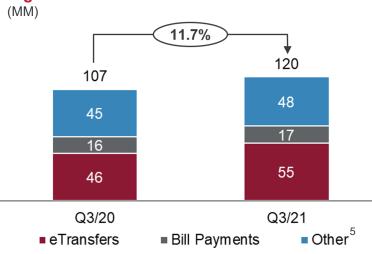
#### **Growing Digital Engagement and Adoption**<sup>1</sup>

### **Digital Adoption Rate<sup>2</sup>** 1.7% 76.2% 74.5% Q3/20 Q3/21

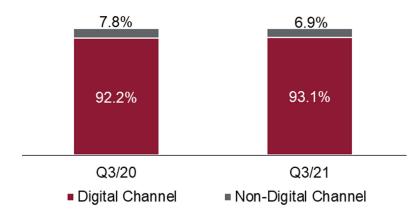




#### **Digital Transactions<sup>4</sup>**









<sup>&</sup>lt;sup>2</sup> Digital Adoption Rate calculated using 90-day active users.

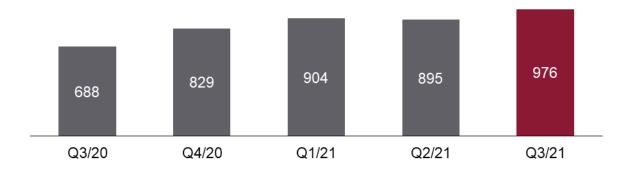
Active Digital Users represent the 90-day Active clients in Canadian Personal Banking.

Reflect financial transactions only.

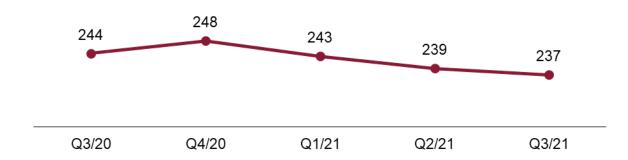
<sup>&</sup>lt;sup>5</sup> Other includes transfers and eDeposits.

#### **Canadian Personal and Commercial Banking**

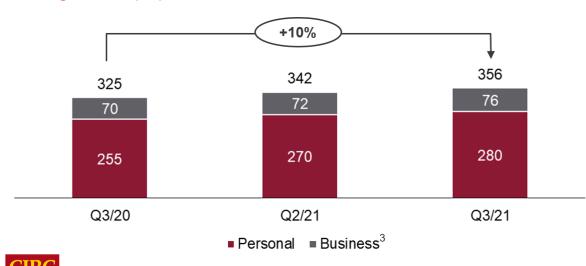
Net Income - Adjusted (\$MM)1



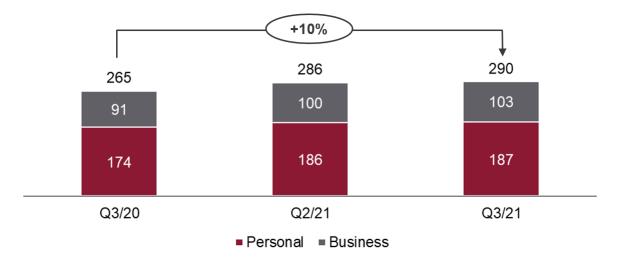
#### **Net Interest Margin (bps)**

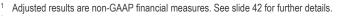


#### Average Loans (\$B)<sup>2</sup>



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





<sup>2</sup> Before any related allowances.

Commercial Banking loans comprise loans and acceptances and notional amount of letters of credit.

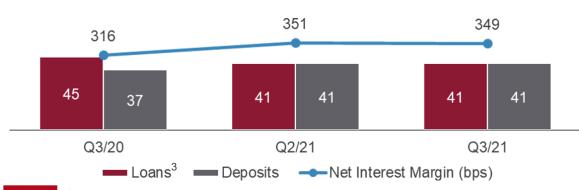
#### U.S. Commercial Banking & Wealth Management (C\$)

Reported (C\$MM)	Q3/21	YoY	QoQ
Revenue	539	5%	1%
Net interest income	356	1%	1%
Non-interest income	183	16%	1%
Non-Interest Expenses	274	1%	1%
Provision for (reversal of) Credit Losses	(57)	(\$217)	(\$45)
Net Income	266	\$206	23%

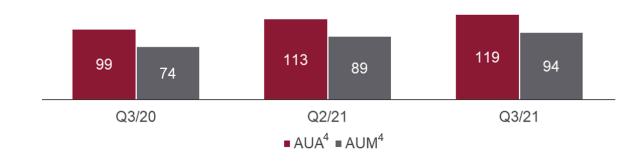
Adjusted¹ (C\$MM)	Q3/21	YoY	QoQ
Revenue	539	5%	1%
Net interest income	356	1%	1%
Non-interest income	183	16%	1%
Non-Interest Expenses	257	3%	2%
Pre-Provision, Pre-Tax Earnings <sup>2</sup>	282	7%	1%
Provision for (reversal of) Credit Losses	(57)	(\$217)	(\$45)
Net Income	279	\$204	22%

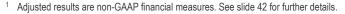
- Results impacted by a weaker U.S. dollar
- Continued focus on deepening client relationships and gaining market share
  - Loan balances down 9%, driven by impact of FX and PPP forgiveness
  - Deposit balances up 9% YoY
  - NIM up 33 bps YoY and down 2 bps QoQ
- Non Interest Income up 16% YoY
  - Higher asset management fees driven by market appreciation and organic net flows
- Expense growth primarily due to higher performance-based compensation
- Provision for Credit Losses:
  - PCL ratio on impaired of 25 bps

#### Loans and Deposits – Average (C\$B)



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





<sup>&</sup>lt;sup>2</sup> Pre-provision earnings is revenue net of non-interest expenses and is a non-GAAP measure. See slide 42 for further details.

<sup>&</sup>lt;sup>3</sup> Loan amounts are stated before any related allowances or purchase accounting adjustments.

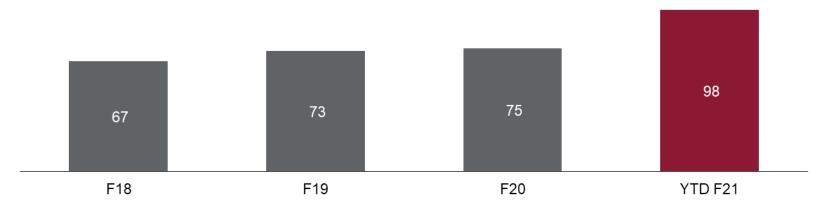
Assets under management (AUM) are included in assets under administration (AUA). Includes certain Canadian Commercial Banking and Wealth Management assets that U.S. Commercial Banking and Wealth Management provides subadvisory services for.

#### 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>



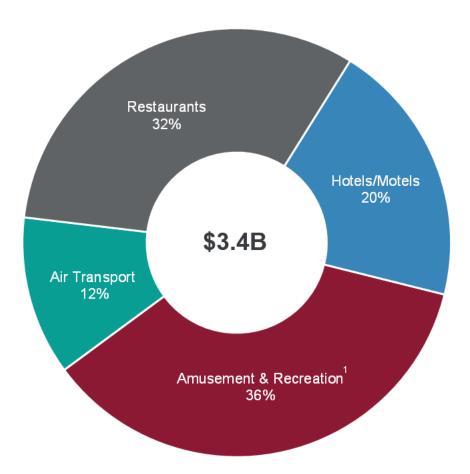


Adjusted results are non-GAAP financial measures. See slide 42 for further details.

Assets under management (AUM) are included in assets under administration (AUA). Includes certain Canadian Commercial Banking and Wealth Management assets that U.S. Commercial Banking and Wealth Management provides subadvisory services for.

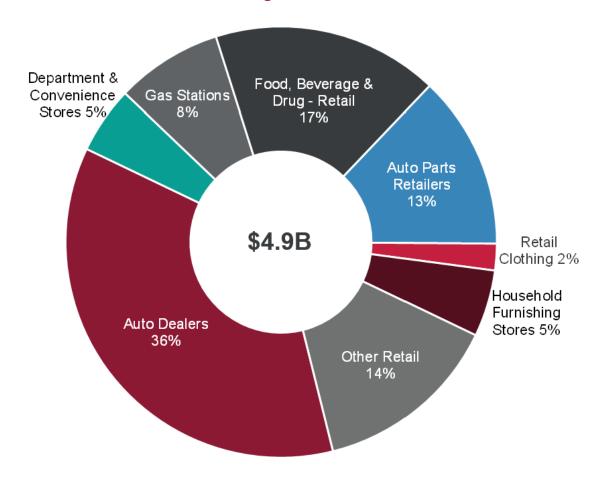
#### Exposure to vulnerable sectors represents 2% of our lending portfolio

#### **Leisure & Entertainment Loans Outstanding**



- 28% of drawn loans investment grade<sup>3</sup>
- The U.S. comprises 20% of drawn exposure

#### Retailer Loans Outstanding<sup>2</sup>



- 56% of drawn loans investment grade<sup>3</sup>
- The U.S. comprises 4% of drawn exposure

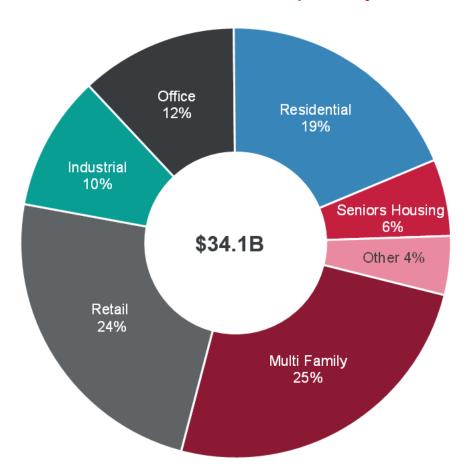
<sup>1</sup> Includes amusement services, gambling operations, sports clubs, horse racing, movie theaters, ski facilities, golf courses, etc.

<sup>&</sup>lt;sup>2</sup> Certain amounts by sector have been revised from those previously presented to align with our revised sector definition, or to better match the borrowers' risk profiles with the relevant sectors.

Incorporates security pledged; equivalent to S&P/Moody's rating of BBB-/Baa3 or higher.

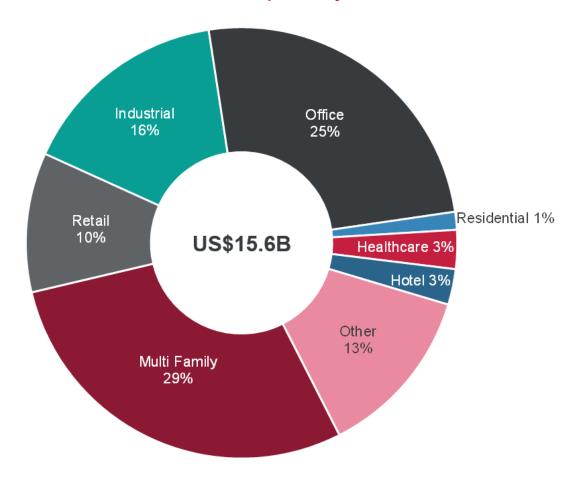
#### Commercial Real Estate exposure remains diversified

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



• 70% of drawn loans investment grade<sup>3</sup>

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



32% of drawn loans investment grade<sup>3</sup>



<sup>1</sup> Includes \$3.4B in Multi Family that is reported in residential mortgages in the Supplementary Financial Information package.

<sup>2</sup> Includes US\$1.7B in loans that are reported in other industries in the Supplementary Financial Information package, but are included here because of the nature of the security.

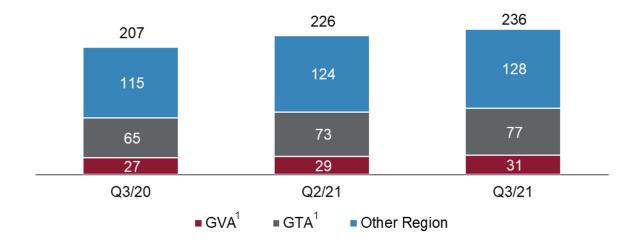
<sup>3</sup> Incorporates security pledged; equivalent to S&P/Moody's rating of BBB-/Baa3 or higher.

#### **Canadian Real Estate Secured Personal Lending**

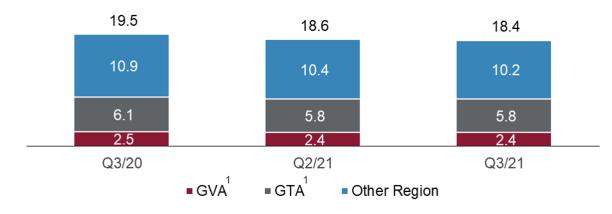
90+ Days Delinquency Rates	Q3/20	Q2/21	Q3/21
Total Mortgages	0.36%	0.25%	0.19%
Uninsured Mortgages	0.34%	0.23%	0.15%
Uninsured Mortgages in GVA <sup>1</sup>	0.23%	0.24%	0.15%
Uninsured Mortgages in GTA <sup>1</sup>	0.26%	0.16%	0.10%
Uninsured Mortgages in Oil Provinces <sup>2</sup>	0.80%	0.63%	0.51%

• 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)**

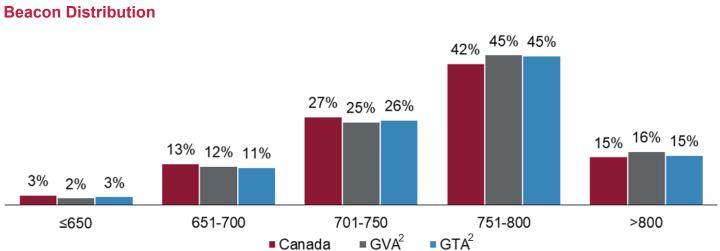




<sup>1</sup> GVA and GTA definitions based on regional mappings from Teranet.

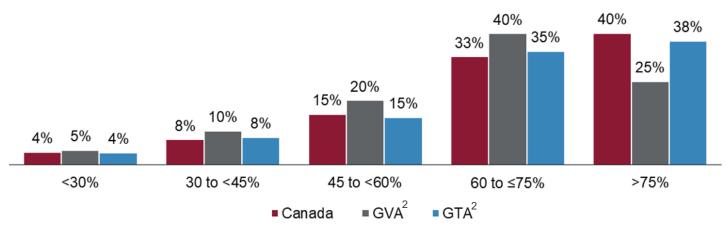
<sup>2</sup> Alberta, Saskatchewan and Newfoundland and Labrador.

#### Canadian Uninsured Residential Mortgages — Q3/21 Originations



■ Canada

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



- Originations of \$23B in Q3/21
- Average LTV¹ in Canada: 64%
  - GVA<sup>2</sup>: 59%
  - GTA<sup>2</sup>: 63%

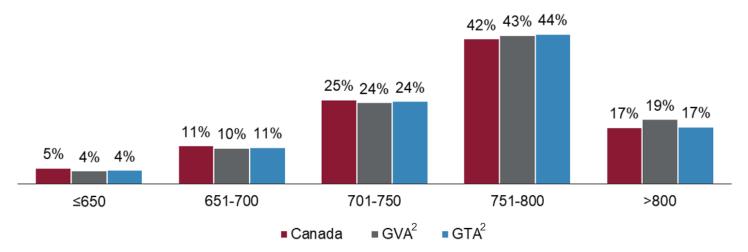


itial mortgages are calculated based on weighted average. See page 26 of the Quarterly Report to Shareholders for further details.

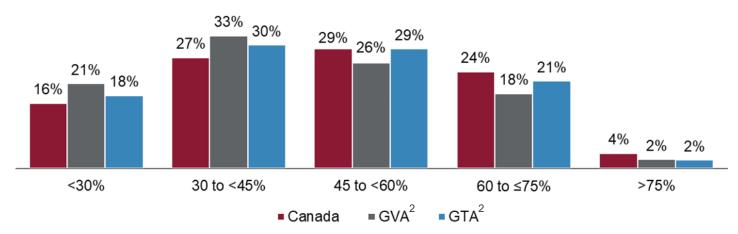
<sup>2</sup> GVA and GTA definitions based on regional mappings from Teranet.

#### **Canadian Uninsured Residential Mortgages**

#### **Beacon Distribution**



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



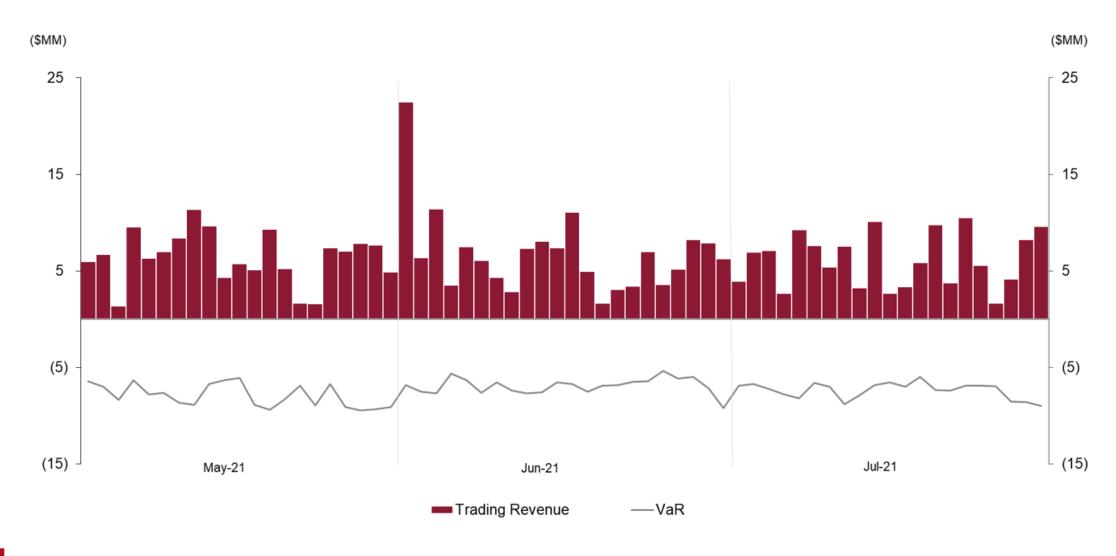
- Better current Beacon and LTV<sup>1</sup> distributions in GVA<sup>2</sup> and GTA<sup>2</sup> than the Canadian average
- Less than 1% of this portfolio has a Beacon score of 650 or lower and an LTV¹ over 75%
- Average LTV¹ in Canada: 48%
  - GVA<sup>2</sup>: 44%
  - GTA<sup>2</sup>: 46%



LTV ratios for residential mortgages are calculated based on weighted average. See page 26 of the Quarterly Report to Shareholders for further details.

<sup>2</sup> GVA and GTA definitions based on regional mappings from Teranet.

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





<sup>1</sup> Non-GAAP financial measure. See slide 42 for further details.

<sup>2</sup> Trading revenue (TEB) comprises both trading net interest income and non-interest income and excludes underwriting fees, commissions, certain month-end transfer pricing and other miscellaneous adjustments. Trading revenue (TEB) excludes certain exited portfolios.

#### 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 July 31, 2021	Base Case	Base Case	Upside Case	Upside Case	Downside Case	Downside Case
Canadian GDP YoY Growth	5.1%	2.3%	6.4%	3.1%	4.0%	1.8%
US GDP YoY Growth	5.5%	2.4%	6.9%	3.7%	3.3%	1.4%
Canadian Unemployment Rate	6.8%	6.1%	6.4%	5.6%	7.4%	6.8%
US Unemployment Rate	4.6%	3.9%	4.0%	3.5%	6.1%	5.1%
Canadian Housing Price Index Growth	7.9%	4.1%	12.2%	9.8%	3.0%	(2.6)%
S&P 500 Index Growth Rate	9.8%	4.1%	14.8%	8.4%	2.0%	(2.3)%
West Texas Intermediate Oil Price (US\$)	\$65	\$64	\$71	\$76	\$49	\$50
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
Forward-Looking Information Variables  As at April 30, 2021		remaining forecast		remaining forecast		remaining forecast
	next 12 months	remaining forecast period	next 12 months	remaining forecast period	next 12 months	remaining forecast period
As at April 30, 2021	next 12 months  Base Case	remaining forecast period Base Case	next 12 months Upside Case	remaining forecast period Upside Case	next 12 months  Downside Case	remaining forecast period Downside Case
As at April 30, 2021 Canadian GDP YoY Growth	next 12 months  Base Case  5.3%	remaining forecast period  Base Case  2.5%	next 12 months  Upside Case  7.0%	remaining forecast period  Upside Case  3.3%	next 12 months  Downside Case  3.4%	remaining forecast period  Downside Case  1.7%
As at April 30, 2021  Canadian GDP YoY Growth  US GDP YoY Growth	Base Case 5.3% 5.6%	remaining forecast period  Base Case  2.5%  2.8%	next 12 months  Upside Case 7.0% 7.2%	remaining forecast period  Upside Case  3.3%  3.9%	next 12 months  Downside Case  3.4%  2.2%	remaining forecast period  Downside Case  1.7%  1.0%
As at April 30, 2021  Canadian GDP YoY Growth  US GDP YoY Growth  Canadian Unemployment Rate	next 12 months  Base Case 5.3% 5.6% 7.2%	remaining forecast period  Base Case  2.5%  2.8%  6.1%	next 12 months  Upside Case 7.0% 7.2% 6.7%	remaining forecast period  Upside Case  3.3%  3.9%  5.4%	next 12 months  Downside Case  3.4%  2.2%  8.4%	remaining forecast period  Downside Case  1.7%  1.0%  7.0%
As at April 30, 2021  Canadian GDP YoY Growth  US GDP YoY Growth  Canadian Unemployment Rate  US Unemployment Rate	next 12 months  Base Case 5.3% 5.6% 7.2% 4.9%	remaining forecast period  Base Case  2.5%  2.8%  6.1%  4.0%	next 12 months  Upside Case 7.0% 7.2% 6.7% 4.4%	remaining forecast period  Upside Case  3.3%  3.9%  5.4%  3.3%	next 12 months  Downside Case  3.4%  2.2%  8.4%  7.1%	remaining forecast period  Downside Case  1.7%  1.0%  7.0%  6.3%



#### Q3 2021 Items of Note

	Pre-Tax Effect (\$MM)	After-Tax & NCI Effect (\$MM)	EPS Effect (\$/Share)	Reporting Segments
Increase in legal provisions	85	63	0.14	Corporate & Other
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	105	78	0.17	



#### **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 41 of this presentation.

For additional information about our non-GAAP measures see the "Non GAAP Measures" section of the Q3/21 Management's discussion and analysis (MD&A), pages 1 to 3 of the Q3/21 Supplementary Financial Information package and pages 16 and 17 of the 2020 Annual Report available on www.cibc.com.

