



# Investor Fact Sheet

## 3<sup>rd</sup> Quarter 2011

### Corporate Profile

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

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

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

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

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

#### Strategic priorities:

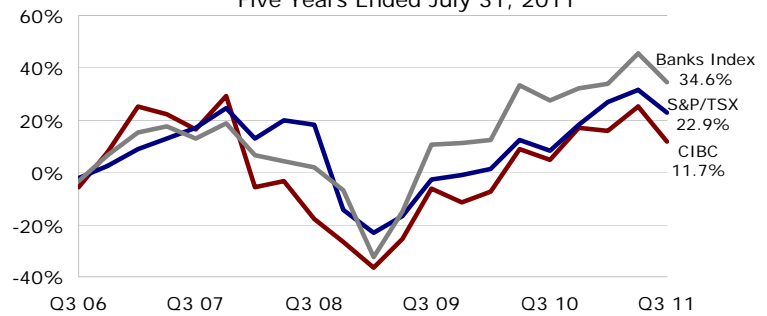
- Market leadership in core businesses
  - Achieve and maintain no less than a #3 position, and target #1 or #2, in core Canadian-based businesses
- Balanced and actively managed business mix
  - Grow in areas where we have competitive capabilities and market opportunities that can generate sustainable earnings
- Industry-leading fundamentals
  - Strong capital and funding, competitive productivity and sound risk management

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

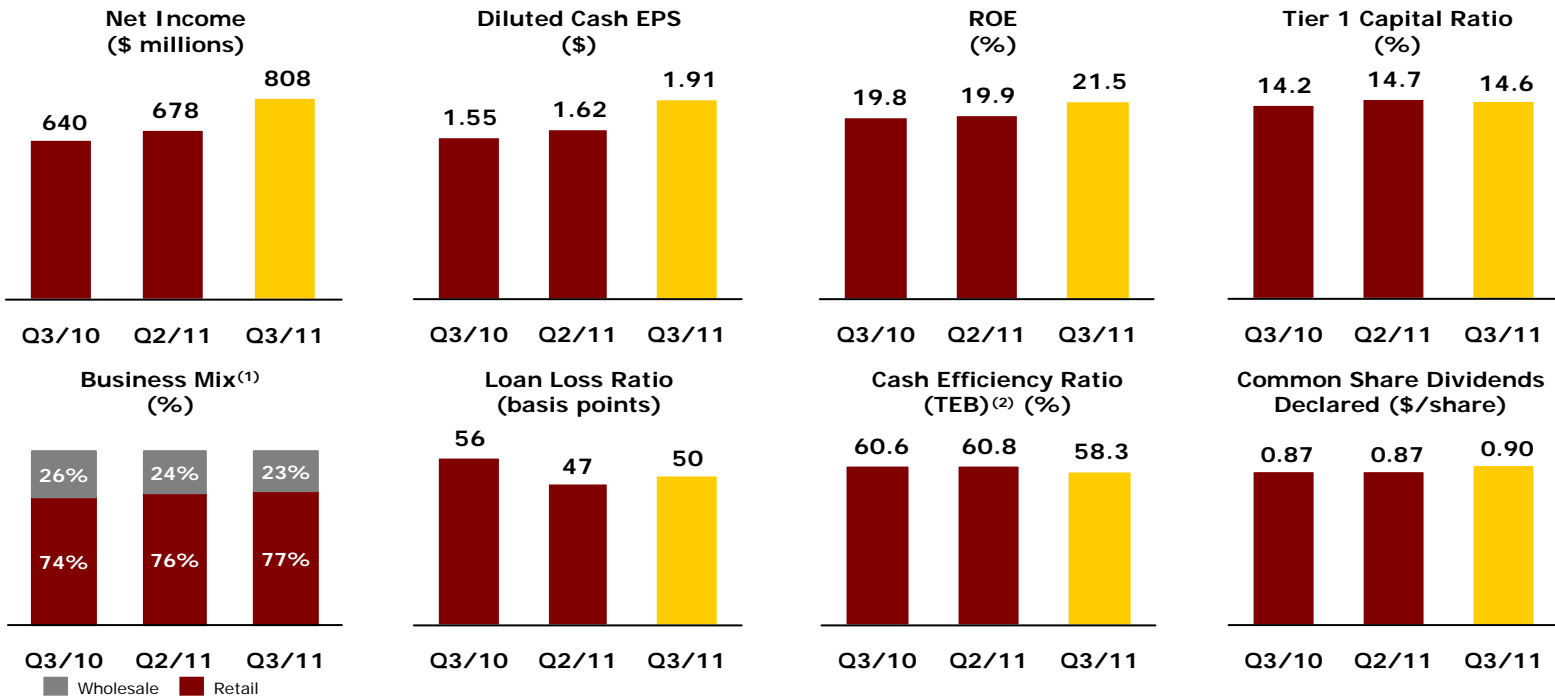
### Shareholder Information

- Share Price:
  - High \$84.45
  - Low \$72.75
  - Closing Price (07/29/2011) \$72.98
- Market Capitalization: \$29.1B
- Senior Debt Ratings:
  - DBRS: AA
  - Moody's: Aa2
  - S&P: A+
  - Fitch: AA-

**Total Shareholder Return**  
Five Years Ended July 31, 2011



### Financial Highlights



<sup>(1)</sup> The ratio represents the amount of capital attributed to the business lines as at the end of the period.

<sup>(2)</sup> Non-GAAP measure. See Non-GAAP measures within the Notes to users section on page i of the Q3/11 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

#### A Note About Forward-Looking Statements

From time to time, we make written or oral forward-looking statements within the meaning of certain securities laws, including in this presentation, in other filings with Canadian securities regulators or the U.S. Securities and Exchange Commission and in other communications. These statements include, but are not limited to, statements about our operations, business lines, financial condition, risk management, priorities, targets, ongoing objectives, strategies and outlook for 2011 and subsequent periods. Forward looking statements are typically identified by the words "believe", "expect", "anticipate", "intend", "estimate" and other similar expressions or future or conditional verbs such as "will", "should", "would" and "could". By their nature, these statements require us to make assumptions and are subject to inherent risks and uncertainties that may be general or specific. A variety of factors, many of which are beyond our control, affect our operations, performance and results and could cause actual results to differ materially from the expectations expressed in any of our forward-looking statements. These factors include credit, market, liquidity, strategic, operational, reputation and legal, regulatory and environmental risk; legislative or regulatory developments in the jurisdictions where we operate; amendments to, and interpretations of, risk-based capital guidelines and reporting instructions; the resolution of legal proceedings and related matters; the effect of changes to accounting standards, rules and interpretations; changes in our estimates of reserves and allowances; changes in tax laws; changes to our credit ratings; political conditions and developments; the possible effect on our business of international conflicts and the war on terror; natural disasters, public health emergencies, disruptions to public infrastructure and other catastrophic events; reliance on third parties to provide components of our business infrastructure; the accuracy and completeness of information provided to us by clients and counterparties; the failure of third parties to comply with their obligations to us and our affiliates; intensifying competition from established competitors and new entrants in the financial services industry; technological change; global capital market activity; changes in monetary and economic policy; currency value fluctuations; general business and economic conditions worldwide, as well as in Canada, the U.S. and other countries where we have operations; changes in market rates and prices which may adversely affect the value of financial products; our success in developing and introducing new products and services; expanding existing distribution channels, developing new distribution channels and realizing increased revenue from these channels; changes in client spending and saving habits; our ability to attract and retain key employees and executives; and our ability to anticipate and manage the risks associated with these factors. This list is not exhaustive of the factors that may affect any of our forward-looking statements. These and other factors should be considered carefully and readers should not place undue reliance on our forward-looking statements. We do not undertake to update any forward-looking statement that is contained in this presentation or in other communications except as required by law.



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## 3<sup>rd</sup> Quarter 2011

### Retail and Business Banking

#### Objective

- ▶ To be the primary financial institution for our clients

#### Priorities

- ▶ To deliver what matters most – excellent service, strong financial advice and competitive products

#### Objective

- ▶ To offer an extensive suite of investment and advisory services to meet the needs of our institutional and individual clients

#### Priorities

- ▶ Focus on our clients to meet their needs, provide leading investment performance and product innovation, and deliver profitable growth for CIBC

#### Business Highlights and Performance: Q3 2011

- ▶ Revenue of \$2.0 billion and net income of \$539 million
- ▶ Recognized by Global Finance Magazine as “Best in Mobile Banking” among North American banks
- ▶ Became the first bank to bring a mobile stock trading App to Canadian investors with the introduction of the CIBC Mobile Brokerage App

### Wealth Management

#### Business Highlights and Performance: Q3 2011

- ▶ Revenue of \$404 million and net income of \$68 million
- ▶ Announced investment in American Century Investments as part of CIBC’s plan to enhance the strength of our wealth management franchise and provide a platform for further international growth

### Wholesale Banking

#### Objective

- ▶ To be the premier client-focused wholesale bank based in Canada

#### Priorities

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

#### Business Highlights and Performance: Q3 2011

- ▶ Revenue of \$454 million and net income of \$145 million
- ▶ Acted as joint bookrunner on Intact Financial Corporation’s \$962 million common equity offering
- ▶ Lead coordinator on a \$6 billion 5-year offering for Canada Housing Trust No. 1
- ▶ Sole lead arranger for a \$1.5 billion revolving credit facility for TransAlta Corporation

### Our Balanced Scorecard

#### Financial Measures

<b>Earnings per share (EPS) Growth</b>	Diluted EPS growth of 5%-10% per annum, on average, over the next 3-5 years
<b>Return on Equity (ROE)</b>	20% return on average common equity through the cycle
<b>Capital Strength</b>	Tier 1 capital ratio target of 8.5% Total capital ratio target of 11.5%
<b>Business Mix</b>	At least 75% retail (as measured by economic capital)
<b>Risk</b>	Loan loss ratio between 50 and 65 basis points through the business cycle, on a managed basis
<b>Productivity</b>	Achieve a median ranking within our industry group, in terms of our non-interest expenses to total revenue (efficiency ratio (TEB) <sup>(1)</sup> )
<b>Dividend Payout Ratio</b>	40-50%
<b>Total Shareholder Return</b>	Outperform the S&P/TSX Composite Banks Index (dividends reinvested) on a rolling five-year basis

#### Non-Financial Measures

<b>Clients</b>	Help our clients achieve what matters to them
<b>Employees</b>	Create an environment where all employees can excel
<b>Community</b>	Make a real difference in our communities
<b>Environment</b>	Demonstrate environmental responsibility in all activities
<b>Governance</b>	Be a leader in governance practices

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<sup>(1)</sup> For further details, see Non-GAAP measures within the Notes to users section on page I of the Q3/11 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).