

## Who We Are

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

## Key Businesses

- Retail and Business Banking
- Wealth Management
- Wholesale Banking

## Metrics

(As of July 31<sup>st</sup>)

|                            | 2012                | 2013        |
|----------------------------|---------------------|-------------|
| Total Assets               | \$393.4B            | \$397.5B    |
| Deposits                   | \$300.3B            | \$311.5B    |
| Loans and Acceptances      | \$252.7B            | \$254.2B    |
| Common Equity Tier 1 Ratio | 9.0% <sup>(1)</sup> | 9.3%        |
| Market Capitalization      | \$31.8B             | \$31.2B     |
| Total Shareholder Return   | 9.82%               | 2.83% (YTD) |

## Our First Principle and Strategic Imperative

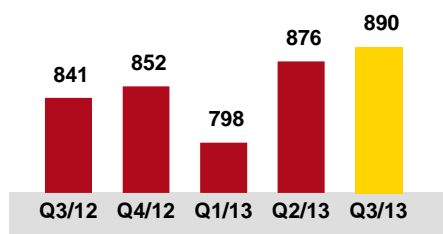
CIBC's first principle is to be a lower risk bank. As a lower risk bank, CIBC targets value creation for stakeholders by delivering on its strategic imperative of consistent and sustainable earnings over the long term.

CIBC's strategic plan to maintain and extend its position of strength consists of four work streams:

1. Strengthening our core Canadian retail banking franchise;
2. Growing our Wealth Management business in Canada and internationally, particularly in the USA;
3. Growing our Wholesale Banking business in a targeted and client focused way, and;
4. Strengthening our Caribbean banking business.

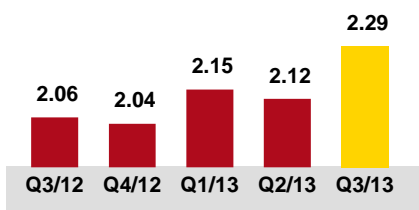
## Financial Highlights

Reported Net Income (C\$ millions)



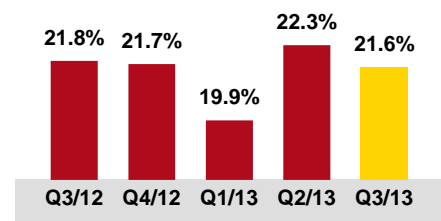
6% increase year-over-year

Adjusted Diluted Earnings Per Share<sup>(2)</sup> (C\$)



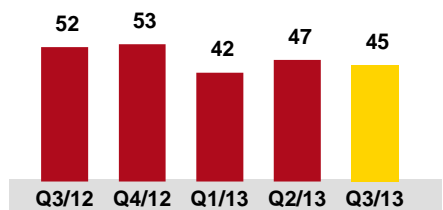
Target: 5 – 10% average annual EPS growth

Return on Common Shareholders' Equity (%)



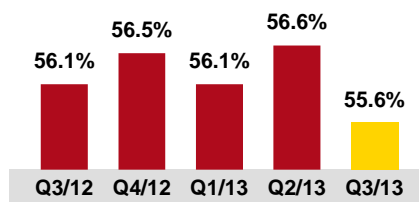
Target: 20% average return through the cycle

Loan Loss Ratio (basis points)



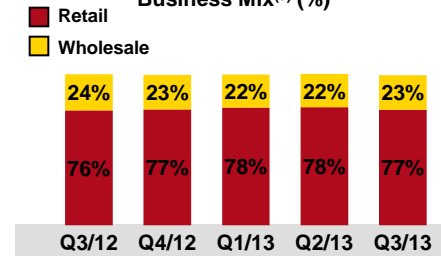
Target: 45 to 60 basis points

Adjusted Efficiency Ratio (TEB)<sup>(2)</sup> (%)



Target: Achieve median ranking within industry

Business Mix<sup>(3)</sup> (%)



Target: 75% Retail

<sup>(1)</sup> Pro forma estimate.

<sup>(2)</sup> Non-GAAP measure. See Non-GAAP measures within the Notes to users section on pages i and ii of the Q3/13 Supplementary Financial Information and page 9 of the Q3/13 Report to Shareholders available on [www.cibc.com](http://www.cibc.com).

<sup>(3)</sup> The ratio represents the amount of economic capital attributed to the business lines as at the end of the period.



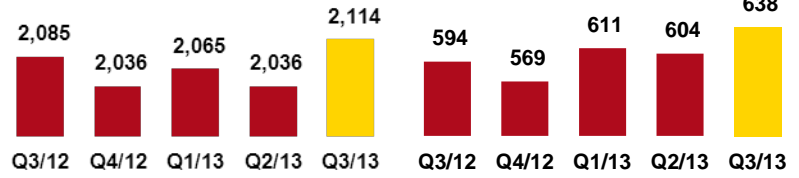
## Business Highlights and Performance: Q3 2013

### Retail and Business Banking

- Revenue of \$2.1 billion and net income of \$638 million
- Continued its leadership position in mobile innovations by reaching one million active clients using CIBC's award-winning Mobile Banking app
- Received three awards from ACT Canada for innovation related to the launch of the CIBC Mobile Payment app
- Achieved a significant milestone in its distribution network expansion program with the opening of its 150<sup>th</sup> branch since 2008

Revenue (C\$ millions)

Net Income (C\$ millions)

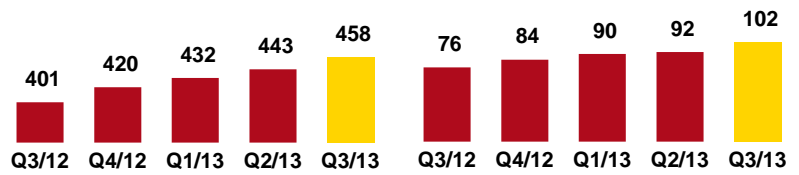


### Wealth Management

- Revenue of \$458 million and net income of \$102 million
- Achieved its 18th consecutive quarter of retail net sales of long-term mutual funds and a year-to-date record of \$4.6 billion
- On track with its transition plans for the acquisition of Atlantic Trust Private Wealth Management, announced in the second quarter, expected to complete in early fiscal 2014 following regulatory approvals

Revenue (C\$ millions)

Net Income (C\$ millions)

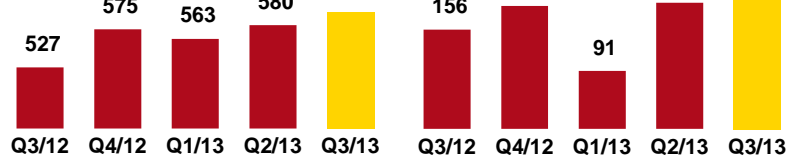


### Wholesale Banking

- Revenue of \$596 million and net income of \$217 million
- Lender in the financing of Hyundai Capital America's US\$2.7 billion 3-year senior unsecured revolver
- Financial advisor to Brookfield on the sale of Longview Timber to Weyerhaeuser for \$2.7 billion
- Joint bookrunner on OMERS Realty Corporation's two bond transactions for a total of \$1.4 billion

Revenue (C\$ millions)

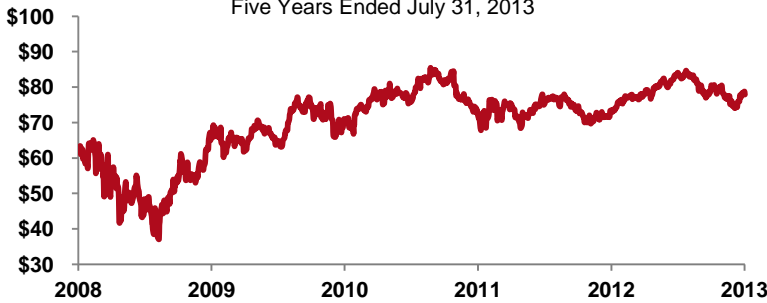
Net Income (C\$ millions)



## Shareholder Information

### Share Price

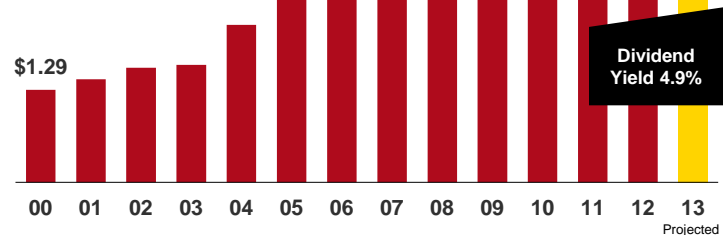
Five Years Ended July 31, 2013



### Dividend History

Target Dividend Payout Ratio: 40 – 50%

8.02% CAGR



Dividend Yield 4.9%

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

### Contact Information

#### CIBC Investor Relations

Geoff Weiss, Senior Vice-President

Phone: 416-304-8726

Fax: 416-980-5028

Email: investorrelations@cibc.com

website: 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 2013 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, insurance, operational, reputation and legal, regulatory and environmental risk; the effectiveness and adequacy of our risk management and valuation models and processes; legislative or regulatory developments in the jurisdictions where we operate; 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; potential disruptions to our information technology systems and services, including the evolving risk of cyber attack; 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, including increasing Canadian household debt levels and Europe's sovereign debt crisis; 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; our ability to successfully execute our strategies and complete and integrate acquisitions and joint ventures; and our ability to anticipate and manage the risks associated with these factors. This list is not exhaustive of the factors that may affect any of our forward-looking statements. These and other factors should be considered carefully and readers should not place undue reliance on our forward-looking statements. We do not undertake to update any forward-looking statement that is contained in this presentation or in other communications except as required by law.