

# Investor Fact Sheet

Q4 2017

## Who We Are

CIBC (CM: TSX, NYSE) is a leading Canadian-based financial institution with a market capitalization of \$50 billion and a Basel III Common Equity Tier 1 capital ratio of 10.6%. Through our four strategic business units - Canadian Personal and Small Business Banking, Canadian Commercial Banking and Wealth Management, U.S. Commercial Banking and Wealth Management, and Capital Markets - our nearly 45,000 employees provide a full range of financial products and services to 11 million individual, small business, commercial, corporate, and institutional clients in Canada, the U.S. and around the world.

## Key Businesses

- Canadian Personal and Small Business Banking
- Canadian Commercial Banking and Wealth Management
- U.S. Commercial Banking and Wealth Management
- Capital Markets

## Metrics

	2016	2017
Total Assets	\$501.4B	\$565.3B
Deposits	\$395.6B	\$439.7B
Loans and Acceptances	\$319.8B	\$365.6B
Common Equity Tier 1 Ratio	11.3%	10.6%
Market Capitalization	\$39.9B	\$49.9B
Total Shareholder Return	5.19%	18.30%

## Our Strategy

At CIBC, we are building a relationship-focused bank. We are accelerating our transformation by concentrating on three bank-wide priorities:

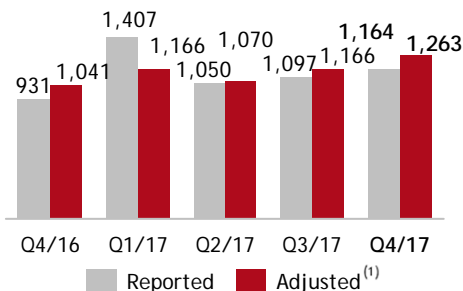
1. Focusing on our clients - shifting our culture and driving towards our vision of being the leader in client relationships
2. Innovating for the future - investing in technologies that meet our clients' ever-evolving needs and improving their banking experience
3. Simplifying our bank - freeing up resources for reinvestment and making CIBC more efficient

## Credit Ratings

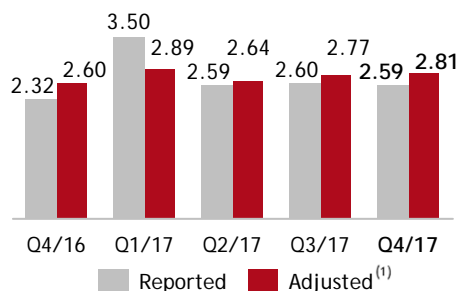
	DBRS	Moody's	Standard & Poor's	Fitch
Senior	AA	A1	A+	AA-
Outlook	Negative	Negative	Stable	Negative

## Financial Highlights

Net Income (C\$ millions)

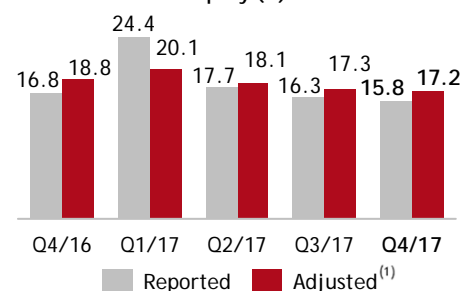


Earnings Per Share (C\$)



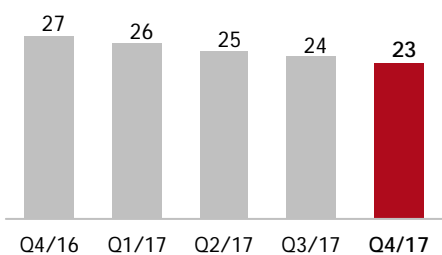
Target: average annual EPS growth of at least 5%

Return on Common Shareholders' Equity (%)

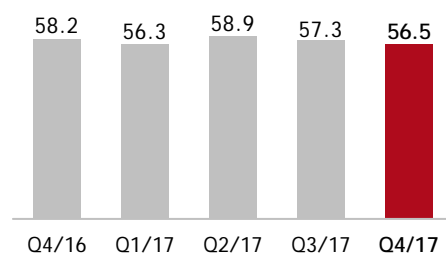


Target: maintain a strong ROE of at least 15%

Loan Loss Ratio (basis points)

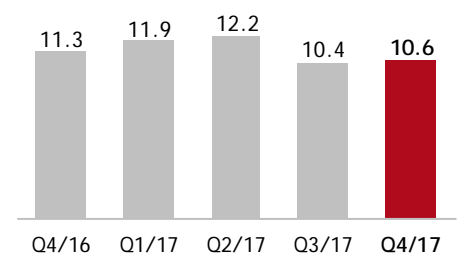


Adjusted Efficiency Ratio (%)<sup>(1)</sup>



Target: achieve a run rate efficiency ratio of 55% by 2019

Common Equity Tier 1 Ratio (Basel III) (%)



<sup>(1)</sup> Non-GAAP measure. See Non-GAAP measures within the Notes to users section on page 2 of the Q4/17 Supplementary Financial Information available on [www.cibc.com](http://www.cibc.com).

## Contact Information

### CIBC Investor Relations

Amy South, Senior Vice-President, Investor Relations  
Tel: (416) 594-7386 | Email: [investorrelations@cibc.com](mailto:investorrelations@cibc.com) | Website: [www.cibc.com](http://www.cibc.com)

Banking that fits your life.

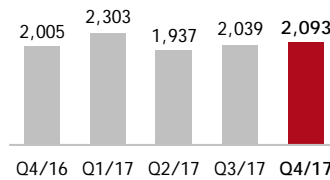


## Business Highlights and Performance

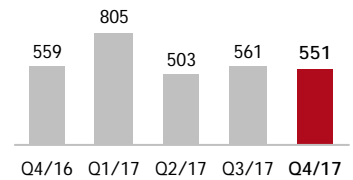
### Canadian Personal Retail and Small Business Banking

- Earned the top score among the five largest Canadian banks for mobile banking for the fourth year in a row, and online banking functionality for the third consecutive year in Forrester Research's Mobile Banking and Online Banking benchmark studies
- Announced Simplii Financial, our new direct banking brand, to meet the needs of Canadians who value straightforward, no-fee daily banking
- Launched Digital Cart, allowing clients to sign up for multiple banking products entirely through their mobile devices or online - a first in the mobile space in Canada.

Revenue (C\$ millions)



Net Income (C\$ millions)



### Canadian Commercial Banking & Wealth Management

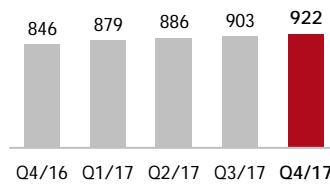
In commercial banking:

- Continued to focus on relationship-based growth by increasing the number of client-facing relationship managers across the team to meet client needs
- Met more of our clients' needs on both sides of the border with the ability to make and receive cross-border client referrals in partnership with our commercial banking colleagues in the U.S.

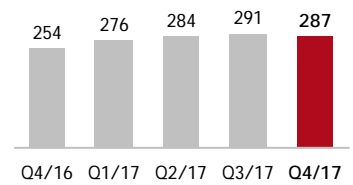
In wealth management:

- Co-located private banking teams with CIBC Wood Gundy teams in select locations across the country to deliver a more integrated offer for high-net-worth clients.
- Enhanced our investment lineup including management fee reductions, lower investment minimums and a simplified product offering

Revenue (C\$ millions)



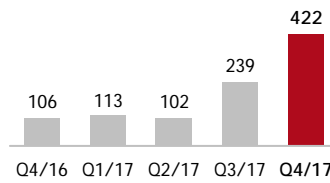
Net Income (C\$ millions)



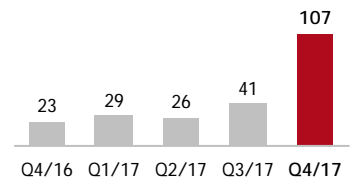
### U.S. Commercial Banking & Wealth Management

- Acquired The PrivateBank, a Chicago-based commercial bank with personal banking and wealth management capabilities that shares our client-first culture and strategy
- Expanded our private wealth management client base and investment management capabilities through the acquisition of Geneva Advisors
- Achieved solid loan, deposit, and revenue growth, reflecting the acquisition of The PrivateBank and the continued focus on building full, profitable client relationships
- Extended the CIBC brand across North America, as The PrivateBank took the CIBC name and began operating as CIBC Bank USA

Revenue (C\$ millions)



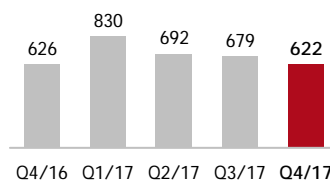
Net Income (C\$ millions)



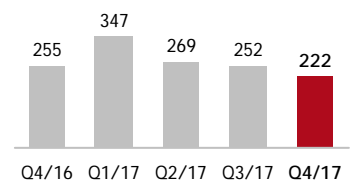
### Capital Markets

- Continued to hold leadership positions in syndicated loans, debt and equity underwriting, advisory services, equity trading, commodities and foreign exchange
- Continued the organic expansion of our platform and capabilities in the U.S. by employing our client-led strategy
- Continued to deliver innovation to our clients across CIBC through initiatives such as strengthening our no-fee *CIBC Global Money Transfer* service by increasing the number of countries to which clients can send money and introducing *International Student Pay*, a first-of-its-kind partnership in Canada with academic institutions to enable students to make tuition payments in their local currency

Revenue (C\$ millions)

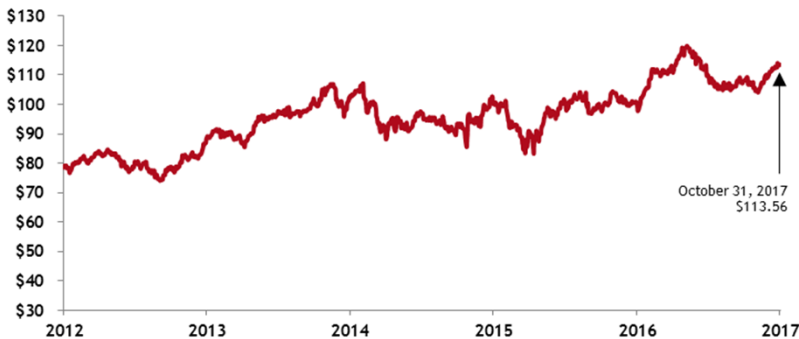


Net Income (C\$ millions)

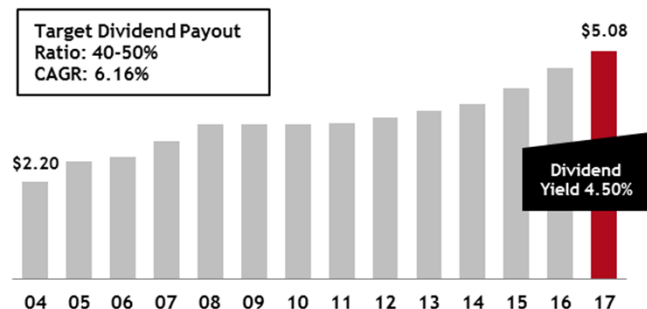


## Shareholder Information

Share Price (C\$) — CM  
Five Years Ended October 31, 2017



Dividend History



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

