



FirstCaribbean
International Bank



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Presentation to the Annual General Meeting

Rik Parkhill, Chief Executive Officer

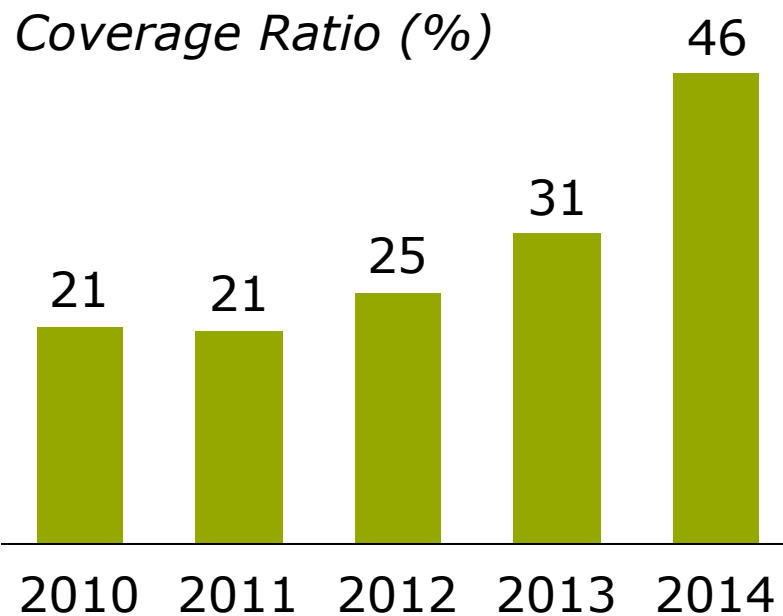
March 13, 2015

▪ **Summary**

- Financial Performance
- Strategic Priorities
- Community
- Conclusion

- ◆ Fiscal 2014 was a challenging year for the Bank as a number of legacy problems were confronted directly and remediated
 - Massive overhaul of processes completed
 - Incremental loan loss expense and reduction in the carrying value of goodwill
- ◆ We remain confident about the Bank's future and our commitment to the Caribbean region is resolute
 - Ongoing investments position the institution for growth as the economies improve

Substantial remediation efforts position the Bank for growth and enhance its ability to generate higher sustainable shareholder returns



- Coverage ratio on NPLs increased to 46%
- Carrying value of goodwill adjusted downward
- Massive overhaul completed:
 - Credit processes
 - Credit analytics
 - Risk management
 - Internal controls
 - Other policies

- Summary

- **Financial Performance**

- Strategic Priorities

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2014 Reported loss 151 million US Dollars

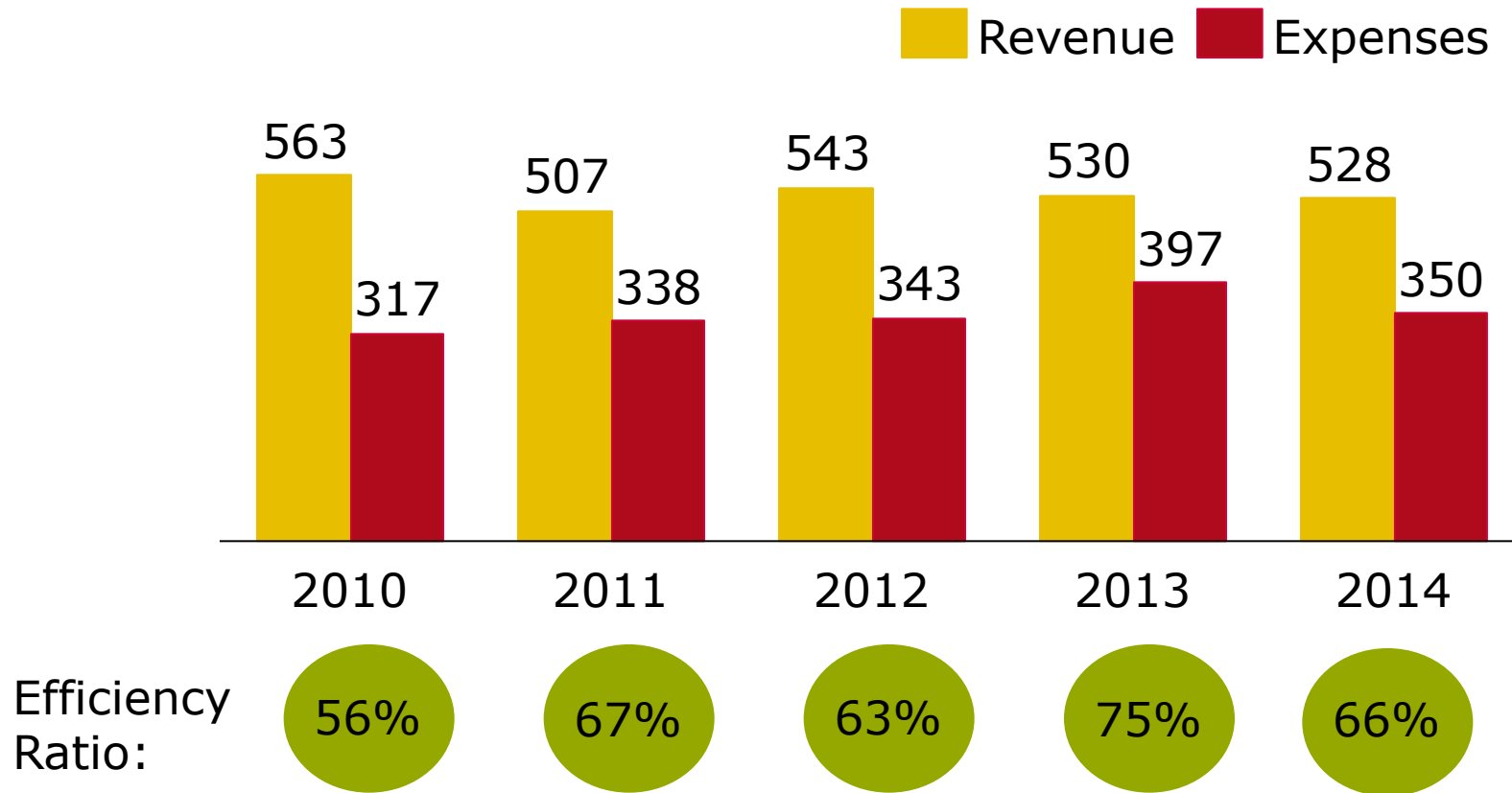
2014 Reported loss per share 9.5 US Cents

Financial Trend					
	2010	2011	2012	2013	2014
Net Income Adjusted* [US\$ millions]	157	74	77	36	79*
Earnings per Share Adjusted* [US Cents]	10.1	4.6	4.4	2.3	5.0*
Dividends per Share [US Cents]	6.0	4.5	3.0	3.0	3.0
Regulatory Capital	22%	22%	24%	24%	21%

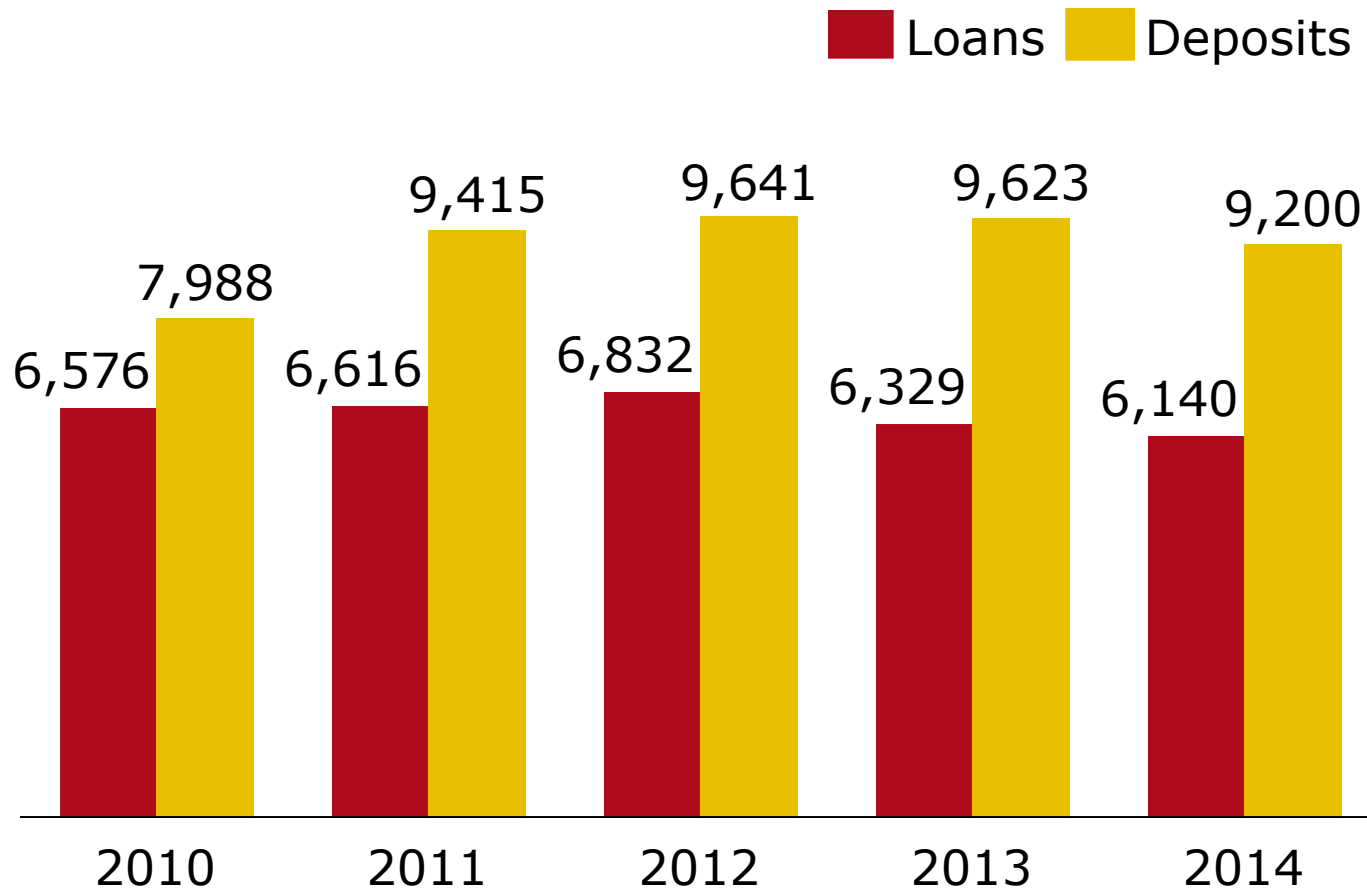
* Excludes incremental loan loss expense of \$115 million and non-cash goodwill impairment charge of \$116 million associated with revised expectations for the extent and timing of recovery in the Caribbean

TOTAL REVENUE AND OPERATING EXPENSES







US\$ millions



US\$ millions



2015Q1 Reported profit 27 million US Dollars

Q1 Financial Trend [US\$ millions]				
	2013	2014	2015	Trend
Net Income	19	15	27	
Revenue	131	137	130	
Operating Expenses	87	89	85	
Loan Loss Expenses	24	31	16	
Loans	6,597	6,263	5,970	
Deposits	9,633	9,320	9,349	

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CIBC FirstCaribbean remains committed to our strategic priorities

- Cultivating deeper relationship with our clients
- Focusing on value for our clients through understanding their needs
- Competing in businesses where we can leverage expertise to deliver value
- Pursuing risk-controlled growth in the region
- Continuously investing in our client base, people and infrastructure

The branch network and sales processes are being reconfigured to accelerate profitable revenue growth



- Opened Mortgage and Loan Centres in The Bahamas, Barbados, Grand Cayman, Antigua, and St. Lucia
- Continue to improve credit adjudication processes to:
 - Turn around loan applications more rapidly
 - Improve the experience of customers

We continue to leverage CIBC's deep expertise in Infrastructure Arranging and Financing and have expanded our offering in Private Wealth Management



CIBC FirstCaribbean continues to make substantial investments in staff education and skill enhancement

- Subsidized post-secondary tuition
- General management and people management coaching
- Training in specific products, systems and process



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The Bank maintained community giving despite the challenging economic climate



- University of the West Indies
- Sickkids-Caribbean
- Staff volunteerism: Adopt-a-Cause

The Bank maintained community giving despite the challenging economic climate



- Walk for the Cure raised a record US\$200,000 regionally
- Attracted 3,000 walkers and runners and 85 corporate sponsors
- Funds go towards the care and support of those living with cancer

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- **Conclusion**

- ◆ Fiscal 2014 was a challenging year for the Bank as a number of legacy problems were confronted directly and remediated
- ◆ I wish to thank our customers and staff for their support and loyalty during the year
- ◆ We remain confident about the Bank's future and our commitment to the Caribbean region is resolute
 - Ongoing investments position the institution for growth as the economies improve



Michael Mansoor, Executive Chairman of the Board Emeritus



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