



FIRST CARIBBEAN
INTERNATIONAL BANK



FIRSTCARIBBEAN
INTERNATIONAL BANK

Presentation to the FirstCaribbean Group Annual General Meeting

2010 March 25

FirstCaribbean International Bank is a member of the CIBC Group.



Agenda

- **Summary**
- Strategy
- Performance Metrics
- Operating Performance
- Conclusion

Summary

- ◆ 2009 was an economically challenging year for the Caribbean
 - Fewer tourist arrivals and lower spend-per-head
 - Lower inflows of Foreign Direct Investment
 - Economic contraction
- ◆ FirstCaribbean's core franchise remains strong
 - Capital asset ratio of 22% – well in excess of statutory requirements
 - Bank is well positioned for growth
- ◆ Majority owned by CIBC, one of the most well-capitalised banks in North America

Agenda

- Summary

- **Strategy**

- Performance Metrics

- Operating Performance

- Conclusion

Strategy

The bank's refreshed strategy has five key elements

Client Value

- Enhance the relationships, service and products we deliver to clients to enable increased earnings and return on capital

Diversification

- Diversify our income streams and geographic footprint

Balance Sheet Management

- Numerous initiatives to optimise return for risk taken

Productivity and Control

- Improve our productivity – reengineer inefficient processes to enhance client experience and control

CIBC Partnership

- Leverage our relationship with CIBC to bring best practice and enhance client experience

Agenda

- Summary
- Strategy
- **Performance Metrics**
- Operating Performance
- Conclusion

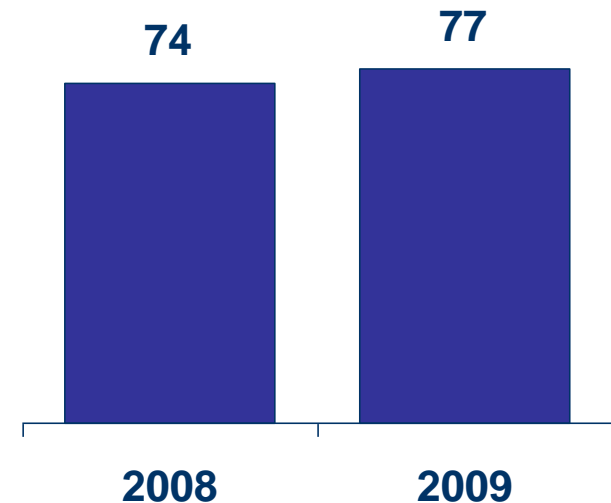
Customer

The bank continues to improve customer experience

- ◆ New client service teams in Corporate Investment Banking
- ◆ New branches opened in Portmore, Jamaica and Grace Bay, TCI
- ◆ Faster internet banking service with an enhanced user interface
- ◆ Reengineered loan approval and disbursement process
- ◆ New products launched

Customer Satisfaction Index

Percent

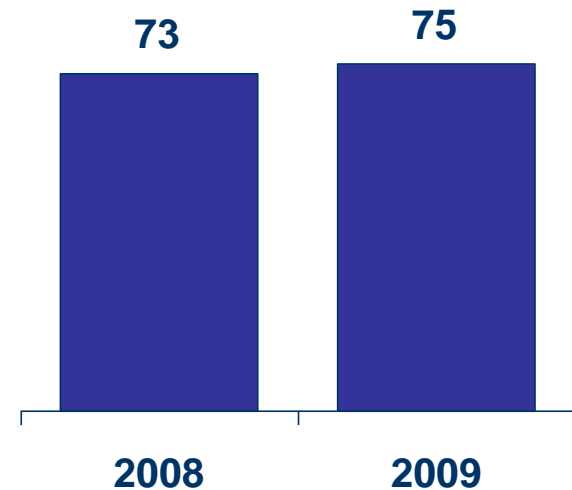


Our People

The bank continued its investment in learning and development

- ◆ Leadership development
- ◆ Core banking training
- ◆ Personal Development

Employee Satisfaction Index
Percent



Community Partnership

The bank again invested 1% of profit in community causes

- ◆ Unsung Heroes
- ◆ Staff volunteerism: Adopt -a-Cause
- ◆ University of the West Indies
- ◆ Youth Entrepreneurship
- ◆ Disaster Relief

Agenda

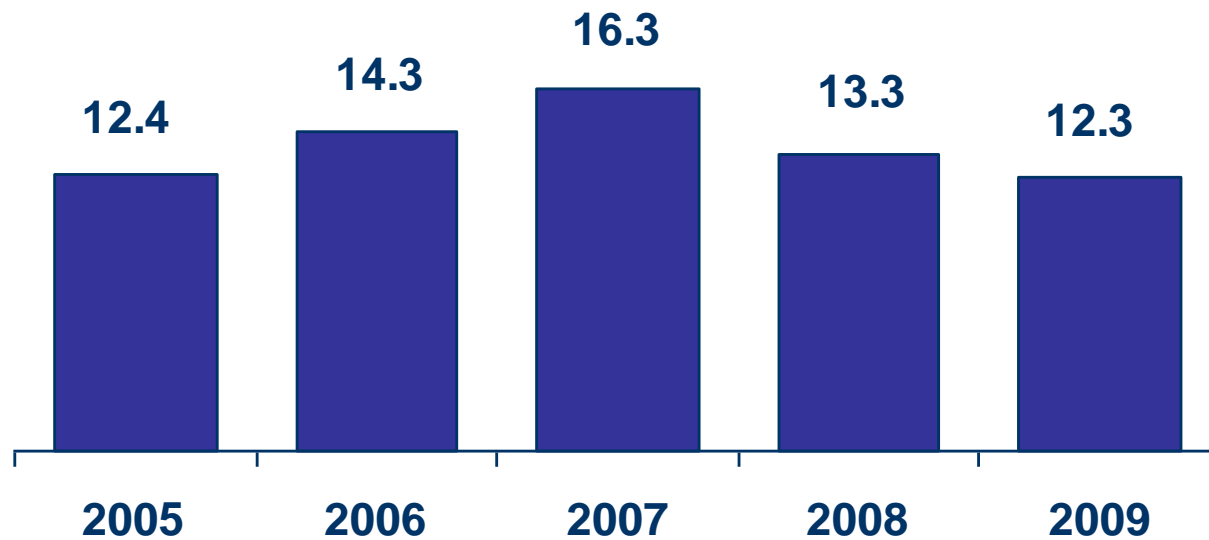
- Summary
- Strategy
- Performance Metrics
- **Operating Performance**
- Conclusion

Financial Summary

Net Income	US\$171 Million
Earnings per Share	US 11.2 cents
Regulatory Capital	22%

Return on Equity

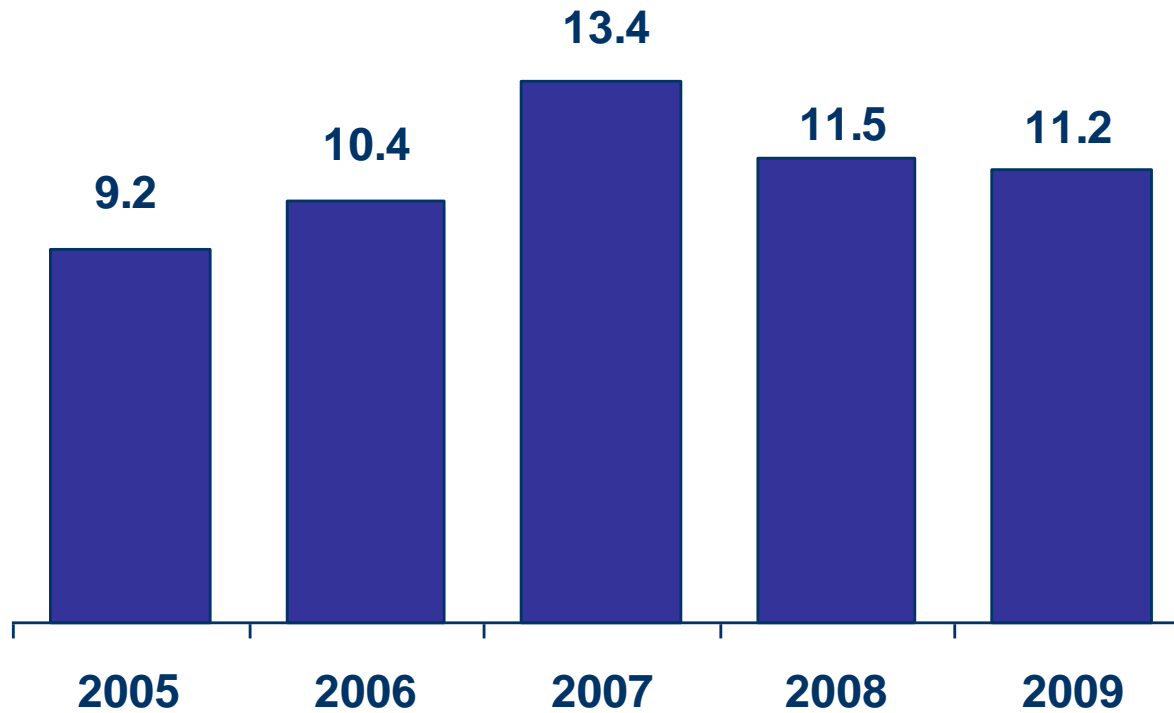
Percent



2005 and 2007 normalised for one-off items

Basic Earnings per Share

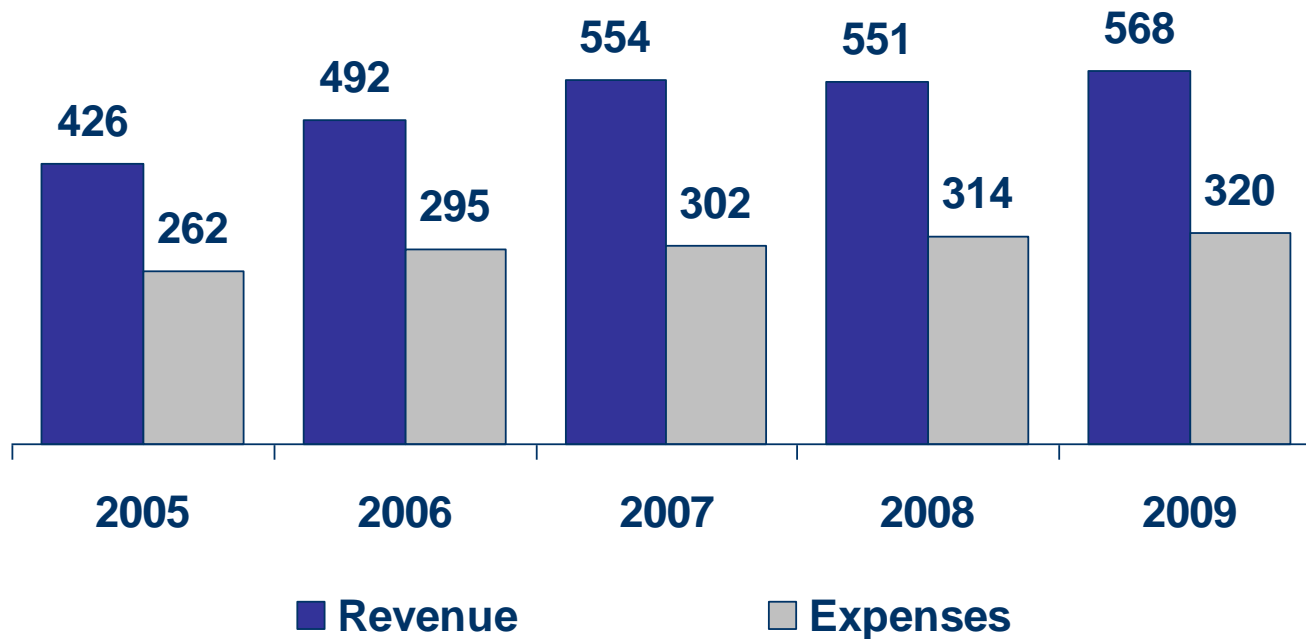
US Cents



2005 and 2007 normalised for one-off items

Total Revenue and Operating Expenses

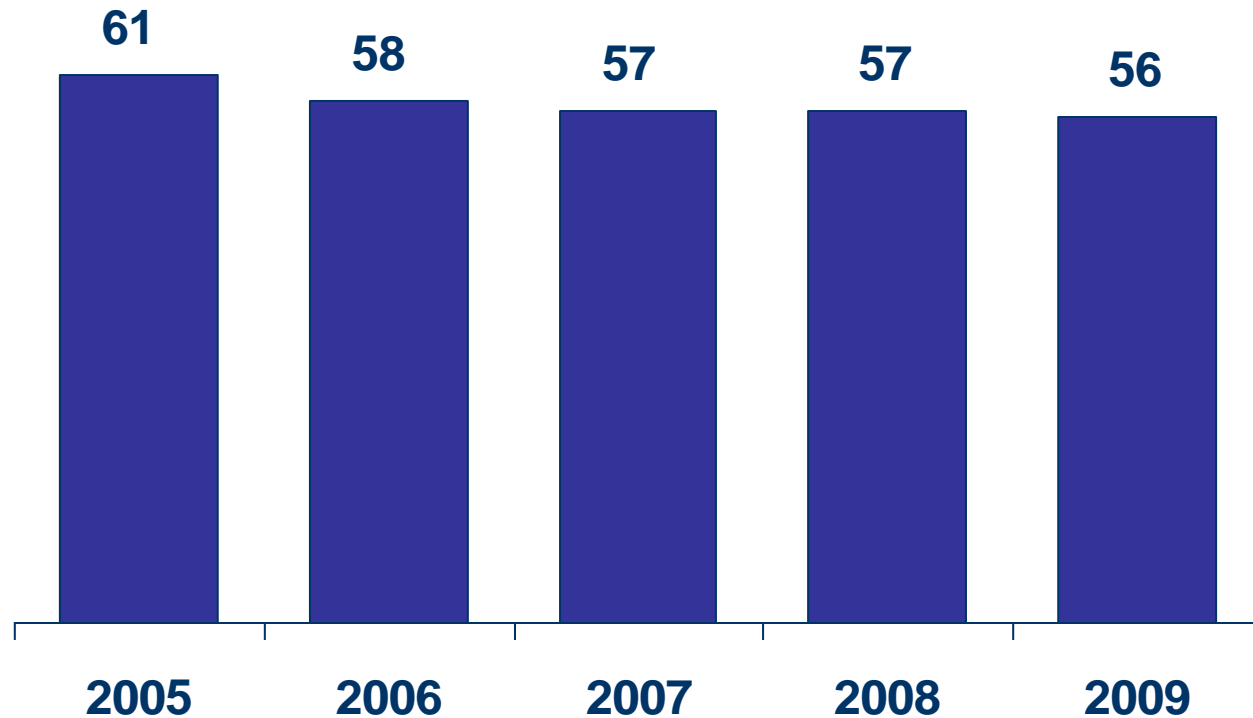
US\$ millions



2005 and 2007 normalised for one-off items

Productivity – Cost to Income Ratio

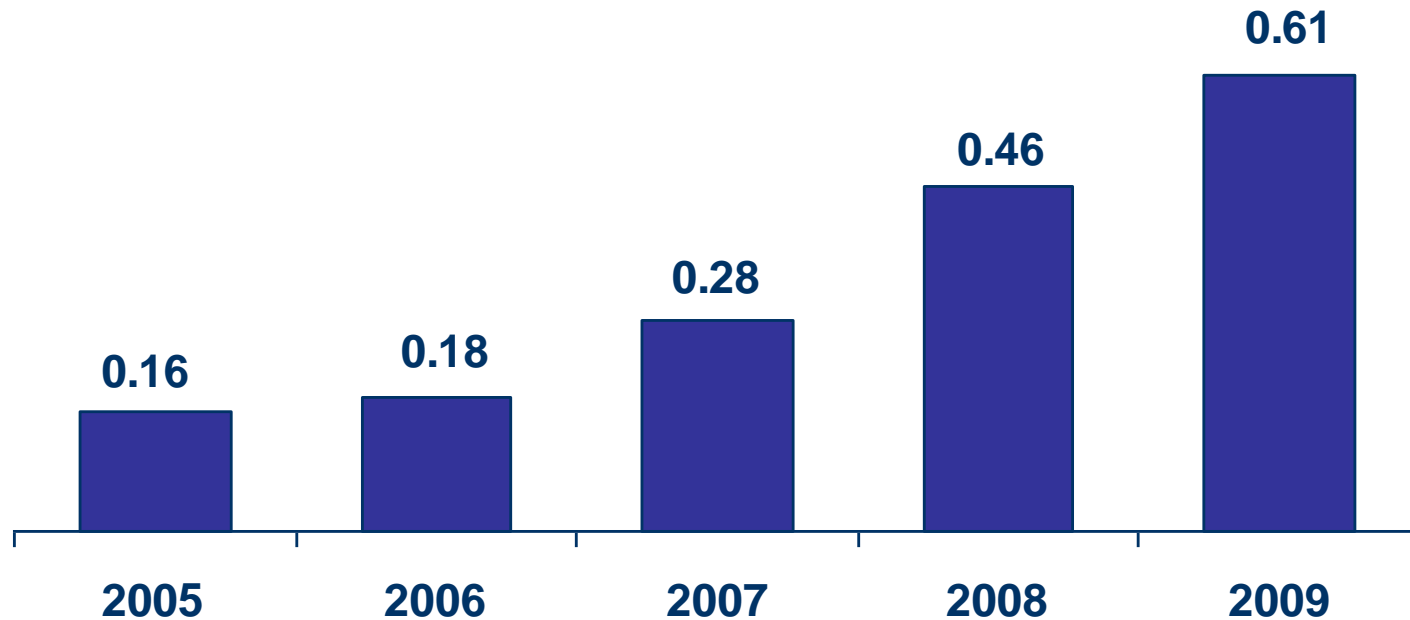
Percent



2005 and 2007 normalised for one-off items

Risk Management – Loan Loss Expense to Loan Ratio

Percent



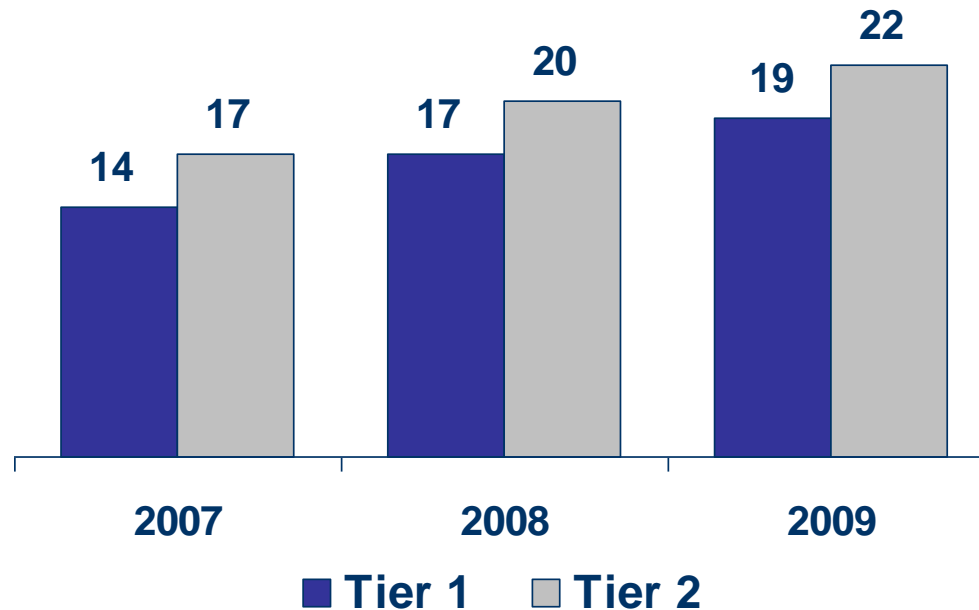
Loans and Advances to Customers and Customer Deposits

US\$ millions



Regulatory Capital

Percent



Statutory Minimum BIS Capital Standards

- Tier 1: 4%
- Tier 2: 8%

Summary

- ◆ 2009 was an economically challenging year for the Caribbean
 - GDP declined
 - Foreign Direct Investment declined
 - Tourist arrivals and spend-per-head declined
- ◆ FirstCaribbean's core franchise remains strong
 - Capital asset ratio of 22% – well in excess of statutory requirements
- ◆ Majority owned by CIBC, one of the most well-capitalised banks in North America



FIRSTCARIBBEAN
INTERNATIONAL BANK

Presentation to the FirstCaribbean Group Annual General Meeting

2010 March 25

FirstCaribbean International Bank is a member of the CIBC Group.





FIRST CARIBBEAN
INTERNATIONAL BANK