



FirstCaribbean
International Bank

Presentation to the Annual General Meeting

Rik Parkhill, Chief Executive Officer

March 21, 2013

▪ **Summary**

- Financial Performance
- Strategy
- Community
- Conclusion

- ◆ 2012 continued to be economically challenging for the region
 - Caribbean negatively affected by lackluster performance of Europe and US
 - Prolonged global recession resulting in low interest rates
 - Credit environment reflects the tough economic climate
- ◆ CIBC FirstCaribbean's core franchise remains strong
 - Capital asset ratio of 24% – well in excess of statutory requirements
 - Adopted five strategic priorities for growth
 - Focused on enhancing sales and customer service excellence

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- **Financial Performance**

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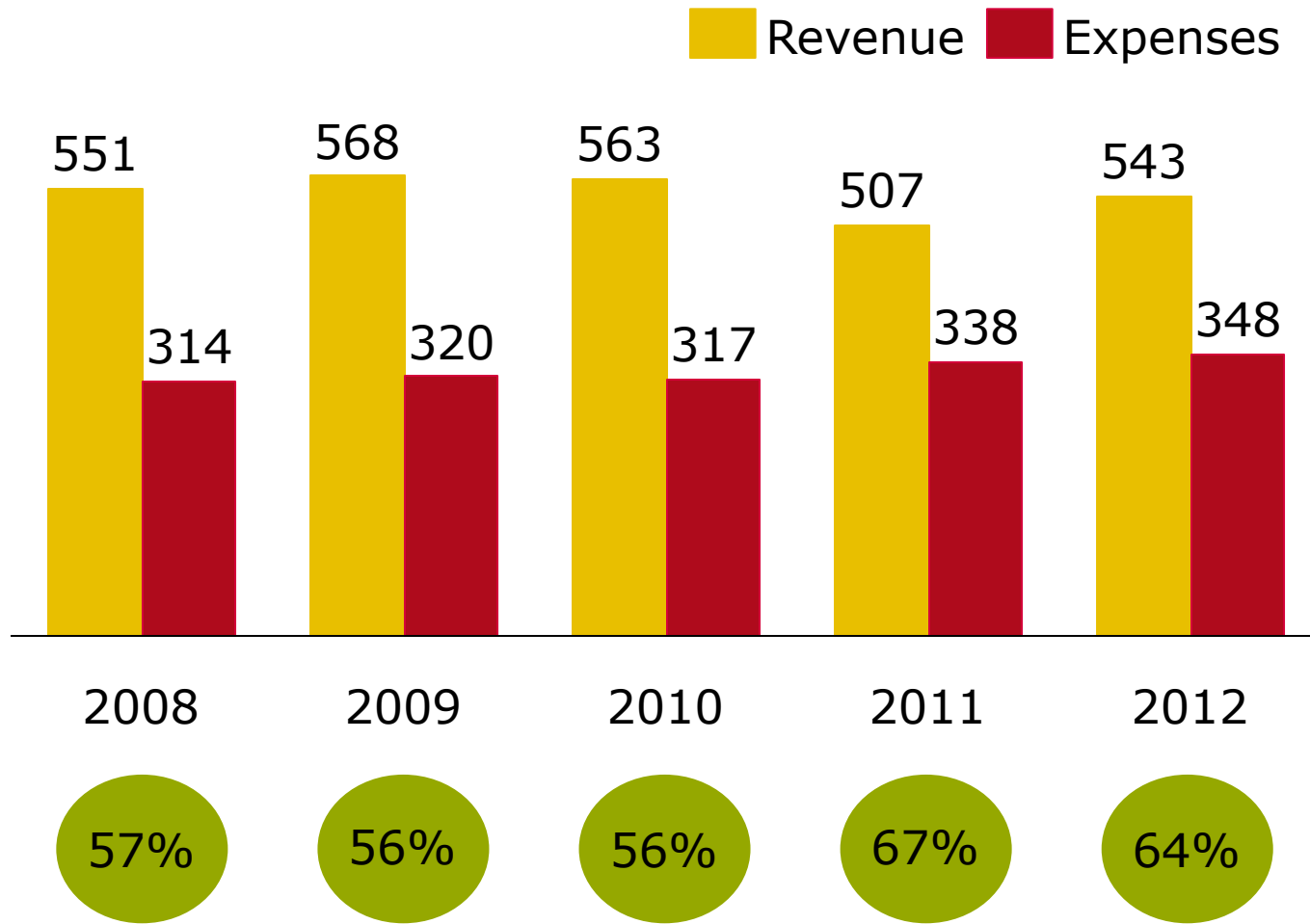
	2008	2009	2010	2011	2012
Net Income* (US\$ millions)	180	157	117	74	72
Earnings per Share (US Cents)	11.5	11.2	10.1	4.6	4.4
Dividends per Share(US Cents)	6.0	6.0	6.0	4.5	3.0
Regulatory Capital	20%	22%	22%	22%	24%

Given the current economic environment, management believes it prudent to sustain the semi-annual dividend at current levels until earnings demonstrate steady improvement

* Adjusted for one-off items

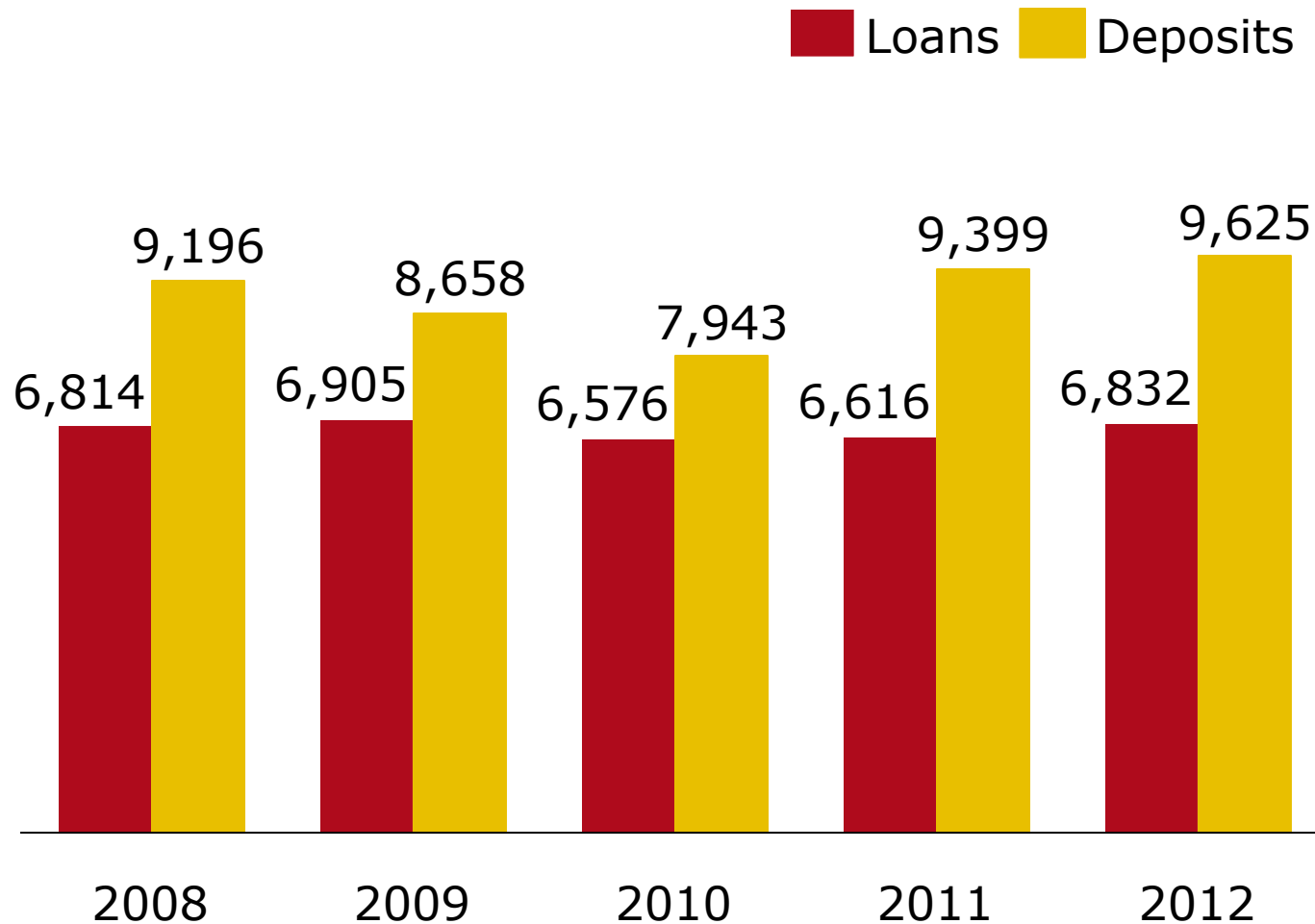
TOTAL REVENUE AND OPERATING EXPENSES

US\$ millions

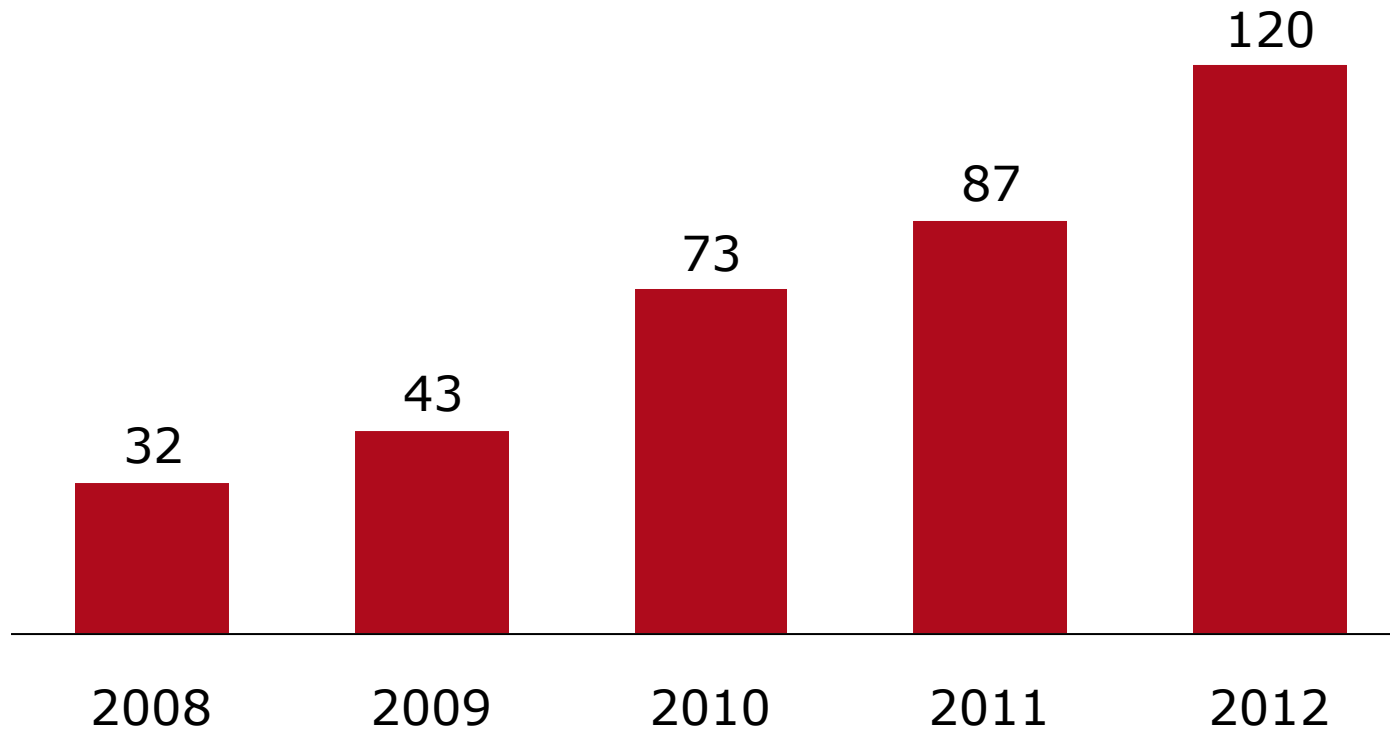


Efficiency
Ratio:

US\$ millions



US\$ millions



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Strategic Priorities

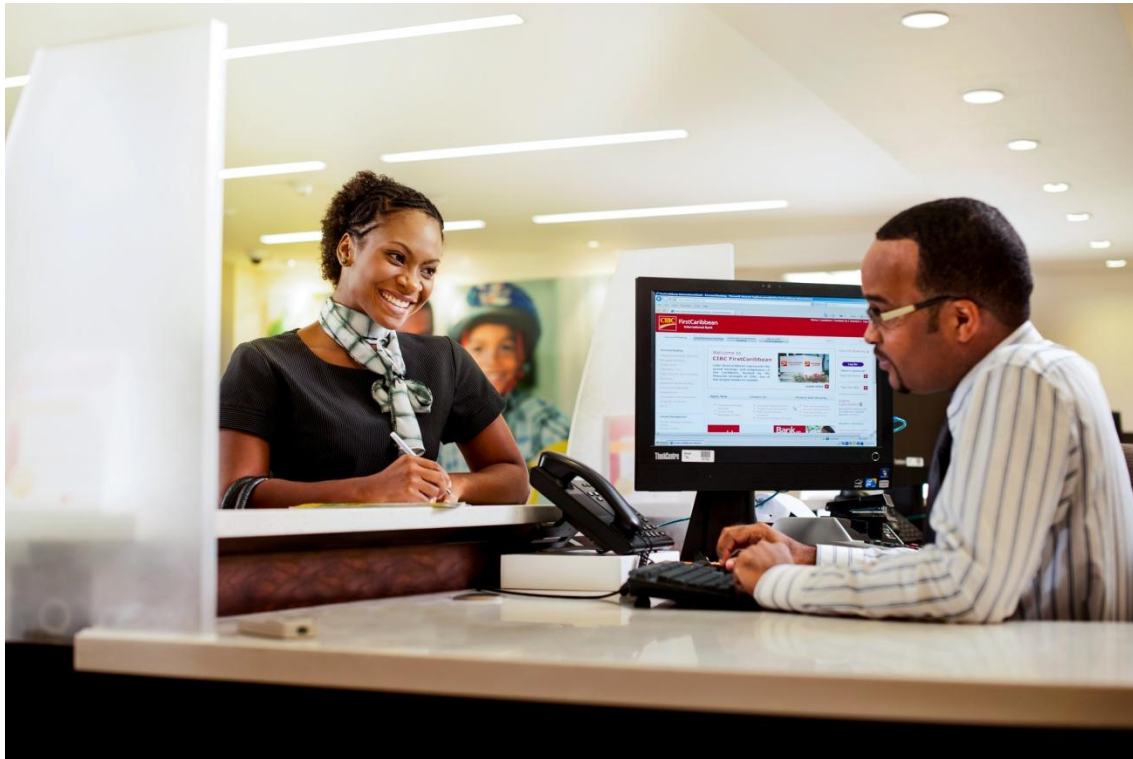
- Cultivating deeper relationship with our clients
- Focusing on value for our clients through understanding their needs
- Competing in businesses where we can leverage expertise to deliver value
- Pursuing risk-controlled growth in the region
- Continuously investing in our client base, people and infrastructure

Service excellence is the hallmark of cultivating deeper relationships



- Launched social media channels for improved client engagement
- Launched new CIBC FirstCaribbean Rewards programme

By improving our understanding of clients' needs we will increase the value we deliver to them



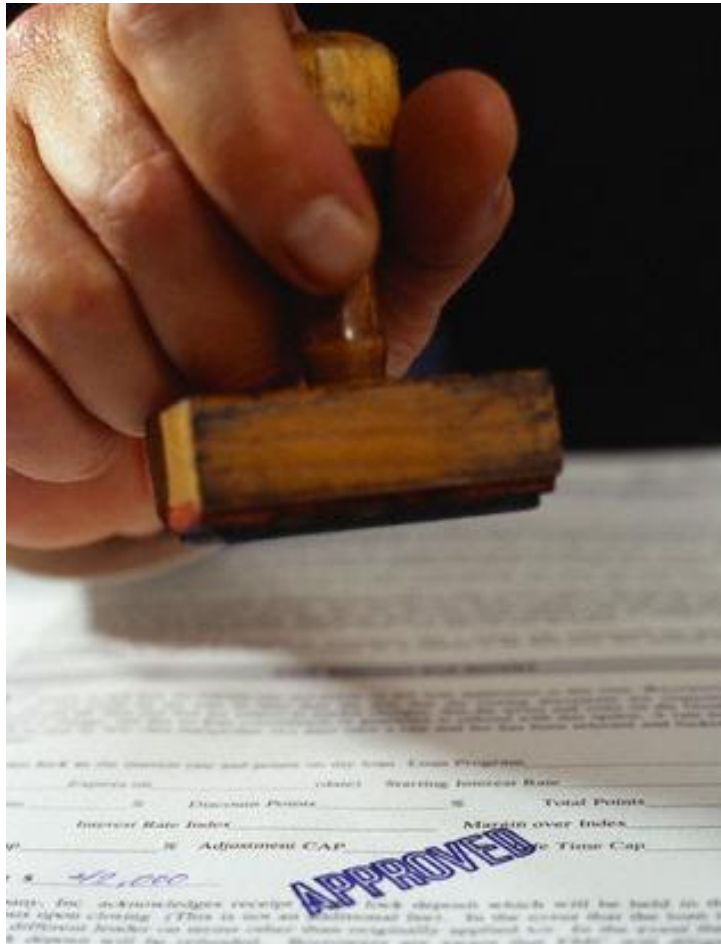
- Systems enhancements to capture information that helps us make better decisions are underway

Our parent has deep industry sector expertise



- By combining CIBC's expertise with our extensive local knowledge we have built a strong advisory service

We are strengthening the Bank's credit adjudication systems and processes



- Focus is on risk management to build a foundation for stronger performance and growth when our economies improve
- Investments should improve both risk management and customer service

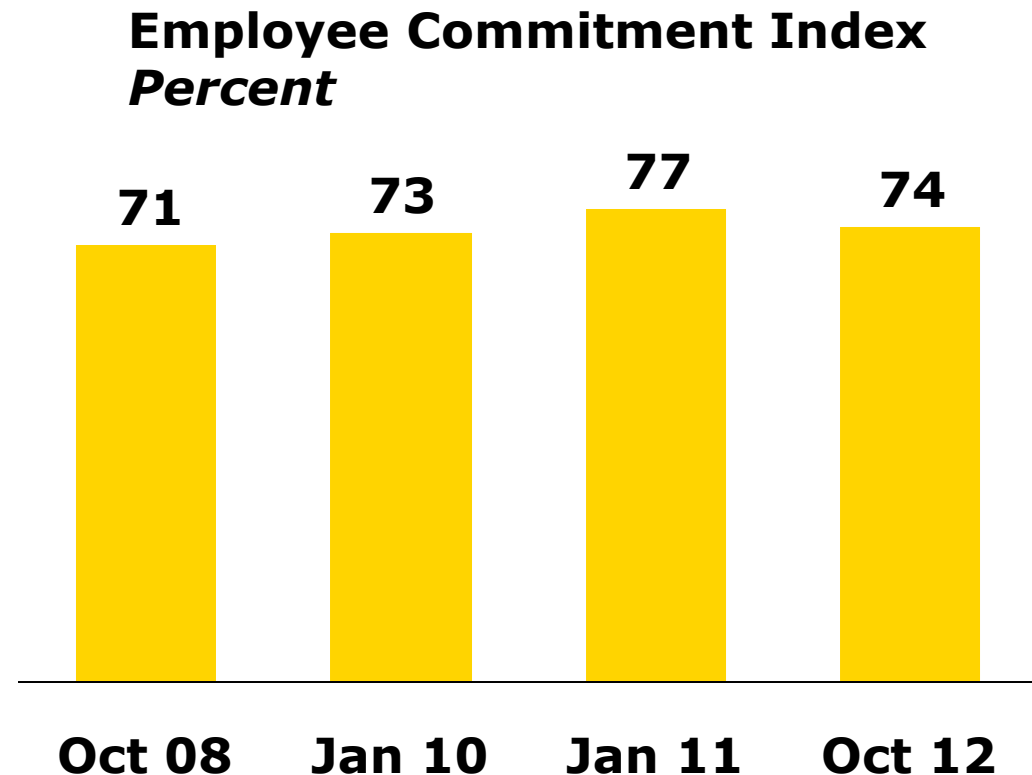
CIBC FirstCaribbean represents the proud heritage and uniqueness of the Caribbean region, backed by the strength of CIBC



- Completed the CIBC FirstCaribbean co-branding
- Opened new model branches in the Bahamas, Belize, St. Lucia and Barbados offering tailored experiences to each client segment
- First electronic branch at Coverley, Barbados

The Bank remained focused on increasing employee commitment and development

- Provided training in frontline customer service and leadership development
- Immersion staff assignments with CIBC Canada
- Aligned survey with CIBC



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The Bank again invested 1% of profit in community causes



- Unsung Heroes
- Staff volunteerism: Adopt -a-Cause
- University of the West Indies
- Youth Entrepreneurship
- Endangered Ecosystem Environmental projects
- YWCA breakfast programme
- Barbados Fruits and Vegetables project



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- ◆ 2012 was an economically challenging year for the Caribbean
- ◆ CIBC FirstCaribbean's core franchise remains strong
 - Capital asset ratio of 24% – well in excess of statutory requirements
 - Bank is well positioned for growth
- ◆ Limited economic growth is expected in 2013



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