



FirstCaribbean
International Bank



FirstCaribbean
International Bank

Presentation to the Annual General Meeting

Rik Parkhill, Chief Executive Officer

March 20, 2014

- **Summary**
- Financial Performance
- Strategic Priorities
- Community
- Conclusion

- ◆ Economic challenges for the region continued in 2013
 - Overhang from the economic crisis impeded growth
 - Tourism receipts and foreign direct investment are below pre crisis levels
 - 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
 - Committed to our strategic priorities for growth

- Summary

- **Financial Performance**

- Strategic Priorities

- Community

- Conclusion

2013 Reported loss 27 million US Dollars

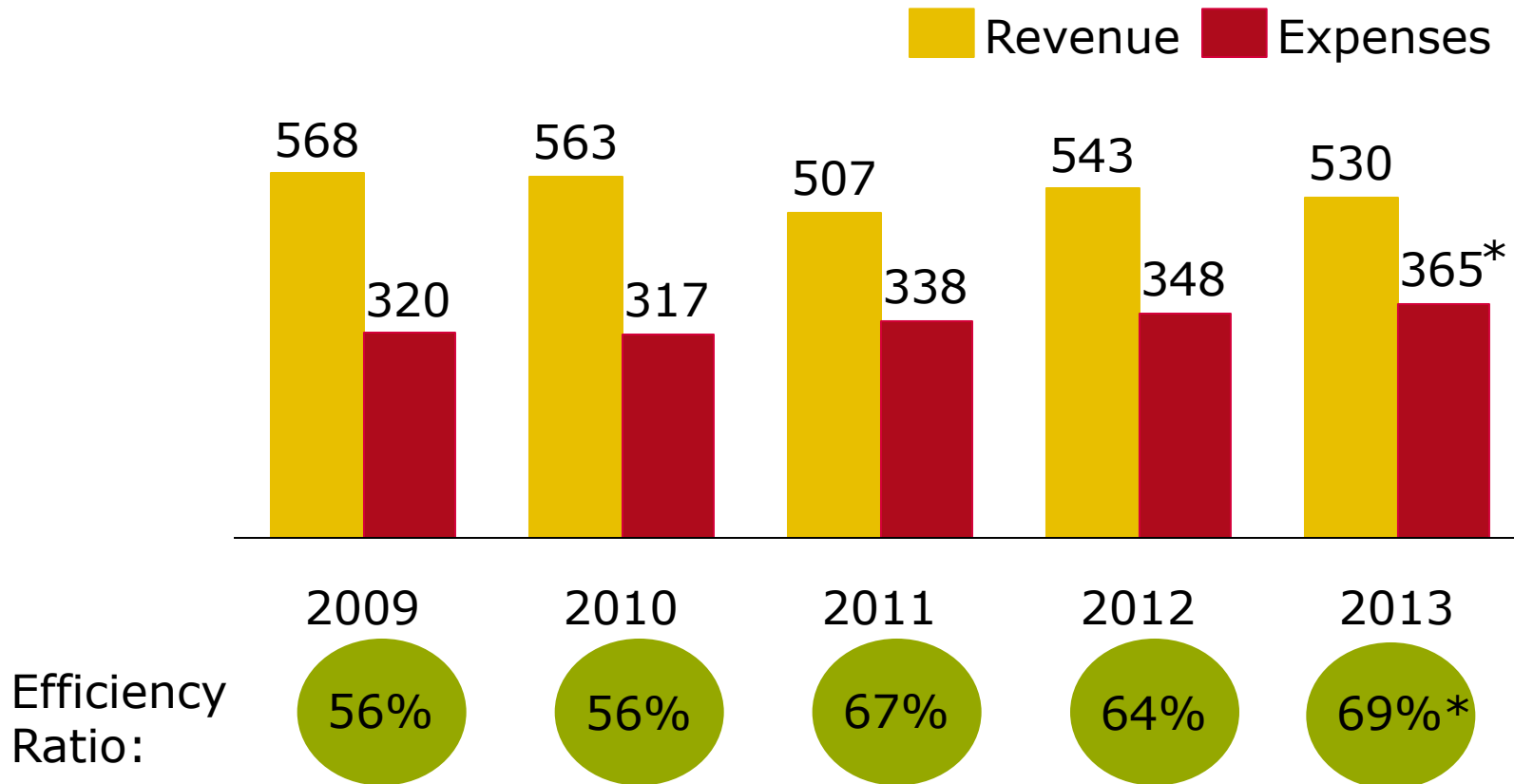
2013 Reported loss per share 1.7 US Cents

Financial Trend					
	2009	2010	2011	2012	2013
Net Income Adjusted* [US\$ millions]	157	117	74	72	30*
Earnings per Share Adjusted* [US Cents]	11.2	10.1	4.6	4.4	1.9*
Dividends per Share [US Cents]	6.0	6.0	4.5	3.0	3.0
Regulatory Capital	22%	22%	22%	24%	24%

* Excludes after tax impact of one time restructuring charge of \$35.5 million along with collective allowance for loan losses of \$21.6 million

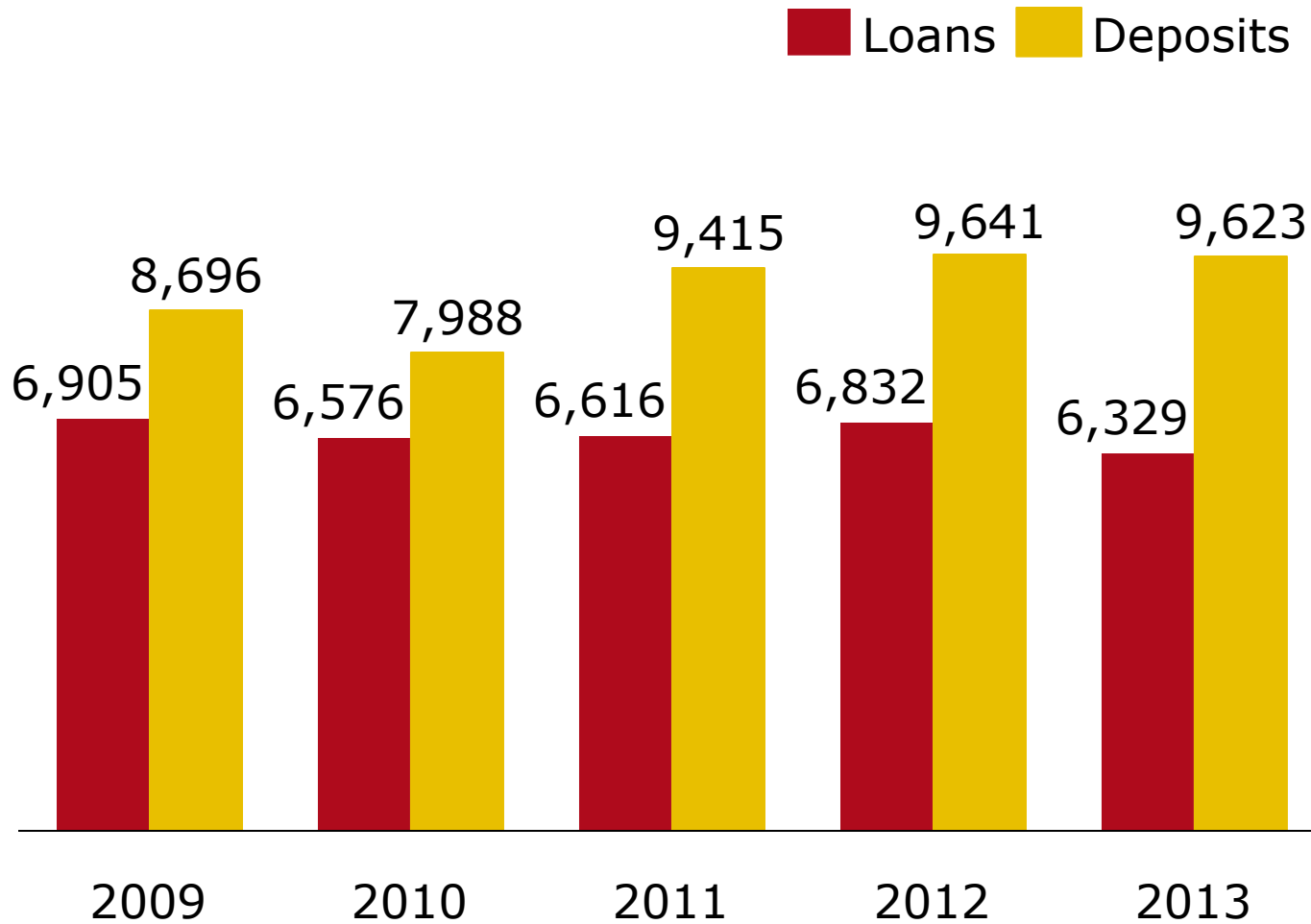
TOTAL REVENUE AND OPERATING EXPENSES

US\$ millions



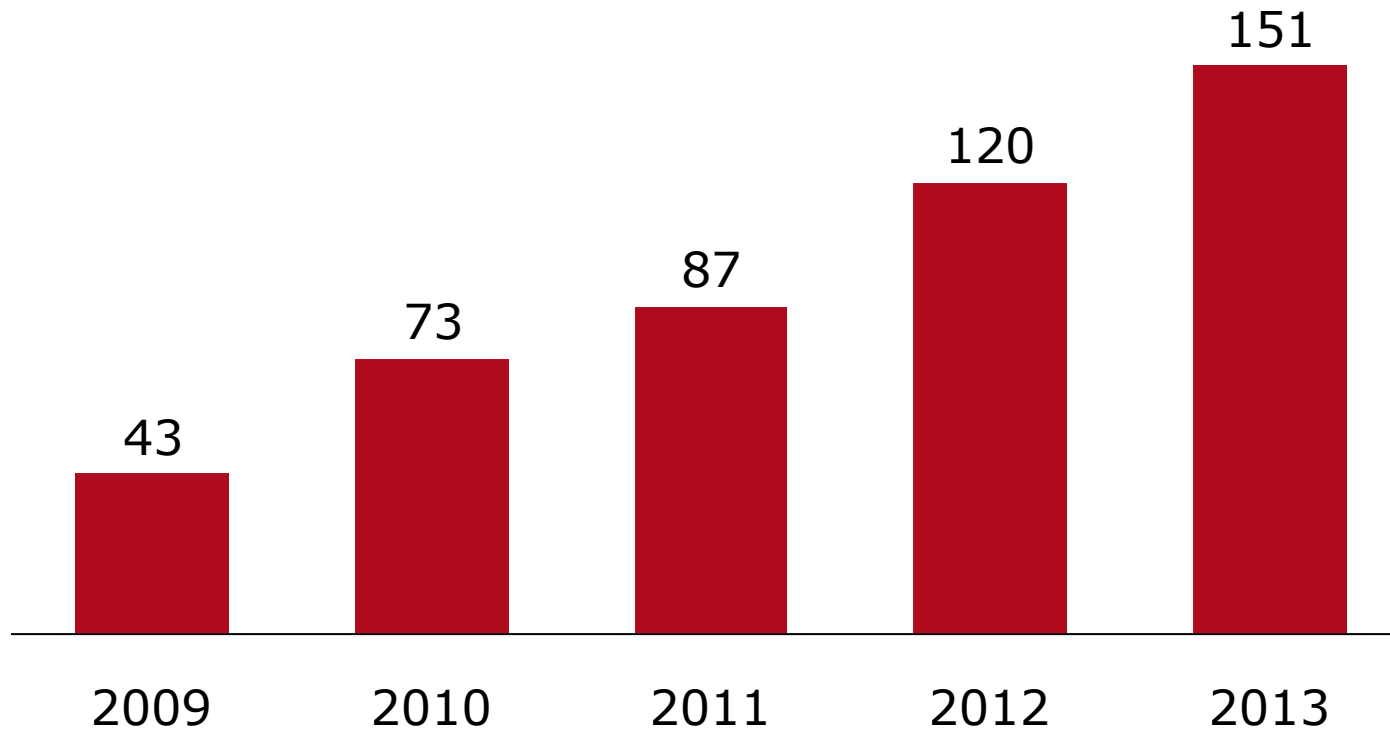
* Excludes one time restructuring charge of \$37.6 million (before tax) in 2013

US\$ millions



LOAN LOSS IMPAIRMENT EXPENSES

US\$ millions



- Summary
- Financial Performance
- **Strategic Priorities**
- Community
- Conclusion

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

Extensions to the product portfolio have been well received



Financial Health for Medical Professionals

- Biz Line Credit card
- Medical Professional's Edge

Get more **rewards** that matter this **Christmas!**



Your CIBC FirstCaribbean Rewards Gold card is giving you Extra, Extra Bonus Points!

- Rewards for Credit Cards
- Home Equity Line of Credit

We leveraged CIBC's deep expertise in Infrastructure Arranging and Financing to host a regional infrastructure conference in Nassau, the Bahamas



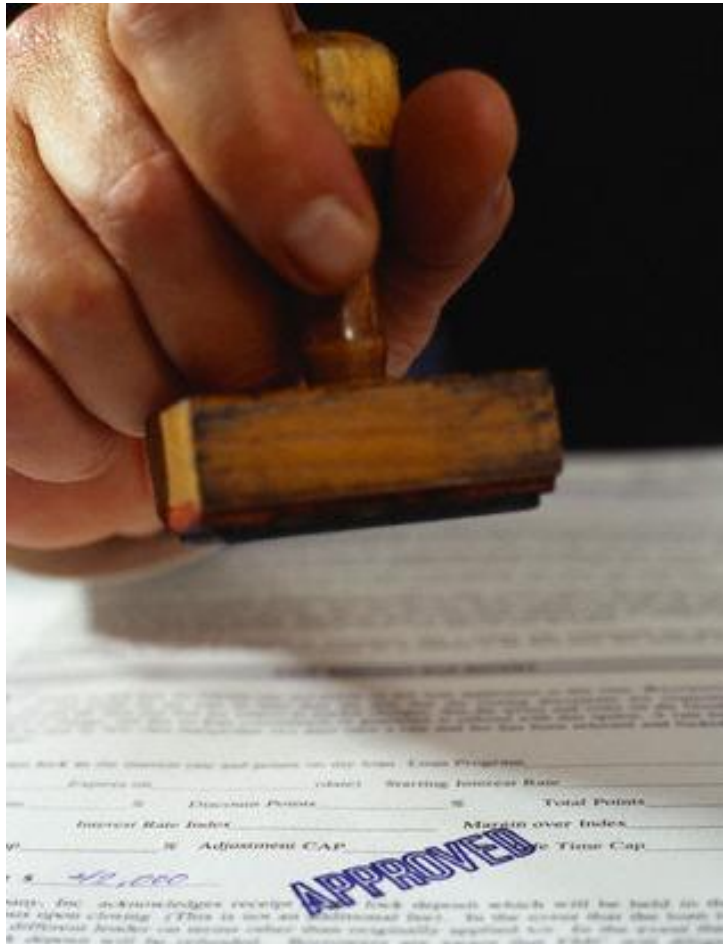
The Bank invested US\$ 5 million in a new flagship branch at Warrens, Barbados



The Bank invested US\$ 5 million in a new flagship branch at Warrens, Barbados



Credit adjudication systems and process improvements embarked on last year are now completed






















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

The Bank remained focused on sustaining employee commitment and development – Overall Quality of Service survey results demonstrate good progress

- Provided training in-branch, online and in classroom settings
 - customer service
 - risk management
 - credit systems
 - credit management
 - leadership

- Immersion staff assignments with CIBC Canada

Bahamas	Barbados	Cayman	Jamaica
			
90.7	88.9	91.8	92.8
			
90.5	81.2	91.7	79.1
			
88.7	81.1	91.5	76.7
			
84.6	78.5	91.0	72.7
			
76.8	73.1	85.7	

- Summary
- Financial Performance
- Strategic Priorities
- **Community**
- Conclusion

The Bank maintained community giving despite the challenging economic climate



- Unsung Heroes
- Sickkids-Caribbean
- Staff volunteerism: Adopt -a-Cause
- Walk for the Cure
- Caribbean Group of Youth Business Trusts

- Summary
- Financial Performance
- Strategic Priorities
- Community
- **Conclusion**

- ◆ CIBC FirstCaribbean's core franchise remains strong
 - Capital asset ratio of 24% – well in excess of statutory requirements
 - Bank is well positioned for growth
 - Our Parent CIBC has been ranked for the second year running as the strongest bank in North America by Bloomberg Markets
- ◆ Limited economic growth is expected in 2014



Michael Mansoor, Executive Chairman of the Board Emeritus



FirstCaribbean
International Bank