Transcript: Fixed Income Investing is in Our DNA – CIBC Asset Management

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[Soft music plays]

[Onscreen Text: David Scandiffio, President & CEO, CIBC Asset Management]

Fixed income investing is really in our DNA at CIBC Asset Management. It is a real point of pride for our organization.

[Image: CIBC Asset Management logo on glass window]

CIBC Asset Management has a rich history of fixed income investing that dates back almost 50 years.

[Images: In a series of images we see CIBC Asset Management, followed by a CIBC investment portfolio planner cover page. A photo in a print newspaper of three advisors, followed by ceiling of the CIBC branch]

[Onscreen Text: We have a rich history]
[Onscreen Text: Fixed income investing]
[Onscreen Text: That dates back almost 50 years]

We've built on that deep and rich fixed income pedigree to develop CIBC Asset Management into a leading provider of customized fixed income solutions for some of the world's most sophisticated investors.

[Images: In a series of images we see a man standing and looking at the trading floor, followed by a man looking at his computer screen. A person wearing glasses, with data images. Fingers on an electronic device, scrolling through graphs. A computer screen with numerical figures, followed by the sun shinning on the side of a building]

[Onscreen Text: Doug MacDonald, SVP & Global Head, Global Distribution, CIBC Asset Management]

So, our purpose at CIBC is to put our clients at the center of everything we do. And what this means is listening to them, understanding their goals, their objectives as they evolve over time and creating customized client solutions in order to help them achieve those objectives and goals.

[Images: In a series of images we see a woman walking into a CIBC branch. The woman and advisor shaking hands. The woman and advisor speaking, followed by both walking in the branch. The woman and advisor sitting down with documents. A pen signing a piece of paper. Woman and advisor shaking hands with each other.]

[Onscreen Text: Jean Gauthier, Managing Director & CIO, Global Fixed Income, CIBC Asset Management]

Our clients benefit from the power of a team that enjoys working together on their behalf.

Our global fixed income team is one of the largest, most experienced fixed income teams in the marketplace.

[Images: A diverse board meeting being held in a large boardroom, followed by a man standing in a still pose. A man holding a pen while smiling]

[Onscreen Text: Patrick O'toole, Vice-President, Global Fixed Income, CIBC Asset Management]

A lot of our managers have more than 25, 30-years' experience in the business. We have a lot of intermediate analysts as well who have over 10 years' experience. We have a lot of people from different backgrounds--we can draw on that experience. Offering strategies and solutions across the fixed income spectrum that are best in class.

[Images: In a series of images we can see a diverse team meeting and various individuals from the meeting speaking. A man on the computer, followed by a man typing. A man with a pen in his hand by his desk looks at a computer screen]

The team meets every morning before the market opens so we can discuss key events. We can discuss the overnight situation. We can discuss economy data. And after that, we all sit together and basically line up all the team priorities to make sure we'd better serve our clients.

[Images: In a series of images we can see the Toronto skyline at sunrise. A man speaking in a boardroom, followed by night fall in the city, showing the CIBC building. In a meeting, a man holding a piece of paper with a chart, followed by a woman speaking in a diverse team meeting. A man speaking while facing the camera]

The success we've had large institutional clients globally, should give retail investors great comfort that we're winning mandates with some of the largest, most sophisticated pension plans in the world.

[Images: In a series of images we can see different buildings from different point of views. A mannequin in a storefront, followed by a view of busy shopping centre. A low angle view of the tall buildings]

[Onscreen Text: Amanda McPherson, Vice-President, Global Fixed Income, Credit, CIBC Asset Management]

Our commitment to best in class credit research lays the foundation of our investment approach. We take a comprehensive approach to credit analysis, doing our own due diligence. This enables our portfolio managers to focus on portfolio construction and risk management.

[Images: In a series of images we can see people working in the trading floor, followed by two men in a meeting and then a man typing at a desk]

We have various equity analysts at our credit. Analysts can leverage off. We also leverage off the work of our global asset allocation team. They're very strong on global economics, global markets. We want to make sure that we're incorporating those views.

[Images: In a series of images we can see a man standing and looking at computer screens. Two individuals sitting and discussing a document. Two individuals standing and looking at data, followed by a man standing and looking at data]

We believe that quality fixed income portfolio management combines many sources of adding value. That's the key to achieve superior performance for our clients.

[Images: In a series of images we can see people working in the trading floor. Two individuals in a meeting. A pencil pointing at a diagram]

[Onscreen Text: Jon Hountalas, Senior Executive Vice-President and Group Head, Commercial Banking and Wealth Management]

At CIBC, we're building a relationship-oriented bank for the modern world. Our heritage, expertise and passion for investment, delivers our purpose: to make our clients ambitions a reality.

[Images: In a series of images we can see a client and an advisor walking in a CIBC branch. Nightfall in the city, with a view of buildings. A client and advisor walking towards the exit of the CIBC branch. A diverse team meeting. Three portfolio managers standing side by side. The client smiling at the camera]

[Soft music plays]