

"RY" on TSX & NYSE

# Positioned for further growth

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**RBC Presentation to Fixed Income Investors** 

Europe September 19-20, 2006

The financial information in this presentation is in Canadian dollars and is based on Canadian GAAP, unless otherwise noted.



#### **Caution regarding forward-looking statements**

From time to time, we make written or oral forward-looking statements within the meaning of certain securities laws, including the "safe harbour" provisions of the *United States Private Securities Litigation Reform Act of 1995* and in any applicable Canadian Securities Legislation. We may make such statements in this document, in other filings with Canadian regulators or the United States Securities and Exchange Commission, in reports to shareholders or in other communications. These forward-looking statements include, among others, statements with respect to our objectives for 2006, our medium-term goal, and strategies to achieve those objectives and the medium-term goal, as well as statements with respect to our beliefs, plans, outlooks, objectives, expectations, anticipations, estimates and intentions. The words "may," "could," "should," "suspect," "outlook," "believe," "plan," "anticipate," "estimate," "expect," "intend," "forecast", "objective" and words and expressions of similar import are intended to identify forward-looking statements.

By their very nature, forward-looking statements involve numerous factors and assumptions and inherent risks and uncertainties, both general and specific, which give rise to the possibility that predictions, forecasts, factors and projections and other forward-looking statements will not be achieved. We caution readers not to place undue reliance on these statements as a number of important factors or assumptions could cause our actual results to differ materially from the beliefs, plans, objectives, expectations, anticipations, estimates and intentions expressed in such forward-looking statements These factors include, but are not limited to, the management of credit, market, liquidity and funding and operational risks; the strength of the Canadian and United States economies and the economies of other countries in which we conduct business; the impact of the movement of the Canadian dollar relative to other currencies, particularly the U.S. dollar and British pound; the effects of changes in monetary policy, including changes in interest rate policies of the Bank of Canada and the Board of Governors of the Federal Reserve System in the United States; the effects of competition in the markets in which we operate; the impact of changes in the laws and regulations regulating financial services and enforcement thereof (including banking, insurance and securities); judicial judgments and legal proceedings; our ability to obtain accurate and complete information from or on behalf of our customers and counterparties; our ability to successfully realign our organization, resources and processes; our ability to complete strategic acquisitions and joint ventures and to integrate our acquisitions and joint ventures successfully; changes in accounting policies and methods we use to report our financial condition, including uncertainties associated with critical accounting assumptions and estimates; operational and infrastructure risks reputational risks; and other factors that may affect future results including changes in trade policies, timely development and introduction of new products and services, changes in our estimates relating to reserves and allowances, changes in tax laws, technological changes, unexpected changes in consumer spending and saving habits, natural disasters such as hurricanes, the possible impact on our businesses from public health emergencies, international conflicts and other developments including those relating to the war on terrorism; and our success in anticipating and managing the foregoing risks.

Additional information about these factors can be found under "Risk Management" and "Additional Risks That May Affect Future Results" in our 2005 Annual Report.

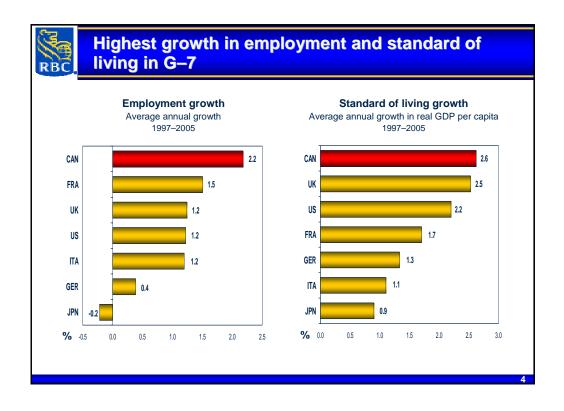
We caution that the foregoing list of important factors that may affect future results is not exhaustive. When relying on our forward-looking statements to make decisions with respect to Royal Bank of Canada, investors and others should carefully consider the foregoing factors and other uncertainties and potential events. We do not undertake to update any forward-looking statement, whether written or oral, that may be made from time to time by us or on our behalf.

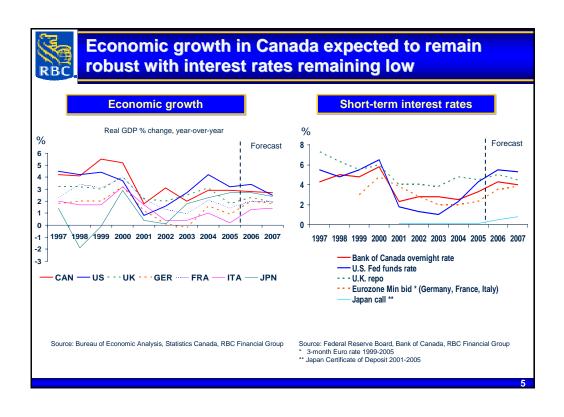
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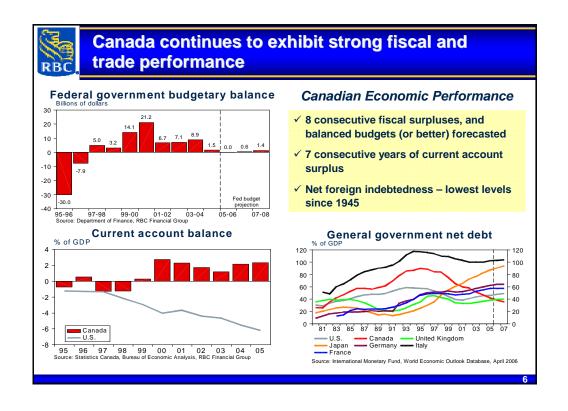


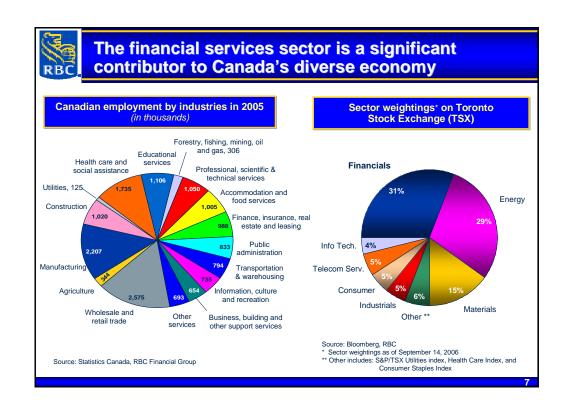
#### **Agenda**

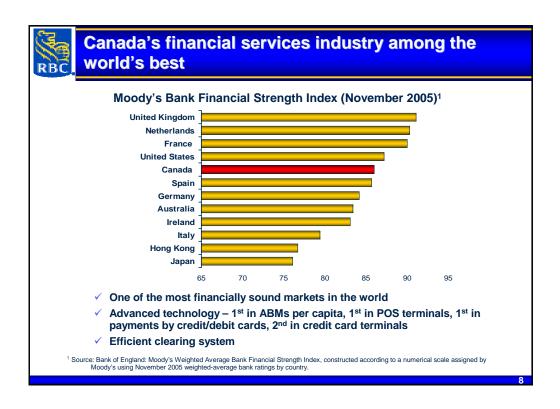
- Canada's economy and financial services sector
- > RBC profile
- Our strategic goals & financial performance
- > Business segment performance and initiatives
- Global funding strategy













> Canada's economy and financial services sector

#### RBC profile

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#### **Company profile**

- Founded in 1864 as the Merchant's Bank
- Today a major diversified financial services group
- Leading positions in key markets
- Strong credit ratings (Aa2/AA-/AA)
- Largest Canadian financial institution:
  - → Total assets of C\$524 billion
  - → Market Cap. of C\$62.2 billion
  - → Tier 1 ratio of 9.6%
  - → Total capital ratio of 12.4%
  - → We serve 14 million clients through offices in North America and some 30 countries around the world
  - → Over 60,000 employees (full-time equivalent)

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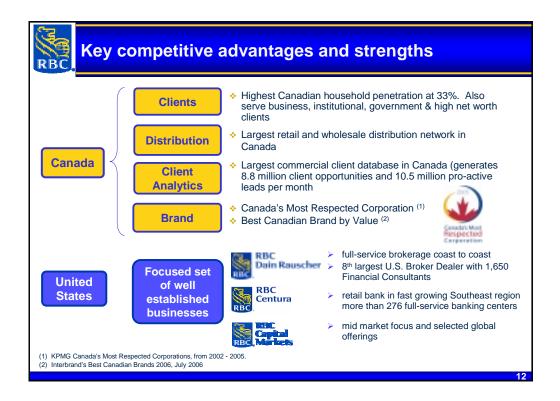


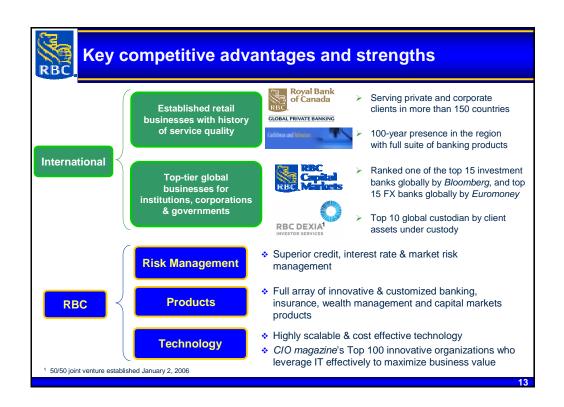
# RBC is the largest Canadian company and a top 10 North American bank by market capitalization

1. Royal Bank of Canada (RY)       62.2         2. Manulife Financial (MFC)       55.7         3. Scotiabank (BNS)       46.1         4. TD Bank (TD)       45.9         5. EnCana (ECA)       42.8         6. Imperial Oil (IMO)       36.2         7. Suncor Energy (SU)       34.6         8. Bank of Montreal (BMO)       33.3         9. Husky Energy Inc (HSE)       29.4	Company	Market Cap
3. Scotiabank (BNS)       46.1         4. TD Bank (TD)       45.9         5. EnCana (ECA)       42.8         6. Imperial Oil (IMO)       36.2         7. Suncor Energy (SU)       34.6         8. Bank of Montreal (BMO)       33.3	1. Royal Bank of Canada (RY)	62.2
4. TD Bank (TD) 45.9 5. EnCana (ECA) 42.8 6. Imperial Oil (IMO) 36.2 7. Suncor Energy (SU) 34.6 8. Bank of Montreal (BMO) 33.3	2. Manulife Financial (MFC)	55.7
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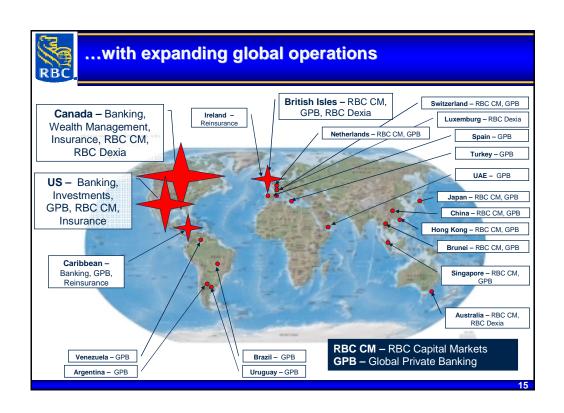
Top 10 North American B	- 6
Market capitalization as of September1	5 1 1 1 1
Company N	Market Cap
1. Citigroup (C)	243.7
2. Bank of America	235.0
3. JP Morgan Chase (JPM)	161.4
4. Wells Fargo (WFC)	120.0
5. Wachovia (WB)	86.8
6. US Bancorp (USB)	58.6
7. Royal Bank of Canada (RY)	55.5
8. Scotiabank (BNS)	41.2
9. TD Bank (TD)	41.0
10. Bank of Montreal (BMO)	29.8

Source: Bloomberg, S&P/TSX Composite Index, market capitalizations at close. Exchange rate - September 14, 2006: USD 0.8955 / CAD











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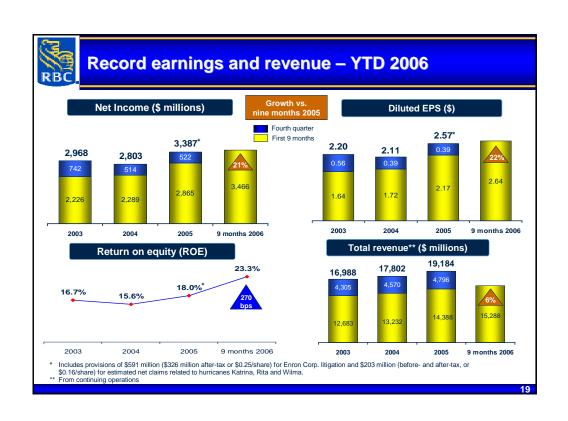
### **Our strategic goals**

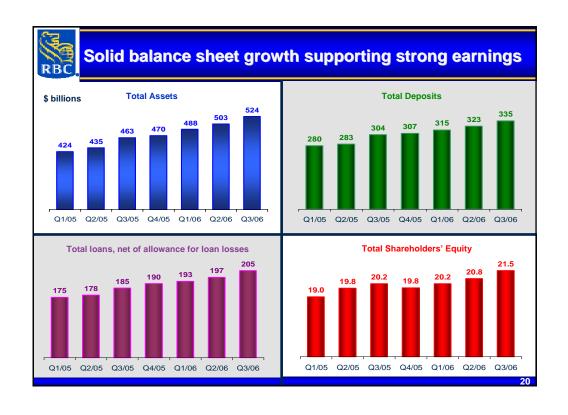
To be the undisputed leader in financial services in Canada

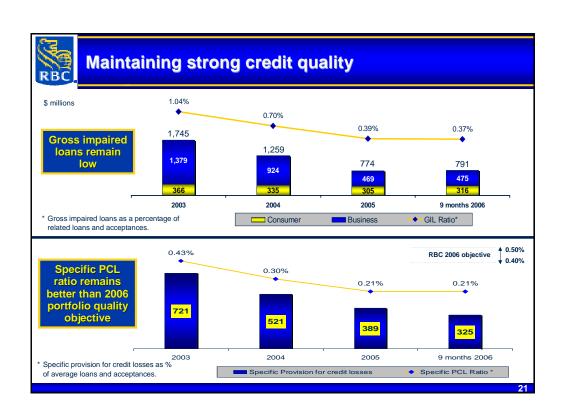
To build on our strengths in banking, wealth management and capital markets in the United States

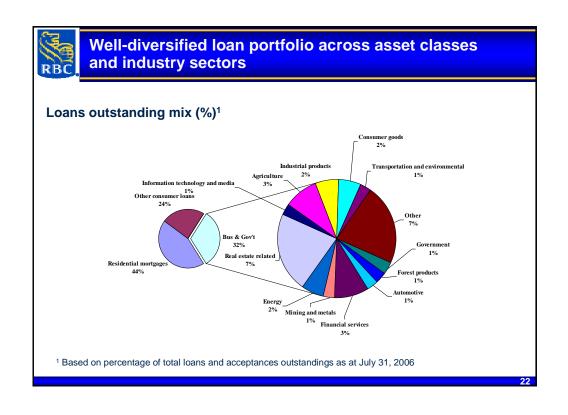
To be a premier provider of selected global financial services

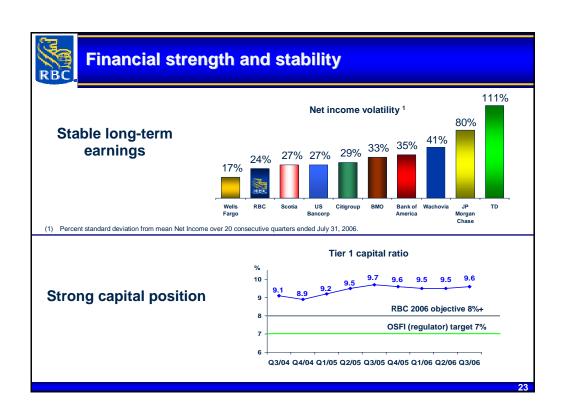










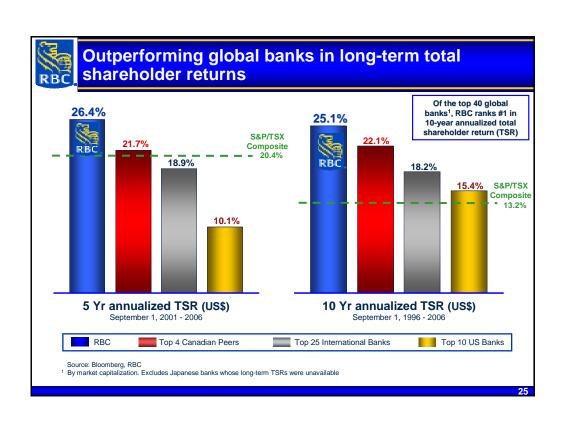




### Tracking well to meet most 2006 objectives

	2006 Objectives	Nine-month Performance
Diluted earnings per share growth (1)	20%+	21.7%
Return on common equity (ROE)	20%+	23.3%
Revenue growth	6-8%	6%
Operating leverage (2)	>3%	0%
Portfolio quality <sup>(3)</sup>	.4050%	.21%
Tier 1 capital ratio	8%+	9.6%
Dividend payout ratio	40-50%	39%

- Based on 2005 total reported diluted EPS of \$5.13, which has been restated to \$2.57 to reflect a stock dividend of one common share on each of our issued and outstanding common shares, paid on April 6, 2006.
   Operating leverage is the difference between the revenue growth rate and the non-interest expense growth rate. Our 2006 objective for operating leverage is based on 2005 non-interest expense excluding the provision for Enron Corp. litigation of \$591 million recorded in the fourth quarter of 2005.
- (3) Ratio of specific provisions for credit losses to average loans and acceptances.





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RBC Cana	RBC Canadian Personal & Business					
Business Lines	Highlights					
Personal Banking	<ul> <li>#1 or #2 market share in most personal banking products</li> <li>Largest distribution network in Canada with over 1,100 branches and 4,000 ABMs</li> </ul>					
Business Financial Services	<ul> <li>#1 market share in business loans and business deposits</li> <li>Extensive distribution with 95 business banking centres</li> </ul>					
Cards & Payment Solutions	<ul> <li>20% market share of Canada's credit card purchase volume</li> <li>Over 5 million credit card accounts and 7 million debit cardholders</li> </ul>					
Wealth Management	<ul> <li>Largest single fund company in Canada with more than \$60 billion in Assets under Management</li> <li>9,000 licensed mutual fund salespeople</li> <li>#1 market share in full-service retail brokerage with 1,372 investment advisors</li> </ul>					
Global Insurance	<ul> <li>Range of products with #1 market positions in creditor, travel and living benefits insurance</li> <li>17,000 independent broker relationships in Canada and approximately 650 career sales representatives in North America</li> </ul>					

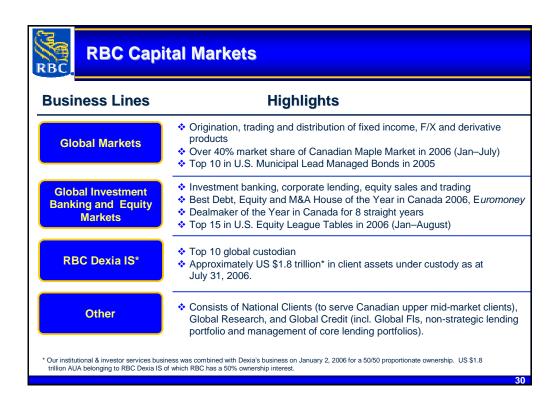


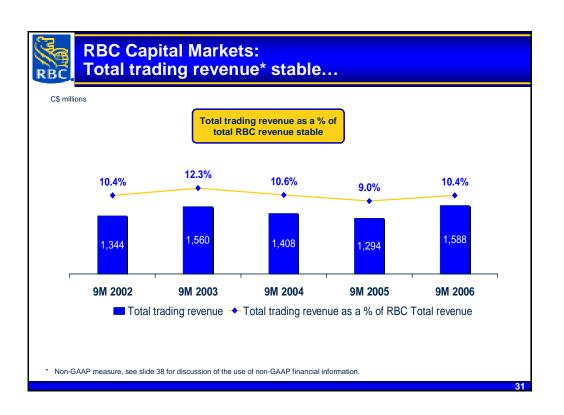
#### **RBC Canadian Personal & Business:** #1 or #2 position in key products in Canada

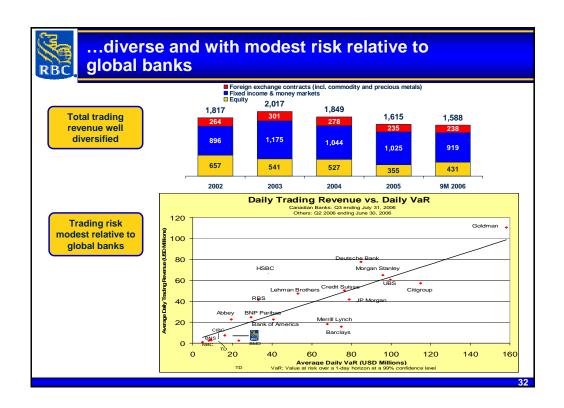
	Rank <sup>1</sup> #	Market share May-06
Residential mortgages	1	15.49%
Personal loans <sup>2</sup>	2	13.79%
Credit cards <sup>2</sup>	2	15.94%
Total loans (res.mortgages, pers.loans, credit cards)	1	15.09%
Personal core deposits and investments	1	12.36%
Personal core deposits	2	13.96%
Personal investments (GICs and Mutual funds)	1	11.92%
Full service brokerage (AUA) <sup>3</sup>	1	21.47%
Business loans	1	12.07%
Business deposits <sup>4</sup>	1	20.96%
	Rank #	Market share Apr-06
Creditor Insurance	1	28%
Individual Living Benefits <sup>3</sup>	1	33%3

- Market share rank among financial institutions in Canada. Source: RBC Financial Group. Ranking reflects combined Personal Loans and Credit Cards.
- Information updated quarterly. Market share as at June 2006. Excludes market share of non-bank financial institutions.

#### **RBC U.S. & International Personal & Business** Wealth **Highlights** Management ❖30 offices in 21 countries **Global Private** Top 20 global private banking business Banking ❖28,000 High Net Worth clients and Assets Under Care > US\$140 Billion ❖8th largest full-service securities firm in the U.S. with 1,650 Financial Consultants servicing affluent clients **RBC Dain Rauscher** 3,000 Correspondent brokers ❖155 branch offices in 40 states Banking ❖ 44 Branches in 8 countries Caribbean Retail 1,290 employees Banking ❖2nd or 3rd position in most markets 5 States in the Southeast U.S. Large and growing market **RBC Centura** 276 full service branches ❖3,700 employees







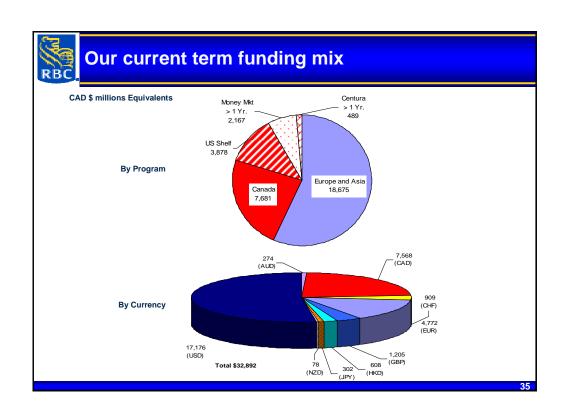


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### Our global funding strategy

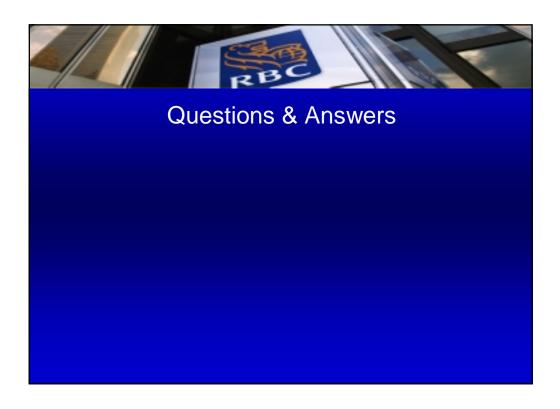
- Active borrower in a variety of markets
  - Established presence in the institutional and retail markets of Canada, Europe and Asia
  - → Benchmark transactions in several currencies
  - → Frequent MTN borrower in private placements & structured products
  - → Annual global issuance volume in term markets has ranged from US\$7 billion to US\$12 billion in recent years
  - → Total outstanding subdebt and term funding is US\$36 billion
- Established issuance programs
  - → U.S. Registered Shelf US\$6 billion
  - → EMTN program US\$20 billion
  - → Canadian MTN program C\$5 billion





## Conclusion

- Clear focus on investors through unwavering commitment to:
  - → ratings stability
  - → consistent strong growth
  - → product and geographic diversification
  - → market leadership
  - → superior returns





#### Note to users

We use a variety of financial measures to evaluate our performance. In addition to GAAP-prescribed measures, we use certain non-GAAP measures we believe provide useful information to investors regarding our financial condition and results of operations. Readers are cautioned that non-GAAP financial measures, such as Total trading revenues, revenues on a taxable equivalent basis (teb), do not have any standardized meaning prescribed by Canadian GAAP, and therefore, are unlikely to be comparable to similar measures presented by other companies.

Reconciliation of non-GAAP measures to GAAP measures can be found throughout this presentation.

Additional information about our non-GAAP financial measures can be found under "Key Financial Measures (Non-GAAP)" in our Q3 2006 Report to Shareholders.

#### **Investor Relations Contacts**

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