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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 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 (SEC), in reports to shareholders or in other communications. These forward-looking statements include, among others, statements with respect to our medium-term and 2007 objectives, and strategies to achieve our objectives, as well as statements with respect to our beliefs, outlooks, plans, objectives, expectations, anticipations, estimates and intentions. The words "may," "could," "should," "would," "suspect," "outlook," "believe," "plan," "anticipate," "estimate," "expect," "intend," "forecast," "objective", "opportunity" 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 are subject to inherent risks and uncertainties, both general and specific, which give rise to the possibility that predictions, forecasts, 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 could cause

our actual results to differ materially from the expectations expressed in such forward-looking statements. These factors include credit, market, operational and other risks identified and discussed under the Risk management section; general business and economic conditions in Canada, the United States, and other countries in which we conduct business, including the impact from the continuing volatility in the U.S. subprime markets and lack of liquidity in the financial markets; 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 government monetary and other policies; the effects of competition in the markets in which we operate; the impact of changes in laws and regulations including tax laws; judicial or regulatory judgments and legal proceedings; the accuracy and completeness of information concerning our clients and counterparties; successful execution of our strategy; our ability to complete and integrate strategic acquisitions and joint ventures successfully; changes in accounting standards, policies and estimates, including changes in our estimates of provisions and allowances; and our ability to attract and retain key employees and executives. Other factors that may affect future results include: the timely and successful development of new products and services; the successful expansion and new development of our distribution channels and realizing increased revenue from these channels; global capital markets activity; technological changes and our reliance on third parties to provide components of our business infrastructure; fraud by internal or external parties; unexpected changes in consumer spending and saving habits; the possible impact on our business from disease or illness that affects local, national or global economies; disruptions to public infrastructure, including transportation, communication, power and water; the possible impact on our businesses of international conflicts and other political developments including those relating to the war on terrorism; and our success in anticipating and managing the associated risks.

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 us, 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.

Additional information about these factors can be found under the Risk management section and in our 2006 Annual Report under the Risk management and Additional risks that may affect future results sections.

Information contained in or otherwise accessible through the websites mentioned does not form a part of this press release. All references in this document to websites are inactive textual references and are for your information only.

GORDON M. NIXON, PRESIDENT & CEO

Good morning everyone. I'm very pleased to be here with you today at the Scotia Capital Financials Summit. Before I begin, I should note that all remarks, including those made during the question period, may contain forward-looking statements which have inherent risks and uncertainties. Slide 2 contains our "Caution regarding forward-looking statements", which describes factors that could cause our actual results to differ materially from these statements.

I will start off with a few comments on the current state of the financial markets and why I believe RBC is in a position of strength. Then, I will turn to a broader review of our strategy and performance.

As you know, over the past month and a half, global financial markets have been reacting to concerns around the U.S. subprime market and structured credit products. This has led to market volatility, wider credit spreads and a lack of liquidity in certain asset classes. These conditions have put attention on financial service providers and are creating a separation between financial institutions with different characteristics. I believe this market presents opportunities for large, well-capitalized, well-diversified financial institutions like RBC. In the past, we have been able to grow our client base and market share during periods of turmoil because of the strength and breadth of our capabilities and I believe the same is true today. Also, I believe that risk is being more appropriately priced, which will positively impact our return on assets over the longer-term. I expect it will take some time before we return to more balanced conditions and I am very confident that RBC will manage effectively through these markets.

We are Canada's largest bank and a leading global corporate and investment bank. Our revenue and earnings are well-diversified, with each of our business segments contributing significantly, as you can see on slide 5. We are considered one of the safest and most highly rated financial institutions in the world. There are a few other points that I would like to emphasize: We have a solid capital position, with a Tier 1 capital ratio that is well above most global financial institutions. We have prudent risk management practices designed to proactively manage exposures and control risk. Our current liquidity and funding position is sound, and we have a comprehensive framework for managing liquidity and funding. The RBC name continues to be well-received in the market and we remain among the lowest cost issuers. Overall, I am very comfortable with our financial position and the quality of the businesses that we are in.

Let me now turn to an overview of our performance and objectives. We set a number of annual financial objectives to achieve top quartile returns. These include EPS growth, operating leverage, ROE, Tier 1 capital, dividend payout and total shareholder returns. As you can see, as of Q3 2007 we are progressing well toward our 2007 objectives.

RBC has a strong track record of revenues and earnings growth over the last five years. In the first nine-months of 2007, we generated net income of \$4.2 billion, 20% higher than the first nine-months of 2006. Our ROE was 25.1%, 180 basis points higher from the same period last year. Looking at our balance sheet, we have achieved significant growth in our loans, deposits, assets and common equity since 2005 and our strong balance sheet is driving our earnings. Double digit growth in clients' assets is also a key contributor to our earnings and our wealth management business is an important part of our growth strategy going forward.

Turning to our overall strategy and how we intend to continue growing our businesses. Our vision is to always earn the right to be our clients' first choice. Our overarching strategy has three components: In our domestic market – we continue to strive to be the undisputed leader in financial services. Our success in Canada continues to underpin the RBC franchise; In the U.S. – we are building on our strengths in

banking, wealth management and capital markets; and globally – our goal is to be a premier provider of selected global financial services, focusing on areas where we have a competitive advantage.

Now I'll go through more details on each geographic region. Starting in Canada, RBC is a clear leader in financial services. In banking, we are the only financial institution with a truly national retail presence. We have more branches and ATMs across the country than any of the competition. We rank in the top three in all products and regions. Since 2004, we have sharpened our entire organization's focus on our clients. We revitalized our branch network and reenergized our people to improve customer service. We have made significant progress and RBC was recently ranked by Synovate as number one among the country's five major banks for the service we provide clients in our branches. We also ranked number one in the Value for Money and Financial Advice categories in 2007. We have consciously focused on attaining this level of customer service and, by turning our efforts to this goal over the past two years, have moved from fourth or fifth to first place. We want to be the leader in client service, and receiving these top rankings confirms that we are making big strides in our customer service. In wealth management, we are the largest full service brokerage firm with approximately 22% market share. We are also one of Canada's largest money managers with approximately 11% market share and we have led the industry in net sales of long-term funds for 15 consecutive quarters.

When you look at our retail Canadian businesses overall we have had excellent domestic volume and revenue growth year to date. Our Canadian banking business combined with Canadian Wealth Management and Canadian Asset Management has been as good as any one in the industry and we are continuing to differentiate ourselves in this area. Canadian Banking related revenue was up 10% year to date, Canadian Wealth management Revenue was up 14% year to date and Global Asset Management was up 18% year to date. These are strong results and we are happy with them.

In our wholesale operations, we have top 1, 2 or 3 positions across all of our capital markets businesses, making us a leader overall in Canada. One of the key differentiators of our capital markets business from our Canadian peers is our cross-border and global capabilities. I will expand on this in a moment.

One of our goals is to continue to increase our percentage of international earnings by accelerating our growth outside of Canada. Since 2002, we have grown our non-domestic earnings from 25% to 35% today. We have expanded our businesses globally and made a number of targeted acquisitions to work toward this objective. For example, last week RBC Centura announced an agreement to acquire Alabama National BanCorporation.

In the U.S., we focus on three areas: banking, wealth management and capital markets. Our banking strategy is to focus our marketing and service efforts on businesses, business owners and professionals. We have over 340 branches in high growth markets in the U.S. Southeast. Our recent announcement to acquire Alabama National BanCorporation will add another 103 branches and expand RBC Centura's distribution network by approximately 30%. When completed this acquisition will be a solid step for RBC Centura in expanding strategically in the Southeast U.S. and will double our presence in Alabama and Florida, while strengthening our position in Georgia. We are continuing to pursue investments that will grow our business in high growth markets in this area. In wealth management, we are the 8th largest full-service brokerage in the U.S., as measured by number of financial consultants. What differentiates us in U.S. banking and wealth management is that we are able to provide our advisors with the benefit of RBC's global resources, but maintain a small firm feel. Finally, in Capital Markets, we leverage our bulge bracket position in Canada to provide expertise and product breadth to the U.S. mid-market. We also have significant trading operations in NY to support our global trading businesses. And, we are a leader in municipal finance, ranking #1 in both U.S. mid-market issues and the K-12 education finance sector.

Turning to our global strategy, we focus on selective businesses where we can be globally competitive. In wealth management, we are a top 20 global private bank as measured by client assets, and our strategy is to acquire clients through our core strength in international trust services. In custody services, through

our 50% ownership in RBC Dexia Investor Services, we operate in 15 countries across the world and have ranked as the #1 global custodian for the last four consecutive years. Finally, in Capital Markets, we are a leading player in select niche businesses. For example, we are a leader in alternative currencies and are strong in infrastructure finance. In addition, we are leveraging our domestic expertise to expand our global mining and energy practices.

To sum up, over the last few years, we've taken advantage of our excellent performance to reinvest significantly in our businesses. I am confident that RBC is well positioned to make the most of the opportunities presented by the volatility and uncertainty in the current market and I believe that our ability to serve the needs of our clients in every market is as strong as ever. Thank you. That concludes the formal part of my presentation and I would now be pleased to answer your questions.