Royal Bank of Canada
2017 and Fourth Quarter Results

November 29, 2017

All amounts are in Canadian dollars unless otherwise indicated and are based on financial statements prepared in compliance with International Financial Reporting Standards (IFRS) unless otherwise noted. Our 2017 Annual Report to Shareholders and Q4/2017 Supplementary Financial Information are available on our website at rbc.com/investorrelations.

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 any applicable Canadian securities legislation. We may make forward-looking statements in this presentation, in other filings with Canadian regulators or the SEC, in other reports to shareholders and in other communications. Forward-looking statements in this document include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals, the economic and market review and outlook for Canadian, U.S., European and global economies, the regulatory environment in which we operate, the outlook and priorities for each of our business segments, the risk environment including our liquidity and funding risk, and includes our President and Chief Executive Officer’s statements. The forward-looking information contained in this document is presented for the purpose of assisting the holders of our securities and financial analysts in understanding our financial position and results of operations as at and for the periods ended on the dates presented, as well as our financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes. Forward-looking statements are typically identified by words such as “believe”, “expect”, “foresee”, “forecast”, “anticipate”, “intend”, “estimate”, “goal”, “plan” and “project” and similar expressions of future or conditional verbs such as “will”, “may”, “should”, “could” or “would”.

By their very nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties, which give rise to the possibility that our predictions, forecasts, projections, expectations or conclusions will not prove to be accurate, that our assumptions may not be correct and that our financial performance objectives, vision and strategic goals will not be achieved. We caution readers not to place undue reliance on these statements as a number of risk factors could cause our actual results to differ materially from the expectations expressed in such forward-looking statements. These factors – many of which are beyond our control and the effects of which can be difficult to predict – include: credit, market, liquidity and funding, insurance, operational, regulatory compliance, strategic, reputation, legal and regulatory environment, competitive and systemic risks and other risks discussed in the risk sections of our 2017 Annual Report; including global uncertainty and volatility, elevated Canadian housing prices and household indebtedness, information technology and cyber risk, regulatory change, technological innovation and new entrants, global environmental policy and climate change, changes in consumer behavior, the end of quantitative easing, the business and economic conditions in the geographic regions in which we operate, the effects of changes in government fiscal, monetary and other policies, tax risk and transparency and environmental and social risk.

We caution that the foregoing list of risk factors is not exhaustive and other factors could also adversely affect our results. 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. Material economic assumptions underlying the forward-looking statements contained in this presentation are set out in our 2017 Management Discussion and Analysis under the heading Economic, market and regulatory review and outlook and for each business segment under the headings 2017 Operating Environment, Strategic Priorities and Outlook. Except as required by law, 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 and other factors can be found in the risk sections of our 2017 Annual Report.

Information contained in or otherwise accessible through the websites mentioned does not form part of this Q4 presentation. All references in this Q4 presentation to websites are inactive textual references and are for your information only.

Overview

Dave McKay

President and Chief Executive Officer

Strong performance in 2017 with record earnings

Revenue
$40.7 Billion
+5% YoY

Net Income
$11.5 Billion
+10% YoY

CET1 Ratio
10.9%
+10 bps YoY

Record Revenue

- Record revenue in P&CB, Wealth Management, Investor & Treasury Services, and Capital Markets

Strong Earnings Growth

- Diluted EPS of $7.56, up 12% YoY
- Double-digit earnings growth across most business segments

Strong Capital

- Strong ROE of 17.0%
- $8.2 billion of capital returned[1]
- TSR of 25% in 2017[2]

PCL Ratio
21 bps
-8 bps YoY

Expenses
$21.8 Billion
+6% YoY

Mobile Users
3.3 Million[4]
+19% YoY

Strong Credit Quality

- PCL of $1.2 billion, down 26% YoY
- GIL ratio of 46 bps, down 27 bps YoY

Costs Supporting Growth

- Positive operating leverage in most business segments[3]
- Continued spend on digital initiatives

Increased Mobile Adoption

- 6.2 million active digital users[4]
- Highest in Customer Satisfaction Among Canadian Mobile Banking Apps[5]

2017 and Fourth Quarter

(1) Capital return includes common share buybacks and dividends. (2) Annualized TSR is calculated based on the TSX common share price appreciation plus reinvested dividend income. Source: Bloomberg, as at October 31, 2017. (3) Insurance operating leverage net of Insurance fair value change on investments backing policyholder liabilities was 8.5%. (4)These figures represent the 90-Day Active customers in Canadian Banking only. (5) J.D. Power, 2017.

Helping clients thrive and communities prosper

Our Vision

To be among the world's most trusted and successful financial institutions

Our Goals

Canada	United States	Select Global Financial Centres
To be the undisputed leader in financial services	To be the preferred partner to corporate, institutional and high net worth clients and their businesses	To be a leading financial services partner valued for our expertise

Our Strategy

- Sustainable Growth
- Exceptional Client Experience
- Best Talent
- Simplify. Agile. Innovate.
- Community and Social Impact

Financial Review

Rod Bolger

Chief Financial Officer

Strong Q4/2017 earnings driven by solid revenue growth and lower PCL

($ millions, except for EPS and ROE)	Q4/2017	As reported	
		YoY	QoQ
Revenue	$10,523	12%	4%
Revenue net of Insurance fair value change[(1)]	$10,244	7%	(1%)
Non-interest expense	$5,611	6%	1%
PCL	$234	(35%)	(27%)
Income before income taxes	$3,541	7%	(1%)
Net income	**$2,837**	**12%**	**1%**
Diluted earnings per share (EPS)	**$1.88**	**14%**	**2%**
Return on common equity (ROE)[(2)]	**16.6%**	**110 bps**	**30 bps**

Earnings
- Net income of $2.8 billion, up 12% YoY
- Diluted EPS up 14% YoY reflecting strong earnings growth and share buybacks this year

Revenue
- Canadian Banking recorded solid volume growth, higher spreads and higher mutual fund distribution fees
- Wealth Management benefitted from fee-based client asset growth, higher U.S. interest rates and strong volume growth
- Insurance revenue net of Insurance fair value change reflected increased group annuity sales, largely offset in PBCAE[(1)(3)]
- Higher Capital Markets revenue reflected solid results in Corporate & Investment Banking with stable Global Markets results despite reduced market volatility across most asset classes

Expenses
- Higher variable compensation on improved results, higher costs to support business growth, continued investments in digital initiatives, and higher regulatory and cybersecurity spend
  - All-bank operating leverage of (1.4%) or 1.5% net of Insurance fair value change[(1)]
- Severance costs of $66 million ($48 million after-tax)

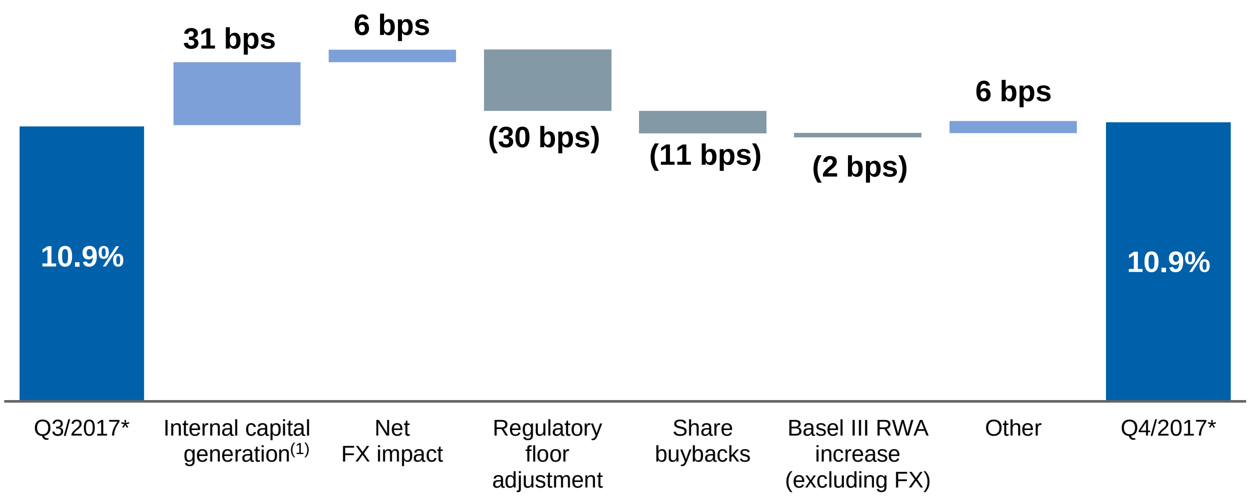
PCL
- Lower PCL in the oil & gas and real estate & related sectors in Capital Markets drove cyclically low PCL

Taxes
- Lower effective tax rate in Capital Markets due to changes in earnings mix

(1) Revenue net of Insurance fair value change of investments backing policyholder liabilities of $279MM is a non-GAAP measure. For more information see slide 29. (2) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For more information see slide 29. (3) Insurance policyholder benefits, claims and acquisition expense (PBCAE).

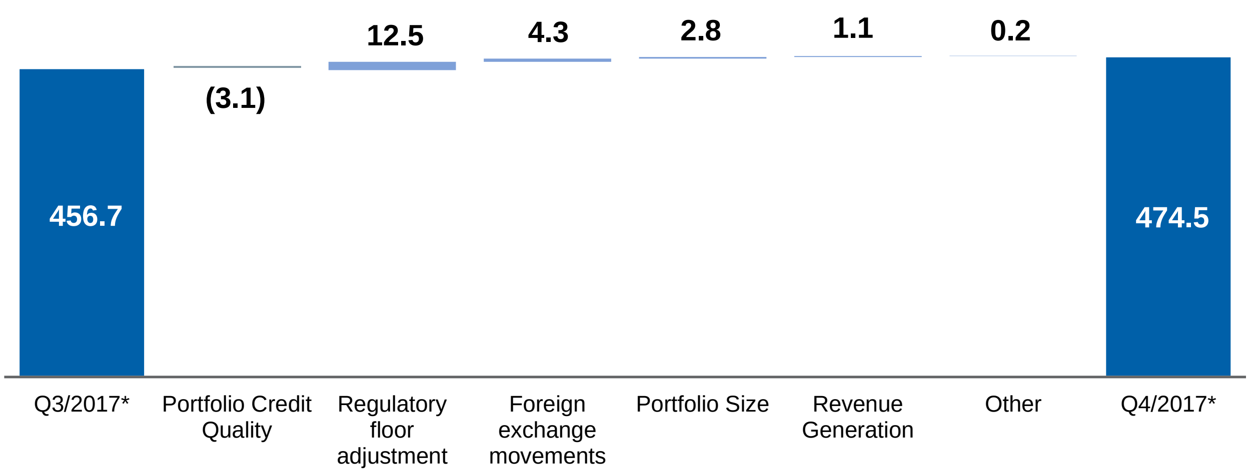
Strong capital and earnings growth continue to drive shareholder return

CET1 Movement



- CET1 ratio of 10.9%, flat from Q3/2017, largely reflecting internal capital generation, offset by higher RWA including the regulatory floor adjustment, and share buybacks
- Repurchased 5.7 million shares or $522 million in Q4/2017
  - Share buybacks of 36 million shares or $3.1 billion during 2017

CET1 Capital RWA Movement ($ billions)

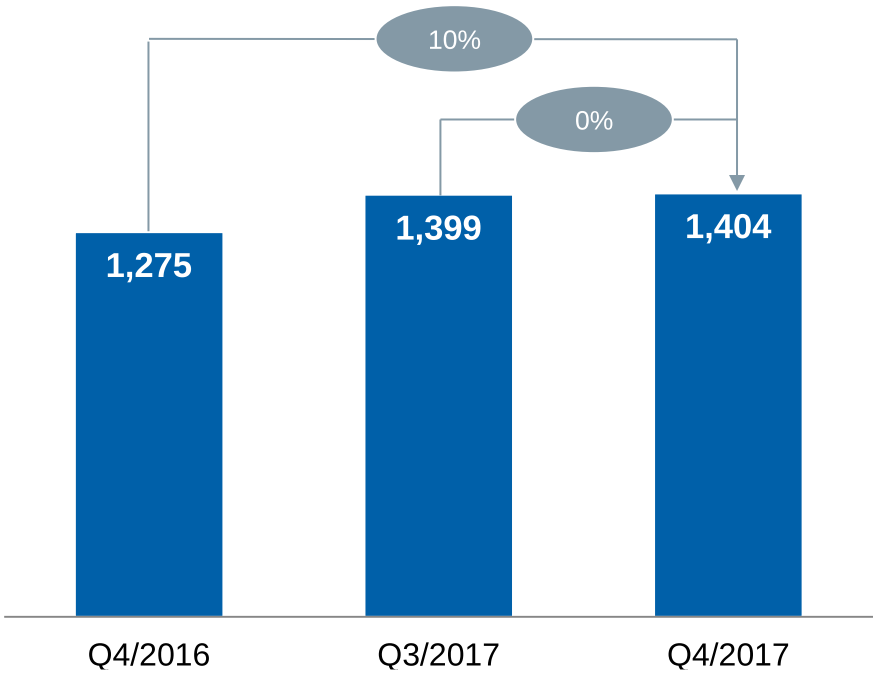


- CET1 Capital RWA increased $18 billion during the quarter primarily reflecting the regulatory floor adjustment, FX translation impact and business growth
- This was partially offset by improved portfolio credit quality and balance sheet optimization initiatives

** Represents rounded figures. For more information, refer to the Capital management section of our 2017 Annual Report to Shareholders. (1) Internal capital generation represents net income available to shareholders, less common and preferred shares dividends.*

Volume growth and higher spreads in Personal & Commercial Banking

Net Income ($ millions)



Canadian Banking[1]	Q4/2017
Assets under administration (YoY)	11%
Efficiency ratio	44.7%
Operating leverage	1.5%

Q4/2017 Highlights

Canadian Banking[1]

- Net income of $1,360 million, up 9% YoY and up 1% QoQ
- Total revenue increased 5% YoY
  - Solid average loan growth of 6% and deposit growth of 7% YoY (see slide 21)
  - NIM of 2.65%, up 2 bps YoY and 4 bps QoQ
  - Higher balances driving higher mutual fund distribution fees YoY
- PCL ratio of 25 bps, down 4 bps YoY and 1 bp QoQ
- Non-interest expense up 4% YoY, due to higher costs in support of business growth mainly reflecting ongoing investments in technology, including digital initiatives, and higher marketing costs. Higher staff-related costs also contributed to the increase
- 2017 reported operating leverage of 2.4%
  - 2017 adjusted operating leverage of 0.9%[2]

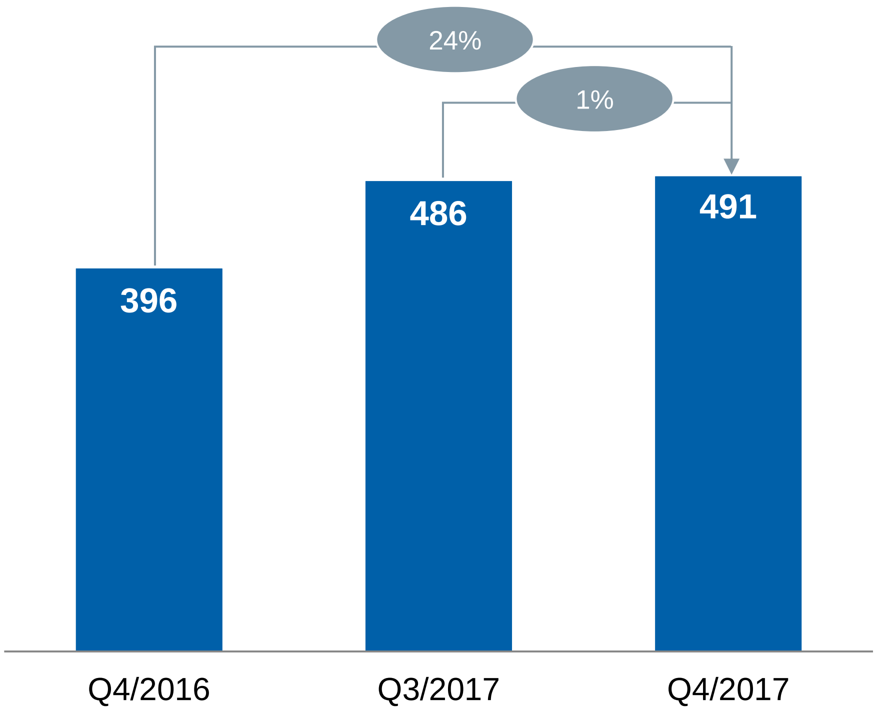
Caribbean & U.S. Banking

- Net income of $44 million, up $15 million YoY largely due to lower non-interest expense in the Caribbean, partially offset by higher PCL

(1) Effective Q4/2017, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation. (2) For the three months ended January 31, 2017, our results include our share of a gain of $212MM (before- and after-tax) related to the sale of the U.S. operations of Moneris Solutions Corporation (Moneris gain on sale). Results excluding this gain are non-GAAP measures. For more information and a reconciliation, see slides 28 and 29.

Strong earnings growth in Wealth Management

Net Income ($ millions)



	YoY	QoQ
Assets under administration	6%	6%
Assets under management	9%	6%

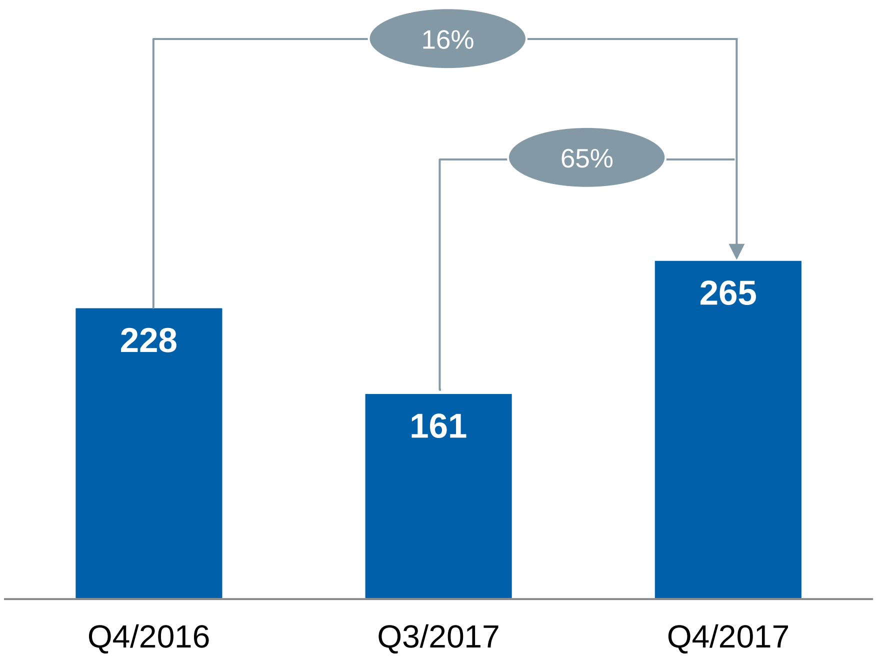
Q4/2017 Highlights

- Net income of $491 million, up 24% YoY
  - Growth in average fee-based client assets reflecting capital appreciation and net sales
  - Higher net interest income reflecting the impact from higher interest rates and volume growth
  - Lower PCL
  - Improved transaction revenue
  - Higher variable compensation on improved results and increased costs in support of business growth
- Net income up 1% QoQ
- Strong revenue growth in fiscal 2017
  - **Canadian Wealth Management** and **Global Asset Management** revenue up 12% and 5% respectively, primarily due to higher average fee-based client assets reflecting capital appreciation and net sales[(1)]
  - **U.S. Wealth Management (including City National)** revenue up 17% mainly due to higher net interest income, average fee-based client assets, and transaction revenue[(1)]

(1) Effective Q4/2017, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation.

Insurance results reflect favourable annual actuarial assumption updates

Net Income ($ millions)

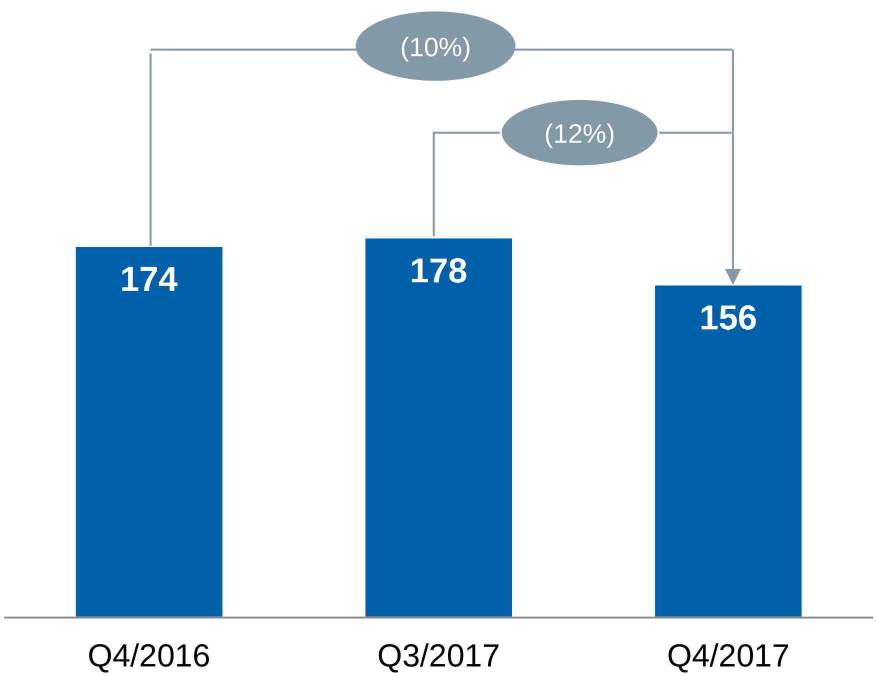


Q4/2017 Highlights

- Net income of $265 million, up 16% YoY
  - Higher favourable annual actuarial assumption updates largely reflecting changes in credit and discount rates and favourable mortality experience mainly in the U.K.
  - Lower earnings from new U.K. annuity contracts
- Net income up 65% QoQ
  - Favourable annual actuarial assumption updates, as noted above

Increased technology investment in Investor & Treasury Services

Net Income ($ millions)

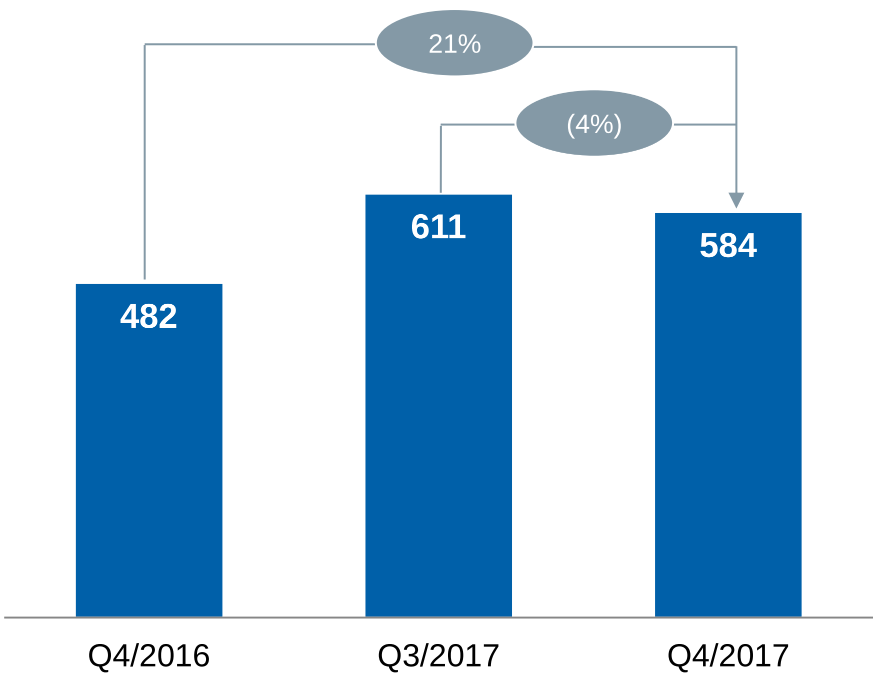


Q4/2017 Highlights

- Net income of $156 million, down 10% YoY
  - Higher non-interest expense driven by higher investment in technology initiatives
  - Lower funding and liquidity earnings
  - Increased revenue from asset services business driven by improved market conditions and higher client activity
- Net income down 12% QoQ
  - Higher investment in technology initiatives
  - Lower results from asset services business driven by a reduction in client activity
  - Higher funding and liquidity earnings

Capital Markets benefitted from PCL recoveries and solid C&IB results

Net Income ($ millions)



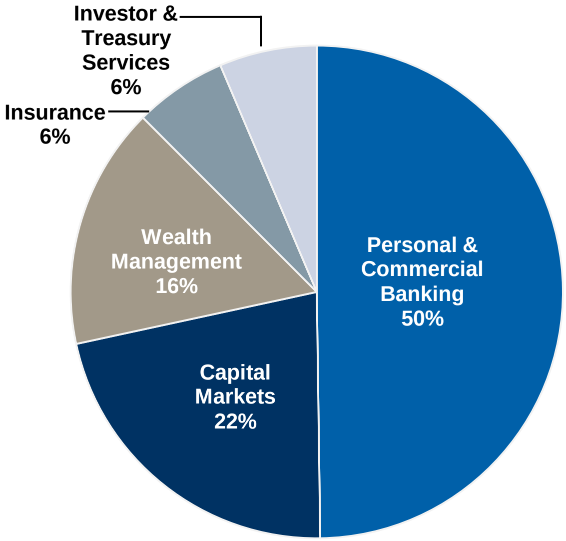
Revenue	YoY	QoQ
Corporate and Investment Banking	7%	5%
Global Markets	0%	(14%)

Q4/2017 Highlights

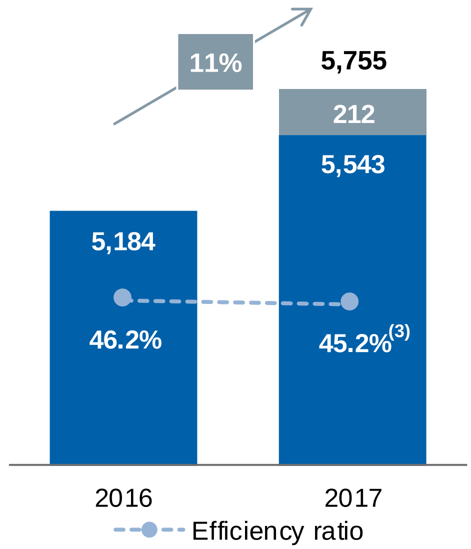
- Net income of $584 million up 21% YoY
  - Lower PCL including higher recoveries
  - **Corporate and Investment Banking:** Increased lending revenue largely in Canada and higher revenue from Municipal Banking in the U.S., partially offset by lower equity origination
  - **Global Markets**
    - Higher equity trading revenue across most regions was offset by lower fixed income trading revenue as we operated in a difficult environment characterized by low volatility and subdued client activity
    - Improved fixed income origination
  - Lower tax rate due to changes in earnings mix
  - These factors were partially offset by higher costs related to changes in the timing of deferred compensation, and the impact of FX translation
- Net income down 4% QoQ
  - **Global Markets:** Lower fixed income and equity trading revenue across most regions given low volatility and subdued client activity
  - **Corporate and Investment Banking:** Higher Municipal Banking revenue in the U.S., and lower M&A and equity origination activity, largely in Canada
  - Lower PCL mainly due to higher recoveries

Higher earnings across most business segments in 2017

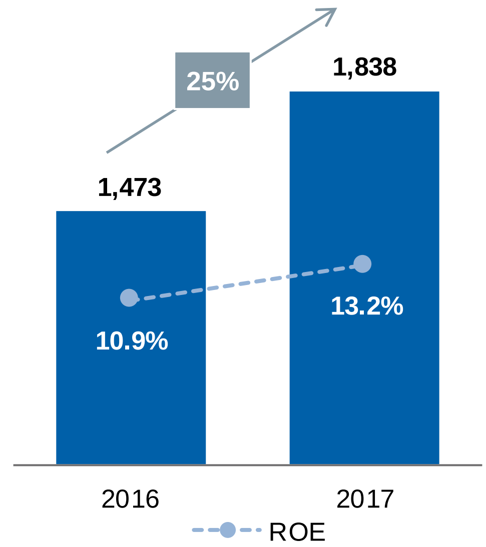
Diversified Business Model[1]



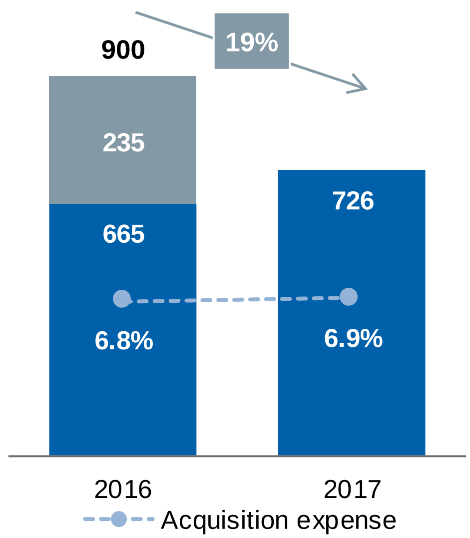
Personal & Commercial Banking[2]



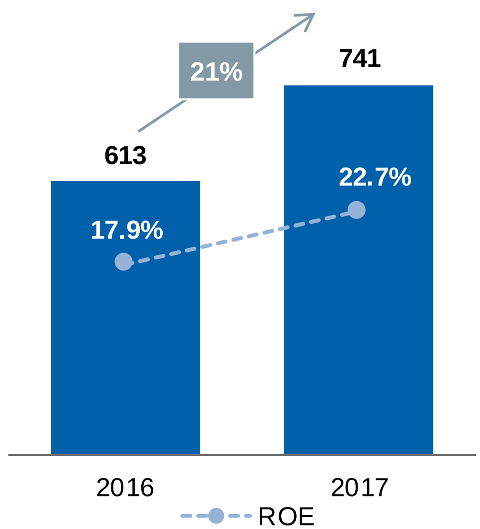
Wealth Management



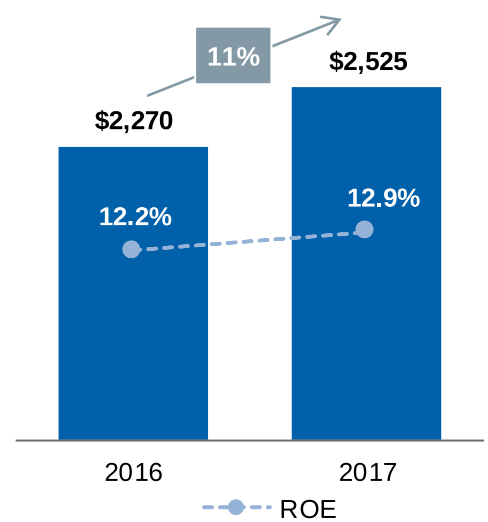
Insurance[4]



Investor & Treasury Services



Capital Markets



2017 and Fourth Quarter

(1) Amounts exclude Corporate Support. (2) In Q1/17, our results include our share of a gain of $212MM (before- and after-tax) related to the sale of the U.S. operations of Moneris Solutions Corporation. Excluding the gain, adjusted P&CB earnings increased 7% YoY. (3) Effective Q4/17, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation. (4) In Q3/16, our results include a gain of $235MM after-tax ($287MM before-tax) related to the sale of RBC General Insurance Company. Excluding the gain, adjusted Insurance earnings increased 9% YoY. Results excluding gains are non-GAAP measures. For more information see slide 29.

Medium-term financial performance objectives and 2018 outlook

	2017 Reported results	Achieved	
		2017	3-year average
Diluted EPS growth of 7%+	11.5%	✓	✓
ROE of 16%+	17.0%	✓	✓
Strong capital ratios (CET1 ratio)	10.9%	✓	✓
Dividend payout ratio of 40%-50%	46.0%	✓	✓

2018 Outlook

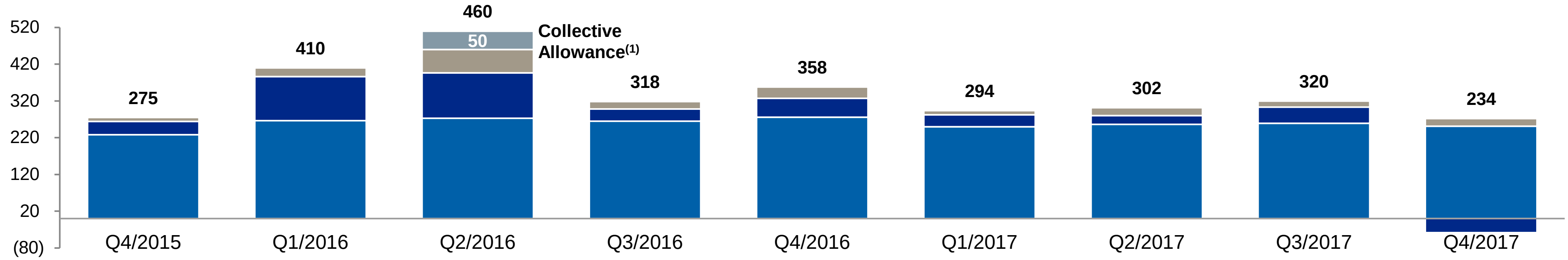
Revenue sensitivity to 25 bps rate hike	▪ **Canadian Banking:** Approximately $90 million in Year 1 ▪ **U.S. Wealth Management:** Approximately US$50 million in Year 1
Loan growth	▪ **Canadian Banking:** Expect mid-single digit mortgage growth given recent regulatory measures to moderate growth in the housing market ▪ **Capital Markets:** Plan to grow the Capital Markets loan book at a modest pace with an increased focus on higher fee-based revenue ▪ **U.S. Wealth Management:** Expect double-digit loan growth at City National
Expenses	▪ $3 billion in technology spend as we continue to invest in digital initiatives ▪ Lower severance costs than what was included in 2017 earnings ▪ **Canadian Banking:** Maintain annual operating leverage target of 1-2%
Other	▪ Adoption of IFRS 9 not expected to have a significant impact on our CET1 capital ratio ▪ We expect our tax rate to remain within the 22-24% range, based on our anticipated earnings mix

Risk Review

Mark Hughes
Chief Risk Officer

Strong credit performance as PCL improved in all business segments

PCL ($ millions)



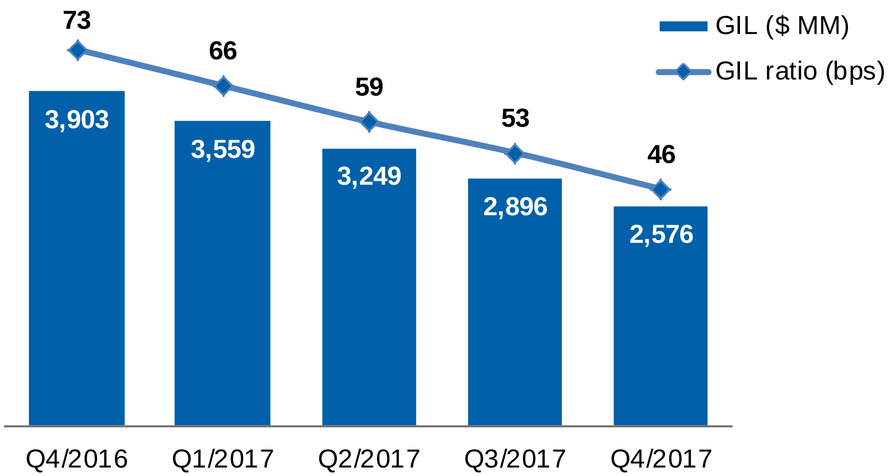
Segments ($ millions)	Q4/2017	QoQ	Key drivers
Canadian Banking	$251	($8)	▪ Largely due to lower PCL in commercial lending
Caribbean & U.S. Banking	$19	$5	▪ Higher PCL in our Caribbean lending portfolio
Wealth Management	-	($6)	▪ Lower provisions in City National
Capital Markets	($38)	($82)	▪ Largely related to recoveries in PCL on a few accounts in the oil & gas and real estate & related sectors
Total PCL(3)	**$234**	**($86)**	▪ **Total PCL ratio of 17 bps, down 6 bps QoQ, cyclically low PCL(4)**

Select PCL ratio (bps)	Q4/2015	Q1/2016	Q2/2016	Q3/2016	Q4/2016	Q1/2017	Q2/2017	Q3/2017	Q4/2017
P&CB	25	30	30	28	29	25	27	27	26
Canadian Banking	25	29	30	28	29	26	27	26	25
Wealth Management	2	4	6	11	17	10	12	4	0
Capital Markets	17	53	56	15	24	15	12	21	(18)
Total PCL(3)	**23**	**31**	**36**	**24**	**27**	**22**	**23**	**23**	**17**

(1) PCL increased by $50MM for loans not yet identified as impaired in Q2/2016. (2) Other includes Caribbean and U.S. Banking, Wealth Management, Investor & Treasury Services, Insurance and Corporate Support. (3) Total PCL includes Insurance and Corporate Support. (4) Historic range of 30-35 bps.

Lower Gross Impaired Loans in Capital Markets

Gross Impaired Loans



Q4/2017 Impaired Formations ($ millions)[1]

Segments	New formations		Net formations[2]
	Q4/17	QoQ	
Personal & Commercial Banking	369	(51)	(11)
Canadian Banking	316	(57)	(27)
Caribbean & U.S. Banking	53	6	16
Wealth Management	85	29	(52)
Capital Markets	71	53	(257)
Total GIL[3]	**525**	**31**	**(320)**

Key Drivers

- GIL ratio of 46 bps, down 7 bps QoQ, largely driven by repayments and accounts returning to performing status

Personal & Commercial Banking

- Canadian Banking GIL decreased $27 million QoQ mainly due to accounts returning to performing status and repayments, partially offset by new impaired loans
- Caribbean & U.S. Banking GIL increased $16 million QoQ mainly due to new impaired loans and the impact of FX translation, partially offset by repayments and write-offs

Wealth Management

- GIL decreased $52 million QoQ largely due to a repayment in one international account

Capital Markets

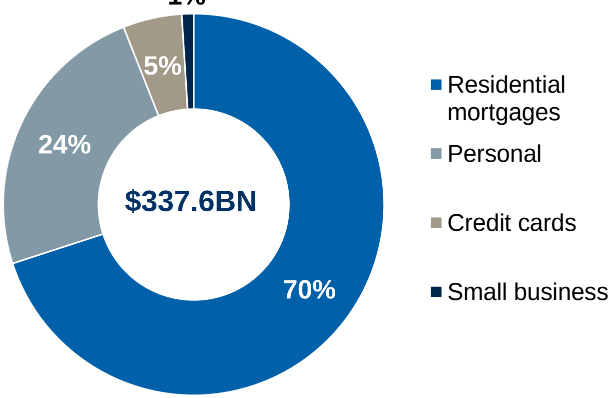
- GIL decreased $257 million QoQ mainly reflecting accounts returning to performing status and repayments largely in the oil & gas sector

(1) Certain GIL movements for Personal & Commercial Banking retail and wholesale portfolios are generally allocated to New Impaired Loan Formation, as Return to performing status, Net repayments, Sold, and Exchange and other movements amounts are not reasonably determinable. (2) Includes loan write-offs, new impaired loans, loan repayments, loans returning to performing, foreign exchange and other. (3)Total GIL includes Insurance and Corporate Support.

Stable credit quality in Canadian Banking retail portfolio

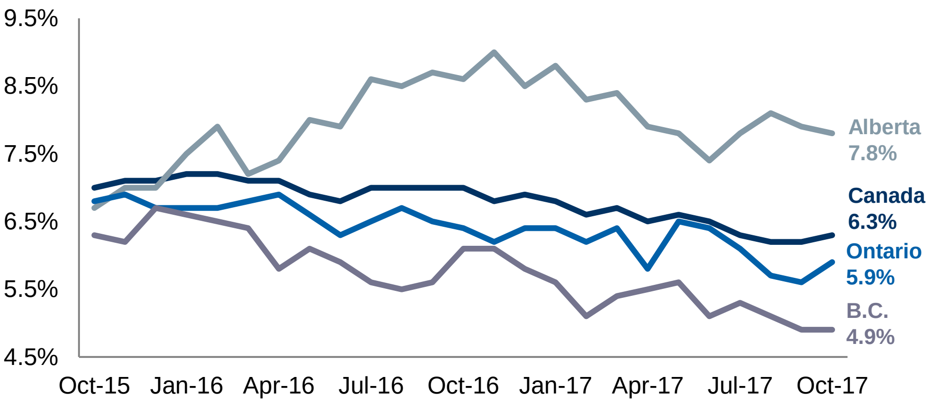
Average Canadian Banking Retail Loans(1)

- 86% of our Canadian retail portfolio is secured
  - 70% of the portfolio is comprised of residential mortgages which had a PCL ratio of 1 bp in 2017



Unemployment Rate

- Canada's unemployment rate continued to improve, down 70 bps YoY to 6.3%
- Ontario and B.C., which represent the largest portion of our retail portfolio, continue to perform well



Loans 90+ Days Past Due(2)

- Past due balances lower across most retail portfolios, including mortgage delinquencies down 1 bp QoQ
- Past due trends in Alberta remained elevated but were offset by favourable performance in Ontario and B.C.

Loan 90+ days past due by product

	Q4/16	Q1/17	Q2/17	Q3/17	Q4/17
Residential mortgages(4)	0.22%	0.23%	0.22%	0.20%	0.19%
Personal loans	0.29%	0.31%	0.28%	0.26%	0.26%
Credit cards	0.74%	0.80%	0.77%	0.66%	0.70%
Small business loans	1.19%	1.08%	1.03%	0.87%	0.84%

PCL Ratio(3)

- Lower PCL ratio in our credit card portfolio
- Small business PCL relatively stable, up $3 million QoQ

PCL ratio by product

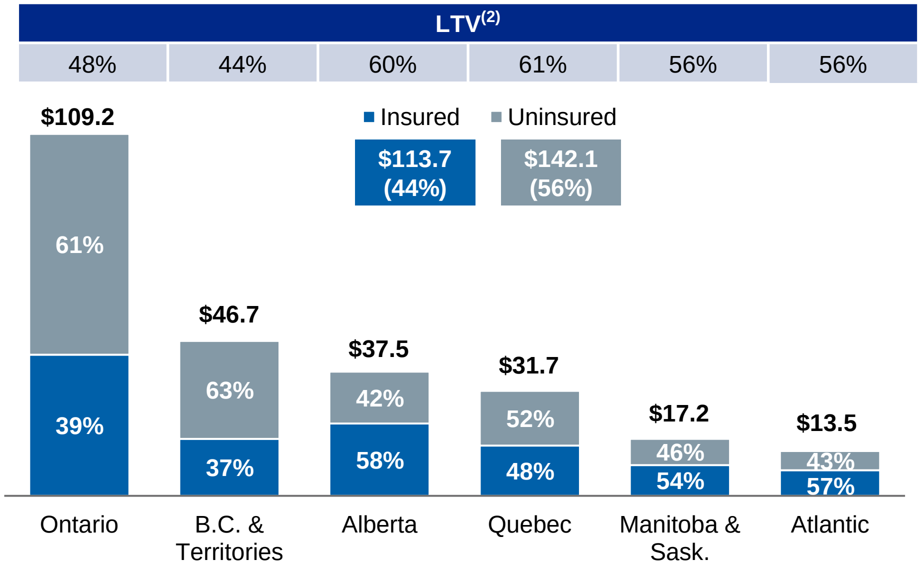
	Q4/16	Q1/17	Q2/17	Q3/17	Q4/17
Residential mortgages(4)	0.03%	0.01%	0.02%	0.01%	0.02%
Personal loans	0.57%	0.53%	0.50%	0.49%	0.50%
Credit cards	2.56%	2.54%	2.73%	2.47%	2.33%
Small business loans	0.89%	0.72%	0.90%	0.63%	0.85%

(1) As at Q4/2017. Excludes Canadian Banking wholesale business loans and acceptances. (2) The 90+ day past due rate includes all accounts that are either 90 days or more past due or are in impaired status, and is calculated as a percentage of spot loans and acceptances. (3) Provision for Credit Losses (PCL) ratio is PCL as a percentage of average net loans & acceptances (annualized). (4) Based on $231BN in residential mortgages and $6BN of mortgages with commercial clients ($4BN insured).

Canadian residential portfolio has strong underlying credit quality

Canadian Residential Mortgage Portfolio[1]

As at October 31, 2017 ($ billions)



- Total mortgages of $256 billion of which 44% are insured
  - Ontario and B.C. represent 43% and 18% of Canadian residential mortgages[1], respectively
  - Ontario and B.C. have lower LTV ratios than the Canadian average of 51%
- Average remaining amortization on mortgages of 18 years
  - 73% of mortgages have an amortization of <25 years
- Condo exposure is ~10% of residential lending portfolio

Canadian Banking Residential Lending Portfolio[2]

As at October 31, 2017

	Total ($272.0BN)	Uninsured ($183.1BN)
Mortgage	**$231.0BN**	**$142.1BN**
HELOC	**$41.0BN**	**$41.0BN**
LTV [2]	**51%**	**49%**
GVA	42%	42%
GTA	45%	45%
Average FICO score[2]	**786**	**793**
90+ days past due[2][3]	**19 bps**	**16 bps**
GVA	5 bps	4 bps
GTA	5 bps	5 bps

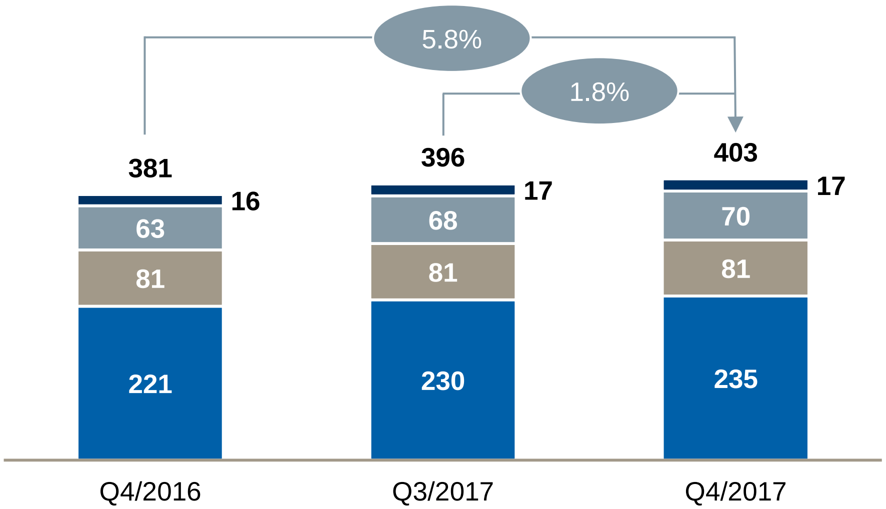
- Strong underlying quality of uninsured portfolio[2]
  - Average LTV of 49%
  - 47% of uninsured portfolio have a FICO score >800
  - <1% of uninsured portfolio have a FICO score of <650 and an LTV ratio of 75%+
- 90+ days past due[3] rates of residential lending portfolio remains stable at low levels
- GTA and GVA average FICO scores are above the Canadian average

(1) Canadian residential mortgage portfolio of $256BN comprised of $231BN of residential mortgages, $6BN of mortgages with commercial clients ($4BN insured) and $19BN of residential mortgages in Capital Markets held for securitization purposes. (2) Based on $231BN in residential mortgages and HELOC in Canadian Banking ($41BN). Based on spot balances. Totals may not add due to rounding. (3) The 90+ day past due rate includes all accounts that are either 90 days or more past due or are in impaired status.

Appendices

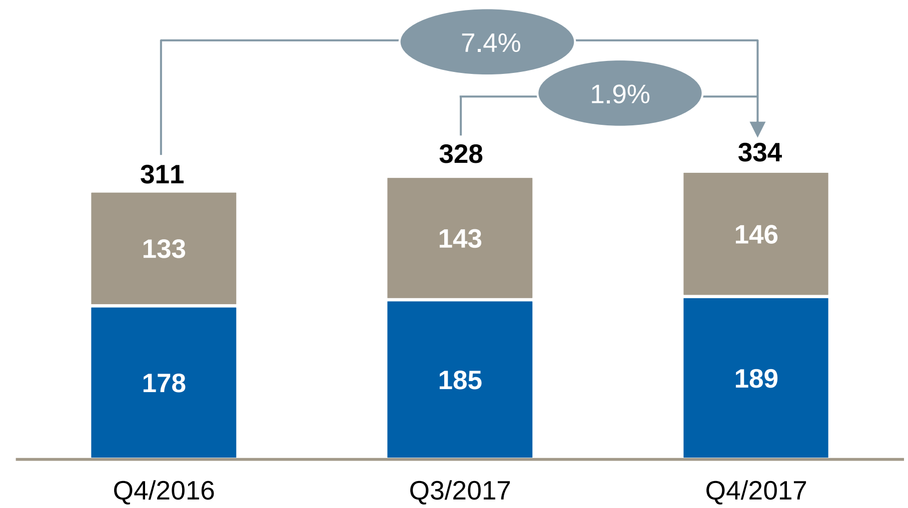
Canadian Banking benefitted from volume growth and higher spreads

Average Loans & Acceptances[1]
($ billions)



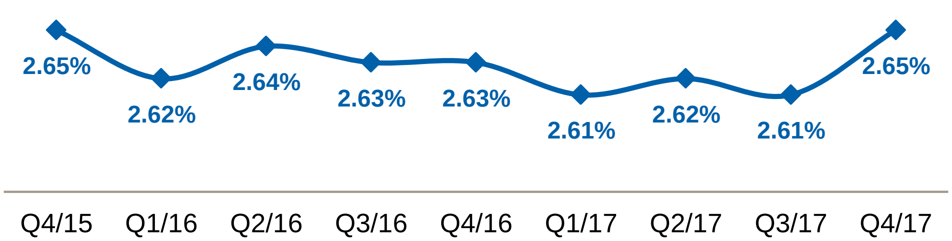
Percentage change[1]		YoY	QoQ
Residential mortgages		6.6%	2.4%
Personal lending		(0.5%)	(0.5%)
Credit cards		6.1%	1.8%
Business (including small business)		11.1%	2.2%

Average Deposits[1]
($ billions)

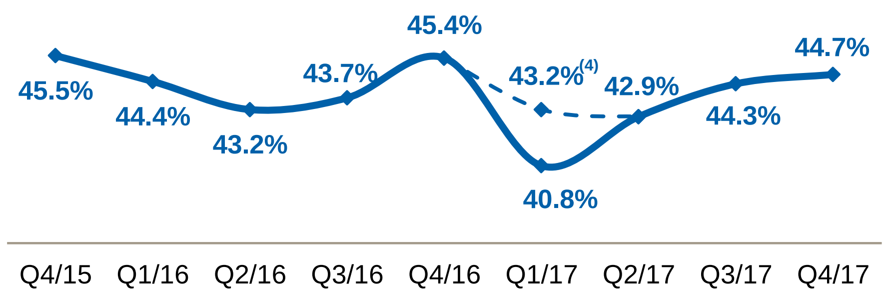


Percentage change[1]		YoY	QoQ
Personal deposits		5.9%	1.9%
Business deposits		9.3%	1.7%

Net Interest Margin[2]



Efficiency Ratio[3]



2017 and Fourth Quarter

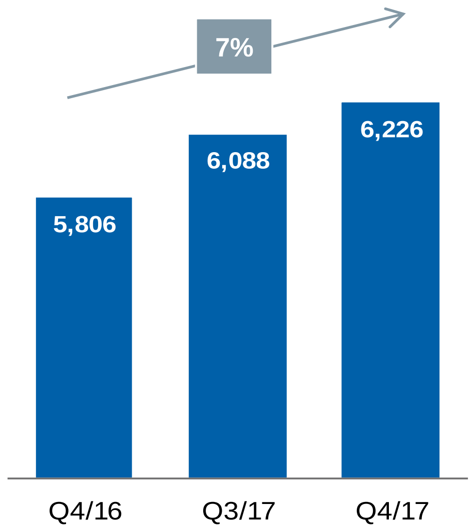
(1) Totals may not add and percentage change may not reflect actual change due to rounding. (2) Net interest margin: Net interest income as a percentage of average total earning assets (annualized). (3) Efficiency ratio: Non-interest expense as a percentage of total revenue. Effective Q4/2017, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation. (4) Adjusted efficiency ratio excludes our share of a gain related to the sale of the U.S. operations of Moneris Solutions Corporation (Moneris gain on sale). This is a non-GAAP measure. For more information and a reconciliation, see slides 28 and 29.

Transforming the distribution network in Canadian Banking

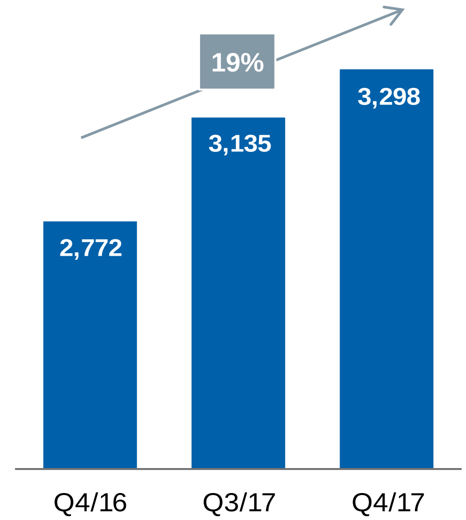
Key Highlights and Awards

- Sales through our digital channels represent an increasing portion of all Canadian retail sales driven by higher digital adoption
- Customers' mobile sessions surpassed that of online banking
- Released more than 20 new mobile app capabilities this year
- Awarded ‘Highest in Customer Satisfaction Among the Big Five Retail Banks’ for the second year in a row[(1)]
- Awarded ‘Highest in Customer Satisfaction Among Canadian Mobile Banking Apps’ [(1)]

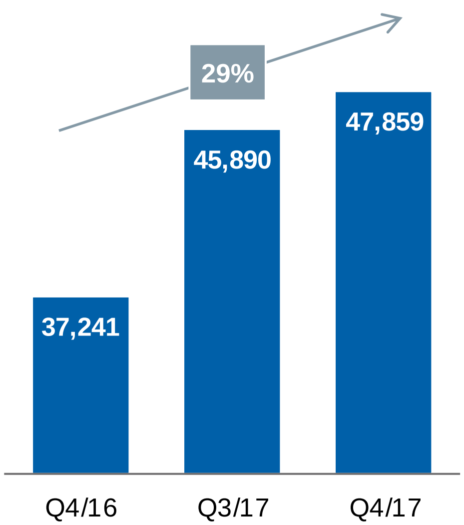
Active Digital Users[(2)]



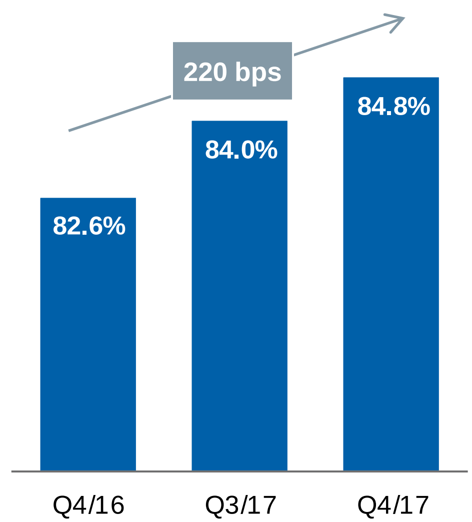
Active Mobile Users[(2)]



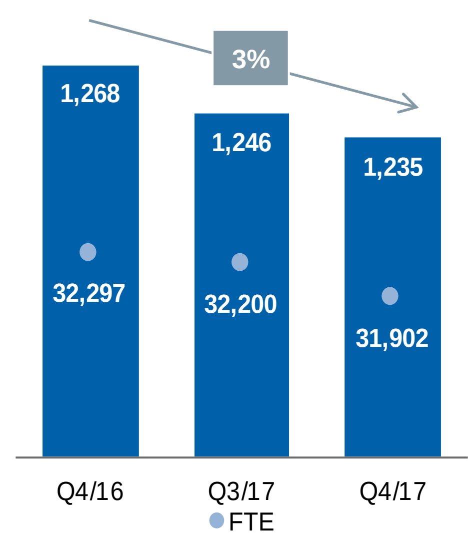
Mobile Sessions[(3)]



Self-Serve Transactions (%) [(4)]



Branches



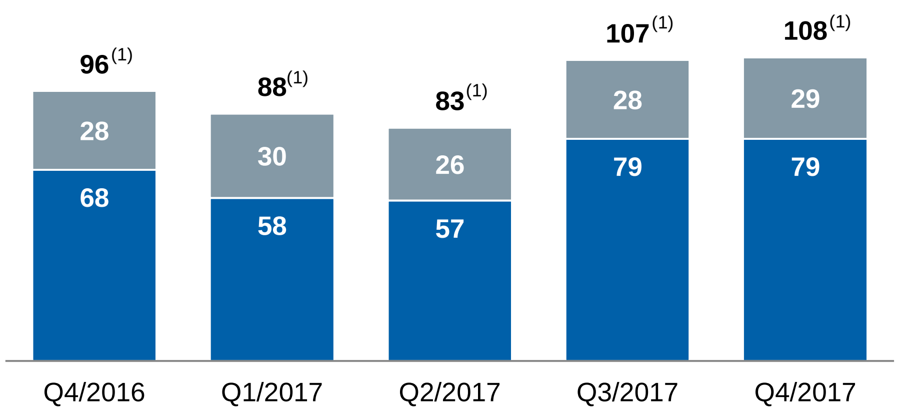
2017 and Fourth Quarter

(1) J.D. Power, 2017. (2) These figures (in 000s) represent the 90-Day Active customers in Canadian Banking only. (3) These figures (in 000s) represents the total number of application logins using a mobile device (4) Financial transactions only.

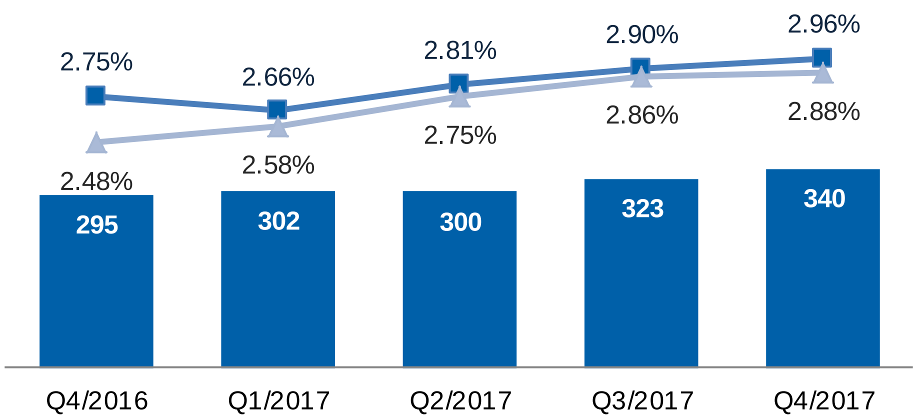
Continued momentum in U.S. Wealth Management (including CNB)

Select financial items	Q4/2017 (US$)	YoY	Q4/2017 Highlights
Revenue – U.S. Wealth Management (incl. CNB)	$992MM	20%	▪ Higher net interest income reflecting the impact from higher U.S. interest rates and volume growth, higher average fee-based client assets reflecting capital appreciation and net sales, and higher transaction revenue
CNB Contribution:			▪ **CNB:** Net income of US$79 million – US$108 million(1) excluding amortization of intangibles and integration costs of US$29 million after-tax – NIM of 2.96%, up 6 bps QoQ; NIM excl. acquired credit-impaired loans of 2.88%(3), up 2 bps QoQ mainly due to higher interest rates – Strong double-digit loan growth of 13%
Revenue	$454MM	10%	
Expenses	$356MM	7%	
Net Income	$79MM	16%	
Loans	$30BN	13%	
Deposits(2)	$42BN	6%	

CNB Net Income (US$ millions)



CNB NIM & Net Interest Income (US$ millions)

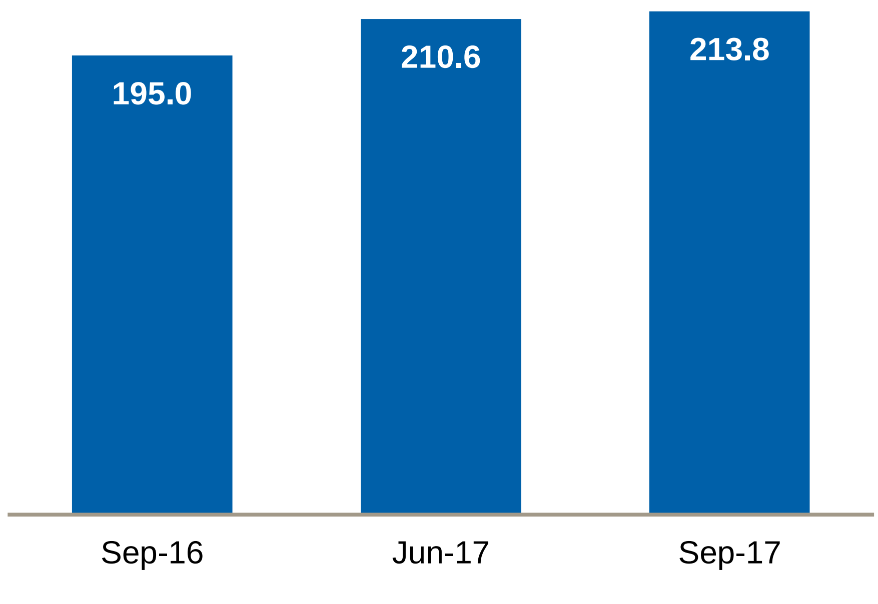


** All balance sheet figures represent average balances. (1) Adjusted net income excludes amortization of intangibles and integration costs, which was US$29MM after-tax (US$48MM before-tax) in Q4/2017. These are non-GAAP measures. For more information, see slide 29. (2) Adjusted deposits of $37BN and adjusted deposit growth of 5% excludes average sweep balances of US$5BN from U.S. Wealth Management. These are non-GAAP measures. For more information, see slide 29. (3) NIM excluding acquired credit-impaired (ACI) loans is a non-GAAP measure. For more information, see slide 29.*

Stable growth in Canadian retail assets under management

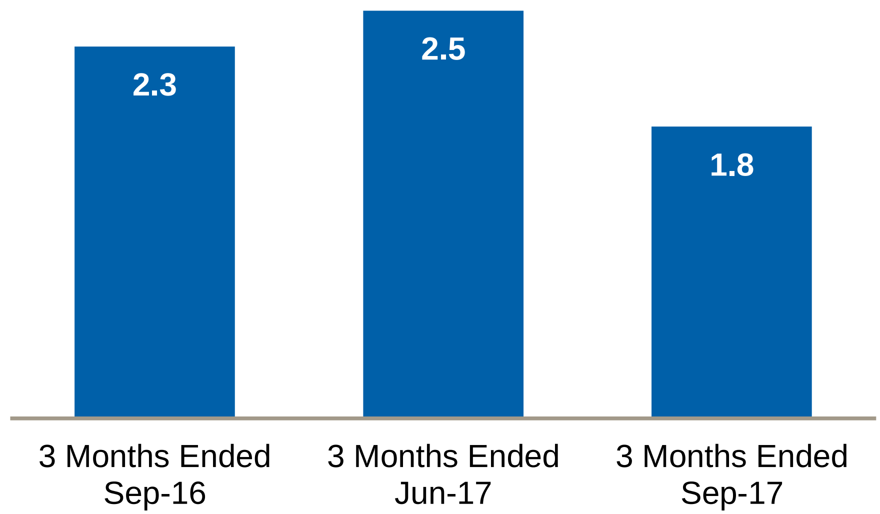
Assets Under Management ($ billions)

All-in Market Share[1]		
14.8%	14.9%	15.0%



Net Sales ($ billions)

All-in Market Share[1]		
32.1%[2]	19.3%	24.4%

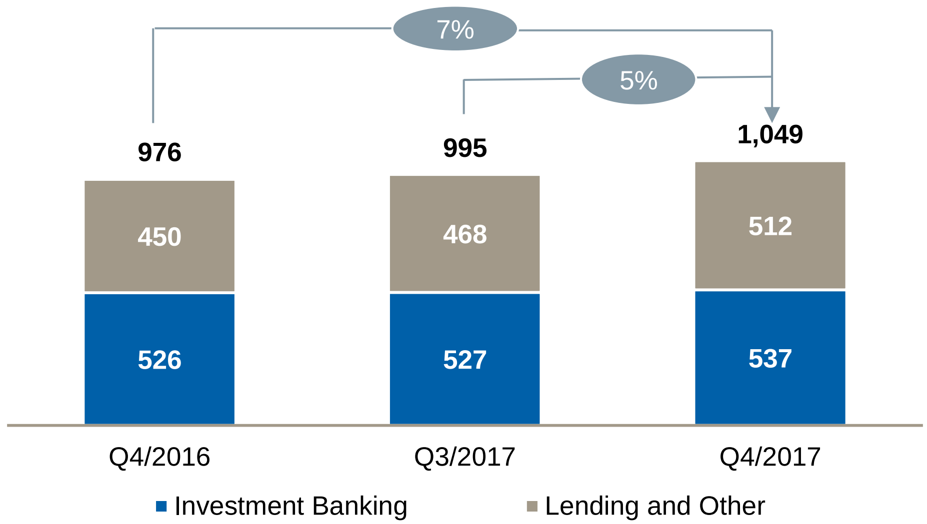


- RBC Global Asset Management (GAM) ranks #1 in market share by AUM with 15.0% of all-in[1] share; amongst the bank fund companies, RBC has market share of 32.5%
- RBC GAM captured on average 22.9% of total industry net sales for the past 12 months[1]

(1) Investment Funds Institute of Canada (IFIC) as at September 2017 and RBC reporting. Comprised of long-term funds and money market funds. (2) Market share for the three months ended September 2016 was impacted by large flows of $0.7BN from Institutional and National Account clients. Excluding these clients, capture rate of sales was 23%.

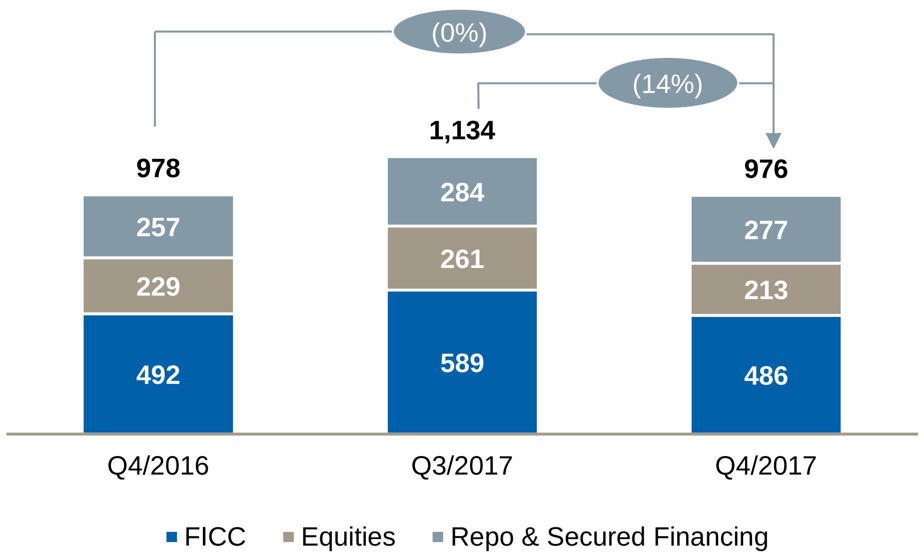
Capital Markets revenue breakdown by business

Corporate & Investment Banking Revenue Breakdown by Business ($ millions)



- **YoY:** Up due to strong lending revenue largely in Canada and higher Municipal Banking revenue in the U.S. These were partially offset by lower loan syndication revenue largely in the U.S. against a strong Q4/2016, and lower equity origination
- **QoQ:** Up due to strong growth in Municipal Banking revenue, higher lending revenue in North America and increased loan syndication fees mainly in the U.S. These were partially offset by lower M&A activity and lower equity underwriting largely in Canada

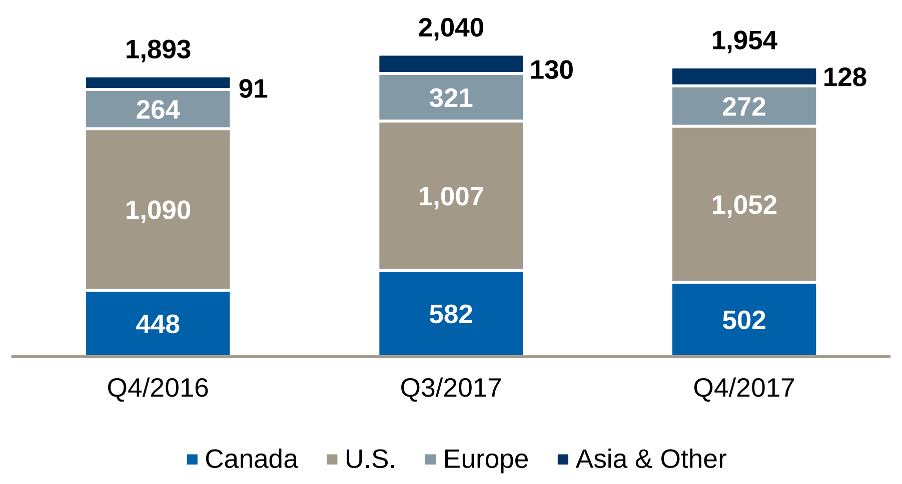
Global Markets Revenue Breakdown by Business ($ millions)



- **YoY:** Relatively flat as higher equity trading revenue in Canada, Europe and Asia & Other, and higher debt origination was offset by lower fixed income trading as we operated in a difficult environment characterized by low volatility and subdued client activity, and lower equity origination
- **QoQ:** Down due to lower fixed income and equity trading revenue across most regions due to continued low volatility and subdued client activity, partially offset by solid growth in debt underwriting in Canada

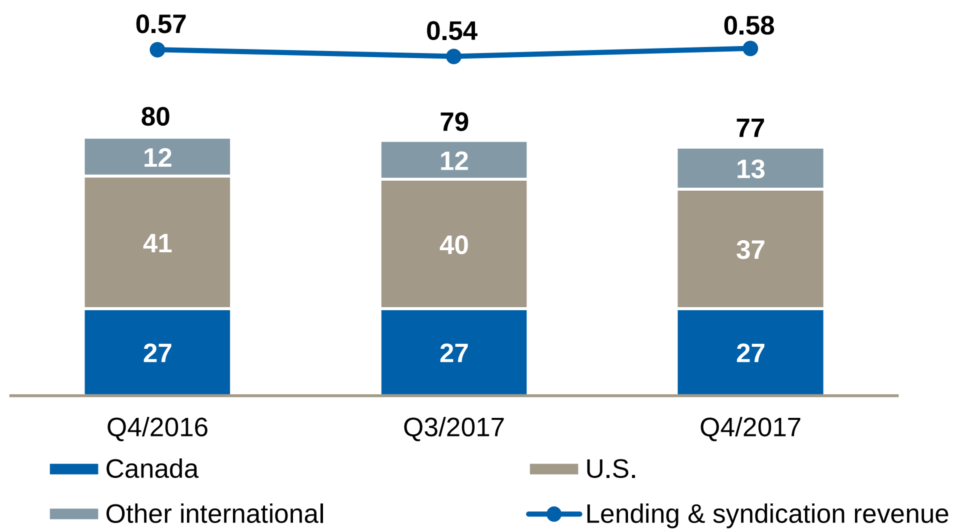
Capital Markets revenue and loan breakdown by geography

Capital Markets Revenue Breakdown by Geography ($ millions)



- **Canada:** Higher YoY driven by strong equities trading, solid debt underwriting and increased lending revenue, partially offset by lower equity underwriting fees
- **U.S.:** Down YoY from lower fixed income trading due to low volatility. Results were also impacted by lower underwriting, lower loan syndication activity against strong results last year, and the impact of FX translation. This was partially offset by strong Municipal Banking and higher lending revenue
- **Europe:** Up YoY from stronger M&A fees, higher equities trading and equity underwriting, partially offset by weaker fixed income trading and lower loan syndication fees
- **Asia & Other:** Solid fixed income and equities trading

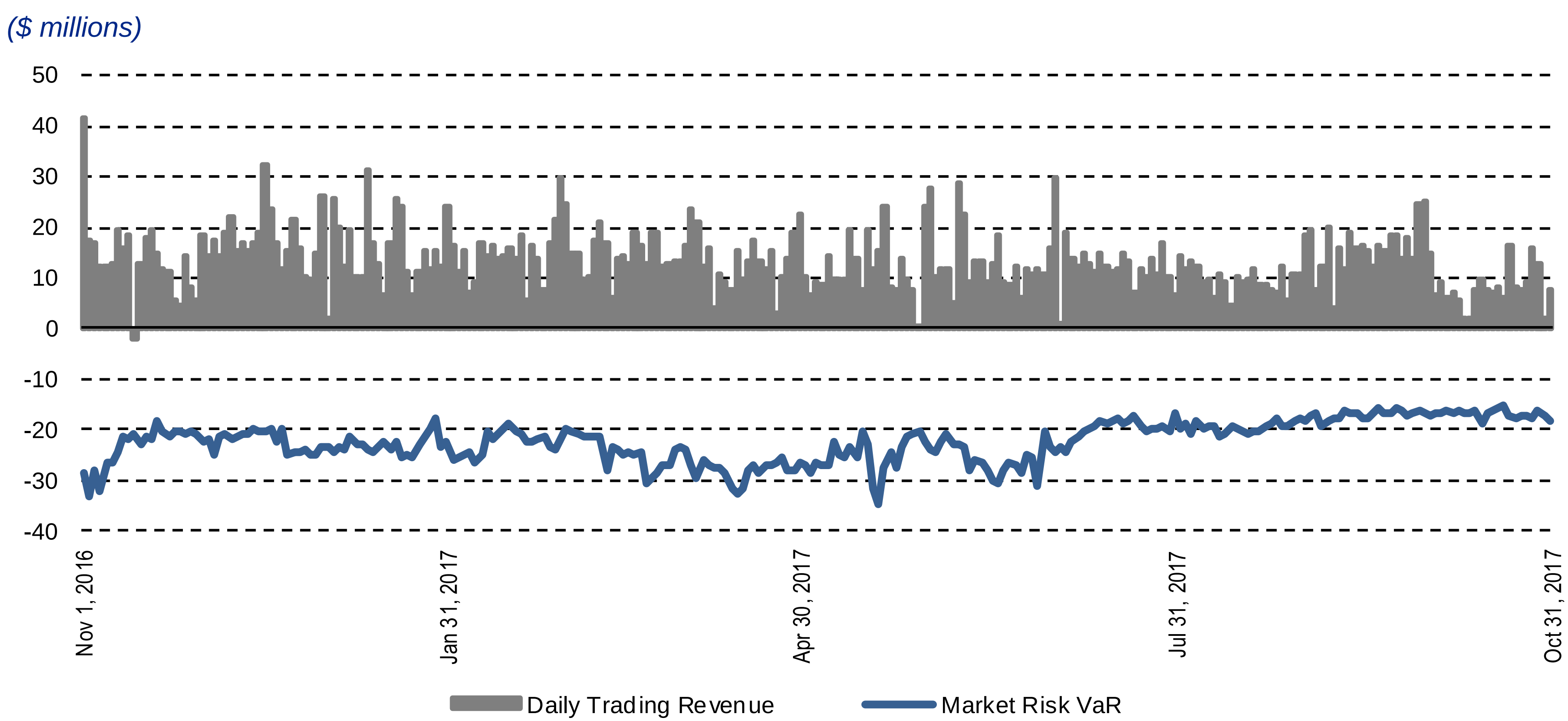
Capital Markets Lending & Syndication Revenue and Loans and Acceptances Outstanding by Geography[1] ($BN)



- Lower loans and acceptances outstanding in the U.S. largely due to the impact of FX translation
- Continue to deepen and optimize client relationships
- Diversification driven by strict limits on single name basis, country, industry and product levels across all businesses, portfolios, transactions and products
- Consistent lending standards throughout the cycle
- Approximately 61% of our total Capital Markets exposure[2] is investment grade

(1) Average loans & acceptances, includes letters of credit and guarantees for our Capital Markets portfolio, on single name basis. Excludes mortgage investments, securitized mortgages and other non-core items. (2) Total exposure represents exposure at default (EAD) which is the expected gross exposure upon the default of an obligor.

Market risk trading revenue and VaR



- During the quarter, there were no days with net trading losses. We incurred net trading losses on 1 day in 2017.
- Average market risk VaR of $22 million decreased $11 million YoY given lower equity volatility than experienced in 2016 and reduced exposure to fixed income and securitized product portfolios. The impact of FX translation also contributed to the decrease.

Specified items impacting 2017 and 2016 results

($ millions, except for EPS amounts and percentages)	Reported	Moneris gain on sale[1]	Adjusted[2]
Q1/2017			
Consolidated			
Net Income	$3,027	($212)	$2,815
Basic EPS	$1.98	($0.14)	$1.84
Diluted EPS	$1.97	($0.14)	$1.83
ROE	18.0%		16.7%

($ millions, except for EPS amounts and percentages)	Reported	Gain related to the sale of RBC General Insurance Company to Aviva Canada Inc.[3]	Adjusted[2]
Q3/2016			
Consolidated			
Net Income Before Tax	$3,636	($287)	$3,349
Net Income	$2,895	($235)	$2,660
Basic EPS	$1.88	($0.16)	$1.72
Diluted EPS	$1.88	($0.16)	$1.72
ROE	18.0%		16.5%

(1) Personal & Commercial Banking and Canadian Banking. (2) These are non-GAAP measures. For more information, see slide 29. (3) Insurance.

Note to users

We use a variety of financial measures to evaluate our performance. In addition to generally accepted accounting principles (GAAP) prescribed measures, we use certain key performance and non-GAAP measures we believe provide useful information to investors regarding our financial condition and result of operations. Readers are cautioned that key performance measures, such as ROE and non-GAAP measures, including results excluding our share of a gain related to the sale of the U.S. operations of Moneris Solutions Corporation (Moneris gain on sale), our merchant card processing joint venture with the Bank of Montreal, to Vantiv Inc. (Vantiv), net income excluding a gain of $235 million after-tax ($287 million before-tax) related to the sale of RBC General Insurance Company to Aviva Canada Inc., revenue net of Insurance fair value change of investments backing our policyholder liabilities, adjusted City National results, Capital Markets trading and geographic revenue excluding certain items, GIL ratio excluding acquired credit-impaired loans and NIM excluding acquired credit-impaired loans do not have any standardized meanings prescribed by GAAP, and therefore are unlikely to be comparable to similar measures disclosed by other financial institutions.

Additional information about our ROE and non-GAAP measures can be found under the “Key performance and non-GAAP measures” sections of our 2017 Annual Report.

Definitions can be found under the “Glossary” sections in our Q4 2017 Supplementary Financial Information and our 2017 Annual Report.

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