Royal Bank of Canada
2018 and Fourth Quarter Results

November 28, 2018

All amounts are in Canadian dollars unless otherwise indicated and are based on financial statements prepared in compliance with International Accounting Standards (IFRS), unless otherwise noted. Our 2018 Annual Report to Shareholders and Q4 2018 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 filings with Canadian regulators or the Securities and Exchange Commission, in reports to shareholders and in other communications. Forward-looking statements in this presentation include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals. 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 Annual Report for the fiscal year ended October 31, 2018 (2018 Annual Report); including global uncertainty, elevated Canadian housing prices and household indebtedness, information technology and cyber risk, regulatory changes, digital disruption and innovation, data and third party related risks, climate change, 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 the Economic, market, and regulatory review and outlook section and for each business segment under the Strategic priorities and Outlook headings in our 2018 Annual Report. 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 2018 Annual Report.

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

Overview

Dave McKay

President and Chief Executive Officer

Strong performance in fiscal 2018

Revenue
$42.6 Billion
+5% YoY

+6% YoY[1] net of Insurance fair value change

Record Revenue

- Strong revenue growth in Wealth Management (+8%) and Personal & Commercial Banking (+7%)

Net Income
$12.4 Billion
+8% YoY

Excluding the U.S. Tax Reform write-down and last year's Moneris gain, **+12% YoY**[2]

Strong Earnings Growth

- Diluted EPS of $8.36, up 11% YoY

CET1 Ratio
11.5%
+60 bps YoY

Robust Capital & Premium ROE

- ROE of 17.6%[3]
- $7BN of capital returned[4]
- Dividends increased 8% YoY

PCL Ratio on Loans[5]
23 bps
+2 bps YoY

Stable Credit Quality

- PCL ratio on impaired loans of 20 bps, down 1 bp YoY
- GIL ratio of 37 bps, down 9 bps YoY

Expenses
$22.8 Billion
+5% YoY

Investing for Long-Term Growth

- Generated 2%+ operating leverage in both Canadian Banking and Wealth Management segments

Mobile Users
3.9 Million[6]
+17% YoY

Increased Mobile Adoption

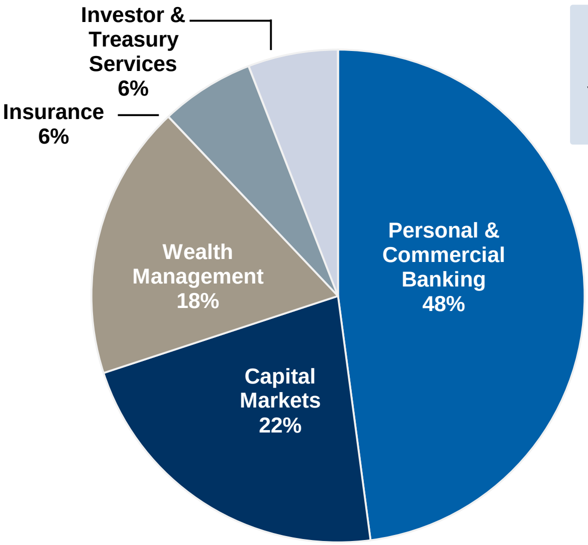
- Technology spend of $3BN+
- 6.7 million active digital users[6]
- Digital adoption rate of 50%, up 270 bps YoY (see slide 24)

(1) Revenue net of Insurance Fair Value Change of investments of ($342MM) is a non-GAAP measure. For more information, see slide 32. (2) In December 2017, the U.S. H.R. 1 (U.S. Tax Reform) was passed into law; +12% excludes $178MM charge for U.S. Tax Reform in Q1/2018 which has been earned back in 2018 through a lower tax rate on U.S. earnings; and Moneris-related gain of $212MM in Q1/2017. This is a non-GAAP measure. For more information see slide 32. (3) This is a non-GAAP measure. For more information, see slide 32. (4) Capital return includes common share buybacks and dividends. (5) PCL ratio on loans is calculated using PCL on loans as a percentage of average net loans and acceptances. (6) These figures represent the 90-Day Active customers in Canadian Banking only.

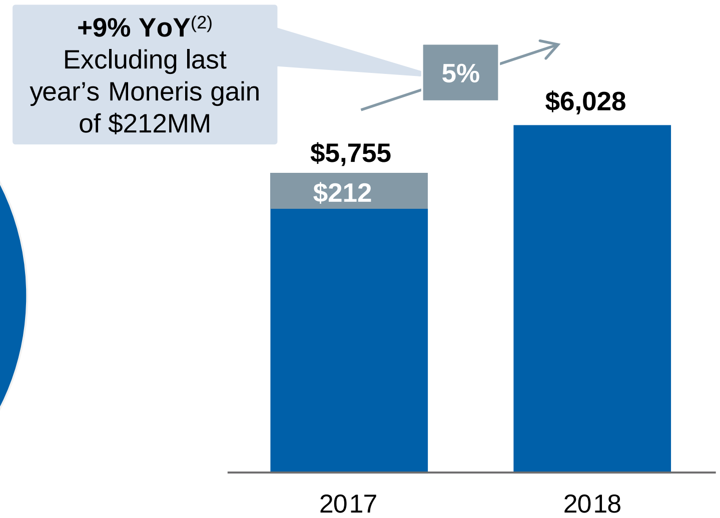
Higher earnings across most business segments in fiscal 2018

Net Income ($ millions)

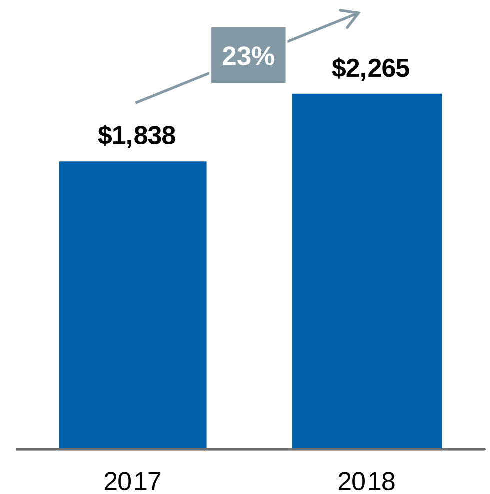
Diversified Business Model[1]



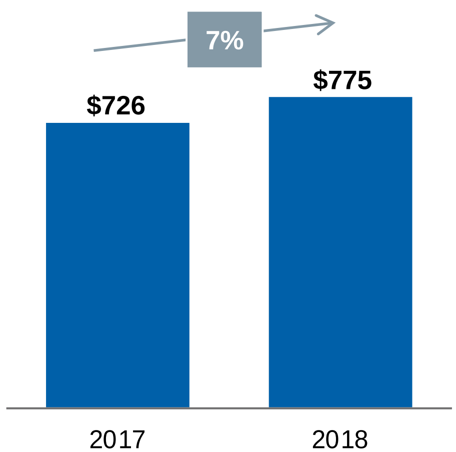
Personal & Commercial Banking[2]



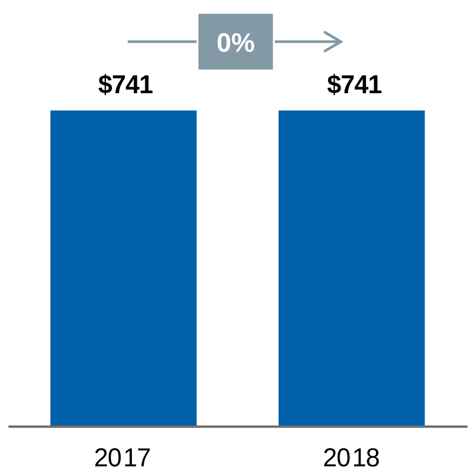
Wealth Management



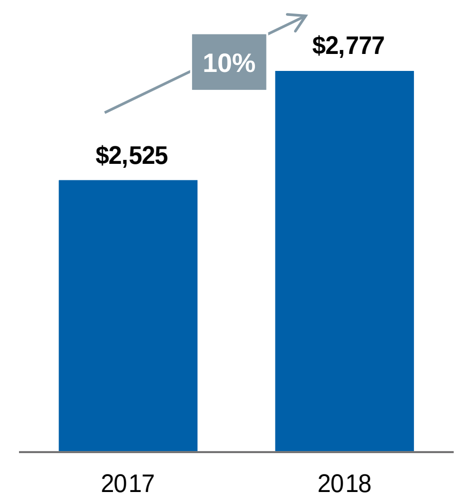
Insurance



Investor & Treasury Services



Capital Markets



(1) Amounts exclude Corporate Support. These are a non-GAAP measures. For more information, see slide 32. (2) In Q1/2017, 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. Results excluding this gain are non-GAAP measures. For more information, see slide 32.

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

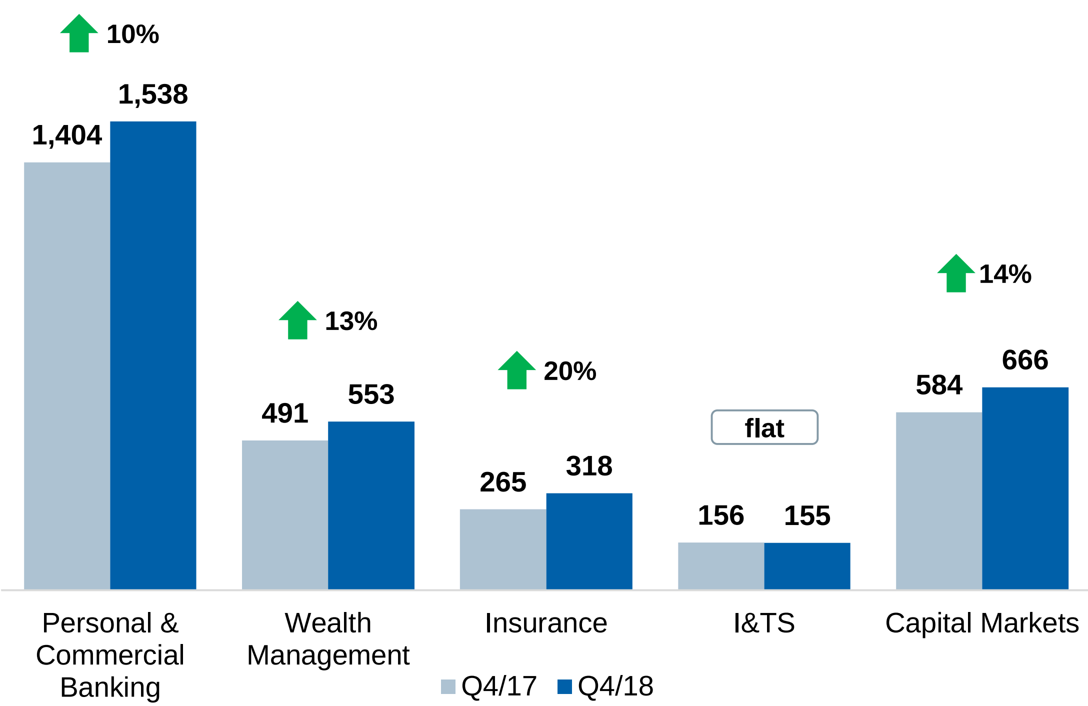
Financial Review

Rod Bolger
Chief Financial Officer

Double digit earnings growth in most segments in Q4

($ millions, except for EPS and ROE)	Q4/2018	Reported YoY	Reported QoQ
Revenue	$10,669	1%	(3%)
Revenue Net of Insurance Fair Value Change[1]	$11,011	7%	0%
Non-Interest Expense	$5,882	5%	0%
PCL	$353	51%	2%
Income Before Income Taxes	$3,940	11%	1%
Net Income	**$3,250**	**15%**	**5%**
Diluted Earnings per Share (EPS)	**$2.20**	**17%**	**5%**
Return on Common Equity (ROE)[2][3]	**17.6%**	**100 bps**	**30 bps**

Net Income ($ millions)



Earnings

- Q4 net income of $3.3 billion, up 15% YoY; diluted earnings per share (EPS) of $2.20, up 17% YoY
  - Adjusted diluted EPS of $2.24[3]
- Pre-provision, pre-tax earnings up 14% YoY
  - PCL on performing loans under IFRS 9 impacted EPS growth by 1%
- Strong ROE of 17.6%[2], up 100 bps from last year

Revenue

- Net interest income up 8% YoY, largely driven by higher interest rates and continued solid volume growth in Canadian Banking and U.S. Wealth Management

Expenses

- Higher variable compensation on improved results
- Continued investments to support long-term business growth, including client facing staff, technology and digital initiatives

PCL[4]

- Stable credit performance with PCL ratio on loans of 23 bps, up 6 bps YoY and flat QoQ
  - PCL ratio on impaired loans at 20 bps up 3 bps YoY and QoQ

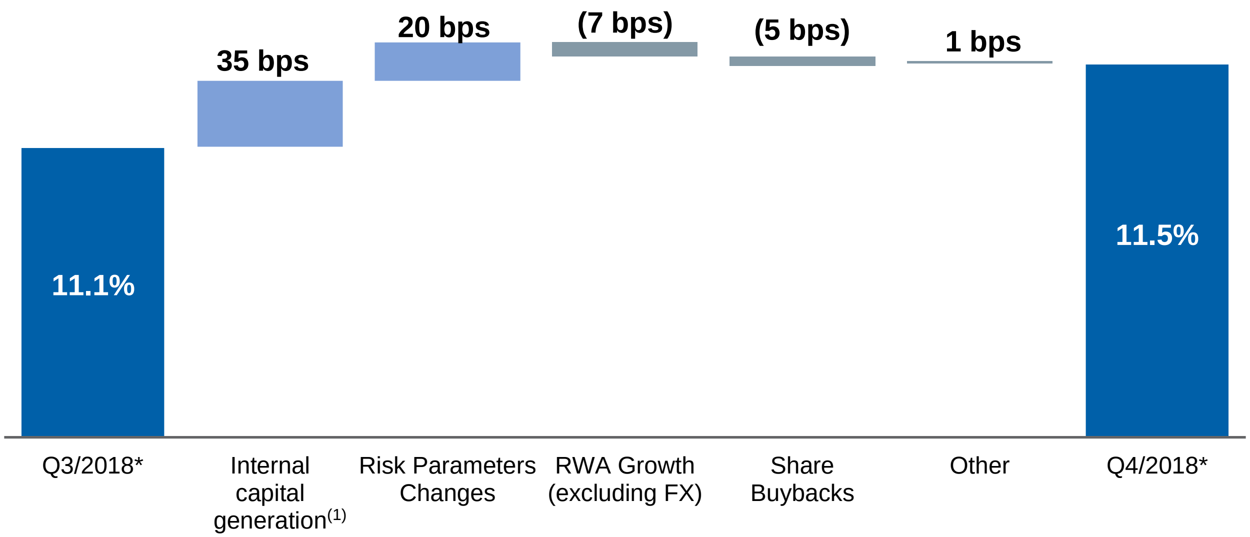
Tax Rate

- Effective tax rate of 17.5%, down from 19.9% YoY

(1) Revenue net of Insurance Fair Value Change of investments backing policyholder assets of ($342MM) is a non-GAAP measure. For more information see slide 32. (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 32. (3) This is a non-GAAP measure, for more information see slide 32. (4) PCL ratio on loans is calculated using PCL on loans as a percentage of average net loans and acceptances.

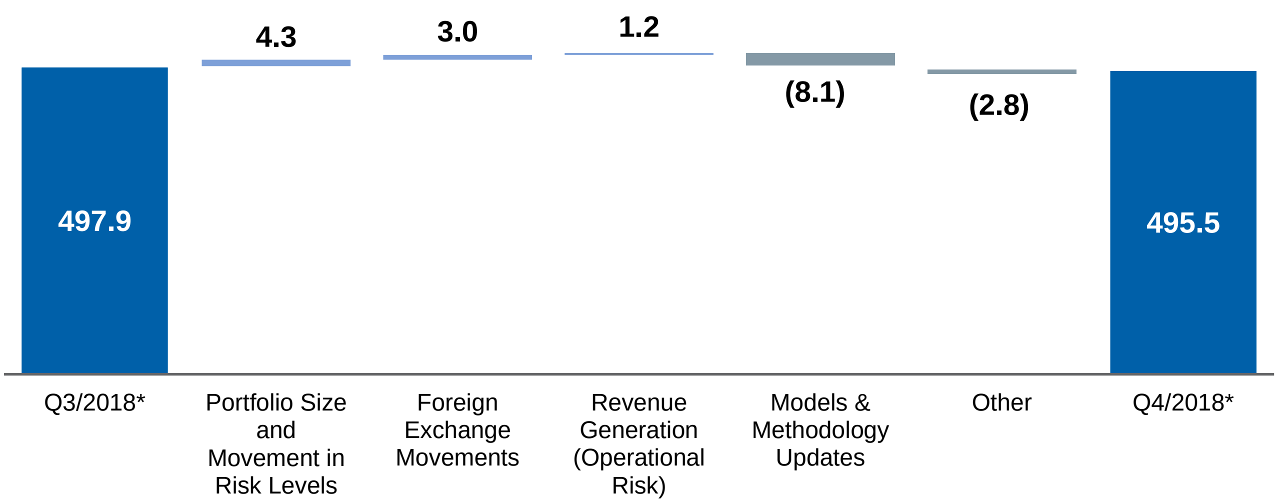
Strong capital and earnings growth continue to drive shareholder return

CET1 Movement



- CET1 ratio of 11.5%, up 40 bps QoQ, mainly reflecting internal capital generation and favourable impact of risk parameters changes, partly offset by business growth
- Strong capital ratio in anticipation of unfavourable regulatory impact of 10 to 15 bps in Q1/2019
- Repurchased 2.5 million shares for $248 million in Q4/2018
  - In 2018, we repurchased 15.3 million shares for $1.5 billion

CET1 Capital RWA Movement ($ billions)



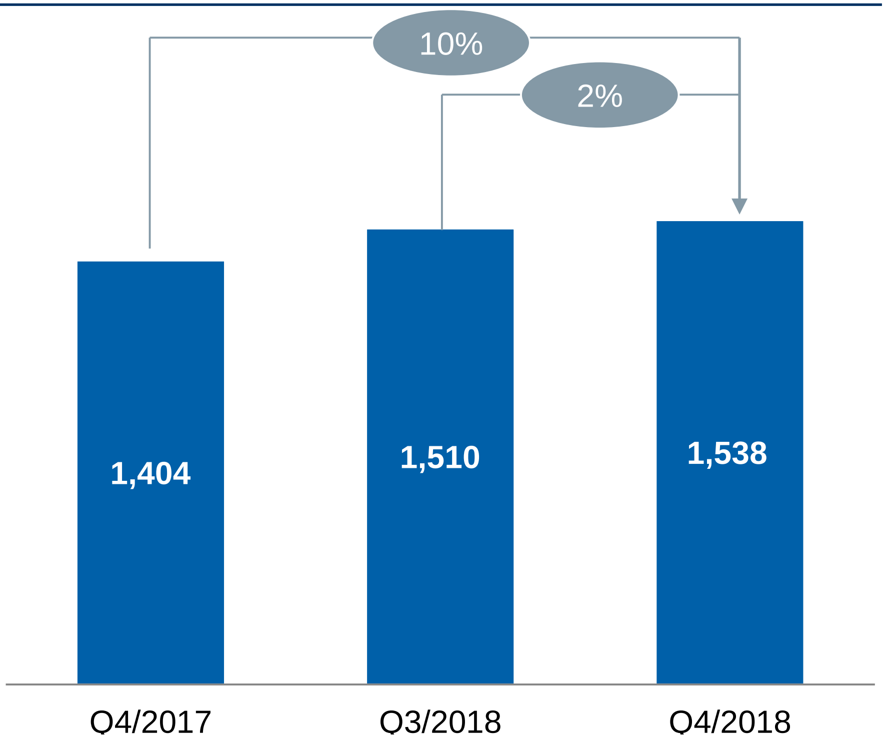
- CET1 RWA decreased $2.4 billion during the quarter, primarily reflecting favourable impact to risk parameter changes, partly offset by business growth and foreign exchange
- Over the last 12 months, business-driven RWA increased $35 billion or 7% to support our client business

** Represents rounded figures. For more information, refer to the Capital management section of our 2018 Annual Report.*

(1) Internal capital generation represents net income available to shareholders, less common and preferred shares dividends.

Strong earnings growth in Personal & Commercial Banking

Net Income ($ millions)



Canadian Banking	Q4/2018
Net Income (YoY)	**8%**
Revenue (YoY)	10%
Assets Under Administration (YoY)[4]	1%
Operating Leverage	2.3%

Q4/2018 Highlights

Canadian Banking

- Net income of $1,463 million, up 8% YoY
  - Pre-provision, pre-tax earnings growth of 12%[1]
- Strong revenue growth of 10% YoY on improved spreads and solid volume growth
  - NIM of 2.77%, up 12 bps YoY and 3 bps QoQ on higher deposit spreads
  - Loan and deposit growth of 5% YoY (see slide 23)
  - Higher purchase volumes driving higher card service revenue and higher average balances driving higher mutual fund distribution fees
- PCL ratio on impaired loans[2] of 26 bps, up 1 bp QoQ and YoY
  - PCL on performing loans of 7 bps increased 2 bps QoQ
- Non-interest expense up 7% YoY from higher staff-related costs and increased investments in technology, including digital initiatives
- 2018 operating leverage of 3.1% after excluding the gain on the sale of Moneris last year[3] (reported 2018 operating leverage of 1.5%)

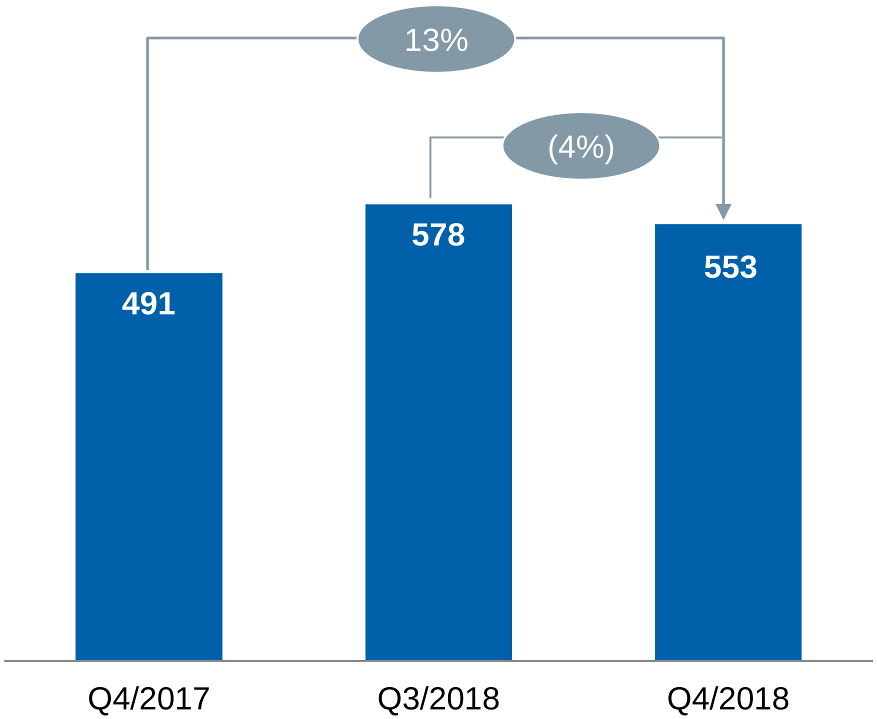
Caribbean & U.S. Banking

- Net income of $75 million, up $31 million YoY, largely due to lower PCL

(1) This is a non-GAAP measure (2) PCL on impaired loans ratio under IFRS 9 is calculated using PCL on Stage 3 loans and acceptances as a percentage of average net loans and acceptances. Stage 3 allowances are held against impaired loans and effectively replace the allowance for impaired loans under IAS 39. (3) Our Q1/2017 results included 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 these gains are non-GAAP measures. For more information and a reconciliation, see slides 31 and 32. (4) Spot balances.

Double-digit earnings growth YoY in Wealth Management

Net Income ($ millions)



Efficiency Ratio[1]	FY2018	YoY
Wealth Management	73.9%	(1.7 pts)
Wealth Management (Non-U.S.)	68.1%	(1.4 pts)

	YoY	QoQ
Assets Under Administration[2]	4%	(2%)
Assets Under Management[2]	5%	(2%)

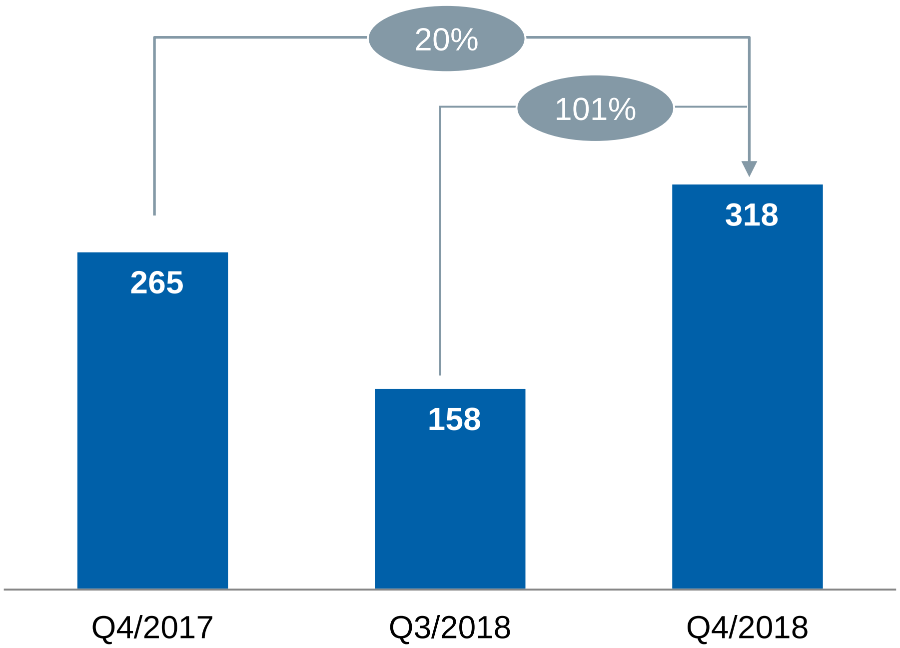
Q4/2018 Highlights

- Net income of $553 million, up 13% YoY
  - Higher average fee-based client assets
  - Increase in net interest income
  - Lower effective tax rate reflecting benefits from the U.S. Tax Reform
  - Partially offset by:
    - Higher variable compensation on improved results
    - Increased costs in support of business growth and technology initiatives; higher regulatory costs
    - Seed capital losses versus prior year gains
- Net income down 4% QoQ
  - Higher average fee-based client assets in spite of market volatility in October
  - More than offset by:
    - Increased costs in support of business growth
    - Higher variable compensation
    - Larger seed capital losses
- For full year 2018, operating leverage was strong at 2.4% which improved efficiency ratios

(1) Percentage change may not reflect actual change due to rounding. (2) Spot balances.

Strong earnings growth in Insurance

Net Income ($ millions)

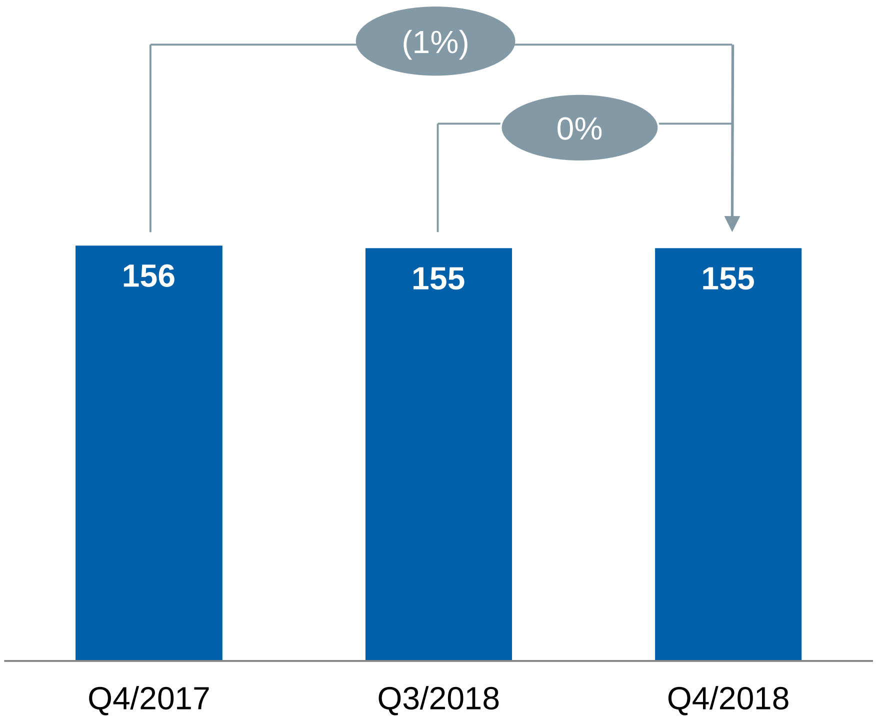


Q4/2018 Highlights

- Net income of $318 million, up 20% YoY
  - Positive impact of life retrocession contract renegotiations
  - Higher favourable investment-related experience
  - Partially offset by:
    - Favourable annual actuarial assumption updates (which were lower versus last year)
- Net income up 101% QoQ
  - Positive impact of life retrocession contract renegotiations
  - Higher favourable investment-related experience
  - Favourable annual actuarial assumption updates, largely related to economic, mortality and longevity experience
  - Lower claims volumes, primarily in the life retrocession portfolio

Revenue growth & technology investment in Investor & Treasury Services

Net Income ($ millions)

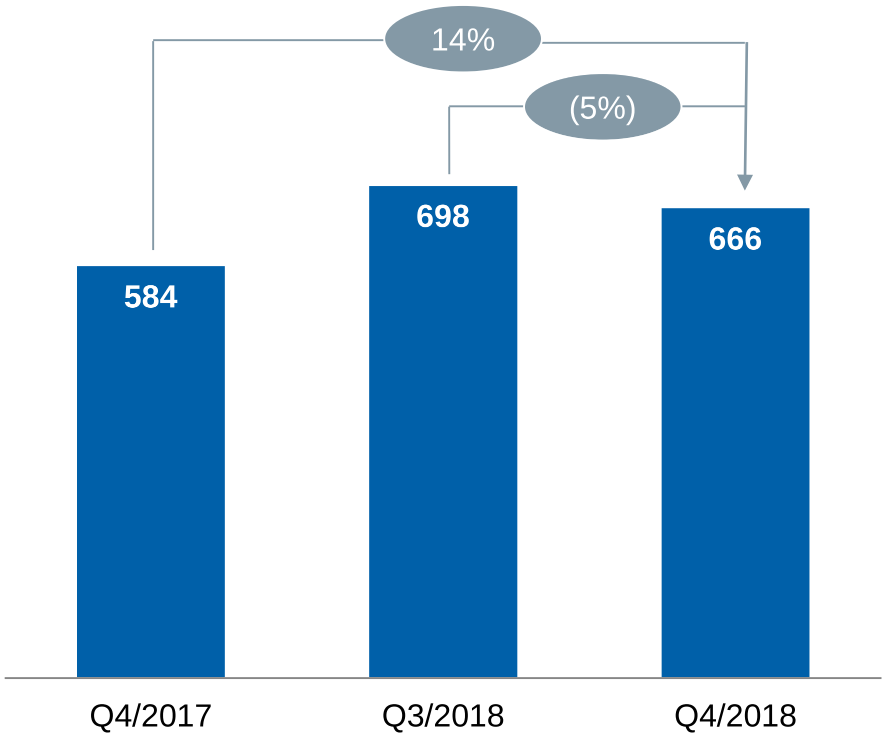


Q4/2018 Highlights

- Net income of $155 million, relatively flat YoY
  - Improved deposit margins
  - Higher revenue from asset services business
  - Offset by:
    - Lower funding and liquidity revenue
    - Higher costs in support of business growth
    - Increased technology investments
- Net income flat QoQ
  - Higher funding and liquidity revenue
  - Offset by:
    - Increased technology investments
    - Lower revenue from asset services business driven by lower client activity and market volatility

Strong earnings growth in Capital Markets

Net Income ($ millions)



Revenue	YoY	QoQ
Corporate and Investment Banking	4%	2%
Global Markets	6%	(10%)

Q4/2018 Highlights

- Record Q4 net income of $666 million, up 14% YoY
  - A lower effective tax rate reflecting changes in earnings mix and benefits from the U.S. Tax Reform
  - Higher revenue in Global Markets and Corporate and Investment Banking
  - Positive impact from foreign exchange translation
  - Partially offset by:
    - Higher PCL as the prior year included recoveries
    - Higher regulatory spend
- Net income down 5% QoQ
  - Lower fixed income trading revenue primarily in North America
  - Lower equity origination mainly in Canada
  - Higher PCL due to recoveries in the prior quarter
  - Partially offset by:
    - Lower compensation on decreased results
    - Higher lending revenue
    - Gains from the disposition of certain securities

Medium-term financial performance objectives and updates

Medium-term Objectives			Full Year 2018	3–year average
Profitability	Diluted EPS growth	**7%+**	10.6%	✓
	ROE[1]	**16%+**	17.6%	✓
Capital Management	Capital ratios (CET1 ratio)	**Strong**	11.5%	✓
	Dividend payout ratio	**40% – 50%**	45.0%	✓

Performance Updates			Full Year 2018	YoY Change
Profitability	**Canadian Banking** efficiency ratio	**<40% by 2021**	42.5%	(70 bps) *(130 bps)*[2]
	Wealth Management (Non-U.S.) efficiency ratio	**<65% by 2021** *Dependent on market performance*	68.1%	(140 bps)
	U.S. Wealth Management pre-tax income[3]	**US$1.30 to US$1.45BN by 2020**[3]	US$1.03BN[4]	26%
Growth	**Canadian Banking** net new clients[5][6]	**+2.5MM by 2023**	+300k	

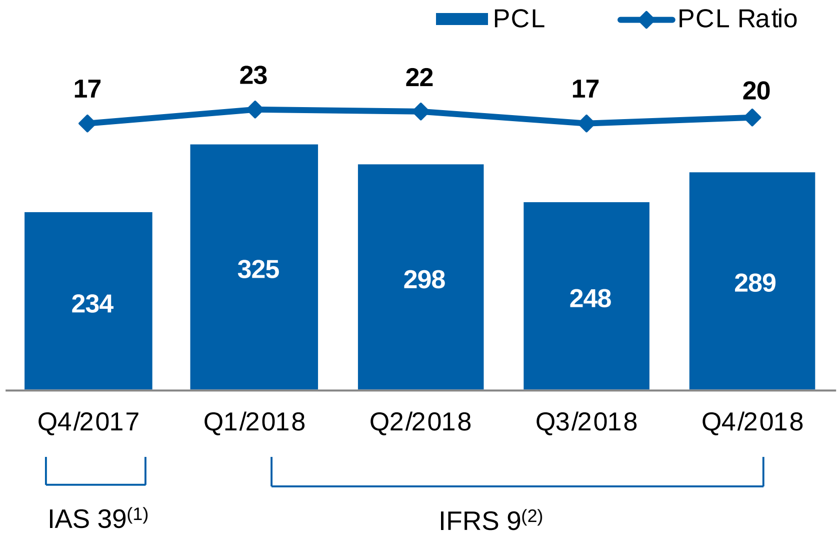
(1) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For more information see slide 32. (2) Adjusted efficiency ratio excludes our share of a gain of $212 million before-and-after tax related to the sale of the 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 31 and 32. (3) Forecast does not include the impact of CNB's amortization of intangibles and integration costs. This is a non-GAAP measure, for more information see slide 32. (4) Excludes CNB's amortization of intangibles and integration costs of US$172MM in FY2018 (US$185MM in FY2017) on a before-tax basis. This is a non-GAAP measure, for more information see slide 32. (5) Excludes Caribbean and U.S. Banking clients. (6) Personal and Business client relationships are counted for separately.

Risk Review

Graeme Hepworth
Chief Risk Officer

Solid credit quality

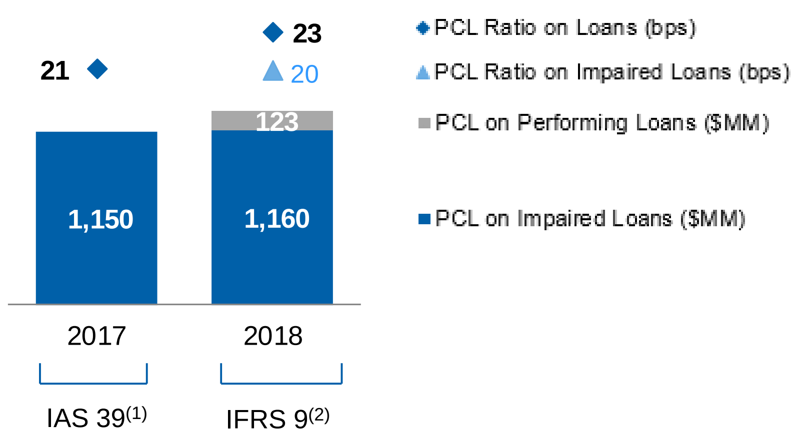
Quarterly PCL on Impaired Loans ($ millions)



Quarterly PCL Ratio on Impaired Loans (bps)

	IAS 39[1]	IFRS 9[2]			
PCL Ratio on Impaired Loans	**Q4/17**	**Q1/18**	**Q2/18**	**Q3/18**	**Q4/18**
Canadian Banking	25	26	26	25	26
Wealth Management	0	4	1	(6)	4
Capital Markets	(18)	22	7	(6)	7
PCL Ratio on Impaired Loans[1][2][3]	**17**	**23**	**22**	**17**	**20**
PCL Ratio on Performing Loans	**n/a**	**1**	**(2)**	**6**	**3**

Annual PCL on Loans ($ millions)



(1) PCL on impaired loans under IAS 39 prior to Q1/2018. (2) Stage 3 PCL under IFRS 9. Stage 3 allowances are held against impaired loans and effectively replace the allowance for impaired loans under IAS 39. (3) In addition to the items above, PCL on impaired loans also includes Caribbean and U.S. Banking, Investor & Treasury Services, Insurance and Corporate Support.

Stable PCL on loans

PCL Breakdown by Segment and Stage ($ millions)

($ MM)	Q4/17 (IAS 39[1])	Q3/18 (IFRS 9[2])	Q4/18 (IFRS 9[2])
PCL on Loans			
Personal & Commercial Banking	**$270**	**$330**	**$297**
Performing	n/a	$60	$30
Impaired	$270	$270	$267
Canadian Banking	**$251**	**$317**	**$352**
Performing	n/a	$57	$73
Impaired	$251	$260	$279
Wealth Management	**$0**	**$3**	**$4**
Performing	n/a	$12	($3)
Impaired	$0	($9)	$7
Capital Markets	**($38)**	**$4**	**$32**
Performing	n/a	$17	$17
Impaired	($38)	($13)	$15
Total PCL on Loans[3]	**$234**	**$338**	**$333**
Performing	n/a	$90	$44
Impaired	$234	$248	$289
PCL on Other Financial Assets	$0	*$8*	*$20*
Performing	n/a	($30)	($5)
Impaired	$0	$38	$25
Total PCL	**$234**	**$346**	**$353**

Key Drivers of PCL (QoQ)

Total PCL

- Increased due to higher PCL on Other Financial Assets, partially offset by lower PCL on loans and acceptances

PCL on Performing Loans

- Decreased primarily due to a decline in Caribbean Banking lending portfolio PCL driven by model and parameter updates

PCL on Impaired Loans

- Increased driven by higher PCL in Capital Markets due to higher recoveries in prior quarter, and Wealth Management due to higher loans returning to performing in Q3/2018

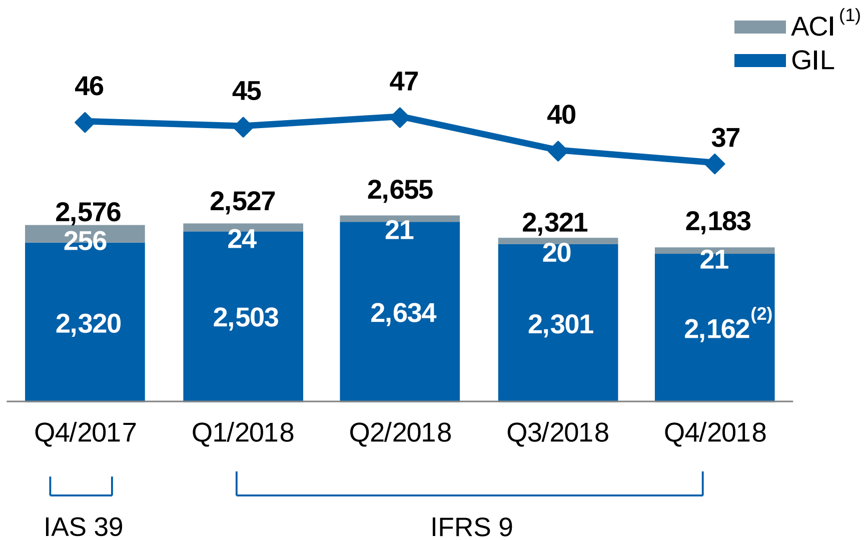
PCL on Other Financial Assets

- Increased primarily driven by higher PCL on impaired Barbados securities following the restructuring of the Barbados government debt

(1) PCL on impaired loans under IAS 39 prior to Q1/2018. (2) Stage 3 PCL under IFRS 9. Stage 3 allowances are held against impaired loans and effectively replace the allowance for impaired loans under IAS 39. (3) In addition to the segments above, PCL on loans also includes Caribbean and U.S. Banking, Investor & Treasury Services, Insurance and Corporate Support.

Lower formations of Gross Impaired Loans

Gross Impaired Loans ($ millions)



Impaired Formations ($ millions)

Segments	New Formations Q4/2018	New Formations QoQ	Net Formations[3]
Personal & Commercial Banking	398	86	(27)
Canadian Banking	360	92	(1)
Caribbean & U.S. Banking	38	(6)	(26)
Wealth Management	45	17	9
Capital Markets	110	63	(120)
Total GIL[4]	**553**	**166**	**(138)**

Key QoQ Drivers of Gross Impaired Loans (GIL)

Personal & Commercial Banking

- Stable in Canadian Banking
- Lower impaired loans in Caribbean Banking portfolio

Wealth Management

- U.S. Wealth Management: Higher new impaired loans partially offset by loans returning to performing status, net repayments and foreign exchange translation

Capital Markets

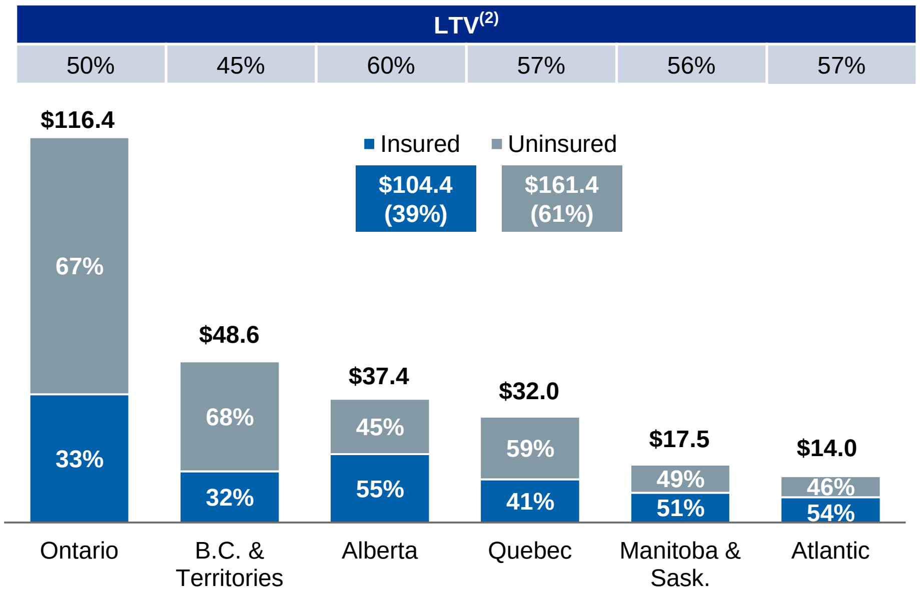
- Lower impaired loans due to loans returning to performing in oil & gas sector and disposal of two consumer discretionary loans, partially offset by new impaired loans in the oil & gas and services sectors

(1) ACI: Acquired Credit Impaired. (2) We are excluding acquired impaired loans from GIL that have returned to performing status on a prospective basis, commencing in Q1/2018. As at October 31, 2018, $21 million of ACI loans that remain impaired are included in GIL. (3) Includes loan write-offs, new impaired loans, loan repayments, loans returning to performing, foreign exchange and other. (4) Total GIL includes Insurance, Investor and Treasury Services and Corporate Support.

Canadian residential portfolio has strong underlying credit quality

Canadian Residential Mortgage Portfolio(1)

As at October 31, 2018 ($ billions)



Canadian Banking Residential Lending Portfolio(2)

As at October 31, 2018

	Total ($283.1BN)	Uninsured ($201.5BN)
Mortgage	**$243.0BN**	**$161.4BN**
HELOC	**$40.1BN**	**$40.1BN**
LTV (2)	**52%**	**50%**
GVA	42%	42%
GTA	48%	48%
Average FICO Score(2)	**788**	**795**
90+ Days Past Due(2)(3)	**19 bps**	**16 bps**
GVA	6 bps	5 bps
GTA	6 bps	5 bps

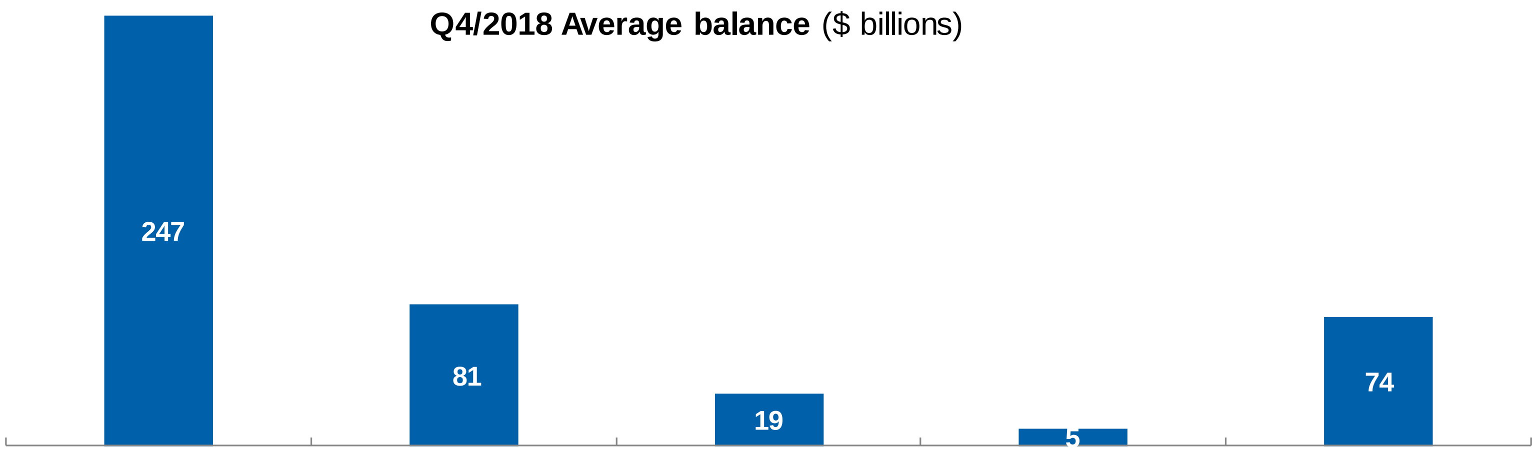
Canadian Mortgage Portfolio

- Average remaining amortization on mortgages of 18 years
- Strong underlying quality of uninsured portfolio(2)
  - 48% of uninsured portfolio have a FICO score >800
- Greater Toronto Area and Greater Vancouver Area average FICO scores are above the Canadian average
- Condo exposure is ~10% of residential lending portfolio

(1) Canadian residential mortgage portfolio of $266BN comprised of $243BN of residential mortgages, $7BN of mortgages with commercial clients ($4BN insured) and $16BN of residential mortgages in Capital Markets held for securitization purposes. (2) Based on $243BN in residential mortgages and HELOC in Canadian Banking ($40.1BN). 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.

Stable credit quality of Canadian Banking portfolio

Stable PCL across our Canadian Banking business lines



	Residential Mortgages			Personal Lending			Credit Cards			Small Business			Commercial [3]		
	Q4/17	Q3/18	**Q4/18**	Q4/17	Q3/18	**Q4/18**	Q4/17	Q3/18	**Q4/18**	Q4/17	Q3/18	**Q4/18**	Q4/17	Q3/18	**Q4/18**
PCL on Impaired Loans ($MM) [1][2]	$11	$10	**$17**	$103	$117	**$121**	$102	$116	**$115**	$10	$9	**$6**	$25	$8	**$20**
PCL on Impaired Loans (bps) [1][2]	2	2	**3**	50	56	**59**	233	249	**244**	85	75	**53**	16	5	**11**
90+ Days Past Due (bps)	19	17	**17**	26	29	**30**	70	69	65	84	92	91	65	53	50

(1) Effective November 1, 2017, we adopted IFRS 9, which introduced a three-stage expected credit loss impairment model that differs significantly from the incurred loss model under IAS 39. (2) Calculated using average net of allowance on impaired loans. (3) Commercial excluding Small Business.

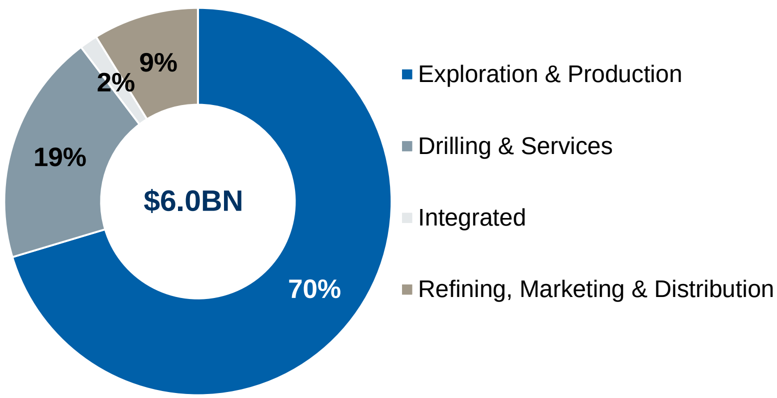
Limited exposure to Canadian heavy oil companies

Highlights

- Exposure to the oil & gas sector represents 1% of total loans & acceptances outstanding (drawn)
  - Since Q4/2015, total exposure to the sector (drawn and undrawn) decreased from 3% to 2% of total loans & acceptances
- Exposure to Canadian heavy oil companies, those most impacted by the WCS differential, represents 0.2% of total loans and acceptances outstanding
  - Majority of our exposure is Investment Grade

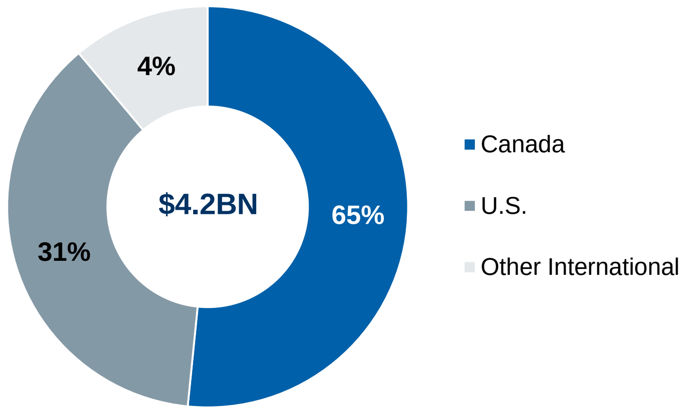
Oil & Gas Exposure by Industry Segment

(Loans outstanding)



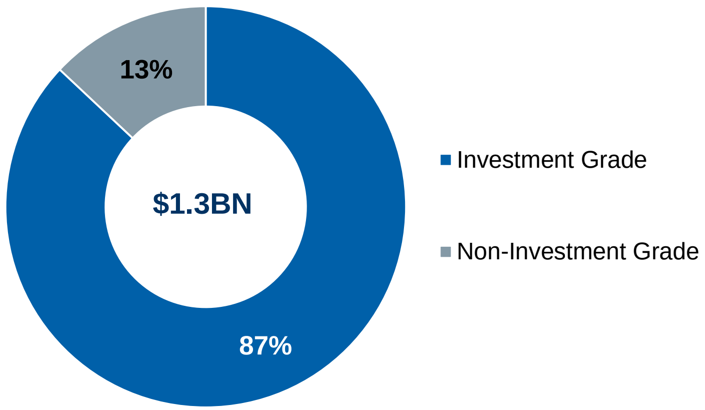
Exploration & Production Exposure by Region

(Loans outstanding)



Canadian Heavy Oil Exposure by Rating

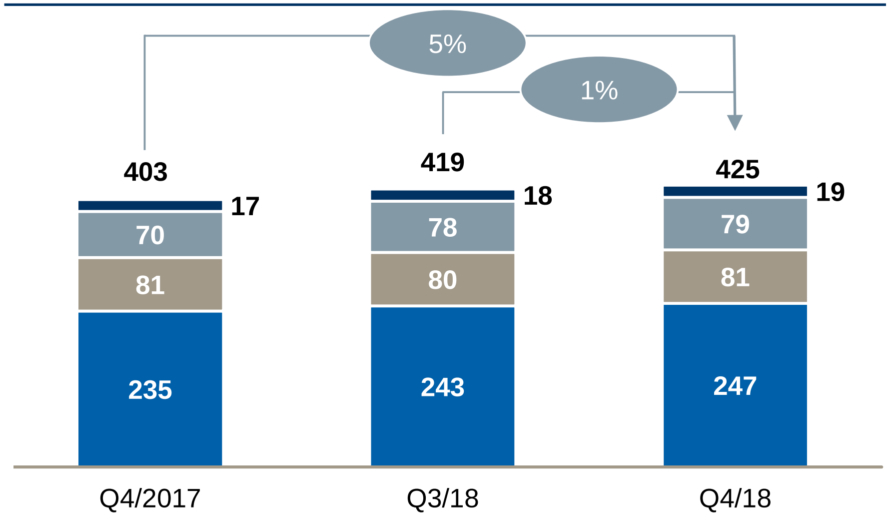
(Loans outstanding)



Appendices

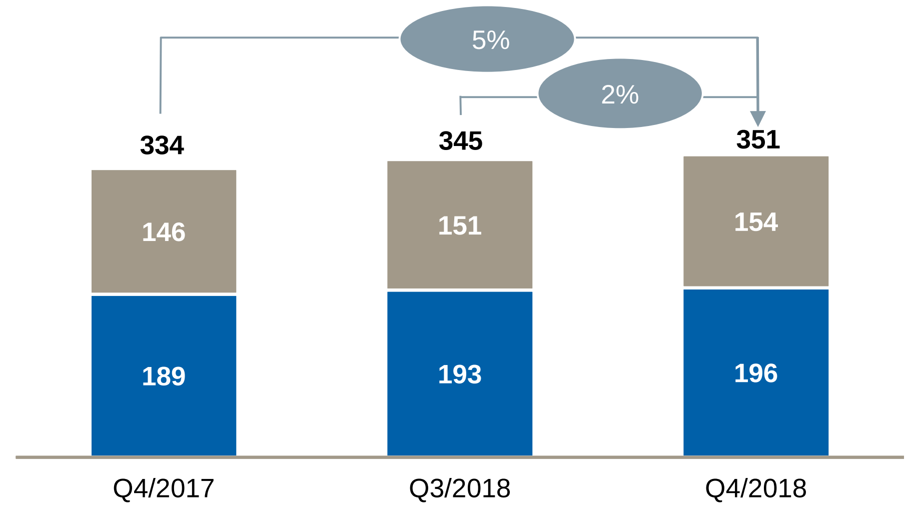
Canadian Banking benefitted from higher spreads and volume growth

Average Gross Loans & Acceptances[1] *($ billions)*



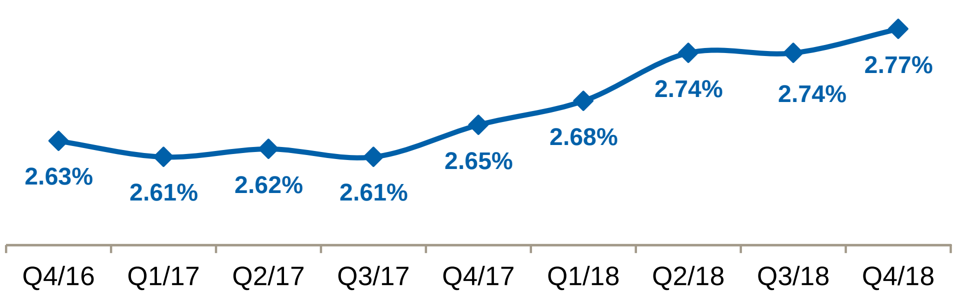
Percentage Change[1]	YoY	QoQ
Residential Mortgages	5.0%	1.6%
HELOC	(2.2%)	(0.2%)
Other Personal	2.5%	1.3%
Credit Cards	7.5%	1.6%
Business (Including Small Business)	12.9%	1.7%

Average Deposits[1] *($ billions)*

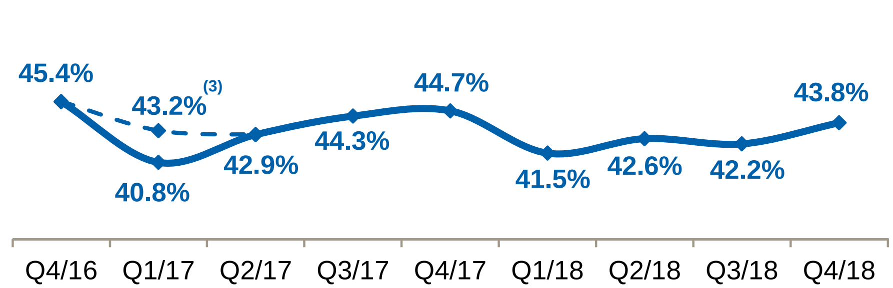


Percentage Change[1]	YoY	QoQ
Personal Deposits	3.9%	1.4%
Business Deposits	6.1%	2.0%

Net Interest Margin



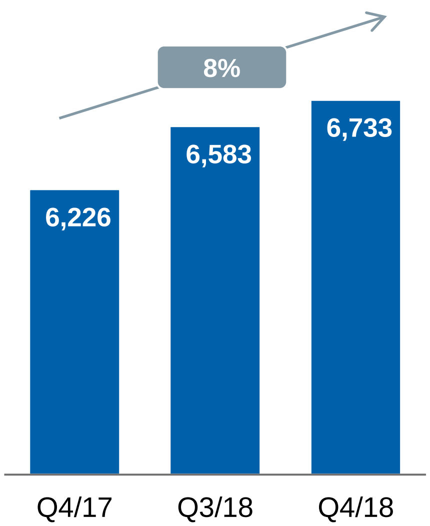
Efficiency Ratio[2]



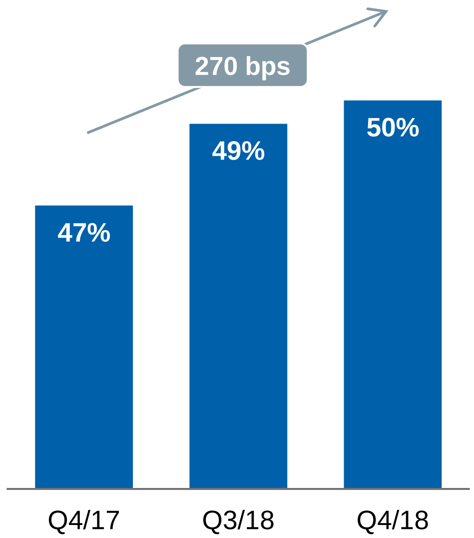
(1) Totals may not add and percentage change may not reflect actual change due to rounding. (2) Effective Q4/2017, service fees and other costs incurred in association with certain commissions and fees earned are presented on a gross basis in non-interest expense. Comparative amounts have been reclassified to conform with this presentation. (3) Adjusted efficiency ratio excludes our share of a gain of $212 million before-and-after tax 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 31 and 32.

Transforming the distribution network in Canadian Banking

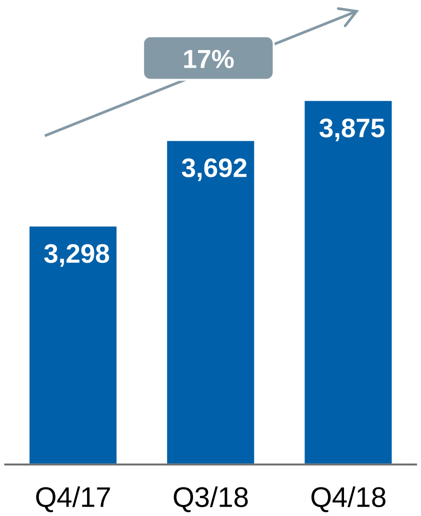
Active Digital Users[1]



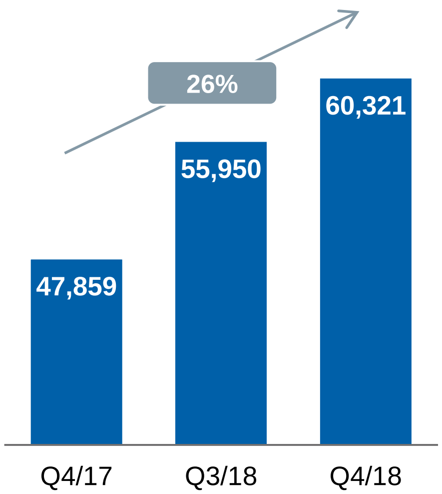
Digital Adoption Rate[2]



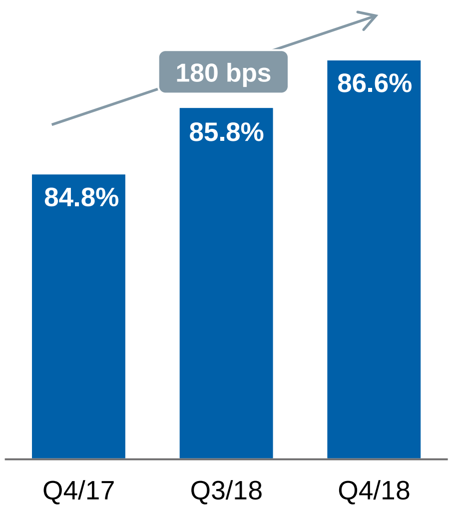
Active Mobile Users[1]



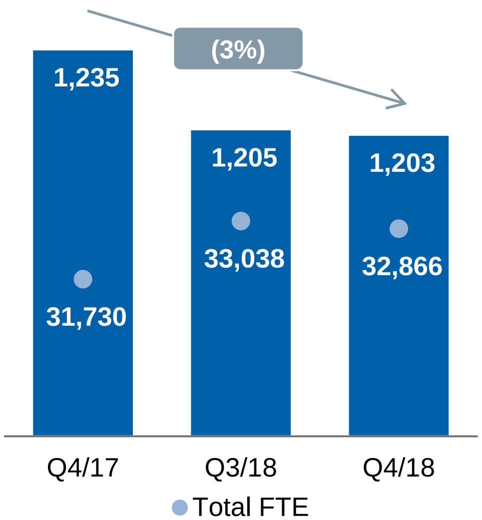
Mobile Sessions[3]



Self-Serve Transactions[4]



Branches

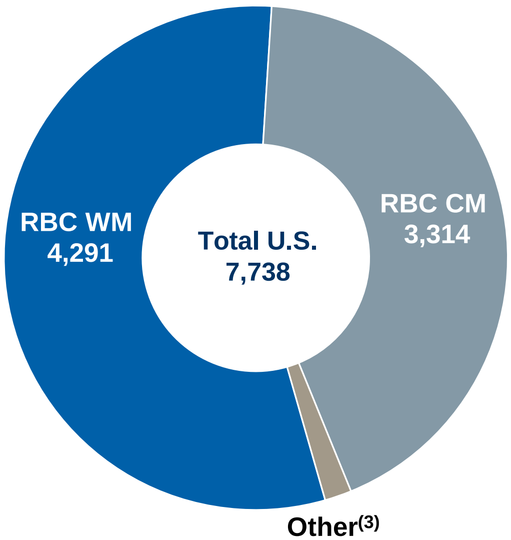


(1) These figures (in 000s) represent the 90-Day Active customers in Canadian Banking only and are spot values. (2) Digital Adoption rate calculated using 90-day active users. (3) These figures (in 000s) represents the total number of application logins using a mobile device. (4) Financial transactions only.

U.S. operations

U.S. Operations Revenue (US$ millions)(1)

Last 12 months ended October 31, 2018



U.S. Operations Condensed Income Statement

US$ millions (unless otherwise stated)	Q4 2017	Q1 2018(2)	Q2 2018	Q3 2018	Q4 2018
Revenue	1,752	2,055	1,734	1,915	1,833
Provision For Credit Loss	(27)	5	(27)	23	29
Net Income	**389**	**353**	**382**	**400**	**366**
Adjusted Net Income(4)	418	365	411	412	365
Net Income (C$ millions)	492	441	491	521	477
Adj. Net Income (C$MM)(4)	528	458	528	536	476

Q4/2018 Highlights

- U.S. geographic earnings down 6% YoY largely due to higher PCL as the prior year included recoveries
- The U.S. represented 23% of total bank revenue in the last 12 months(1) (5)
  - Revenue up 5% YoY, but down 4% QoQ
- The U.S. represented 17% of total bank earnings in the last 12 months, up from 15% a year ago(1) (5)
  - Results this quarter include a US$31MM tax benefit associated with our U.S. tax filings
- Strong U.S. credit quality with PCL ratio on loans of 17 bps

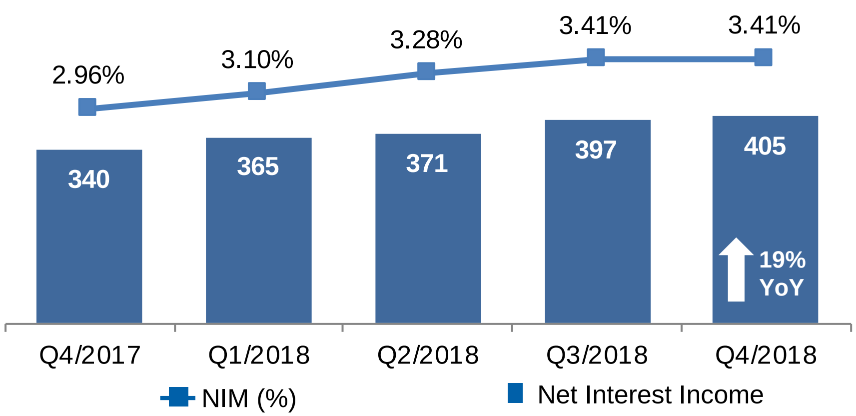
 (1) Excludes Corporate Support. Revenue is on a Tax Equivalent Basis (TEB). These are a non-GAAP measures. For more information, see slide 32. (2) Results include US$142MM/C$178MM charge for U.S. Tax Reform in Q1/2018. (3) Other Revenue includes U.S. portions of U.S. Banking, Insurance and I&TS. (4) Adjusted net income for every quarter excludes CNB's amortization of intangibles and integration costs, which were US$30MM/C$39MM after-tax (US$41MM/C$53MM before-tax) in Q4/2018. Q1/2018 excludes a US$19MM/C$23MM after-tax (US$27MM/C$33MM before-tax) favourable accounting adjustment related to CNB. Q3/2018 excludes a US$20MM/C$26MM after-tax (US$30MM/C$40MM before-tax) gain related to the sale of a mutual fund product and transfer of its associated team. Q4/2018 excludes a US$31MM/C$41MM tax benefit associated with our U.S. tax filings. These are non-GAAP measures. For more information, see slide 32. (5) Based on C$ figures.

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

U.S. Wealth Management (including CNB)(1)

US$ millions (unless otherwise stated)	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018
Revenue	992	1,100	977	1,101	1,031
Provision For Credit Loss	1	-	(14)	2	2
Expenses	806	855	793	863	845
Net Income	**135**	**196**	**165**	**202**	**180**
Adjusted Net Income(2)	**164**	**208**	**194**	**214**	**187**
AUA ($BN)	343.2	368.1	357.3	375.2	367.1
AUM ($BN)	92.3	99.5	98.2	103.9	102.9
CNB Loans ($BN)	29.8	30.7	32.0	33.1	33.6
CNB Deposits ($BN)	41.9	42.5	42.0	41.7	42.2
CNB Net Income	**79**	**114**	**111**	**134**	**126**

CNB NIM and Net Interest Income (US$ millions)



Q4/2018 Highlights (US$)

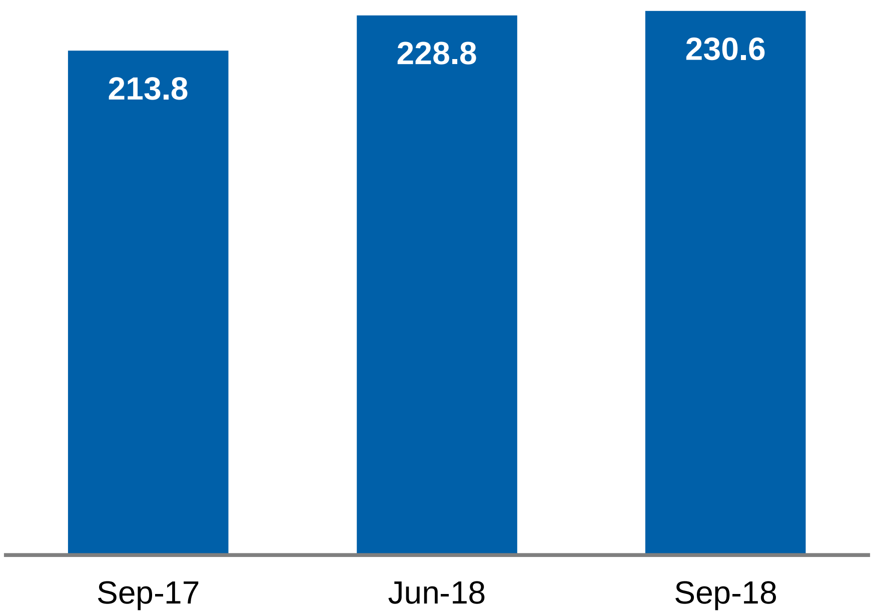
- Net income up 33% YoY, or up 14% on an adjusted basis(2)
- Credit quality remains strong
  - CNB represents the substantial portion of U.S. Wealth Management's net interest income and PCL
- Higher costs related to business growth and technology initiatives as we continue to invest in our U.S. growth strategy, and higher spend to meet enhanced regulatory and compliance needs
- Higher average fee-based client assets reflecting net sales and market appreciation
  - AUM growth of 11% YoY
  - AUA growth of 7% YoY
- Higher net interest income (up 19% YoY) reflecting strong volume growth and the impact of higher U.S. interest rates
  - Strong double-digit loan growth of 13% YoY at CNB
- On a YoY basis, NIM benefitted from U.S. rate increases; however, QoQ NIM was stable as rate impact was offset by margin pressure on deposits as a result of rate hikes and competitive pricing pressures

(1) All balance sheet figures represent average balances. (2) Adjusted net income for every quarter exclude CNB's amortization of intangibles and integration costs, which were US$30MM after-tax (US$41MM before-tax) in Q4/2018. Q1/2018 excludes a US$19MM after-tax (US$27MM before-tax) favourable accounting adjustment related to City National. Q3/2018 excludes a US$20MM after-tax (US$30MM before-tax) gain related to the sale of a mutual fund product and transfer of its associated team. Q4/2018 excludes a US$23MM tax benefit associated with our U.S. tax filings. These are non-GAAP measures. For more information, see slide 32.

Stable growth in Canadian retail assets under management

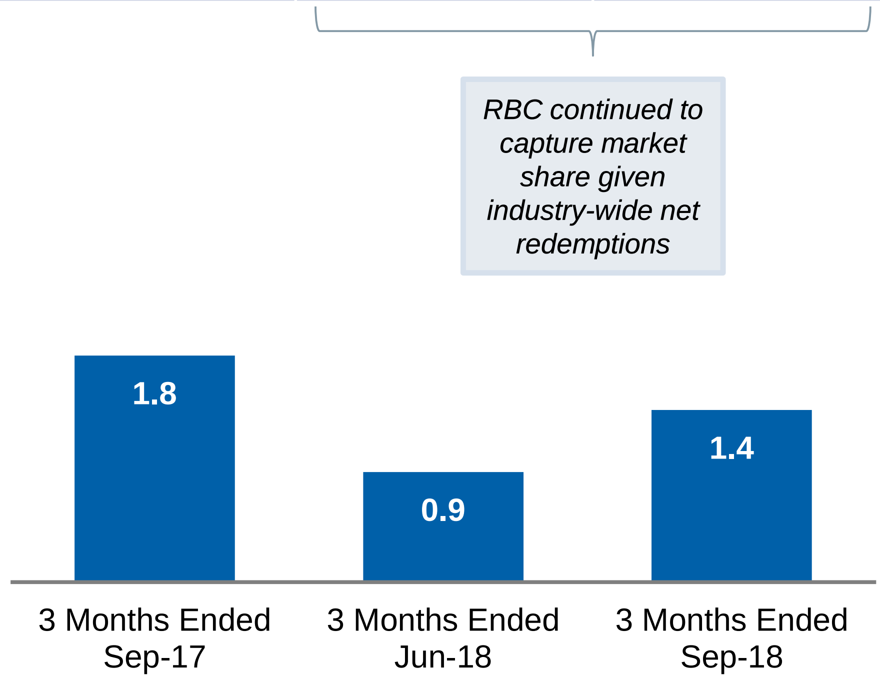
Assets Under Management ($ billions)

All-in Market Share[1]		
15.0%	15.1%	15.1%



Net Sales ($ billions)

All-in Market Share[1]		
24.4%	NMF[2]	NMF[2]

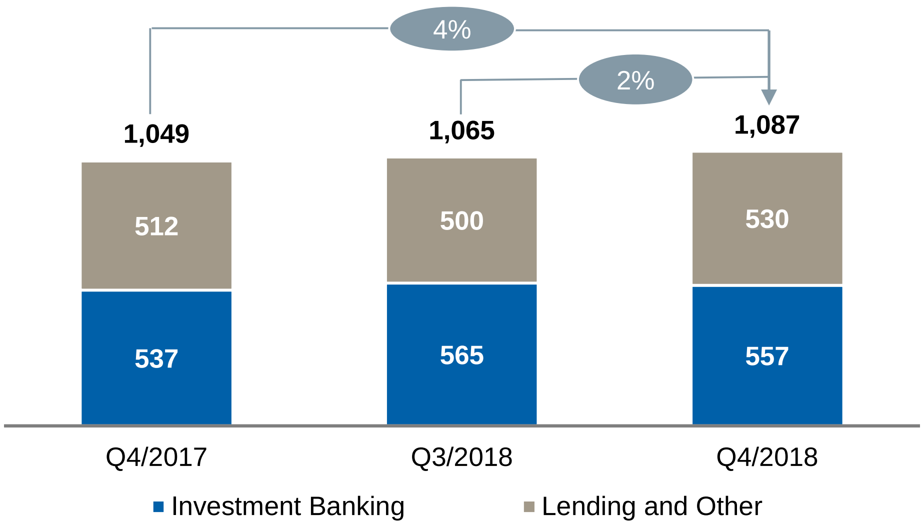


- RBC Global Asset Management (GAM) ranks #1 in market share by AUM with 15.1% of all-in[1] share; amongst the bank fund companies, RBC has market share of 33.0%
- RBC GAM captured 41.6% of total industry net sales for the past 12 months[1]

(1) Investment Funds Institute of Canada (IFIC) as at September 2018 and RBC reporting. Comprised of long-term funds and money market funds. (2) Not meaningful.

Capital Markets revenue breakdown by business

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



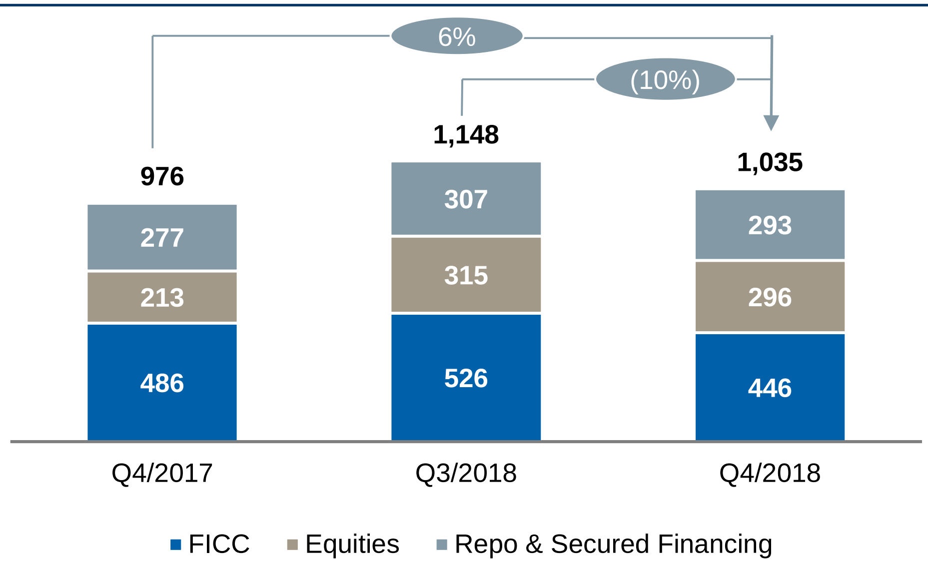
YoY:

- Higher advisory fees, largely in Canada and Europe
- Increased lending revenue primarily in Europe and the U.S.
- Partially offset by lower municipal banking activity in the U.S., higher investment gains in the prior year and lower debt origination in North America

QoQ:

- Higher lending revenue in the U.S. and Europe
- Increased municipal banking activity in the U.S.
- Partially offset by lower loan syndication in the U.S. and Europe, and lower equity origination in Canada and Europe

Global Markets Revenue Breakdown by Business ($ millions)



YoY:

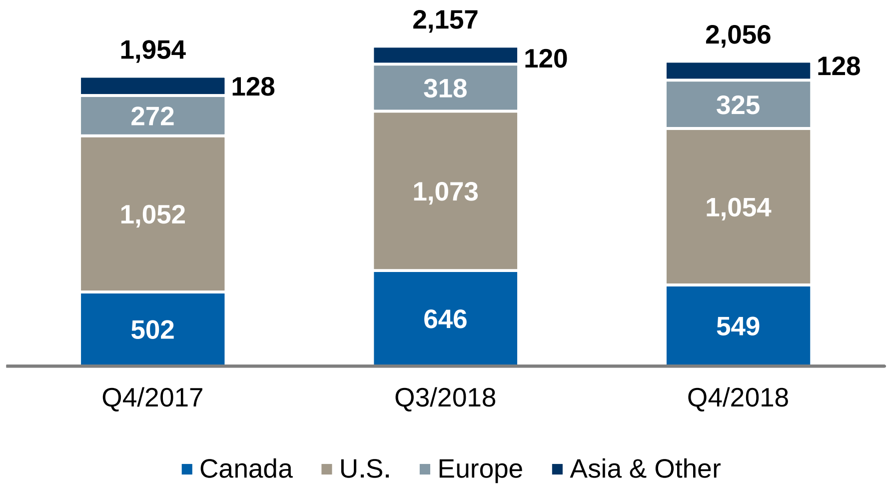
- Strong equities trading in North America
- Higher gains from the disposition of certain securities
- Increased commodities trading across all regions
- Higher equity origination in the U.S.
- Partially offset by softer fixed income trading mainly in the U.S., and lower debt origination in North America

QoQ:

- Lower fixed income and FX trading across all regions
- Lower equity origination mainly in Canada
- Partially offset by higher gains on the disposition of certain securities

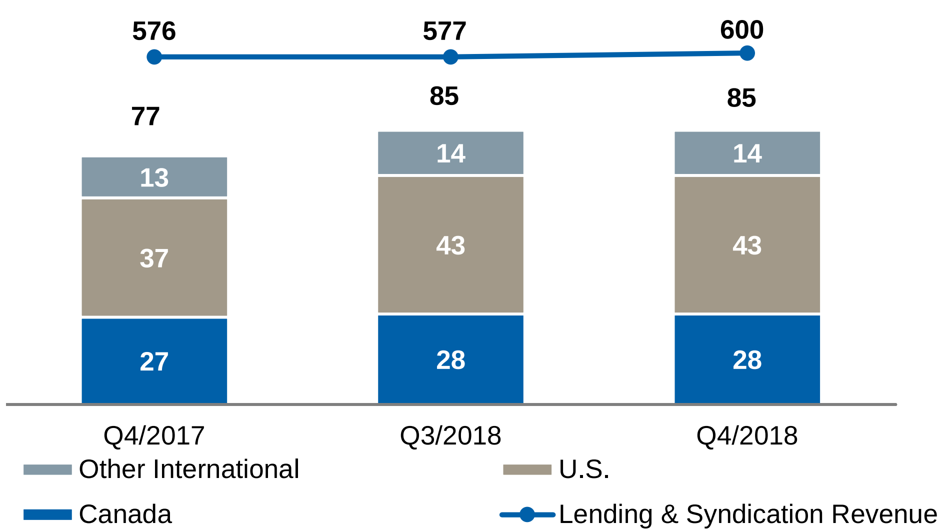
Capital Markets revenue and loan breakdown by geography

Capital Markets Revenue Breakdown by Geography ($ millions)



- **Canada:** Up YoY driven by strong equities trading and increased M&A fees, partially offset by lower lending revenue and debt origination
- **U.S.:** Up YoY due to strong equities trading, higher equity origination and higher lending revenue, partially offset by lower fixed income trading, lower municipal banking activity, lower debt origination and lower loan syndication
- **Europe:** Up YoY due to strong lending revenue, higher M&A fees and higher fixed income trading, partially offset by lower equity origination and lower equities trading
- **Asia & Other:** Flat YoY including strong M&A fees and higher lending revenue, partially offset by softer equities and fixed income trading

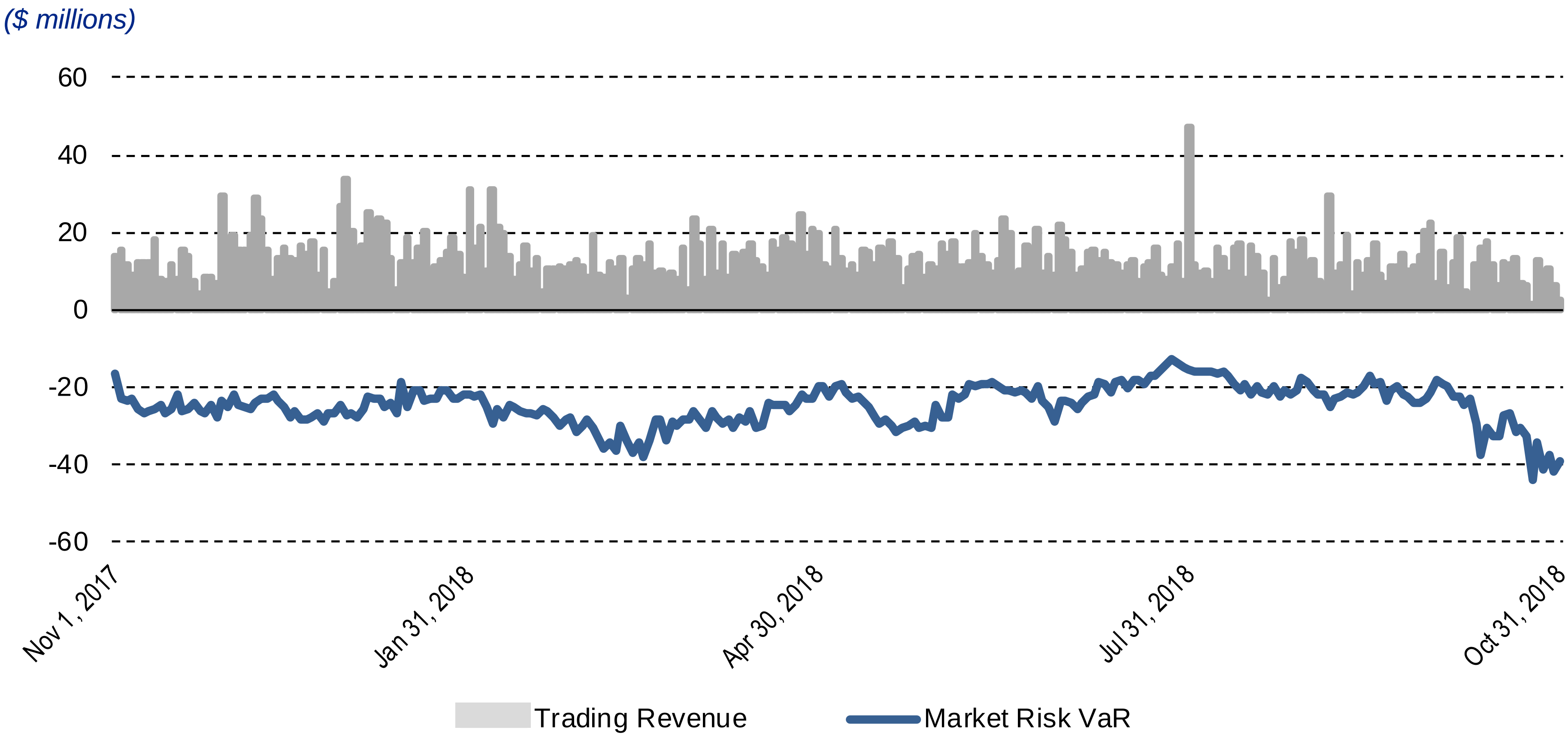
Capital Markets Lending & Syndication Revenue ($ millions) & Average Loans Outstanding by Region [(1)] ($ billions)



- Continue to deepen and optimize client relationships
- Diversification driven by strict limits on a single name basis, country, industry and product levels across all businesses, portfolios, transactions and products
- Consistent lending standards throughout the cycle
- Approximately 64% of our total Capital Markets exposure[(2)] is investment grade

(1) Average loans outstanding includes wholesale loans, acceptances, and off balance sheet letters of credit and guarantees for our Capital Markets portfolio, on single name basis. Excludes mortgage investments, securitized mortgages and other non-core items. This is a non-GAAP measure. For more information, see slide 32. (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 and the year, there were no days with net trading losses
- Client driven activity in volatile equity derivative markets contributed to the higher Value at Risk (VaR) and Stressed VaR (SVaR) observed in October

Specified items impacting 2017 and 2018 results

Moneris Gain on Sale ($ millions, except for EPS 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

(1) Personal & Commercial Banking and Canadian Banking. (2) These are non-GAAP measures. For more information, see slide 32.

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 Corporate Support, results excluding our share of a gain related to the sale of the U.S. operations of Moneris Solutions Corporation (Moneris gain on sale), results excluding the gain related to the reorganization of Interac, Capital Markets average loans and acceptances excluding certain items, revenue net of Insurance fair value change of investments backing our policyholder liabilities, City National adjusted net income, 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 2018 Annual Report.

Definitions can be found under the “Glossary” sections in our Q4 2018 Supplementary Financial Information and our 2018 Annual Report.

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