Banking: Caribbean and the Bahamas

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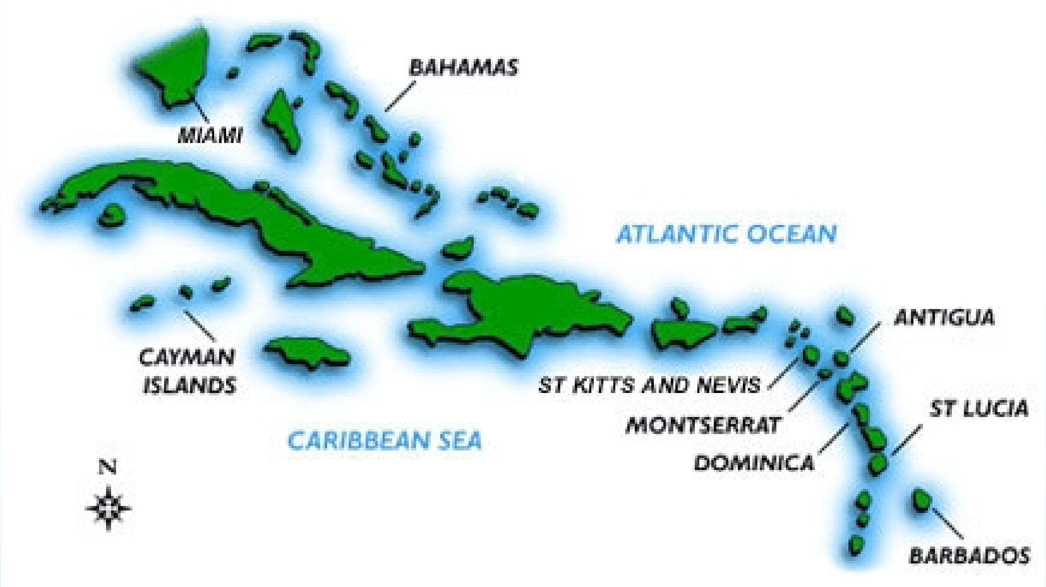
Substantial Caribbean footprint



- 48 branches, 62 ATMs in 8 countries in English Caribbean
- Share of Caribbean NIBT
  - Bahamas 64%
  - Barbados 17%
  - Cayman Islands 11%
  - Eastern Caribbean 8%
- 1200 Employees

Solid competitive position

RBC has -

- **2nd or 3rd position in most of our markets; and**
- **High returns relative to competitors;**

Enabling us to maintain or grow our presence in the Caribbean and the Bahamas

RBC Caribbean Banking Loan & Deposits Market Share

	Bahamas	Barbados	Cayman	St. Kitts	Antigua	St. Lucia	Dominica	Montserrat
Loans	26%	13%	15%	9%	7%	8%	13%	6%
Deposits	29%	21%	20%	8%	6%	9%	17%	42%

Clear focus on success

Right vision → Leverage our local market knowledge to offer a superior full service banking experience

Right strategy → Pursue –
- Organic growth of client base
- Cross sell to existing clients
- Introduction of new products (i.e. Personal insurance)
- Partnerships with indigenous banks outside of existing footprint
- Acquisition of small indigenous banks

Right market knowledge → 100 year knowledge of region with specific local (country) knowledge developed from being an integral part of the community

Right business model →
- Longevity of business operation
- Healthy cash flows
- High ROE

Outlook

Market Growth	▪ Positive for the next two years ▪ 2-5% in 2005 for region ▪ 4-5% for Bahamas
Competition & Consolidation	Market is relatively consolidated – top 5 banks in English Caribbean account for approximately 80% of the market. Indigenous banks expanding across the region.
Growth Opportunities	▪ Organic growth ▪ Increase sales of creditor insurance ▪ Small acquisitions within our footprint ▪ Selected partnerships with banks outside of current footprint
Our Approach Going Forward	▪ **Measured growth, while selectively exploring partnerships and acquisitions**