

# RBC at a Glance – Q2/2017



## Company Overview

- Canada's largest bank by market capitalization<sup>(1)</sup> with broad leadership in financial services
- One of North America's leading diversified financial services companies
- Top 15 bank globally based on market capitalization<sup>(1)</sup>, with operations in 37 countries
- ~80,000 employees with more than 16 million clients worldwide

(1) As at April 30, 2017.

## Strategic Goals

Canada	To be the undisputed leader in financial services
U.S.	To be the preferred partner to corporate, institutional and high net worth clients and their businesses
Global	To be a leading financial services partner valued for our expertise

## Financial Highlights

### Key Balance Sheet Items

\$ billions	Q2/2017	Q1/2017
Assets	1,202.9	1,161.8
Loans (net of allowance)	532.3	522.0
Deposits	785.6	757.5

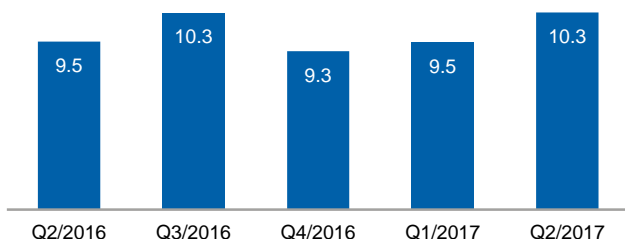
### Key Ratios<sup>(2)</sup>

	Q2/2017
Common Equity Tier 1 Ratio	10.6%
Liquidity Coverage Ratio	123%
Leverage Ratio	4.3%

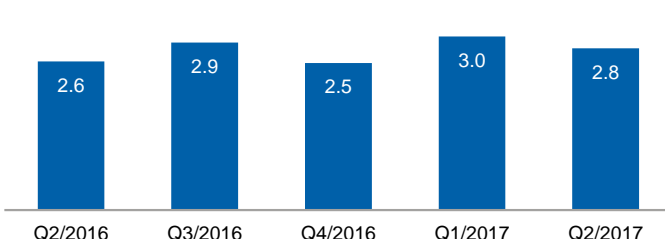
### Credit Ratings<sup>(3)</sup>

Moody's	S&P	DBRS	Fitch
A1	AA-	AA	AA
Negative	Negative	Negative	Negative

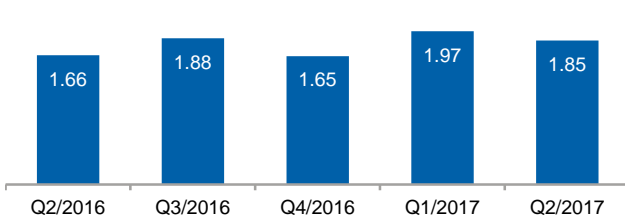
### Revenue<sup>(4)</sup> (\$ billions)



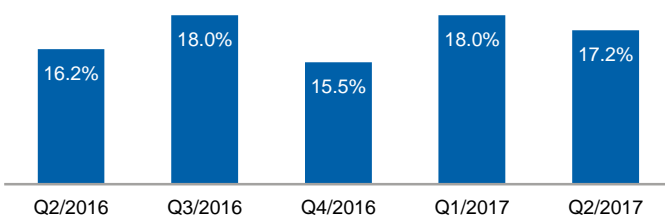
### Net Income<sup>(4)</sup> (\$ billions)



### Diluted Earnings per Share<sup>(4)</sup> (\$)



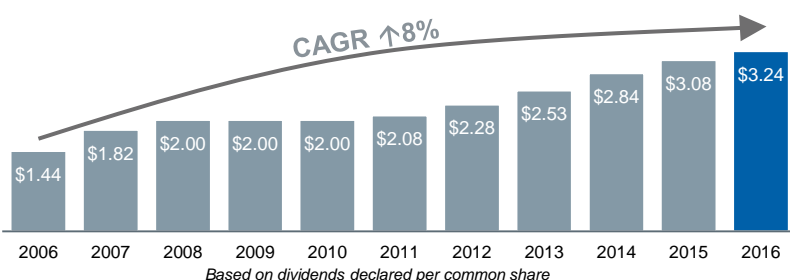
### Return on Equity (ROE)<sup>(4)(5)</sup>



(2) CET1 ratio and Leverage ratio calculated on an "All-In" Basel III basis. CET1 ratio calculated to include all regulatory adjustments required by 2019 retaining the phase-out rules of non-qualifying capital. (3) Based on senior long-term debt ratings as at May 24, 2017. (4) For reconciliation of adjusted earnings, refer to page 3 in the Q2/2017 Supplementary Financials. (5) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For further information, refer to the Key performance and non-GAAP measures section of our Q2/2017 Report to Shareholders.

## Shareholder Performance

- RBC announced a quarterly dividend of \$0.87 per share
- Q2/2017 payout ratio: 47% was in line with our target of 40-50%



Market capitalization (US\$ billions) <sup>(6)</sup>	100
Annualized TSR (3 and 5-years) <sup>(6)(7)</sup>	
RBC	13% / 15%
Peer average	10% / 14%
Current quarterly dividend (\$)	0.87
Dividend yield <sup>(6)</sup>	3.6%
Ticker symbol	RY
Stock exchanges	TSX / NYSE

(6) As at April 30, 2017.

(7) Based on the global peer group approved by our Board of Directors. For the list of peers, please refer to our 2016 Annual Report. Annualized TSR is calculated based on the TSX common share price appreciation plus reinvested dividend income.

All information is presented in Canadian dollars and is based on International Financial Reporting Standards (IFRS), and as at April 30, 2017 unless otherwise indicated.

# RBC at a Glance – Q2/2017



## Business Segments Overview

<b>Personal &amp; Commercial Banking</b>	<p><b>The financial services leader in Canada with a presence in the Caribbean and the U.S.</b></p> <ul style="list-style-type: none"> <li>RBC is the market leading retail bank in Canada; ranked 'Best Global Retail Bank of the Year' and 'Best Branch Strategy'<sup>(1)</sup>, 'Highest in Customer Satisfaction Among the Big Five Retail Banks'<sup>(2)</sup>, and 'World's Best Global Bank for Consumer Banking'<sup>(3)</sup></li> <li>2<sup>nd</sup> largest bank by assets in English Caribbean, serving over 1MM clients in 17 countries and territories</li> <li>U.S. cross-border banking for Canadian clients through online channels</li> <li>Broad suite of products and financial services to individual and business clients</li> </ul>
<b>Wealth Management</b>	<p><b>A leading global wealth and asset manager</b></p> <ul style="list-style-type: none"> <li>Top 50 global wealth manager by assets<sup>(4)</sup></li> <li>#1 in Canada – Largest fund company<sup>(5)</sup> and leader in high net worth market share<sup>(6)</sup></li> <li>Enhancing global solutions and capabilities; City National accelerates growth in the U.S.</li> <li>Investment, trust, banking, credit and other wealth management and asset management solutions</li> </ul>
<b>Insurance</b>	<p><b>A market leader with a broad suite of products and strong distribution</b></p> <ul style="list-style-type: none"> <li>Canadian market leader and among the fastest growing insurance organizations in the country<sup>(7)</sup></li> <li>Wide range of life, health, home, auto, travel and wealth accumulation solutions to individual and group clients across Canada, and offer reinsurance solutions for clients globally</li> </ul>
<b>Investor &amp; Treasury Services</b>	<p><b>A leading global asset servicer with an integrated client offering</b></p> <ul style="list-style-type: none"> <li>Specialist provider of asset services, custody, payments and treasury services for financial and other institutional investors worldwide</li> <li>Leading provider of Canadian dollar cash management, correspondent banking and trade finance for financial institutions<sup>(8)</sup></li> <li>Funding and liquidity management for RBC</li> </ul>
<b>Capital Markets</b>	<p><b>A premier North American investment bank with select global reach in Europe and Asia-Pacific</b></p> <ul style="list-style-type: none"> <li>9<sup>th</sup> largest global investment bank<sup>(9)</sup>; Best Investment Bank in Canada across Equity, Debt and M&amp;A for 9<sup>th</sup> consecutive year<sup>(10)</sup></li> <li>Corporate lending, merger &amp; acquisition advisory, equity &amp; debt origination, sales &amp; trading, and research</li> </ul>

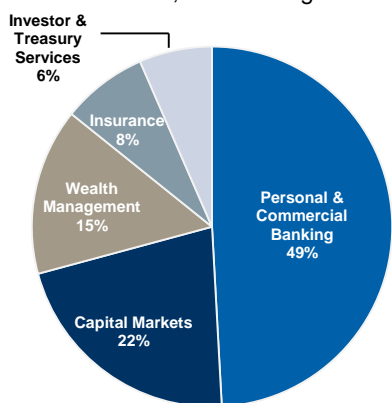
(1) Retail Banker International, 2017 (2) J.D. Power, 2016 (3) Global Finance, 2016 (4) Scorpio Partnership Global Private Banking KPI Benchmark, 2016 (5) Investment Funds Institute of Canada (IFIC), June 2016 and company data (6) Investor Economics, June 2016 (7) Company market share data (8) SWIFT Watch, August 2016 & Global Finance, 2016 (9) Thomson Reuters for the time period January 1-March 31, 2017 (10) Euromoney, 2016

## Financial Performance by Business Segment and Geography

(Latest 12 months ended April 30, 2017)

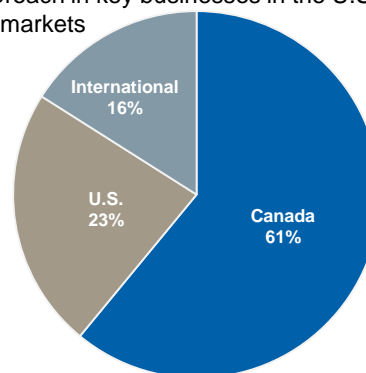
### Earnings by Business Segments<sup>(11)</sup>

- Diversified business mix, with leading client franchises



### Revenue by Geography<sup>(11)</sup>

- Almost two-thirds of revenue from Canada
- Strategic approach in key businesses in the U.S. and select international markets



(11) Excludes Corporate Support. These are non-GAAP measures. For additional information, refer to the 'Business segment results' and 'Results by geographic segment' sections of our 2016 Annual Report.

## Q2/2017 Financial Performance by Business Segments<sup>(12)</sup>

(\$ millions, unless otherwise noted)

	Personal & Commercial Banking	Wealth Management	Insurance	Investor & Treasury Services	Capital Markets
Revenue	\$3,750	Revenue \$2,427	Revenue \$1,448	Revenue \$608	Revenue \$2,117
Net income	\$1,360	Net income \$431	Net income \$166	Net income \$193	Net income \$668
ROE <sup>(13)</sup>	28.0%	ROE <sup>(13)</sup> 12.4%	ROE <sup>(13)</sup> 41.5%	ROE <sup>(13)</sup> 24.6%	ROE <sup>(13)</sup> 14.2%
		AUM (\$ billions) <sup>(14)</sup> \$609	Premiums & Deposits \$1,008	AUA (\$ billions) <sup>(14)</sup> \$4,111	

(12) As reported. (13) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For further information, refer to the Key performance and non-GAAP measures section of our 2016 Annual Report. (14) Represents period-end spot balances.

### RBC Investor Relations

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