

# RBC at a Glance – Q1/2016



## Company Overview

- Canada's largest bank by market capitalization<sup>(1)</sup> with broad leadership in financial services
- Top 20 bank globally based on market capitalization<sup>(1)</sup>, with operations in 39 countries
- Over 80,000 employees with more than 16 million clients worldwide
- Acquisition of City National Corp (NYSE: CYN) enhances our U.S. presence; closed on November 2, 2015

(1) As of February 22, 2016.

## Strategic Goals

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

## Financial Highlights

### Key Balance Sheet Items

\$ in billions	Q1/2016	Q4/2015
Assets	1,200.4	1,074.2
Loans	516.2	472.2
Deposits	769.6	697.2

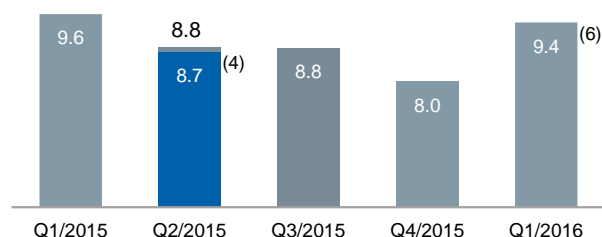
### Key Ratios<sup>(2)</sup>

	Q1/2016
Common Equity Tier 1	9.9%
Liquidity Coverage Ratio	122%
Leverage Ratio	4.0%

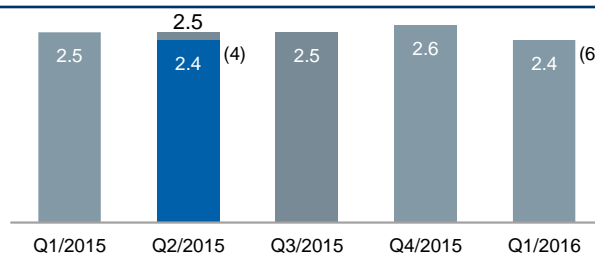
### Credit Ratings<sup>(3)</sup>

Moody's	S&P	Fitch	DBRS
Aa3	AA-	AA	AA
Negative	Stable	Negative	Negative

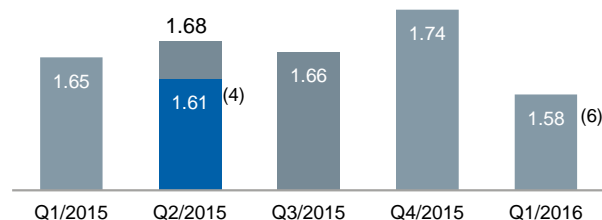
### Revenue (\$ billions)



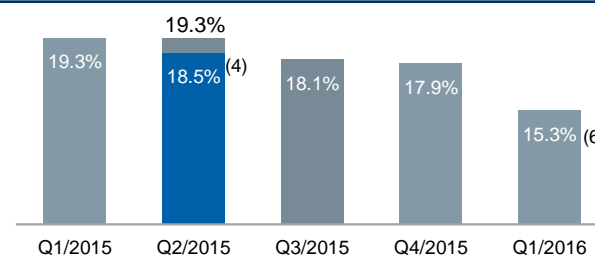
### Net Income (\$ billions)



### Diluted Earnings per Share



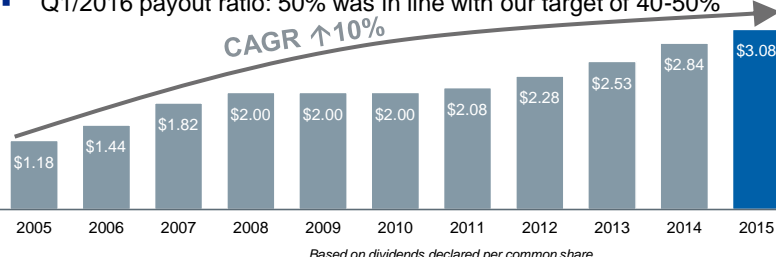
### Return on Equity (ROE)<sup>(5)</sup>



(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 February 22, 2016. (4) Adjusted for specified items which include a gain in Q2/2015 of \$108MM (before- and after-tax) from the wind-up of a U.S.-based funding subsidiary that resulted in the release of a foreign currency translation adjustment that was previously booked in other components of equity. Adjusted results are non-GAAP measures. For further information refer to the key information and non-GAAP measures section of our Q2 2015 Report to Shareholders. (5) ROE may 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 Q1 2016 Report to Shareholders. (6) Results reflect first quarter results on City National.

## Shareholder Performance

- RBC announced a quarterly dividend increase of \$0.02 or 3% to \$0.81 per share
- Q1/2016 payout ratio: 50% was in line with our target of 40-50%



Market capitalization (US\$ billions) <sup>(7)</sup>	77
Annualized TSR (3 and 5-years) <sup>(7)(8)</sup>	
RBC	10% / 11%
Peer average	11% / 9%
Current quarterly dividend (\$)	0.81
Dividend yield <sup>(7)</sup>	4.6%
Ticker symbol	RY
Stock exchanges	TSX / NYSE

(7) As at February 22, 2016.

(8) Based on the global peer group approved by our Board of Directors. For the list of peers, please refer to our Q1 2016 Quarterly Report to Shareholders. Annualized TSR is calculated based on the TSX common share price appreciation plus reinvested dividend income.

# RBC at a Glance – Q1/2016



## Business Segments Overview

<b>Personal &amp; Commercial Banking</b>	<p><b>The undisputed 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 leader and most profitable retail bank in Canada; named “Best Global Retail Bank” for the 2<sup>nd</sup> consecutive year and “Best Trade Finance Bank” for 4<sup>th</sup> consecutive year<sup>(1)</sup></li> <li>Second largest bank by assets in English Caribbean, with branches 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 5 global wealth manager by assets<sup>(2)</sup></li> <li>#1 in Canada – Largest fund company<sup>(3)</sup> and leader in high net worth market share<sup>(4)</sup></li> <li>Enhancing global solutions and capabilities</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>(5)</sup></li> <li>Life, health, home, auto, travel and wealth accumulation solutions as well as reinsurance solutions</li> </ul>
<b>Investor &amp; Treasury Services</b>	<p><b>A top 10 global custodian with an integrated client offering</b></p> <ul style="list-style-type: none"> <li>Leading specialist provider of global custody, fund administration and asset servicing to institutional investors worldwide</li> <li>Canadian leader in cash management, correspondent banking and trade finance for financial institutions</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>11<sup>th</sup> largest global investment bank<sup>(6)</sup>; Best Investment Bank in Canada across Equity, Debt and M&amp;A for 8<sup>th</sup> consecutive year<sup>(7)</sup></li> <li>Corporate lending, merger &amp; acquisition advisory, equity &amp; debt origination, sales &amp; trading, and research</li> </ul>

(1) 2015 Retail Banker International and 2016 Global Finance.

(2) Scorpio Partnership Global Private Banking KPI Benchmark 2015.

(3) Investment Funds Institute of Canada (IFIC) June 2015 and company data.

(4) Investor Economics, April 2015.

(5) Company data.

(6) Thomson Reuters Global Investment Banking Review.

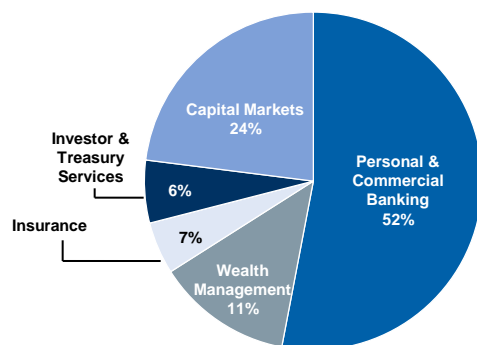
(7) Euromoney.

## Financial Performance by Business Segment and Geography

(Latest 12 months ended January 31, 2016)

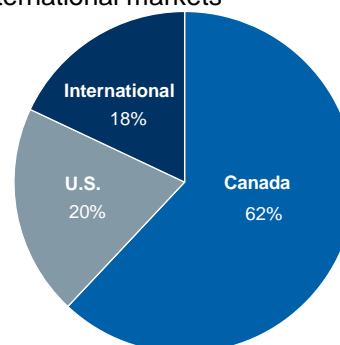
### Earnings by Business Segments<sup>(7)</sup>

- Diversified business mix, with leading client franchises



### Revenue by Geography<sup>(7)</sup>

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



(7) Excludes Corporate Support. These are non-GAAP measures. For additional information, refer to our the Business segment results and Results by geographic segment sections of our Q1 2016 Report to Shareholders.

## Q1/2016 Financial Performance by Business Segments<sup>(8)</sup>

(\$ millions, unless otherwise noted)

Personal & Commercial Banking		Wealth Management		Insurance		Investor & Treasury Services		Capital Markets	
Revenue	\$3,683	Revenue	\$2,087	Revenue	\$1,159	Revenue	\$550	Revenue	\$1,980
Net income	\$1,290	Net income	\$303	Net income	\$131	Net income	\$143	Net income	\$570
ROE	26.9%	ROE	8.9%	ROE	32.4%	ROE	15.9%	ROE	12.3%
		AUM (\$ billions) <sup>(9)</sup>	\$556	Premiums &		AUA (\$ billions) <sup>(9)</sup>	\$3,807		
		AUA (\$ billions) <sup>(9)</sup>	\$778	Deposits	\$1,214				

(8) As reported. (9) Represents period-end spot balances.

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