

# RBC at a Glance – Q2/2014



## Company Overview

- Canada's largest bank by market capitalization<sup>(1)</sup> with broad leadership in financial services
- A leading diversified financial services company in North America
- 12<sup>th</sup> largest bank globally based on market capitalization<sup>(1)</sup>, with operations in 44 countries
- ~79,000 full- and part-time employees
- More than 16 million clients worldwide

(1) As of May 20, 2014.

## Strategic Goals

Canada	Global	Targeted Markets
To be the undisputed leader in financial services	To be a leading provider of capital markets, investor & wealth management solutions	To be a leading provider of select financial services complementary to our core strengths

## Financial Highlights

### Key Balance Sheet Items

\$ in billions	Q2/2014	Q1/2014
Assets	895.9	904.7
Loans	423.3	417.6
Deposits	587.1	590.4

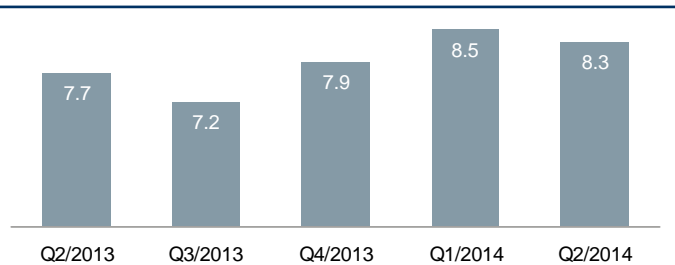
### "All-In" Basel III Capital Ratios<sup>(2)</sup>

	Q2/2014
Common Equity Tier 1	9.7%
Total Capital	13.2%

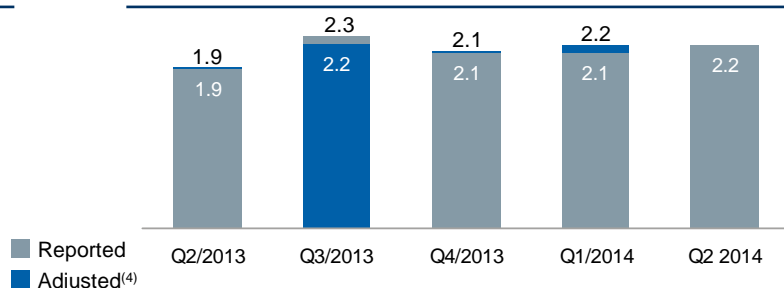
### Credit Ratings<sup>(3)</sup>

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

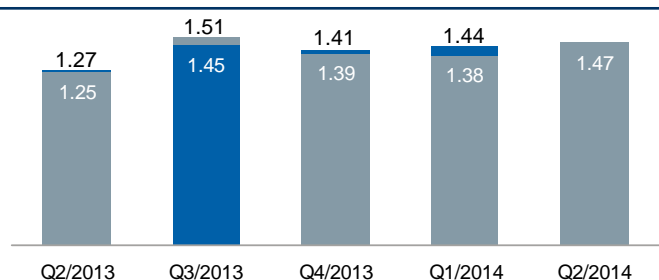
### Revenue (\$ billions)



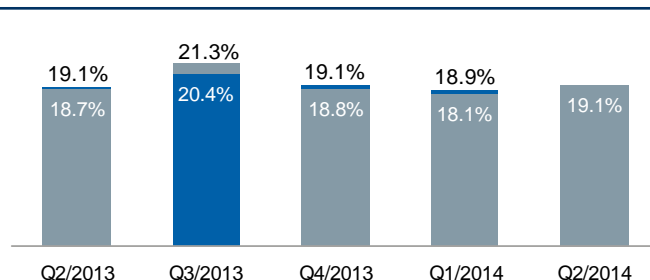
### Net Income<sup>(4)</sup> (\$ billions)



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



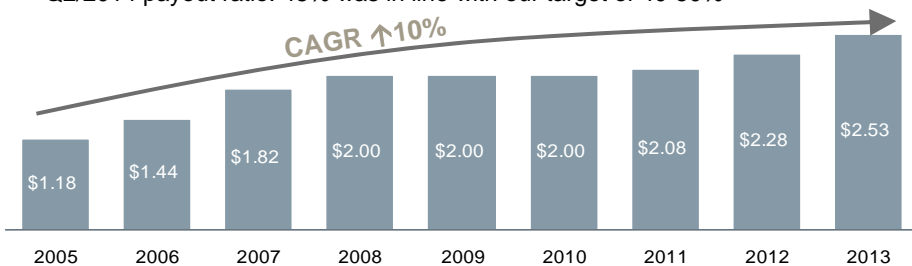
### Return on Equity (ROE)<sup>(4)(5)</sup>



(2) Capital calculated to include all regulatory adjustments that will be required by 2019 but retaining the phase-out rules of non-qualifying capital. (3) Based on senior debt ratings. (4) Adjusted for specified items which include the loss of \$60 MM (before and after-tax) related to the sale of RBC Jamaica in Q1/2014, a provision of \$40 MM (\$32 MM after-tax) in Q1/2014 and \$40 MM (\$31 MM after-tax) in Q4/2013 related to post-employment benefits and restructuring charges in the Caribbean, an income tax adjustment (\$90 MM) in Q3/2013 and a restructuring charge of \$44 MM (\$31 MM after-tax) related to the integration of Investor Services in Q2/2013. These are non-GAAP measures. See Reports to Shareholders for each specified period for additional information. (5) ROE may not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions.

## Shareholder Performance

- Q2/2014 payout ratio: 48% was in line with our target of 40-50%



Dividends declared per common share.

Note: Announced a 6% dividend increase (\$0.04/share) in February 2014.

Market capitalization (US\$ billions) <sup>(6)</sup>	97.1
Annualized TSR (3 and 5-years) <sup>(6)(7)</sup>	
RBC	11% / 15%
Peer average	9% / 11%
Current quarterly dividend	\$0.71
Dividend yield <sup>(6)</sup>	3.8%
Ticker symbol	RY
Stock exchanges	TSX / NYSE

(6) As of May 20, 2014.

(7) Based on the global peer group approved by our Board of Directors. For the list of peers, please refer to our 2013 Annual Report to Shareholders.

All information is presented in Canadian dollars and is based on International Financial Reporting Standards (IFRS), and as at April 30, 2014 unless otherwise indicated.

# RBC at a Glance – Q2/2014



## Business Segments Overview

<b>Personal &amp; Commercial Banking</b>	<p><b>The Canadian market leader continuing to gain profitable market share</b></p> <ul style="list-style-type: none"> <li>RBC is the market leader and largest by assets and most profitable retail bank in Canada; named “Best Retail Bank in North America” for 2<sup>nd</sup> consecutive year<sup>(1)</sup></li> <li>Second largest bank by assets in English Caribbean, with branches in 19 countries and territories<sup>(2)</sup></li> <li>U.S. cross-border banking for Canadian clients, through online channels, and U.S. Wealth Management clients</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 asset manager and second fastest growing asset manager, having more than doubled AUM from 2007 to 2013<sup>(3)</sup></li> <li>Ranked #1 in Canada in both retail asset management<sup>(4)</sup> and high net worth market share<sup>(5)</sup></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 in living benefits and one of Canada’s largest bank-owned insurance companies</li> <li>Achieved highest ever marks for “Likelihood to Recommend” and “Ease of Doing Business”<sup>(6)</sup></li> <li>Life, health, home, auto, travel, 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</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 leading North American investment bank with select global reach</b></p> <ul style="list-style-type: none"> <li>10<sup>th</sup> largest by global investment bank fees<sup>(7)</sup></li> <li>Best Investment Bank in Canada across Equity, Debt and M&amp;A for 6<sup>th</sup> consecutive year<sup>(8)</sup></li> <li>Corporate &amp; investment banking, equity &amp; debt origination and distribution, and structuring &amp; trading</li> </ul>

(1) 2013 Global Finance Magazine.

(2) Includes RBC Jamaica (sale expected to close in Q3/2014).

(3) Pensions & Investments and Towers Watson 2013 Global Asset Manager Ranking Report.

(4) Investor Economics – April 2014.

(5) Investment Funds Institute of Canada – September 2013.

(6) Market Probe Canada.

(7) Thompson Reuters – 2013.

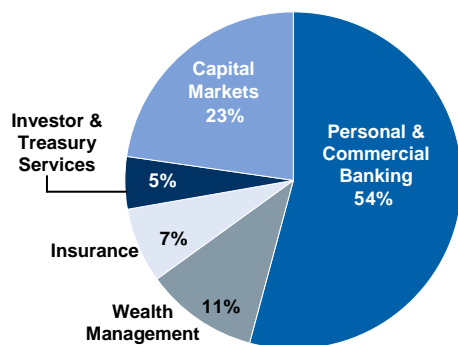
(8) Euromoney – 2013.

## Financial Performance by Business Segment and Geography

Latest 12 months ended April 30, 2014

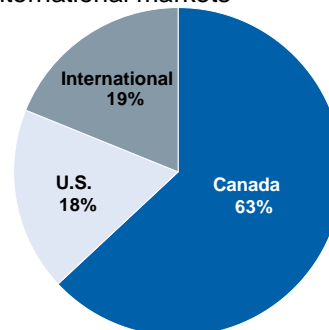
### Earnings by Business Segments<sup>(9)</sup>

- Diversified business mix, with the right balance of retail and wholesale



### Revenue by Geography<sup>(9)</sup>

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



(9) Excludes Corporate Support. These are non-GAAP measures. For additional information, refer to our Q2/2014 Report to Shareholders.

## Q2/2014 Financial Performance by Business Segments (\$ millions, unless otherwise noted)

Personal & Commercial Banking		Wealth Management		Insurance		Investor & Treasury Services		Capital Markets	
Revenue	\$3,306	Revenue	\$1,554	Revenue	\$1,125	Revenue	\$476	Revenue	\$1,872
Net income	\$1,115	Net income	\$278	Net income	\$154	Net income	\$112	Net income	\$507
ROE	30.5%	ROE	20.2%	ROE	42.1%	ROE	20.1%	ROE	14.5%
PCL ratio	0.27%	AUM (\$billion)	\$426	Premiums & Deposits	\$1,260	AUA (\$billion)	3,483		
		AUA (\$billion)	\$691						

### RBC Investor Relations

Phone: 416-955-7802  
 Email: [invesrel@rbc.com](mailto:invesrel@rbc.com)  
 Web site: [www.rbc.com/investorrelations](http://www.rbc.com/investorrelations)

### Main Transfer Agent - Computershare Trust Company of Canada

Phone: 1-866-586-7635  
 Email: [service@computershare.com](mailto:service@computershare.com)  
 Web site: [www.computershare.com](http://www.computershare.com)

### General Inquiries

Phone: 416-974-5151  
 Web site: [www.rbc.com/contactus](http://www.rbc.com/contactus)