

RBC at a Glance – Q3/2014



Company Overview

- Canada's largest bank by market capitalization⁽¹⁾ with broad leadership in financial services
- A leading diversified financial services company in North America
- 12th largest bank globally based on market capitalization⁽¹⁾, with operations in 42 countries
- ~79,000 full- and part-time employees
- More than 16 million clients worldwide

(1) As of August 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

\$ billions	Q3/2014	Q2/2014
Assets	913.9	895.9
Loans	432.3	423.3
Deposits	598.0	587.1

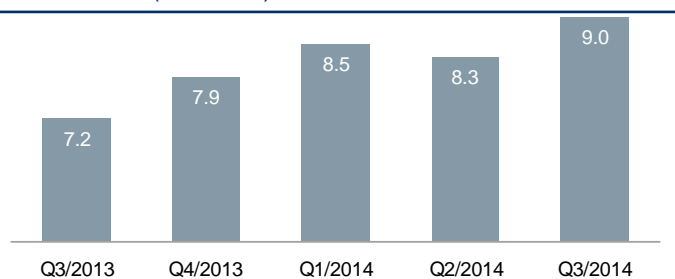
"All-In" Basel III Capital Ratios⁽²⁾

	Q3/2014
Common Equity Tier 1	9.5%
Total Capital	13.0%

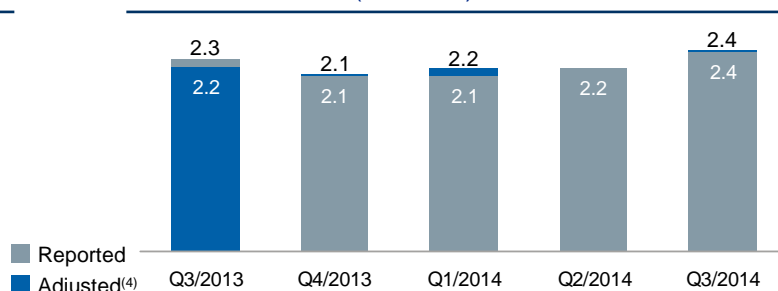
Credit Ratings⁽³⁾

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

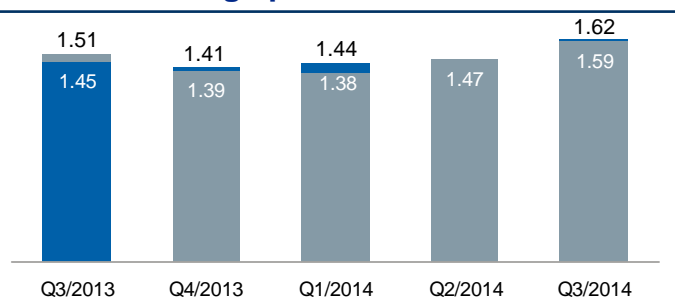
Revenue (\$ billions)



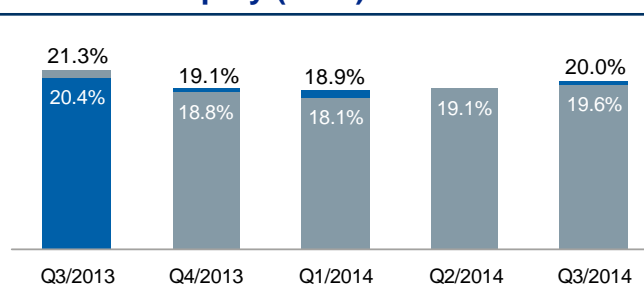
Net Income⁽⁴⁾ (\$ billions)



Diluted Earnings per Share⁽⁴⁾



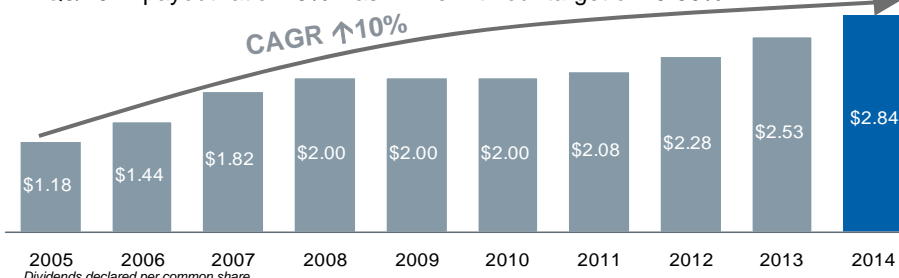
Return on Equity (ROE)⁽⁴⁾⁽⁵⁾



(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 \$100MM (before- and after-tax) related to the loss on sale of RBC Jamaica (\$40MM in Q3/2014 and \$60MM in Q1/2014); provisions of \$40MM (\$32MM after-tax) in Q1/2014 and \$40MM (\$31MM after-tax) in Q4/2013 related to post-employment benefits and restructuring charges in the Caribbean; an income tax adjustment of \$90MM in Q3/2013; and, a restructuring charge of \$44MM (\$31MM after-tax) related to the integration of Investor Services in Q3/2013. 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

- RBC announced a quarterly dividend increase of \$0.04 or 6% to \$0.75 per share
- Q3/2014 payout ratio: 45% was in line with our target of 40-50%



Dividends declared per common share

Market capitalization (US\$ billions) ⁽⁶⁾	107.0
Annualized TSR (3 and 5-years) ⁽⁶⁾⁽⁷⁾	
RBC	23% / 22%
Peer average	14% / 8%
Current quarterly dividend	\$0.71
Dividend yield ⁽⁶⁾	3.5%
Ticker symbol	RY
Stock exchanges	TSX / NYSE

(6) As of August 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 July 31, 2014 unless otherwise indicated.

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Business Segments Overview

Personal & Commercial Banking

The Canadian market leader continuing to gain profitable market share

- RBC is the market leader and largest by assets and most profitable retail bank in Canada; named “Best Global Retail Bank” and “Best Trade Finance Bank” for 2nd consecutive year⁽¹⁾
- Second largest bank by assets in English Caribbean, with branches in 18 countries and territories
- U.S. cross-border banking for Canadian clients, through online channels, and U.S. Wealth Management clients
- Broad suite of products and financial services to individual and business clients

Wealth Management

A leading global wealth and asset manager

- Top 50 global asset manager and second fastest growing asset manager, having more than doubled AUM from 2007 to 2013⁽²⁾
- Ranked #1 in Canada in both retail asset management⁽³⁾ and high net worth market share⁽⁴⁾
- Investment, trust, banking, credit and other wealth management and asset management solutions

Insurance

A market leader with a broad suite of products and strong distribution

- Canadian market leader in living benefits and one of Canada’s largest bank-owned insurance companies
- Achieved highest ever marks for “Likelihood to Recommend” and “Ease of Doing Business”⁽⁵⁾
- Life, health, home, auto, travel, wealth accumulation solutions as well as reinsurance solutions

Investor & Treasury Services

A top 10 global custodian with an integrated client offering

- Leading specialist provider of global custody, fund administration and asset servicing to institutional investors
- Canadian leader in cash management, correspondent banking and trade finance for financial institutions
- Funding and liquidity management for RBC

Capital Markets

A leading North American investment bank with select global reach

- 9th largest by global investment bank fees⁽⁶⁾
- Best Investment Bank in Canada across Equity, Debt and M&A for 7th consecutive year⁽⁷⁾
- Corporate & investment banking, equity & debt origination and distribution, and structuring & trading

(1) 2014 Retail Banker International.

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

(3) Investor Economics – April 2014.

(4) Investment Funds Institute of Canada – September 2013. (7) Euromoney – 2014.

(5) Market Probe Canada.

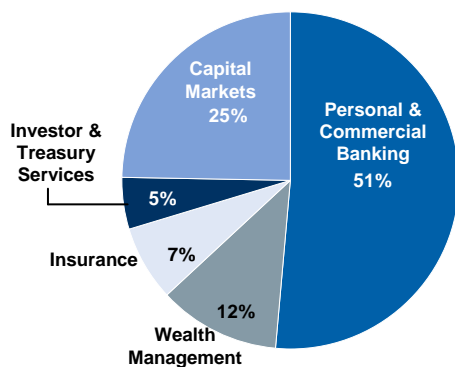
(6) Thompson Reuters – 2014.

Financial Performance by Business Segment and Geography

(Latest 12 months ended July 31, 2014)

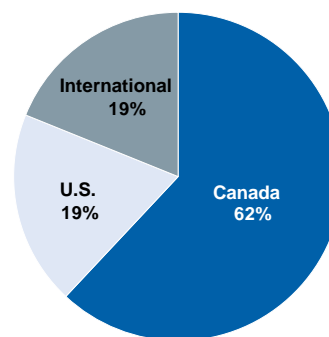
Earnings by Business Segments⁽⁸⁾

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



Revenue by Geography⁽⁸⁾

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



(8) Excludes Corporate Support. These are non-GAAP measures. For additional information, refer to our Q3/2014 Report to Shareholders.

Q3/2014 Financial Performance by Business Segments⁽⁹⁾ (\$ millions, unless otherwise noted)

Personal & Commercial Banking		Wealth Management		Insurance		Investor & Treasury Services		Capital Markets	
Revenue	\$3,454	Revenue	\$1,585	Revenue	\$1,383	Revenue	\$480	Revenue	\$2,185
Net income	\$1,138	Net income	\$285	Net income	\$214	Net income	\$110	Net income	\$641
ROE	29.4%	ROE	20.3%	ROE	53.2%	ROE	20.1%	ROE	16.9%
		AUM (\$ billions)	\$442	Premiums &		AUA (\$ billions)	\$3,546		
		AUA (\$ billions)	\$701	Deposits	\$1,310				

(9) As reported.

RBC Investor Relations

Phone: 416-955-7802
 Email: invesrel@rbc.com
 Web site: www.rbc.com/investorrelations

Main Transfer Agent - Computershare Trust Company of Canada

Phone: 1-866-586-7635
 Email: service@computershare.com
 Web site: www.computershare.com

General Inquiries

Phone: 416-974-5151
 Web site: www.rbc.com/contactus