

## Supplementary Financial Information

## Q4 2007

For the period ended October 31, 2007
(UNAUDITED)
For further information, please contact:

| Marcia Moffat | Head, Investor Relations | (416) 955-7803 | marcia.moffat@rbc.com |
| :--- | :--- | :--- | :--- |
| Amy Cairncross | Director, Investor Relations | $(416) 955-7809$ | amy.cairncross@rbc.com |
| Bill Anderson | Director, Investor Relations | $(416) 955-7804$ | william.anderson@rbc.com |

www.rbc.com/investorrelations

## Table of Contents

## Page

## Notes to Users

Key performance and Non-GAAP measures
Glossary
Financial Highlights
Consolidated Results
Statements of income
5 Revenue from trading activities
Non-interest expense
Other earnings measures and Defined operating leverage Goodwill

## Segment Details

Canadian Banking
Wealth Management
U.S. \& International Banking

Capital Markets
Corporate Support
Discontinued Operations

On- and Off-Balance Sheet
Balance sheets (period-end balances)
Selected average balance sheet items
Assets under administration and management
Statements of comprehensive income
Statements of changes in shareholders' equity Loan securitization

Page
Capital
Capital
Risk-adjusted assets

## Credit Quality

Loans and acceptances
Gross impaired loans
Provision for credit losses
Allowance for credit losses
Credit quality ratios
Calculation of ROE and RORC

## Notes to Users

The financial information in this document is in Canadian dollars and based on financial statements prepared in accordance with Canadian generally accepted accounting principles (GAAP), unless otherwise noted. This document is not audited and should be read in conjunction with our 2007 Annual Report to Shareholders and Quarterly Results slides for Q4 2007, the audited annual consolidated financial statements and accompanying Management's Discussion \& Analysis for the year ended October 31, 2007 and the Glossary on page 2 of this document. Effective October 31, 2006, RBC Mortgage Company disposed of substantially all its remaining assets and obligations and we no longer separately classify its results in our Consolidated Financial Statements. Results reported on a total consolidated basis are comparable to results from continuing operations for the corresponding prior periods. Certain comparative amounts have been reclassified to conform to the current period's presentations.

## U.S. GAAP

Commencing in Q3 2007, we have elected to no longer include a U.S. GAAP reconciliation in our unaudited Interim Consolidated Financial Statements on a quarterly basis. However, we will continue to include a U.S. GAAP reconciliation setting out the material differences between Canadian and U.S. GAAP in our annual audited Consolidated Financial Statements and in our unaudited Interim Consolidated Financial Statements for the six-month period ending April 30.

## Significant reporting changes made to this document in 04/0

On November 1, 2007, we implemented the International Convergence of Capital Measurement and Capital Standards: A Revised Framework, known as Basel II. In preparation for this implementation, we reclassified our loans as either Retail or Wholesale.

We have revised the assets under administration - RBC Dexia Investor Services (RBC Dexia IS) amount for 2006 to reflect the total assets under administration amount reported by our joint venture. We had previously disclosed only the total assets under custody amount related to RBC Dexia IS
We have revised our definitions of assets under administration and assets under management to better align them with our business-specific practices. This change did not impact the amounts reported in prior periods.
We reclassified certain amounts reported in Capital Markets from Interest income to Interest expense. There was no impact to Net interest income as a result of this reclassification
We reclassified certain amounts reported in Corporate Support related to interest settlements on swaps in fair value hedge relationships from Non-interest income to Net interest income. This reclassification did not impact results in prior years.

## Significant reporting changes made to this document in Q3/07

We reclassified certain deposits reported in Capital Markets and U.S. \& International Banking related to RBC Dexia IS, in accordance with the Q2 2007 business segment realignment. This reclassification did not impact the consolidated balance sheet.
We reclassified expenses related to internally developed software from Non-interest expense - Other to more specific Non-interest expense lines. All related comparative amounts have been updated to reflect this reclassification, which impacted the Corporate Support segment only and had no impact on total Non-interest expense.
The calculation of the P/E ratio has been revised and is now closing share price divided by diluted earnings per share. Previously the P/E ratio was calculated using the average of the high and low common share price for the period divided by diluted earnings per share.

## significant reporting changes made to this document in Q2/07

Effective February 7, 2007, our previous three business segments (RBC Canadian Personal and Business, RBC U.S. and International Personal and Business and RBC Capital Markets) were reorganized into four new business segments and renamed. The comparative results have been restated to conform with the new segment reorganization. For further details, refer to pages 8 12 and 25. Our four business segments are:
Canadian Banking comprises our domestic personal and business banking operations, certain retail investment businesses and our global insurance operations.
Wealth Management comprises businesses that directly serve the growing wealth management needs of affluent and high net worth clients in Canada, the U.S. and outside North America, and businesses that provide asset management and trust products. Previously, these businesses were reported in our RBC Canadian Personal and Business and RBC U.S. and International Personal and Business segments.
U.S. \& International Banking comprises our banking businesses outside Canada, including our banking operations in the U.S. and Caribbean. In addition, this segment includes our 50\% ownership in RBC Dexia IS. RBC Dexia IS was previously reported in our RBC Capital Markets segment.
Capital Markets comprises our global wholesale banking business which provides a wide range of corporate and investment banking, sales and trading, research and related products and services to corporations, public sector and institutional clients in North America and specialized products and services in select global markets.

## Significant reporting changes made to this document in Q1/07

## Impact of new financial instruments accounting standards

On November 1, 2006, we adopted three new accounting standards that were issued by the Canadian Institute of Chartered Accountants (CICA) related to financial instruments. These new standards, which have been applied prospectively, changed how we recognize and measure certain financial assets, financial liabilities and non-financial derivatives (financial instruments). For further details, refer to the Impact of the new financial instruments accounting standards section of our 2007 Annual Report and Notes 1 and 2 of our 2007 Consolidated Financial Statements.
As a result of implementing the new financial instruments accounting standards, certain financial instruments have been classified on a prospective basis within Securities from Investment to Trading. As a result, financial instruments that had previously been measured on an amortized cost basis are now being accounted for on a fair value basis.

## Net interest income reclassification

Certain amounts related to trustee services within Canadian Banking have been reclassified from Non-interest income - Investment management and custodial fees to Net interest income to better reflect their nature. The comparative amounts reflect the change.

Key performance and Non-GAAP measures
Management measures and evaluates the performance of our consolidated operations and each of our segments based on a number of different measures including net income and non-GAAP measures. For details, refer to How we measure and report our business segments in our 2007 Annual Report to Shareholders. We also include non-GAAP cash basis financial measures in this document which we believe provides investors with supplemental information that may be useful in comparing to other financial institutions. However, readers are cautioned that non-GAAP financial measures do not have any standardized meaning prescribed by GAAP and therefore may not be comparable to similar measures presented by other companies.

## Performance measures

Risk capital includes credit, market business and fixed assets risk capital.
Attributed capital (Economic capital)
An estimate of the amount of equity capital required to underpin risks. It is calculated by estimating the level of capital that is necessary to support our various businesses, given their risks, consistent with our desired solvency standard and credit ratings.

Unattributed capital
Unattributed capital represents common equity in excess of common equity attributed to our
business segments and is reported in the Corporate Support segment.

## Average risk capital

Calculated using methods intended to approximate the average of the daily risk capital balances for the period.
Return on risk capital (RORC)
Net income available to common shareholders divided by average risk capital. Refer to page 25 business segments RORC calculation. Business segment return on risk capital is calculated as net income segments $R$ arc calculation. Business segment return on risk capital is calculate

## Return on equity (ROE)

Business segment return on equity is calculated as net income available to common shareholders divided by average attributed capital for the period. Corporate Support also includes average unatributed capital. Refer to page 25 for calculation of ROE

## Non-GAAP measures

Cash basis measure
Cash basis measures such as cash net income, cash diluted earnings per share (EPS) and cash ROE are calculated by adding back to net income the after-tax amount of other intangibles
These non-cash charges do not deplete our cash reserves.
Defined operating leverage
Our defined operating leverage is defined as the difference between revenue growth rate (as adjusted) and non-interest expense growth rate (as adjusted). Revenue is based on a taxable equivalent basis, excluding
nel期 expense.

## Economic profit

 amortization of other intangibles, less a capital charge for use of attributed capital.

## Glossary

## Goodwill and intangibles

rests our net ivestment in goodwili and intangibles

## Taxable equivalent basis (teb)

Income from certain tax-advantaged sources are reported on a taxable equivalent basis (teb). Under this approach, revenue from tax-advantaged sources are grossed up, which currently includes only our Corresponding offset recorded in the provision for income taxes. We record teb adjustments in Capital Markets and record elimination adjustments in Corporate Support thereby generating the same after-ta net income as reported under GAAP.

Total trading revenue Total trading revenue is comprised of trading related revenue recorded in Net interest income and Noninterest income.

## Ratios

Capital ratios The percentage of risk-adjusted assets supported by capital, using the guidelines of the Office of the Superintendent of Financial Institutions Canada (OSFI) based on standards issued by the Bank for International Settlements and Canadian GAAP financial information

Efficiency ratio
Non-interest expense as a percentage of total revenue
$\frac{\text { Return on assets }}{\text { Net income divided by average assets. }}$

Return on common equity (ROE)
Net income available to common shareholders divided by average common equity for the period. Refer to page 25 for ROE calculation.
Assets under administration (AUA)
Assets administered by us which are beneficially owned by clients. Services provided in respect of assets und administration are of an administrative nature, including safekeeping, collecting investment income, settling purchase and sale transactions, and recordkeeping.

## Calculations

Average balances (assets, loans and acceptances, and deposits)
Calculated using methods intended to approximate the average of the daily balances for the period.

## Average common equity

Calculated as the average of the month-end common equity balances for the period. For the business segments, calculated using methods intended to approximate the average of the daily attributed capital for he period.

## Average earning assets

The average carrying value of deposits with banks, securities, assets purchased under reverse repurchase agreements and certain securities borrowed, and loans based on daily balances for the period.

## Capital charge

Calculated by multiplying the cost of capital by the amount of average common equity. The cost of capital is a proxy for the after-tax return that we estimate to be required by shareholders for the use of their capital. The cost of capital is regularly reviewed and adjusted from time to time based on prevailing marke

Market capitalization
End of period common shares outstanding multiplied by the closing common share price on the Toronto Stock Exchange.
Net interest margin (average assets)
Net interest income divided by average assets.
Net interest margin (average earning assets)
Net interest income divided by average earning assets.

## Net write-offs

.

## Risk-adjusted assets

Used in the calculation of risk-based capital ratios as defined by guidelines issued by the OSFI. The face value of assets is discounted using risk-weighting factors in order to reflect a comparable risk per dollar determining a credit equivalent amount, and then by applying appropriate risk-weighting factors.

Assets managed by us which are beneficially owned by clients. Services provided in respect of assets under
management include the selection of investments and the provision of investment advice. We have assets under management that are also administered by us and included in assets under administration.

| FINANCIAL HIGHLIGHTS <br> (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q107 | Q4/06 | Q3106 | Q2106 | Q106 | Q4105 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SELECTED INCOME STATEMENT INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses (PCL) | 263 | 178 | 188 | 162 | 159 | 99 | 124 | 47 | 103 | 791 | 429 | 455 | 346 |
| Insurance policyholder benefits, claims and acquisition expense | 637 | 343 | 677 | 516 | 611 | 627 | 619 | 652 | 740 | 2,173 | 2,509 | 2,625 | 2,124 |
| Non-interest expense (NIE) | 3,093 | 3,165 | 3,148 | 3,067 | 2,955 | 2,861 | 2,928 | 2,751 | 3,310 | 12,473 | 11,495 | 11,357 | 10,833 |
| Net income from continuing operations | 1,324 | 1,395 | 1,279 | 1,494 | 1,263 | 1,194 | 1,128 | 1,172 | 543 | 5,492 | 4,757 | 3,437 | 3,023 |
| Net income (loss) from discontinued operations |  |  |  |  | (1) | (17) | (10) | (1) | (21) |  | (29) | (50) | (220) |
| Net Income | 1,324 | 1,395 | 1,279 | 1,494 | 1,262 | 1,177 | 1,118 | 1,171 | 522 | 5,492 | 4,728 | 3,387 | 2,803 |
| Net income available to common shareholders | 1,300 | 1,369 | 1,257 | 1,478 | 1,236 | 1,164 | 1,107 | 1,161 | 515 | 5,404 | 4,668 | 3,349 | 2,772 |
| PROFITABILITY MEASURES |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earrings per share (EPS) - basic | \$1.02 | \$1.07 | \$0.99 | \$1.16 | \$0.97 | \$0.91 | \$0.86 | \$0.90 | \$0.40 | \$4.24 | \$3.65 | \$2.61 | \$2.14 |
| - diluted | \$1.01 | \$1.06 | \$0.98 | \$1.14 | \$0.96 | \$0.90 | \$0.85 | \$0.89 | \$0.39 | \$4.19 | \$3.59 | \$2.57 | \$2.11 |
| Return on common equity (ROE) ${ }^{1}$ | 23.0\% | 24.4\% | 23.5\% | 27.3\% | 23.9\% | 23.1\% | 23.0\% | 23.9\% | 10.6\% | 24.6\% | 23.5\% | 18.0\% | 15.6\% |
| Return on risk capital (RORC) ${ }^{1}$ | 35.8\% | 36.9\% | 35.2\% | 41.6\% | 37.3\% | 35.7\% | 35.7\% | 37.9\% | 17.3\% | 37.4\% | 36.7\% | 29.3\% | 24.6\% |
| Return on assets | 0.88\% | 0.94\% | 0.91\% | 1.06\% | 0.95\% | 0.92\% | 0.93\% | 0.97\% | 0.44\% | 0.95\% | 0.94\% | 0.76\% | 0.67\% |
| Return on risk-adjusted assets | 2.12\% | 2.21\% | 2.16\% | 2.45\% | 2.24\% | 2.14\% | 2.17\% | 2.28\% | 1.05\% | 2.23\% | 2.21\% | 1.77\% | 1.56\% |
| Efficiency ratio | 55.1\% | 57.8\% | 55.5\% | 53.8\% | 55.2\% | 55.0\% | 57.2\% | 55.5\% | 69.0\% | 55.5\% | 55.7\% | 59.2\% | 60.9\% |
| Continuing Operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share (EPS) - basic | \$1.02 | \$1.07 | \$0.99 | \$1.16 | \$0.97 | \$0.92 | \$0.87 | \$0.90 | \$0.42 | \$4.24 | \$3.67 | \$2.65 | \$2.31 |
| - diluted | \$1.01 | \$1.06 | \$0.98 | \$1.14 | \$0.96 | \$0.91 | \$0.86 | \$0.89 | \$0.41 | \$4.19 | \$3.61 | \$2.61 | \$2.28 |
| Return on common equity (ROE) ${ }^{1}$ | 23.0\% | 24.4\% | 23.5\% | 27.3\% | 23.6\% | 23.1\% | 22.9\% | 23.6\% | 10.9\% | 24.6\% | 23.3\% | 18.1\% | 16.8\% |
| Return on risk capital (RORC) ${ }^{1}$ | 35.8\% | 36.9\% | 35.2\% | 41.6\% | 37.3\% | 36.2\% | 36.1\% | 38.0\% | 18.1\% | 37.4\% | 37.0\% | 29.7\% | 26.5\% |
| Discontinued Operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share (EPS) - basic | - | - | - | \$0.00 | \$0.00 | (\$0.01) | (\$0.01) | \$0.00 | (\$0.02) | - | (\$0.02) | (\$0.04) | (\$0.17) |
| - diluted | - | - | - | \$0.00 | \$0.00 | (\$0.01) | (\$0.01) | \$0.00 | (\$0.02) |  | (\$0.02) | (\$0.04) | (\$0.17) |
| KEY RATIOS |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 5.2\% | 17.8\% | 15.3\% | 28.1\% | 146.2\% | 21.6\% | 23.2\% | 18.7\% | 0.0\% | 16.7\% | 39.7\% | 21.8\% | (4.1)\% |
| Diluted EPS growth ${ }^{2}$ - continuing operations | 5.2\% | 16.5\% | 14.0\% | 28.1\% | 134.1\% | 19.7\% | 22.9\% | 18.7\% | (21.2)\% | 16.1\% | 38.3\% | 14.5\% | 4.1\% |
| Revenue growth | 5.0\% | 5.3\% | 10.7\% | 14.9\% | 11.5\% | 5.6\% | 9.3\% | 3.9\% | 4.9\% | 8.8\% | 7.6\% | 7.8\% | 4.8\% |
| NIE growth | 4.7\% | 10.6\% | 7.5\% | 11.5 \% | (10.7)\% | 4.7\% | 10.0\% | 3.7\% | 21.1\% | 8.5\% | 1.2\% | 4.8\% | 6.6\% |
| Defined operating leverage ${ }^{1}$ | 2.0\% | 1.2\% | 1.7\% | 5.8\% | 3.1\% | 3.3\% | 4.3\% | (0.6)\% | 7.2\% | 2.6\% | 2.5\% | 7.5\% | (4.6)\% |
| Specific PCL to average net loans and acceptances ${ }^{3}$ | 0.41\% | 0.29\% | 0.35\% | 0.29\% | 0.29\% | 0.18\% | 0.26\% | 0.20\% | 0.20\% | 0.33\% | 0.23\% | 0.21\% | 0.30\% |
| Net interest margin (average assets) | 1.21\% | 1.32\% | 1.34\% | 1.31\% | 1.31\% | 1.38\% | 1.34\% | 1.39\% | 1.49\% | 1.30\% | 1.35\% | 1.53\% | 1.53\% |
| Non-interest income as \% of total revenue | 67.4\% | 64.1\% | 66.7\% | 67.5\% | 67.6\% | 66.1\% | 68.4\% | 66.1\% | 63.2\% | 66.5\% | 67.1\% | 64.6\% | 63.9\% |
| Effective tax rate | 15.7\% | 19.5\% | 21.3\% | 22.3\% | 21.1\% | 23.5\% | 24.0\% | 22.0\% | 14.9\% | 19.8\% | 22.6\% | 27.2\% | 29.8\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SELECTED BALANCE SHEET INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average loans and acceptances | 244,300 | 236,500 | 230,200 | 222,900 | 215,100 | 209,300 | 201,900 | 198,700 | 194,500 | 233,500 | 206,200 | 186,100 | 171,900 |
| Total assets | 600,346 | 604,582 | 589,076 | 571,615 | 536,780 | 523,969 | 502,893 | 487,874 | 469,521 | 600,346 | 536,780 | 469,521 | 426,222 |
| Average assets | 597,500 | 588,800 | 578,700 | 558,900 | 525,500 | 509,500 | 493,800 | 480,000 | 469,600 | 581,000 | 502,300 | 447,100 | 421,400 |
| Average earning assets | 506,600 | 507,200 | 500,000 | 483,300 | 455,900 | 437,300 | 428,200 | 414,800 | 398,800 | 499,200 | 434,100 | 378,900 | 353,000 |
| Deposits | 365,205 | 376,325 | 372,728 | 365,606 | 343,523 | 334,702 | 322,787 | 314,872 | 306,860 | 365,205 | 343,523 | 306,860 | 270,959 |
| Common equity | 22,395 | 22,500 | 22,052 | 21,861 | 21,075 | 20,290 | 19,756 | 19,538 | 19,149 | 22,395 | 21,075 | 19,149 | 17,372 |
| Average common equity | 22,450 | 22,250 | 21,950 | 21,450 | 20,500 | 20,050 | 19,700 | 19,300 | 19,350 | 22,000 | 19,900 | 18,600 | 17,800 |
| Average risk capital ${ }^{1}$ | 14,400 | 14,700 | 14,650 | 14,100 | 13,150 | 12,950 | 12,700 | 12,150 | 11,800 | 14,450 | 12,750 | 11,450 | 11,300 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| INTEREST RATE SENSITIVITY ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income using simulation | 54 | 82 | 66 | 83 | 87 | 93 | 103 | 107 | 106 | 54 | 87 | 106 | 70 |
| Economic value of equity | (440) | (307) | (500) | (508) | (496) | (454) | (415) | (376) | (435) | (440) | (496) | (435) | (412) |
| Before tax impact of $1 \%$ decrease in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income using simulation | (111) | (140) | (123) | (143) | (153) | (173) | (183) | (188) | (181) | (111) | (153) | (181) | (150) |
| Economic value of equity | 309 | 201 | 372 | 377 | 375 | 335 | 273 | 240 | 291 | 309 | 375 | 291 | 215 |
| Before tax impact of $2 \%$ increase in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income using simulation | 97 | 160 | 119 | 148 | 147 | 165 | 163 | 188 | 162 | 97 | 147 | 162 | 107 |
| Economic value of equity | (930) | (666) | $(1,061)$ | $(1,078)$ | $(1,044)$ | (946) | (873) | (789) | (920) | (930) | $(1,044)$ | (920) | (882) |
| Before tax impact of $2 \%$ decrease in rates on: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income using simulation | (231) | (287) | (246) | (287) | (319) | (357) | (387) | (407) | (365) | (231) | (319) | (365) | (314) |
| Economic value of equity | 553 | 337 | 682 | 680 | 658 | 588 | 441 | 385 | 461 | 553 | 658 | 461 | 405 |

These measures are defined in "Notes to Users" section.
2 Growth rates are calculated based on earnings from
. $\$ 52$ males are calculated based on earnings from continuing operations in the same period a year ago.
A $\$ 52$ million transfer of the specific allowance to the general allowance during 2005 decreased this ratio by $0.03 \%$,
Incorporates management assumptions based on empirical research on consumer behaviour relating to the exercise of embedded options and on the rate paid on liabilities not linked to market rates. All interest rate measures are based upon our current
exposures at a specific time. The exposures change continually as a result of day-to-day business activities and our risk management intitiatives

| FINANCIAL HIGHLIGHTS continued (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CAPITAL MEASURES ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio | 9.4\% | 9.3\% | 9.3\% | 9.2\% | 9.6\% | 9.6\% | 9.5\% | 9.5\% | 9.6\% | 9.4\% | 9.6\% | 9.6\% | 8.9\% |
| Total capital ratio | 11.5\% | 11.4\% | 11.7\% | 11.2\% | 11.9\% | 12.4\% | 12.5\% | 12.8\% | 13.1\% | 11.5\% | 11.9\% | 13.1\% | 12.4\% |
| Risk-adjusted assets (\$ billions) ${ }^{2}$ | 247.6 | 250.2 | 243.2 | 242.3 | 223.7 | 218.5 | 211.0 | 204.2 | 197.0 | 247.6 | 223.7 | 197.0 | 183.4 |
| SHARE INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| First preferred shares outstanding (000s) - end of period |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-cumulative series N | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |
| Non-cumulative series O |  |  |  | - | 6,000 | 6,000 | 6,000 | 6,000 | 6,000 | - | 6,000 | 6,000 | 6,000 |
| US\$ Non-cumulative series P | - |  |  |  |  |  |  |  |  |  | - | - | 4,000 |
| Non-cumulative series S | - |  |  | - |  | 10,000 | 10,000 | 10,000 | 10,000 | - | - | 10,000 | 10,000 |
| Non-cumulative series $W$ | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |  |
| Non-cumulative series AA | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | - |  | 12,000 | 12,000 | . |  |
| Non-cumulative series $A B$ | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | - | - | - | 12,000 | 12,000 | - |  |
| Non-cumulative series AC | 8,000 | 8,000 | 8,000 | 8,000 | - |  |  | - |  | 8,000 | - |  |  |
| Non-cumulative series AD | 10,000 | 10,000 | 10,000 | 10,000 | - | - | - | - | - | 10,000 | - | - |  |
| Non-cumulative series AE | 10,000 | 10,000 | 10,000 | 10,000 | - |  | - | - | - | 10,000 | - | - |  |
| Non-cumulative series AF | 8,000 | 8,000 | 8,000 |  | - |  |  | - |  | 8,000 | - | - |  |
| Non-cumulative series AG | 10,000 | 10,000 | 10,000 | - | - | - | - | - |  | 10,000 | - | - |  |
| Common shares outstanding (000s) ${ }^{3}$ - end of period | 1,276,260 | 1,275,780 | 1,275,327 | 1,275,950 | 1,280,890 | 1,281,279 | 1,286,064 | 1,290,983 | 1,293,502 | 1,276,260 | 1,280,890 | 1,293,502 | 1,289,496 |
| - average (basic) | 1,273,005 | 1,272,913 | 1,272,212 | 1,274,354 | 1,274,697 | 1,279,300 | 1,282,694 | 1,284,333 | 1,288,428 | 1,273,185 | 1,279,956 | 1,283,433 | 1,293,465 |
| - average (diluted) | 1,287,442 | 1,288,227 | 1,288,415 | 1,293,085 | 1,293,864 | 1,297,340 | 1,301,645 | 1,304,378 | 1,308,339 | 1,289,314 | 1,299,785 | 1,304,680 | 1,311,016 |
| Treasury shares held - preferred (000s) | 249 | 122 | 851 | 141 | 94 | 1,760 | 213 | 118 | 91 | 249 | 94 | 91 |  |
| - common (000s) | 2,444 | 2,744 | 2,648 | 3,108 | 5,486 | 5,526 | 5,512 | 6,224 | 7,053 | 2,444 | 5,486 | 7,053 | 9,726 |
| Shares repurchased (000s) | 300 | 1,000 | 2,900 | 7,645 | 1,830 | 5,465 | 6,531 | 4,403 | 3,900 | 11,845 | 18,229 | 5,911 | 29,203 |
| (\$ MM) | 15 | 58 | 159 | 414 | 90 | 253 | 308 | 193 | 163 | 646 | 844 | 226 | 892 |
| Stock options outstanding (000s) | 26,623 | 27,417 | 28,969 | 31,261 | 32,243 | 33,748 | 34,629 | 36,296 | 36,481 | 26,623 | 32,243 | 36,481 | 44,744 |
| Stock options exercisable (000s) | 21,924 | 22,718 | 24,210 | 26,541 | 26,918 | 28,410 | 29,240 | 30,858 | 28,863 | 21,924 | 26,918 | 28,863 | 32,801 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| COMMON SHARE PERFORMANCE |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share | \$17.58 | \$17.67 | \$17.33 | \$17.17 | \$16.52 | \$15.90 | \$15.43 | \$15.21 | \$14.89 | \$17.58 | \$16.52 | \$14.89 | \$13.57 |
| Common share price (RY on TSX) - High (intraday) | \$57.00 | \$61.08 | \$59.95 | \$55.96 | \$51.44 | \$48.26 | \$51.49 | \$46.50 | \$43.34 | \$61.08 | \$51.49 | \$43.34 | \$32.95 |
| - Low (intraday) | \$50.50 | \$53.90 | \$52.50 | \$49.50 | \$45.64 | \$43.52 | \$44.42 | \$41.29 | \$37.20 | \$49.50 | \$41.29 | \$30.45 | \$29.02 |
| - Close, end of period | \$56.04 | \$54.09 | \$57.82 | \$54.60 | \$49.80 | \$46.03 | \$47.84 | \$44.54 | \$41.67 | \$56.04 | \$49.80 | \$41.67 | \$31.70 |
| Market capitalization (TSX) (\$ MM) | 71,522 | 69,007 | 73,739 | 69,667 | 63,788 | 58,977 | 61,525 | 57,494 | 53,894 | 71,522 | 63,788 | 53,894 | 40,877 |
| P/E ratio (4-quarters trailing earnings) ${ }^{4}$ | 13.4 | 13.1 | 14.5 | 14.2 | 13.9 | 15.2 | 16.7 | 16.4 | 16.2 | 13.4 | 13.9 | 16.2 | 15.0 |
| Market price to book value | 3.19 | 3.06 | 3.34 | 3.18 | 3.01 | 2.89 | 3.10 | 2.93 | 2.80 | 3.19 | 3.01 | 2.80 | 2.34 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| DIVIDEND INFORMATION ${ }^{5}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends declared per share | \$0.50 | \$0.46 | \$0.46 | \$0.40 | \$0.40 | \$0.36 | \$0.36 | \$0.32 | \$0.32 | \$1.82 | \$1.44 | \$1.18 | \$1.01 |
| Dividend yield | 3.7\% | 3.2\% | 3.3\% | 3.0\% | 3.3\% | 3.1\% | 3.0\% | 2.9\% | 3.2\% | 3.3\% | 3.1\% | 3.2\% | 3.3\% |
| Dividend payout ratio | 49\% | 43\% | 47\% | 35\% | 41\% | 40\% | 42\% | 35\% | 80\% | 43\% | 40\% | 45\% | 47\% |
| Common dividends (\$ MM) | 637 | 587 | 586 | 511 | 511 | 461 | 463 | 412 | 414 | 2,321 | 1,847 | 1,512 | 1,303 |
| Preferred dividends (\$ MM) | 24 | 26 | 22 | 16 | 26 | 13 | 11 | 10 | 11 | 88 | 60 | 42 | 31 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| OTHER INFORMATION |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of employees (full time equivalent) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 48,837 | 49,366 | 47,229 | 47,940 | 46,661 | 46,803 | 45,396 | 45,651 | 46,401 | 48,837 | 46,661 | 46,401 | 46,386 |
| us | 11,663 | 11,953 | 12,109 | 10,576 | 10,056 | 9,994 | 9,842 | 9,815 | 9,684 | 11,663 | 10,056 | 9,684 | 10,814 |
| Other | 4,545 | 4,514 | 4,155 | 4,239 | 4,141 | 4,078 | 3,968 | 3,963 | 3,927 | 4,545 | 4,141 | 3,927 | 3,803 |
| Total | 65,045 | 65,833 | 63,493 | 62,755 | 60,858 | 60,875 | 59,206 | 59,429 | 60,012 | 65,045 | 60,858 | 60,012 | 61,003 |
| Number of bank branches ${ }^{6}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada | 1,146 | 1,132 | 1,126 | 1,120 | 1,117 | 1,109 | 1,105 | 1,105 | 1,104 | 1,146 | 1,117 | 1,104 | 1,098 |
| us | 350 | 348 | 345 | 303 | 282 | 277 | 275 | 273 | 273 | 350 | 282 | 273 | 275 |
| Other | 45 | 44 | 44 | 44 | 44 | 44 | 44 | 43 | 42 | 45 | 44 | 42 | 42 |
| Total | 1,541 | 1,524 | 1,515 | 1,467 | 1,443 | 1,430 | 1,424 | 1,421 | 1,419 | 1,541 | 1,443 | 1,419 | 1,415 |
| Number of automated teller machines (ATM) | 4,419 | 4,377 | 4,333 | 4,273 | 4,232 | 4,297 | 4,272 | 4,268 | 4,277 | 4,419 | 4,232 | 4,277 | 4,432 |

[^0]${ }^{3}$ Common shares outstanding at end of period includes Treasury shares (shares acquired and held by subsidiaries for reasons other than cancellation). Average common shares outstanding excludes $\operatorname{Treasury~shares.~}$ ${ }^{4}$ Closing share price divided by diluted earnings per share.
Closing share price divided by dilited earnings per share.
${ }^{5}$ Calculated using number of common shares outstanding, except as noted
${ }^{6}$ Bank branches which provide banking services directly to clients.

| STATEMENTS OF INCOME (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income | 6,611 | 6,745 | 6,594 | 6,427 | 6,120 | 5,849 | 5,257 | 4,978 | 4,632 | 26,377 | 22,204 | 16,981 | 13,887 |
| Interest expense | 4,783 | 4,780 | 4,705 | 4,577 | 4,389 | 4,083 | 3,640 | 3,296 | 2,869 | 18,845 | 15,408 | 10,188 | 7,468 |
| Total | 1,828 | 1,965 | 1,889 | 1,850 | 1,731 | 1,766 | 1,617 | 1,682 | 1,763 | 7,532 | 6,796 | 6,793 | 6,419 |
| Non-interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts | 249 | 247 | 250 | 240 | 247 | 229 | 218 | 223 | 232 | 986 | 917 | 868 | 812 |
| Other payment services | 81 | 80 | 78 | 78 | 79 | 77 | 72 | 71 | 74 | 317 | 299 | 285 | 277 |
| Service charges | 330 | 327 | 328 | 318 | 326 | 306 | 290 | 294 | 306 | 1,303 | 1,216 | 1,153 | 1,089 |
| Insurance premiums, investment and fee income | 887 | 590 | 855 | 820 | 863 | 821 | 806 | 858 | 798 | 3,152 | 3,348 | 3,270 | 2,870 |
| Trading revenue | 337 | 546 | 575 | 803 | 620 | 683 | 724 | 547 | 308 | 2,261 | 2,574 | 1,594 | 1,563 |
| Investment management and custodial fees | 412 | 403 | 394 | 370 | 345 | 322 | 326 | 308 | 334 | 1,579 | 1,301 | 1,232 | 1,105 |
| Mutual fund revenue | 373 | 385 | 361 | 354 | 337 | 328 | 316 | 261 | 259 | 1,473 | 1,242 | 962 | 850 |
| Securities brokerage commissions | 324 | 368 | 338 | 323 | 296 | 291 | 347 | 309 | 300 | 1,353 | 1,243 | 1,163 | 1,166 |
| Underwriting and other advisory fees | 301 | 309 | 319 | 288 | 293 | 253 | 259 | 219 | 233 | 1,217 | 1,024 | 1,026 | 918 |
| Foreign exchange revenue, other than trading | 139 | 138 | 134 | 122 | 106 | 118 | 118 | 96 | 118 | 533 | 438 | 407 | 331 |
| Card service revenue | 43 | 165 | 134 | 149 | 147 | 158 | 46 | 145 | 152 | 491 | 496 | 579 | 555 |
| Credit fees | 74 | 71 | 88 | 60 | 63 | 66 | 56 | 56 | 48 | 293 | 241 | 187 | 198 |
| Securitization revenue | 39 | 34 | 97 | 91 | 86 | 61 | 61 | 49 | 83 | 261 | 257 | 285 | 200 |
| Net gain (loss) on sale of available-for-sale securities | (24) | 34 | 5 | 48 | - | - | - | - | - | 63 | - | - |  |
| Net gain (loss) on sale of investment securities | - | - | - | - | 16 | 11 | 22 | 39 | 12 | - | 88 | 85 | 20 |
| Other ${ }^{1}$ | 552 | 145 | 152 | 102 | 120 | 22 | 134 | 97 | 82 | 951 | 373 | 448 | 518 |
| Total | 3,787 | 3,515 | 3,780 | 3,848 | 3,618 | 3,440 | 3,505 | 3,278 | 3,033 | 14,930 | 13,841 | 12,391 | 11,383 |
| Total revenue | 5,615 | 5,480 | 5,669 | 5,698 | 5,349 | 5,206 | 5,122 | 4,960 | 4,796 | 22,462 | 20,637 | 19,184 | 17,802 |
| Provision for credit losses | 263 | 178 | 188 | 162 | 159 | 99 | 124 | 47 | 103 | 791 | 429 | 455 | 346 |
| Insurance policyholder benefits, claims and acquisition expense | 637 | 343 | 677 | 516 | 611 | 627 | 619 | 652 | 740 | 2,173 | 2,509 | 2,625 | 2,124 |
| Non-interest expense | 3,093 | 3,165 | 3,148 | 3,067 | 2,955 | 2,861 | 2,928 | 2,751 | 3,310 | 12,473 | 11,495 | 11,357 | 10,833 |
| Business realignment charges | - | - | - | - | - | - | - | - | 40 | - | - | 45 | 177 |
| Income taxes | 255 | 349 | 353 | 435 | 342 | 381 | 348 | 332 | 90 | 1,392 | 1,403 | 1,278 | 1,287 |
| Non-controlling interest in net income of subsidiaries | 43 | 50 | 24 | 24 | 19 | 44 | (25) | 6 | (30) | 141 | 44 | (13) | 12 |
| Net income from continuing operations | 1,324 | 1,395 | 1,279 | 1,494 | 1,263 | 1,194 | 1,128 | 1,172 | 543 | 5,492 | 4,757 | 3,437 | 3,023 |
| Net Income (loss) from discontinued operations |  |  |  |  | (1) | (17) | (10) | (1) | (21) | - | (29) | (50) | (220) |
| Net income | 1,324 | 1,395 | 1,279 | 1,494 | 1,262 | 1,177 | 1,118 | 1,171 | 522 | 5,492 | 4,728 | 3,387 | 2,803 |
| Preferred dividends | (24) | (26) | (22) | (16) | (26) | (13) | (11) | (10) | (11) | (88) | (60) | (42) | (31) |
| Net gain on redemption of preferred shares | - | - | - |  |  |  |  | - | 4 | ) | ) | 4 |  |
| Net income available to common shareholders | 1,300 | 1,369 | 1,257 | 1,478 | 1,236 | 1,164 | 1,107 | 1,161 | 515 | 5,404 | 4,668 | 3,349 | 2,772 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue from Trading Activities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Trading revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | (177) | (31) | (31) | (151) | (173) | (146) | (138) | (82) | 13 | (390) | (539) | 21 | 286 |
| Non-interest income | 337 | 546 | 575 | 803 | 620 | 683 | 724 | 547 | 308 | 2,261 | 2,574 | 1,594 | 1,563 |
| Total | 160 | 515 | 544 | 652 | 447 | 537 | 586 | 465 | 321 | 1,871 | 2,035 | 1,615 | 1,849 |
| Trading revenue by product |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest rate and credit | (187) | 284 | 221 | 375 | 255 | 291 | 364 | 264 | 233 | 693 | 1,174 | 1,025 | 1,044 |
| Equities | 237 | 153 | 232 | 201 | 130 | 171 | 135 | 125 | 46 | 823 | 561 | 355 | 527 |
| Foreign exchange and commodities ${ }^{2}$ | 110 | 78 | 91 | 76 | 62 | 75 | 87 | 76 | 42 | 355 | 300 | 235 | 278 |
| Total | 160 | 515 | 544 | 652 | 447 | 537 | 586 | 465 | 321 | 1,871 | 2,035 | 1,615 | 1,849 |
| Trading revenue (teb) by product |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest rate and credit | (187) | 284 | 221 | 375 | 255 | 291 | 364 | 264 | 233 | 693 | 1,174 | 1,025 | 1,044 |
| Equities | 350 | 230 | 296 | 270 | 178 | 215 | 213 | 160 | 77 | 1,146 | 766 | 456 | 574 |
| Foreign exchange and commodities ${ }^{2}$ | 110 | 78 | 91 | 76 | 62 | 75 | 87 | 76 | 42 | 355 | 300 | 235 | 278 |
| Total (teb) | 273 | 592 | 608 | 721 | 495 | 581 | 664 | 500 | 352 | 2,194 | 2,240 | 1,716 | 1,896 |

[^1]| NON-INTEREST EXPENSE (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2106 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Human resources |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries | 898 | 899 | 880 | 864 | 832 | 812 | 782 | 766 | 774 | 3,541 | 3,192 | 3,101 | 3,136 |
| Variable compensation | 625 | 755 | 804 | 791 | 698 | 716 | 751 | 662 | 580 | 2,975 | 2,827 | 2,309 | 2,283 |
| Acquisition retention compensation | 3 | 2 | 1 | 4 | 1 | - | 1 | 1 | 5 | 10 | 3 | 20 | 36 |
| Benefits related | 264 | 292 | 294 | 290 | 242 | 272 | 283 | 280 | 252 | 1,140 | 1,077 | 1,083 | 1,059 |
| Stock-based compensation ${ }^{1}$ | 49 | 44 | 43 | 58 | 35 | 28 | 38 | 68 | 8 | 194 | 169 | 169 | 124 |
| Total Human resources | 1,839 | 1,992 | 2,022 | 2,007 | 1,808 | 1,828 | 1,855 | 1,777 | 1,619 | 7,860 | 7,268 | 6,682 | 6,638 |
| Equipment |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Depreciation | 92 | 87 | 84 | 82 | 84 | 81 | 78 | 77 | 80 | 345 | 320 | 324 | 294 |
| Computer rental and maintenance | 168 | 157 | 155 | 156 | 166 | 145 | 151 | 147 | 153 | 636 | 609 | 592 | 557 |
| Office equipment rental and maintenance | 7 | 7 | 8 | 6 | 7 | 7 | 7 | 7 | 12 | 28 | 28 | 44 | 55 |
| Total Equipment | 267 | 251 | 247 | 244 | 257 | 233 | 236 | 231 | 245 | 1,009 | 957 | 960 | 906 |
| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Premises rent | 101 | 83 | 104 | 95 | 117 | 89 | 91 | 85 | 86 | 383 | 382 | 341 | 370 |
| Premises repairs and maintenance | 76 | 69 | 64 | 61 | 64 | 60 | 55 | 54 | 58 | 270 | 233 | 225 | 218 |
| Depreciation | 25 | 22 | 22 | 20 | 22 | 21 | 21 | 21 | 23 | 89 | 85 | 90 | 93 |
| Property taxes | 24 | 26 | 25 | 22 | 22 | 26 | 22 | 22 | 23 | 97 | 92 | 93 | 84 |
| Total Occupancy | 226 | 200 | 215 | 198 | 225 | 196 | 189 | 182 | 190 | 839 | 792 | 749 | 765 |
| Communications |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Telecommunications | 48 | 49 | 49 | 48 | 46 | 48 | 46 | 46 | 51 | 194 | 186 | 204 | 243 |
| Postage and courier | 27 | 25 | 26 | 24 | 23 | 25 | 25 | 23 | 24 | 102 | 96 | 97 | 99 |
| Marketing and public relations | 102 | 87 | 83 | 64 | 105 | 74 | 79 | 55 | 76 | 336 | 313 | 241 | 230 |
| Stationery and printing | 26 | 25 | 20 | 20 | 26 | 21 | 23 | 22 | 23 | 91 | 92 | 90 | 100 |
| Total Communications | 203 | 186 | 178 | 156 | 200 | 168 | 173 | 146 | 174 | 723 | 687 | 632 | 672 |
| Professional fees | 157 | 124 | 129 | 120 | 141 | 141 | 139 | 125 | 162 | 530 | 546 | 500 | 465 |
| Outsourced item processing | 75 | 77 | 82 | 74 | 75 | 70 | 80 | 73 | 73 | 308 | 298 | 296 | 294 |
| Amortization of other intangibles | 24 | 25 | 25 | 22 | 22 | 20 | 20 | 14 | (1) | 96 | 76 | 50 | 69 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business and capital taxes | 49 | 24 | 21 | 31 | 11 | 22 | 39 | 42 | 48 | 125 | 114 | 173 | 153 |
| Travel and relocation | 43 | 43 | 38 | 34 | 42 | 37 | 32 | 32 | 40 | 158 | 143 | 136 | 140 |
| Employee training | 17 | 12 | 14 | 11 | 14 | 11 | 9 | 9 | 12 | 54 | 43 | 37 | 39 |
| Donations | 14 | 12 | 13 | 12 | 15 | 8 | 10 | 12 | 13 | 51 | 45 | 43 | 42 |
| Other ${ }^{2}$ | 179 | 219 | 164 | 158 | 145 | 127 | 146 | 108 | 735 | 720 | 526 | 1,099 | 650 |
| Total Other | 302 | 310 | 250 | 246 | 227 | 205 | 236 | 203 | 848 | 1,108 | 871 | 1,488 | 1,024 |
| Total non-interest expense | 3,093 | 3,165 | 3,148 | 3,067 | 2,955 | 2,861 | 2,928 | 2,751 | 3,310 | 12,473 | 11,495 | 11,357 | 10,833 |

${ }^{1}$ Stock-based compensation includes the cost of stock options, stock appreciation rights, performance deferred shares, deferred compensation plans and the impact of related economic hedges
${ }^{2}$ Q4/05 includes $\$ 29$ million for recognition of RBC's claims against the Enron Corp. (Enron) bankruptcy estate. It also includes a provision for Enron litigation-related matters of $\$ 591$ million.

| OTHER EARNINGS MEASURES (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Specified Items ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax reduction | - | - | - | - | - | - | - | 70 | - | - | 70 | - |  |
| Agreement termination fee |  |  |  |  |  |  | 33 | . | - |  | 33 | - |  |
| General allowance reversal |  |  |  |  |  |  |  | 33 |  |  | 33 | - | 113 |
| Net gain on the exchange of NYSE seats for NYX shares |  |  |  | - | - | - | 23 | - | - |  | 23 | - |  |
| Amounts related to the transfer of IIS to RBC Dexia IS |  |  | - | - | - |  | - | (19) | - |  | (19) | - |  |
| Credit card customer loyalty reward program liability |  |  |  |  |  |  | (47) | - | - |  | (47) | - |  |
| Hurricane-related charges |  |  |  |  |  |  | - | (61) | (203) |  | (61) | (203) |  |
| Enron litigation-related charges |  |  |  |  |  |  |  | - | (326) |  | - | (326) |  |
| Business realignment charges |  |  |  |  |  |  |  |  | (27) |  |  | (37) | (125) |
| Goodwill impairment |  |  |  |  |  |  |  |  |  |  |  |  | (130) |
| Rabobank settlement costs |  |  |  | - | - | - | - | - |  | - |  |  | (74) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash Basis Measures ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 1,324 | 1,395 | 1,279 | 1,494 | 1,262 | 1,177 | 1,118 | 1,171 | 522 | 5,492 | 4,728 | 3,387 | 2,803 |
| After-tax effect of amortization of other intangibles ${ }^{3}$ | 22 | 22 | 23 | 20 | 21 | 18 | 20 | 12 | (3) | 87 | 71 | 45 | 191 |
| Cash Net income ${ }^{2}$ | 1,346 | 1,417 | 1,302 | 1,514 | 1,283 | 1,195 | 1,138 | 1,183 | 519 | 5,579 | 4,799 | 3,432 | 2,994 |
| Cash Diluted EPS ${ }^{2}$ | 1.03 | 1.08 | 0.99 | 1.16 | 0.97 | 0.91 | 0.86 | 0.90 | 0.39 | 4.26 | 3.65 | 2.60 | 2.26 |
| Cash ROE ${ }^{2}$ | 23.2\% | 24.6\% | 23.7\% | 27.5\% | 24.1\% | 23.3\% | 23.3\% | 24.0\% | 10.4\% | 24.8\% | 23.7\% | 18.2\% | 16.6\% |
| Economic Profit ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 1,324 | 1,395 | 1,279 | 1,494 | 1,262 | 1,177 | 1,118 | 1,171 | 522 | 5,492 | 4,728 | 3,387 | 2,803 |
| After-tax effect of amortization of other intangibles ${ }^{3}$ | 22 | 22 | 23 | 20 | 21 | 18 | 20 | 12 | (3) | 87 | 71 | 45 | 191 |
| Capital charge | (588) | (586) | (556) | (557) | (544) | (517) | (493) | (496) | (496) | $(2,287)$ | $(2,050)$ | $(1,903)$ | $(1,821)$ |
| Economic Profit ${ }^{2}$ | 758 | 831 | 746 | 957 | 739 | 678 | 645 | 687 | 23 | 3,292 | 2,749 | 1,529 | 1,173 |
| DEFINED OPERATING LEVERAGE ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (C\$ MM, except percentage amounts) | Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| Total revenue | 5,615 | 5,480 | 5,669 | 5,698 | 5,349 | 5,206 | 5,122 | 4,960 | 4,796 | 22,462 | 20,637 | 19,184 | 17,802 |
| Add: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| teb adjustment | 117 | 79 | 66 | 70 | 50 | 46 | 80 | 37 | 33 | 332 | 213 | 109 | 55 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue related to VIEs | (1) | 13 | 8 | 11 | 4 | 32 | (35) | (8) | (27) | 31 | (7) | (24) |  |
| Global Insurance revenue | 887 | 590 | 855 | 860 | 863 | 821 | 806 | 858 | 801 | 3,192 | 3,348 | 3,311 | 2,875 |
| Impact of the new financial instruments accounting standards ${ }^{4}$ | (5) | 23 | 32 | 33 | - | - | - | - |  | 83 | - | - |  |
| Total revenue (adjusted) | 4,851 | 4,933 | 4,840 | 4,864 | 4,532 | 4,399 | 4,431 | 4,147 | 4,055 | 19,488 | 17,509 | 16,006 | 14,982 |
| Non-interest expense ${ }^{5}$ | 3,093 | 3,165 | 3,148 | 3,067 | 2,955 | 2,861 | 2,928 | 2,751 | 2,719 | 12,473 | 11,495 | 10,766 | 10,833 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Insurance related non-interest expense | 137 | 137 | 135 | 128 | 142 | 131 | 128 | 116 | 131 | 537 | 517 | 501 | 501 |
| Non-interest expense (adjusted) | 2,956 | 3,028 | 3,013 | 2,939 | 2,813 | 2,730 | 2,800 | 2,635 | 2,588 | 11,936 | 10,978 | 10,265 | 10,332 |
| Defined Operating leverage ${ }^{2}$ (compared to prior year) | 2.0\% | 1.2 \% | 1.7 \% | 5.8\% | 3.1\% | 3.3\% | 4.3 \% | (0.6)\% | 7.2 \% | 2.6\% | 2.5\% | 7.5 \% | (4.6)\% |
| GOODWILL |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3106 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| Opening balance | 5,055 | 5,098 | 4,932 | 4,304 | 4,137 | 4,105 | 4,157 | 4,203 | 4,278 | 4,304 | 4,203 | 4,280 | 4,356 |
| Net goodwill acquired | 2 | 60 | 317 | 527 | 9 | - | - | 77 | 4 | 906 | 86 | 10 | 232 |
| Other adjustments ${ }^{6}$ | (305) | (103) | (151) | 101 | 158 | 32 | (52) | (123) | (79) | (458) | 15 | (87) | (308) |
| Closing balance | 4,752 | 5,055 | 5,098 | 4,932 | 4,304 | 4,137 | 4,105 | 4,157 | 4,203 | 4,752 | 4,304 | 4,203 | 4,280 |

[^2]losing balance
${ }^{2}$ These measures are defined in the "Notes to Users" section.
${ }^{3}$ Includes $\$ 130$ million RBC Mortgage goodwill impairment charge in 2004.
Excludes the impact of the new financial instruments accounting standards related to Global Insurance.
${ }^{5}$ In 2005, non-interest expense also excludes Enron litigation-related provision. For further details, refer to Specified items.
${ }^{6}$ Other adjustments include primarily foreign exchange translations on non-Canadian dollar-denominated goodwill.

| CANADIAN BANKING ${ }^{1}$ (CS MM) | Q4/07 | Q3107 | Q2107 | Q107 | Q4/06 | Q3106 | Q206 | Q106 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest income | 1,811 | 1,302 | 1,521 | 1,534 | 1,518 | 1,477 | 1,394 | 1,491 | 1,445 | 6,168 | 5,880 | 5,765 | 5,105 |
| Total revenue | 3,453 | 2,907 | 3,080 | 3,081 | 3,048 | 2,975 | 2,780 | 2,893 | 2,832 | 12,521 | 11,696 | 10,998 | 9,905 |
| Provision for credit losses (PCL) | 212 |  | 204 | 182 |  | 121 | 168 |  |  | 788 | 604 | 542 | 410 |
| Insurance policyholder benefits, claims and acquisition expense (PBCAE) | 637 | 343 | 677 | 516 | 611 | 627 | 619 | 652 | 740 | 2,173 | 2,509 | 2,625 | 2,124 |
| Non-interest expense | 1,359 | 1,356 | 1,295 | 1,275 | 1,286 | 1,254 | 1,253 | 1,234 | 1,237 | 5,285 | 5,027 | 4,830 | 4,682 |
| Business realignment charges |  |  |  |  |  |  |  |  |  |  |  | 7 | 56 |
| Other ${ }^{2}$ | 346 | 319 | 286 | 337 | 303 | 313 | 229 | 285 | 289 | 1,288 | 1,130 | 987 | 818 |
| Net income | 899 | 699 | 618 | 771 | 675 | 660 | 511 | 580 | 422 | 2,987 | 2,426 | 2,007 | 1.815 |
| Total Revenue by business lines |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Financial Services | 1,299 | 1,284 | 1,262 | 1,237 | 1,201 | 1,197 | 1,118 | 1,105 | 1,107 | 5,082 | 4,621 | 4,181 | 3,801 |
| Business Financial Services | 609 | 585 | 552 | 555 | 559 | 541 | 515 | 526 | 514 | 2,301 | 2,141 | 2,011 | 1,888 |
| Cards and Payment Solutions | 658 | 448 | 411 | 429 | 425 | 416 | 341 | 404 | 410 | 1,946 | 1,586 | 1,495 | 1,341 |
| Global Insurance | 887 | 590 | 855 | 860 | 863 | 821 | 806 | 858 | 801 | 3,192 | 3,348 | 3,311 | 2,875 |
| Total | 3,453 | 2,907 | 3,080 | 3,081 | 3,048 | 2,975 | 2.780 | 2,893 | 2,832 | 12,521 | 11,696 | 10,998 | 9,905 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{3}$ | 40.6\% | 31.6\% | 29.0\% | 35.7\% | 32.6\% | 32.6\% | 26.3\% | 28.8\% | 21.2\% | 34.3\% | 30.1\% | 26.3\% | 24.6\% |
| Return on risk capital (RORC) ${ }^{3}$ | 52.9\% | 41.9\% | 39.0\% | 47.7\% | 42.6\% | 42.9\% | 35.1\% | 38.4\% | 28.5\% | 45.5\% | 39.9\% | 36.3\% | 35.3\% |
| Net interest margin (average earning assets) | 3.10\% | 3.15\% | 3.25\% | 3.19\% | 3.24\% | 3.26\% | 3.20\% | 3.18\% | 3.21\% | 3.17\% | 3.22\% | 3.21\% | 3.28\% |
| Efficiency ratio (Banking-related operations) | 47.6\% | 52.6\% | 52.1\% | 51.6\% | 52.4\% | 52.1\% | 57.0\% | 54.9\% | 54.5\% | 50.9\% | 54.0\% | 56.3\% | 59.5\% |
| Operating leverage (Banking-related operations) | 10.6\% | (0.9)\% | 9.6\% | 6.5\% | 4.2\% | 3.9\% | 7.1\% | 2.5\% | 13.8\% | 6.5\% | 4.4\% | 5.8\% | N/A |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 228,900 | 221,800 | 216,900 | 212,300 | 206,500 | 201,300 | 195,700 | 193,100 | 189,500 | 220,000 | 199,200 | 181,100 | 162,800 |
| Total earning assets | 209,900 | 202,200 | 196,800 | 192,600 | 187,400 | 182,500 | 177,400 | 175,000 | 171,500 | 200,400 | 180,500 | 163,200 | 146,500 |
| Loans and acceptances | 210,000 | 202,400 | 195,900 | 191,500 | 187,400 | 182,300 | 176,600 | 172,500 | 168,100 | 200,000 | 179,700 | 160,700 | 144,700 |
| Residential mortgage | 119,900 | 114,400 | 110,400 | 108,000 | 105,100 | 102,300 | 99,000 | 96,800 | 94,000 | 113,200 | 100,800 | 89,700 | 79,900 |
| Personal | 40,300 | 39,300 | 38,000 | 37,000 | 36,300 | 35,000 | 33,900 | 33,100 | 32,500 | 38,700 | 34,600 | 30,500 | 26,600 |
| Credit cards | 11,700 | 11,300 | 11,000 | 11,000 | 10,600 | 10,100 | 9,600 | 9,500 | 9,100 | 11,200 | 9,900 | 8,800 | 7,900 |
| Small business (reated as retail) | 2,500 | 2,300 | 2,400 | 2,400 | 2,300 | 2,200 | 2,100 | 2,000 | 1,900 | 2,400 | 2,200 | 1,900 | 1,600 |
| Total Retail | 174,400 | 167,300 | 161,800 | 158,400 | 154,300 | 149,600 | 144,600 | 141,400 | 137,500 | 165,500 | 147,500 | 130,900 | 116,000 |
| Wholesale | 35,600 | 35,100 | 34,100 | 33,100 | 33,100 | 32,700 | 32,000 | 31,100 | 30,600 | 34,500 | 32,200 | 29,800 | 28,700 |
| Deposits | 150,200 | 147,200 | 145,100 | 146,100 | 143,100 | 140,600 | 136,900 | 136,100 | 134,100 | 147,100 | 139,200 | 132,500 | 127,700 |
| Attributed capital ${ }^{3}$ | 8,700 | 8,650 | 8,600 | 8,500 | 8,100 | 8,000 | 7,900 | 7,950 | 7,850 | 8,600 | 8,000 | 7,550 | 7,350 |
| Risk capital ${ }^{3}$ | 6,650 | 6,500 | 6,400 | 6,350 | 6,150 | 6,050 | 5,900 | 5,950 | 5,850 | 6,500 | 6,050 | 5,450 | 5,150 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 0.33\% | 0.33\% | 0.33\% | 0.33\% | 0.31\% | 0.29\% | 0.30\% | 0.30\% | 0.29\% | 0.35\% | 0.33\% | 0.31\% | 0.44\% |
| PCL / Average net loans and acceptances | 0.40\% | 0.37\% | 0.43\% | 0.38\% | 0.37\% | 0.26\% | 0.39\% | 0.33\% | 0.33\% | 0.39\% | 0.34\% | 0.34\% | 0.28\% |
| Net write-offs / Average net loans and acceptances | 0.39\% | 0.35\% | 0.42\% | 0.36\% | 0.35\% | 0.31\% | 0.39\% | 0.32\% | 0.38\% | 0.38\% | 0.34\% | 0.36\% | 0.39\% |
| Banking related operations ${ }^{4}$ <br> Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue | 2,566 | 2,317 | 2,225 | 2,221 | 2,185 | 2,154 | 1,974 | 2,035 | 2,031 | 9,329 | 8,348 | 7,687 | 7,030 |
| Non-interest expense | 1,222 | 1,219 | 1,160 | 1,147 | 1,144 | 1,123 | 1,125 | 1,118 | 1,106 | 4,748 | 4,510 | 4,329 | 4,181 |
| Net income | 797 | 596 | 566 | 586 | 569 | 599 | 448 | 508 | 509 | 2,545 | 2,124 | 1,852 | 1,569 |
| Global Insurance |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment income | 202 | (97) | 164 | 133 | 150 | 114 | 129 | 142 | 109 | 402 | 535 | 540 | 413 |
| Fee income | 49 | 27 | 57 | 64 | 57 | 63 | 48 | 50 | 62 | 197 | 218 | 207 | 80 |
| Total revenue | 887 | 590 | 855 | 860 | 863 | 821 | 806 | 858 | 801 | 3,192 | 3,348 | 3,311 | 2,875 |
| Non-interest expense | 137 | 137 | 135 | 128 | 142 | ${ }^{131}$ | 128 | 116 | 131 | 537 | 517 | 501 |  |
| Net income | 102 | 103 | 52 | 185 | 106 | 61 | 63 | 72 | (87) | 442 | 302 | 155 | 246 |
| Additional information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross premiums and deposits ${ }^{5}$ | 860 | 889 | 816 | 895 | 864 | 860 | 822 | 860 | 809 | 3,460 | 3,406 | 3,288 | 3,185 |
| Canacian life and health | 286 | 285 | 278 | 297 | 272 | 261 | 259 | 277 | 256 | 1,146 | 1,069 | 1,001 | 726 |
| u.s. life and health | 95 | 116 | 113 | 135 | 135 | 167 | 167 | 163 | 182 | 459 | 632 | 770 | 974 |
| Property \& casualty | 162 | 154 | 143 | 145 | 152 | 143 | 137 | 141 | 145 | 604 | 573 | 553 | 510 |
| Reinsurance \& other | 317 | 334 | 282 | 318 | 305 | 289 | 259 | 279 | 226 | 1,251 | 1,132 | 964 | 975 |
| Insurance policyholder benefits and claims | 506 | 189 | 524 | 369 | 469 | 459 | 491 | 520 | 603 | 1,588 | 1,939 | 2,103 | 1,744 |
| Insurance policyholder acquisition expense | 131 | 154 | 153 | 147 | 142 | 168 | 128 | 132 | 137 | 585 | 570 | 522 | 380 |
| Insurance claims and policic benefitit liailities ${ }^{\text {a }}$, ${ }^{\text {a }}$ | 7,283 | 7.533 | 7,864 | 7,948 | 7,337 | 7,352 | 7,182 | 7,150 | 7,117 | 7,283 | 7,337 | 7,117 | 6,488 |
| Impact of the new financial instruments accounting standards on investment income ${ }^{6}$ | 67 | (212) | 55 | (70) |  |  |  |  |  | (160) |  |  |  |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 300 | 400 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| After-tax effect of amorization of other intangibles | 2 | 1 | 2 | 2 | 1 | 2 | 1 | 529 | 423 | 29 | 6 | 6 |  |
| Cash Net income ${ }^{3}$ | 901 | 700 | ${ }^{620}$ | 773 | 676 | 662 | 512 | 582 | 423 | 2,994 | 2,432 | 2,013 | 1,821 |
| Capital charge ${ }^{\text {E }}$ (conomic Profit ${ }^{3}$ | (231) | (228) | (221) | (225) | (214) | (212) | (201) | (211) |  | (905) | (838) | (794) | (769) |
| Economic Profit ${ }^{\text {a }}$ | 670 | 472 | 399 | 548 | 462 | 450 | 311 | 371 | 217 | 2,089 | 1,594 | 1,219 | 1,052 |
| ${ }^{1}$ Reported results include securitized residential mortgage and credit card loans and related amounts for income and provision for credit losses. The securitized residential mortgage and credit card loans included as at October 31,2007 were and $\$ 4$ billion, respectively. Securitized residential mortgages and credit card loans are included in Total assets, Total earning assets, Loans and acceptances, Residential mortgage, Credit cards and Assets under Administration to better refl <br> ${ }^{2}$ Includes income taxes and non-controlling interest in net income of subsidiaries. <br> ${ }^{3}$ These measures are defined in the "Notes to Users" section. <br> ${ }^{4}$ Banking related operations is comprised of the following business lines: Personal Financial Services, Business Financial Services and Cards and Payment Solutions. <br> ${ }^{5}$ Net earned premiums equals gross premiums and deposits less the cost of premiums to other institutions for reinsurance coverage. <br> ${ }^{6}$ This amount is largely offset in PBCAE. <br> N/A: Comparable information not available for 2004. |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| 109 | 106 | 104 | 108 | 101 | 99 | 98 | 99 | 96 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 538 | 545 | 524 | 502 | 462 | 446 | 436 | 401 | 390 |
| 339 | 355 | 380 | 382 | 340 | 298 | 355 | 352 | 319 |
| 986 | 1,006 | 1,008 | 992 | 903 | 843 | 889 | 852 | 805 |
| 1 | - | - | - | - | - | - | 1 | 1 |
| 731 | 747 | 722 | 702 | 671 | 646 | 655 | 641 | 597 |
| - | - | - | - | 1 | - | - | - | 1 |
| 74 | 82 | 92 | 79 | 67 | 61 | 75 | 65 | 55 |
| 180 | 177 | 194 | 211 | 164 | 136 | 159 | 145 | 151 |
| 369 | 369 | 366 | 356 | 334 | 316 | 331 | 309 | 310 |
| 479 | 493 | 508 | 508 | 448 | 413 | 443 | 428 | 387 |
| 138 | 144 | 134 | 128 | 121 | 114 | 115 | 115 | 108 |
| 986 | 1,006 | 1,008 | 992 | 903 | 843 | 889 | 852 | 805 |
| 31.7\% | 29.4\% | 34.3\% | 34.4\% | 28.7\% | 24.7\% | 29.1\% | 28.7\% | 30.2\% |
| 62.4\% | 58.6\% | 66.4\% | 73.1\% | 61.0\% | 54.3\% | 62.6\% | 59.0\% | 62.3\% |
| 17,400 | 15,700 | 16,400 | 16,900 | 16,000 | 15,900 | 15,500 | 12,900 | 13,200 |
| 4,400 | 4,500 | 4,700 | 4,700 | 4,500 | 4,400 | 4,400 | 4,400 | 4,200 |
| 24,000 | 24,600 | 25,800 | 25,300 | 23,300 | 22,800 | 22,200 | 20,200 | 20,000 |
| 2,250 | 2,350 | 2,300 | 2,400 | 2,200 | 2,150 | 2,250 | 2,000 | 2,000 |
| 1,150 | 1,200 | 1,200 | 1,150 | 1,050 | 1,000 | 1,050 | 1,000 | 950 |
| 0.05\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| 0.09\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.09\% | 0.09\% |
| 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.09\% | 0.09\% |


| 427 | 397 | 374 | 292 |
| :---: | :---: | :---: | :---: |
| 2,109 | 1,745 | 1,458 | 1,296 |
| 1,456 | 1,345 | 1,319 | 1,378 |
| 3,992 | 3,487 | 3,151 | 2,966 |
| 1 | 1 | 2 | 3 |
| 2,902 | 2,613 | 2,440 | 2,418 |
|  | 1 | 1 | 17 |
| 327 | 268 | 206 | 158 |
| 762 | 604 | 502 | 370 |
| 1,460 | 1,290 | 1,164 | 1,011 |
| 1,988 | 1,732 | 1,580 | 1,593 |
| 544 | 465 | 407 | 362 |
| 3,992 | 3,487 | 3,151 | 2,966 |
| 32.4\% | 27.8\% | 24.5\% | 16.5\% |
| 65.1\% | 59.3\% | 54.8\% | 37.5\% |
| 16,600 | 15,100 | 13,200 | 13,500 |
| 4,600 | 4,400 | 4,100 | 3,500 |
| 24,900 | 22,100 | 20,700 | 20,500 |
| 2,300 | 2,150 | 2,050 | 2,250 |
| 1,150 | 1,050 | 900 | 1,000 |
| 0.04\% | 0.00\% | 0.00\% | 0.03\% |
| 0.02\% | 0.02\% | 0.05\% | 0.09\% |
| 0.00\% | 0.02\% | 0.05\% | 0.11\% |

## Business information

## Assets under administration

Canadian Wealth Managemen
U.S. \& International Wealth Management

Total

## Assets under management

Canadian Wealth Management
U.S. \& International Wealth Manageme

Total

## Other earnings measures

Net income
After-tax effect of amortization of other intangibles
Cash Net income ${ }^{2}$
Capital charge
Economic Profit ${ }^{2}$

## US\$ MM)

Revenue by business lines
U.S. \& International Wealth Managemen

$\qquad$ 481 $\qquad$ $62 \quad 4$ 445 438 403 $\qquad$ 371 $\qquad$ 388 $\qquad$ 330 $\qquad$
1,826
1,533
${ }^{1}$ Includes income taxes and non-controlling interest in net income of subsidiaries. ${ }^{2}$ These measures are defined in the "Notes to Users" section.

| U.S. \& INTERNATIONAL BANKING | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (C\$ MM) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | 239 | 263 | 272 | 257 | 238 | 240 | 234 | 228 | 235 | 1,031 | 940 | 923 | 831 |
| Non-interest income | 216 | 259 | 221 | 188 | 191 | 191 | 186 | 120 | 162 | 884 | 688 | 654 | 668 |
| Total revenue | 455 | 522 | 493 | 445 | 429 | 431 | 420 | 348 | 397 | 1,915 | 1,628 | 1,577 | 1,499 |
| Provision for credit losses (PCL) | 72 | 17 | 10 | 10 | 5 | 5 | 6 | 9 | 3 | 109 | 25 | 49 | 77 |
| Non-interest expense | 363 | 389 | 381 | 348 | 312 | 307 | 322 | 275 | 284 | 1,481 | 1,216 | 1,136 | 1,233 |
| Business realignment charges |  | - | . | - | - | - | - | - | (3) | 1, | 1, | (3) | 13 |
| Other ${ }^{1}$ | (1) | 29 | 35 | 20 | 33 | 37 | 30 | 26 | 33 | 83 | 126 | 139 | 49 |
| Net income | 21 | 87 | 67 | 67 | 79 | 82 | 62 | 38 | 80 | 242 | 261 | 256 | 127 |
| Total Revenue by business lines |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banking | 269 | 302 | 309 | 276 | 274 | 271 | 261 | 264 | 268 | 1,156 | 1,070 | 1,077 | 1,044 |
| RBC Dexia IS ${ }^{2}$ | 186 | 220 | 184 | 169 | 155 | 160 | 159 | 84 | 129 | 759 | 558 | 500 | 455 |
| Total | 455 | 522 | 493 | 445 | 429 | 431 | 420 | 348 | 397 | 1,915 | 1,628 | 1,577 | 1,499 |
| Financial ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on equity (ROE) ${ }^{3}$ | 2.2\% | 9.0\% | 7.4\% | 8.8\% | 11.9\% | 12.3\% | 10.1\% | 7.4\% | 14.2\% | 6.9\% | 10.6\% | 10.8\% | 4.5\% |
| Return on risk capital (RORC) ${ }^{3}$ | 3.8\% | 15.5\% | 12.7\% | 14.2\% | 17.7\% | 18.8\% | 16.0\% | 10.9\% | 21.7\% | 11.7\% | 16.1\% | 16.4\% | 7.2\% |
| Net interest margin (average earning assets) ${ }^{4}$ | 3.40\% | 3.58\% | 3.69\% | 3.61\% | 3.66\% | 3.70\% | 3.79\% | 3.77\% | 3.72\% | 3.57\% | 3.73\% | 3.70\% | 3.52\% |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | 39,400 | 41,100 | 41,000 | 37,500 | 34,100 | 36,000 | 34,800 | 25,500 | 25,700 | 39,700 | 32,600 | 25,900 | 25,200 |
| Total earning assets ${ }^{4}$ | 24,800 | 26,500 | 27,500 | 25,800 | 23,500 | 23,200 | 23,400 | 23,300 | 23,400 | 26,100 | 23,300 | 23,600 | 22,500 |
| Loans and acceptances | 20,500 | 23,800 | 23,700 | 21,100 | 19,100 | 19,600 | 18,300 | 17,000 | 17,100 | 22,300 | 18,500 | 17,200 | 16,000 |
| Deposits | 34,500 | 35,100 | 35,600 | 31,800 | 30,200 | 34,100 | 30,300 | 20,100 | 20,700 | 34,200 | 28,700 | 21,200 | 21,100 |
| Attributed capital ${ }^{3}$ | 3,300 | 3,650 | 3,500 | 2,950 | 2,500 | 2,600 | 2,450 | 2,000 | 2,200 | 3,350 | 2,400 | 2,350 | 2,750 |
| Risk capital ${ }^{3}$ | 1,900 | 2,100 | 2,050 | 1,800 | 1,700 | 1,700 | 1,550 | 1,350 | 1,450 | 1,950 | 1,600 | 1,550 | 1,750 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross impaired loans / Average net loans and acceptances | 2.08\% | 1.05\% | 0.88\% | 0.88\% | 0.97\% | 0.95\% | 1.03\% | 0.98\% | 0.94\% | 1.91\% | 1.01\% | 0.94\% | 1.37\% |
| PCL / Average net loans and acceptances | 1.39\% | 0.28\% | 0.17\% | 0.19\% | 0.10\% | 0.10\% | 0.13\% | 0.21\% | 0.07\% | 0.49\% | 0.14\% | 0.28\% | 0.48\% |
| Net write-offs / Average net loans and acceptances | 0.25\% | 0.25\% | 0.17\% | 0.13\% | 0.10\% | 0.10\% | 0.16\% | 0.26\% | 0.26\% | 0.20\% | 0.15\% | 0.23\% | 0.36\% |
| Business information |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under administration ${ }^{5}$ - RBC | - | - | - | - | - | - | - | - | 1,361,100 | - | - | 1,361,100 | 1,202,900 |
| -RBC Dexia IS | 2,713,100 | 2,843,400 | 2,764,900 | 2,666,400 | 2,421,100 | 2,358,300 | 2,286,500 | 2,095,600 | - | 2,713,100 | 2,421,100 | . |  |
| Assets under management |  |  | . | . | , | . |  |  |  | - | - | - | 100 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income | 21 | 87 | 67 | 67 | 79 | 82 | 62 | 38 | 80 | 242 | 261 | 256 | 127 |
| After-tax effect of amortization of other intangibles | 15 | 14 | 15 | 13 | 13 | 12 | 12 | 6 | 6 | 57 | 43 | 32 | 32 |
| Cash Net income ${ }^{3}$ |  |  | 82 | 80 | 92 | 94 | 74 | 44 | 86 | 299 | 304 | 288 | 159 |
| Capital charge | (88) | (95) | (91) | (77) | (66) | (69) | (63) | (53) | (59) | (351) | (251) | (245) | (287) |
| Economic Profit ${ }^{3}$ | (52) | 6 | (9) | 3 | 26 | 25 | 11 | (9) | 27 | (52) | 53 | 43 | (128) |
| (US\$ MM) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenue by business lines |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banking | 268 | 283 | 269 | 239 | 246 | 242 | 229 | 228 | 228 | 1,059 | 945 | 887 | 794 |

${ }^{1}$ Includes income taxes and non-controlling interest in net income of subsidiaries.
${ }^{2}$ Our Institutional \& Investor Services (IIS) business was combined with the Dexia Funds Services business of Dexia Banque Internationale à Luxembourg (Dexia) on January 2,2006 , forming
RBC Dexia Investor Services (RBC Dexia IS). Given the similarity of these businesses, we have disclosed the revenue from our prior business, IIS, and our $50 \%$ proportionate ownership of RBC
Dexia IS on the same line for comparative purposes. As RBC Dexia IS reports on a calendar quarter there is a one month lag in the reporting of its earnings. For this reason, no earnings for RBC Dexia IS were
recorded in Q1/06. Comparative amounts in prior periods represent earnings for IIS only.
${ }^{3}$ These measures are defined in the "Notes to Users" section.
Calculated based on Banking information.
We have revised prior period amounts to reflect the amount reported by RBC Dexia IS, as we had previously disclosed only the assets under custody amount related to our joint venture

Income Statement
Net interest income ${ }^{1}$
Non-interest incom
Potal revenue
Provision for (recovery of) credit losses (PCL)
on-interest expense
ealignment charges
Other
Net income (loss)

## Total Revenue ${ }^{1}$

Revenue related to VIEs offset in Non-controlling interes
Total revenue excluding VIEs
Total Revenue by business lines ${ }^{3}$
Global Markets
Global Investment Banking and Equity Markets
Other
Total
Total
Financial ratios
$\quad$ Return on equity (ROE) ${ }^{4}$
Return

Return on risk capital (RORC) ${ }^{4}$

| Average balances |
| :--- |
| Total assets |
| Loans and acceptances |
| Deposits |
| Attributed capital ${ }^{4}$ |

Attributed capital ${ }^{4}$
Risk capital

## Credit quality Gross impaired loans / Average net loans and acceptances <br> PCL / Average net loans and acceptances

Net write-offs / Average net loans and acceptances

## Business information

Assets under administration
Other earnings measure
Net income (loss)
After-tax effect of amortization of other intangibles
Cash Net income
Capital charge
Economic Profit ${ }^{4}$
$\qquad$

| Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 53 | 175 | 169 | 56 | (7) | 28 | 49 | 61 | 133 |
| 766 | 983 | 1,013 | 1,174 | 1,015 | 994 | 1,128 | 868 | 687 |
| 819 | 1,158 | 1,182 | 1,230 | 1,008 | 1,022 | 1,177 | 929 | 820 |
| (2) | (7) | (5) | (8) | - | (7) | (23) | (85) | (25) |
| 584 | 693 | 754 | 738 | 644 | 648 | 707 | 604 | 1,152 |
| - | - | - | - | (1) | - |  |  | 1 |
| 51 | 112 | 83 | 104 | 65 | 78 | 79 | 72 | (232) |
| 186 | 360 | 350 | 396 | 300 | 303 | 414 | 338 | (76) |
| 819 | 1,158 | 1,182 | 1,230 | 1,008 | 1,022 | 1,177 | 929 | 820 |
| (1) | 13 | 8 | 11 | 4 | 32 | (35) | (8) | (27) |
| 820 | 1,145 | 1,174 | 1,219 | 1,004 | 990 | 1,212 | 937 | 847 |
| 347 | 622 | 682 | 804 | 607 | 644 | 754 | 574 | 480 |
| 402 | 456 | 431 | 386 | 353 | 341 | 382 | 306 | 275 |
| 70 | 80 | 69 | 40 | 48 | 37 | 41 | 49 | 65 |
| 819 | 1,158 | 1,182 | 1,230 | 1,008 | 1,022 | 1,177 | 929 | 820 |
| 15.4\% | 29.3\% | 28.5\% | 32.8 \% | 27.9 \% | 28.2 \% | 38.0 \% | 31.9\% | (7.9)\% |
| 19.3\% | 35.9\% | 34.4\% | 39.9 \% | 34.3 \% | 34.5 \% | 46.4 \% | 39.6\% | (10.0)\% |
| 319,400 | 317,300 | 310,200 | 297,700 | 274,600 | 261,700 | 253,200 | 252,600 | 243,400 |
| 32,600 | 28,100 | 27,800 | 27,300 | 24,300 | 22,100 | 21,300 | 20,600 | 19,300 |
| 121,500 | 124,700 | 130,400 | 126,100 | 112,100 | 102,200 | 104,100 | 114,100 | 111,100 |
| 4,650 | 4,800 | 4,950 | 4,750 | 4,200 | 4,250 | 4,450 | 4,150 | 3,900 |
| 3,750 | 3,900 | 4,100 | 3,900 | 3,400 | 3,450 | 3,650 | 3,350 | 3,050 |
| 0.05\% | 0.07\% | 0.07\% | 0.23\% | 0.25\% | 0.32\% | 0.37\% | 0.55\% | 0.61\% |
| (0.02)\% | (0.10)\% | (0.07)\% | (0.12)\% | 0.00 \% | (0.13)\% | (0.44)\% | (1.64)\% | (0.51)\% |
| (0.02)\% | (0.10)\% | (0.06)\% | (0.13)\% | 0.07 \% | (0.11)\% | (0.42)\% | (0.56)\% | $0.39 \%$ |
| 6,400 | 6,800 | 5,400 | 5,400 | 4,700 | 4,300 | 3,600 | 3,300 | 2,500 |
| 186 | 360 | 350 | 396 | 300 | 303 | 414 | 338 | (76) |
|  | - | - | 1 | - | 1 | - | - | 1 |
| 186 | 360 | 350 | 397 | 300 | 304 | 414 | 338 | (75) |
| (123) | (127) | (127) | (126) | (111) | (112) | (114) | (110) | (104) |
| 63 | 233 | 223 | 271 | 189 | 192 | 300 | 228 | (179) |

Tax equivalent basis (teb). Refer to "Notes to Users" for further discussion.
${ }^{2}$ Includes income taxes and non-controlling interest in net income of subsidiaries
${ }^{3}$ Starting in Q2/07, the National Clients business previously reported as "Other" has been integrated with Canadian Investment Banking and are classified in "Global Investment Banking and Equity Markets".
Comparative amounts have been restated to better reflect how these businesses are managed.
${ }^{4}$ These measures are defined in the "Notes to Users" section.

| CORPORATE SUPPORT (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income Statement |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{1,2}$ | (215) | (184) | (215) | (118) | (131) | (99) | (150) | (108) | (88) | (732) | (488) | (294) | (315) |
| Non-interest income | 117 | 71 | 121 | 68 | 92 | 34 | 6 | 46 | 30 | 377 | 178 | 190 | 269 |
| Total revenue ${ }^{1,2}$ | (98) | (113) | (94) | (50) | (39) | (65) | (144) | (62) | (58) | (355) | (310) | (104) | (46) |
| Provision for (recovery of) credit losses (PCL) | (20) | (22) | (21) | (22) | (19) | (20) | (27) | (20) | (14) | (85) | (86) | (47) | (36) |
| Non-interest expense | 56 | (20) | (4) | 4 | 42 | 6 | (9) | (3) | 40 | 36 | 36 | 61 | 27 |
| Business realignment charges |  |  |  |  |  |  |  |  | 35 |  |  | 39 | 64 |
| Other ${ }^{1,2,3}$ | (172) | (143) | (119) | (81) | (107) | (64) | (90) | (110) | (85) | (515) | (371) | (143) | (41) |
| Net income (loss) | 38 | 72 | 50 | 49 | 45 | 13 | (18) | 71 | (34) | 209 | 111 | (14) | (60) |
| Additional information teb adjustment ${ }^{2}$ | (117) | (79) | (66) | (70) | (50) | (46) | (80) | (37) | (33) | (332) | (213) | (109) | (55) |
| Average balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | $(7,600)$ | $(7,100)$ | $(5,800)$ | $(5,500)$ | $(5,900)$ | $(5,600)$ | $(5,600)$ | $(4,400)$ | $(3,600)$ | $(6,500)$ | $(5,400)$ | $(4,000)$ | $(2,300)$ |
| Attributed capital ${ }^{4}$ | 3,550 | 2,800 | 2,600 | 2,850 | 3,500 | 3,050 | 2,650 | 3,200 | 3,400 | 2,950 | 3,100 | 2,800 | 1,500 |
| Other earnings measures |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | 38 | 72 | 50 | 49 | 45 | 13 | (18) | 71 | (34) | 209 | 111 | (14) | (60) |
| After-tax effect of amortization of other intangibles | - | 1 | 1 | (2) | 2 | (2) | 2 | (1) |  | - | 1 | 1 | 1 |
| Cash Net income ${ }^{4}$ | 38 | 73 | 51 | 47 | 47 | 11 | (16) | 70 | (34) | 209 | 112 | (13) | (59) |
| Capital charge | (88) | (73) | (59) | (65) | (94) | (67) | (58) | (69) | (75) | (285) | (288) | (244) | (118) |
| Economic Profit ${ }^{4}$ | (50) | - | (8) | (18) | (47) | (56) | (74) | 1 | (109) | (76) | (176) | (257) | (177) |


| DISCONTINUED OPERATIONS${ }^{4}$ |
| :--- |
| (C\$ MM) |


| Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |



| Income Statement |
| :--- |
| $\quad$ Net interest income |
| Non-interest income |
| Total revenue |
| Non-interest expense |
| Business realignment charges |
| Goodwill impairment |
| Other $^{3}$ |
| Net income (loss) |
| Average balances |
| $\quad$ Total assets |
| Loans and acceptances |
| Other earnings measures |
| Net income (loss) |
| After-tax effect of amortization of other intangibles |
| Cash Net income ${ }^{4}$ |
| Capital charge |
| Economic Profit ${ }^{4}$ |

Teb. Refer to "Notes to Users" for further discussion.
${ }^{2}$ The teb adjustments recorded in Capital Markets are eliminated in Corporate Support
Includes income taxes and non-controling interest in net income of subsidiaries.
Effective October 31, 2006, RBC Mortgage Company had disposed of substantially all its remaining assets and obligations and we no longer separately classify its results in our unaudited Interim Consolidated Financial Statements. Results reported on a total consolidated basis are comparable to results from continuing operations for the corresponding prior periods.

| BALANCE SHEETS (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period-end balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 4,226 | 5,091 | 4,270 | 3,878 | 4,401 | 3,814 | 5,222 | 4,682 | 5,001 | 4,226 | 4,401 | 5,001 | 3,711 |
| Interest-bearing deposits with banks | 11,881 | 10,159 | 8,512 | 7,637 | 10,502 | 11,430 | 8,878 | 10,913 | 5,237 | 11,881 | 10,502 | 5,237 | 6,267 |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading | 148,246 | 163,907 | 170,205 | 169,030 | 147,237 | 137,672 | 127,026 | 131,551 | 125,760 | 148,246 | 147,237 | 125,760 | 89,322 |
| Available-for-sale | 30,009 | 26,312 | 28,304 | 27,821 | - | - | - | - |  | 30,009 | - | - |  |
| Investments | - | - | - | - | 37,632 | 35,131 | 36,965 | 34,107 | 34,735 | - | 37,632 | 34,735 | 39,624 |
| Total Securities | 178,255 | 190,219 | 198,509 | 196,851 | 184,869 | 172,803 | 163,991 | 165,658 | 160,495 | 178,255 | 184,869 | 160,495 | 128,946 |
| Assets purchased under reverse repurchase agreements and securities borrowed | 64,313 | 77,183 | 72,142 | 67,744 | 59,378 | 63,981 | 56,301 | 47,564 | 42,973 | 64,313 | 59,378 | 42,973 | 46,949 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail ${ }^{1}$ | 169,462 | 165,554 | 158,616 | 154,333 | 151,050 | 148,723 | 143,131 | 140,711 | 140,239 | 169,462 | 151,050 | 140,239 | 127,230 |
| Wholesale | 69,967 | 67,245 | 67,033 | 65,385 | 58,889 | 57,197 | 55,450 | 53,485 | 51,675 | 69,967 | 58,889 | 51,675 | 45,330 |
| Total loans | 239,429 | 232,799 | 225,649 | 219,718 | 209,939 | 205,920 | 198,581 | 194,196 | 191,914 | 239,429 | 209,939 | 191,914 | 172,560 |
| Allowance for loan losses | $(1,493)$ | $(1,449)$ | $(1,446)$ | $(1,455)$ | $(1,409)$ | $(1,415)$ | $(1,435)$ | $(1,439)$ | $(1,498)$ | $(1,493)$ | $(1,409)$ | $(1,498)$ | $(1,644)$ |
| Total loans, net of allowance for loan losses | 237,936 | 231,350 | 224,203 | 218,263 | 208,530 | 204,505 | 197,146 | 192,757 | 190,416 | 237,936 | 208,530 | 190,416 | 170,916 |
| Customers' liability under acceptances | 11,786 | 10,463 | 9,944 | 10,011 | 9,108 | 9,606 | 8,876 | 7,951 | 7,074 | 11,786 | 9,108 | 7,074 | 6,184 |
| Derivatives | 66,585 | 54,279 | 45,692 | 42,226 | 37,729 | 37,139 | 42,192 | 38,237 | 38,834 | 66,585 | 37,729 | 38,834 | 38,897 |
| Premises and equipment, net | 2,131 | 2,055 | 1,993 | 1,917 | 1,818 | 1,717 | 1,699 | 1,736 | 1,708 | 2,131 | 1,818 | 1,708 | 1,738 |
| Goodwill | 4,752 | 5,055 | 5,098 | 4,932 | 4,304 | 4,137 | 4,105 | 4,157 | 4,203 | 4,752 | 4,304 | 4,203 | 4,280 |
| Other intangibles | 628 | 702 | 727 | 699 | 642 | 644 | 686 | 704 | 409 | 628 | 642 | 409 | 521 |
| Assets of operations held for sale ${ }^{2}$ | - | - | - | - | 82 | 167 | 172 | 178 | 263 | - | 82 | 263 | 2,457 |
| Other assets | 17,853 | 18,026 | 17,986 | 17,457 | 15,417 | 14,026 | 13,625 | 13,337 | 12,908 | 17,853 | 15,417 | 12,908 | 15,356 |
| Total assets | 600,346 | 604,582 | 589,076 | 571,615 | 536,780 | 523,969 | 502,893 | 487,874 | 469,521 | 600,346 | 536,780 | 469,521 | 426,222 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal | 116,557 | 119,405 | 119,692 | 117,867 | 114,040 | 113,590 | 113,437 | 111,880 | 111,618 | 116,557 | 114,040 | 111,618 | 111,256 |
| Business and government | 219,886 | 214,036 | 210,168 | 198,796 | 189,140 | 178,598 | 170,145 | 160,221 | 160,593 | 219,886 | 189,140 | 160,593 | 133,823 |
| Bank | 28,762 | 42,884 | 42,868 | 48,943 | 40,343 | 42,514 | 39,205 | 42,771 | 34,649 | 28,762 | 40,343 | 34,649 | 25,880 |
| Total deposits | 365,205 | 376,325 | 372,728 | 365,606 | 343,523 | 334,702 | 322,787 | 314,872 | 306,860 | 365,205 | 343,523 | 306,860 | 270,959 |
| Acceptances | 11,786 | 10,463 | 9,944 | 10,011 | 9,108 | 9,606 | 8,876 | 7,951 | 7,074 | 11,786 | 9,108 | 7,074 | 6,184 |
| Obligations related to securities sold short | 44,689 | 51,157 | 48,377 | 46,361 | 38,252 | 40,508 | 36,014 | 35,856 | 32,391 | 44,689 | 38,252 | 32,391 | 25,005 |
| Obligations related to assets sold under repurchase agreements and securities loaned | 37,033 | 39,842 | 41,207 | 41,117 | 41,103 | 38,030 | 28,315 | 28,841 | 23,381 | 37,033 | 41,103 | 23,381 | 26,473 |
| Derivatives | 72,010 | 58,128 | 48,660 | 43,971 | 42,094 | 40,839 | 47,072 | 42,668 | 42,592 | 72,010 | 42,094 | 42,592 | 42,201 |
| Insurance claims and policy benefit liabilities | 7,283 | 7,534 | 7,864 | 7,948 | 7,337 | 7,352 | 7,182 | 7,150 | 7,117 | 7,283 | 7,337 | 7,117 | 6,488 |
| Liabilities of operations held for sale ${ }^{2}$ |  | - |  | - | 32 | 36 | 32 | 37 | 40 | - | 32 | 40 | 62 |
| Other liabilities | 28,483 | 27,142 | 26,222 | 22,853 | 22,649 | 20,027 | 20,388 | 18,533 | 18,408 | 28,483 | 22,649 | 18,408 | 20,172 |
| Subordinated debentures | 6,235 | 6,204 | 6,809 | 6,807 | 7,103 | 7,822 | 7,839 | 8,116 | 8,167 | 6,235 | 7,103 | 8,167 | 8,116 |
| Trust capital securities | 1,400 | 1,382 | 1,379 | 1,385 | 1,383 | 1,400 | 1,390 | 1,399 | 1,400 | 1,400 | 1,383 | 1,400 | 2,300 |
| Preferred share liabilities | 300 | 298 | 297 | 299 | 298 | 300 | 300 | 300 | 300 | 300 | 298 | 300 | 300 |
| Non-controlling interest in subsidiaries | 1,483 | 1,560 | 1,508 | 1,799 | 1,775 | 1,800 | 1,947 | 1,916 | 1,944 | 1,483 | 1,775 | 1,944 | 58 |
| Shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred shares | 2,050 | 2,050 | 2,050 | 1,600 | 1,050 | 1,300 | 1,000 | 700 | 700 | 2,050 | 1,050 | 700 | 532 |
| Common shares | 7,300 | 7,283 | 7,250 | 7,216 | 7,196 | 7,176 | 7,191 | 7,189 | 7,170 | 7,300 | 7,196 | 7,170 | 6,988 |
| Contributed surplus | 235 | 235 | 241 | 255 | 292 | 287 | 278 | 299 | 265 | 235 | 292 | 265 | 169 |
| Treasury shares - preferred | (6) | (3) | (21) | (3) | (2) | (43) | (5) | (3) | (2) | (6) | (2) | (2) |  |
| - common | (101) | (116) | (99) | (114) | (180) | (181) | (178) | (199) | (216) | (101) | (180) | (216) | (294) |
| Retained earnings | 18,167 | 17,517 | 16,786 | 16,264 | 15,771 | 15,120 | 14,649 | 14,284 | 13,704 | 18,167 | 15,771 | 13,704 | 12,065 |
| Accumulated other comprehensive income (loss) | $(3,206)$ | $(2,419)$ | $(2,126)$ | $(1,760)$ | $(2,004)$ | $(2,112)$ | $(2,184)$ | $(2,035)$ | $(1,774)$ | $(3,206)$ | $(2,004)$ | $(1,774)$ | $(1,556)$ |
| Total shareholders' equity | 24,439 | 24,547 | 24,081 | 23,458 | 22,123 | 21,547 | 20,751 | 20,235 | 19,847 | 24,439 | 22,123 | 19,847 | 17,904 |
| Total liabilities and shareholders' equity | 600,346 | 604,582 | 589,076 | 571,615 | 536,780 | 523,969 | 502,893 | 487,874 | 469,521 | 600,346 | 536,780 | 469,521 | 426,222 |

[^3]| SELECTED AVERAGE BALANCE SHEET ITEMS ${ }^{1,3}$ (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securities | 185,900 | 193,200 | 198,500 | 199,930 | 178,200 | 170,400 | 171,100 | 172,000 | 157,000 | 194,300 | 173,000 | 148,200 | 137,700 |
| Assets purchased under reverse repurchase agreements and securities borrowed | 75,600 | 76,600 | 73,400 | 61,500 | 63,300 | 58,900 | 53,000 | 47,100 | 47,400 | 71,800 | 55,600 | 44,400 | 43,900 |
| Total loans ${ }^{2}$ | 233,100 | 226,500 | 220,000 | 213,300 | 206,000 | 200,200 | 193,300 | 190,500 | 187,500 | 223,200 | 197,500 | 179,700 | 165,900 |
| Retail ${ }^{2}$ | 168,200 | 161,800 | 156,900 | 153,800 | 151,200 | 147,200 | 142,400 | 142,100 | 139,600 | 160,200 | 145,700 | 134,100 | 119,900 |
| Wholesale ${ }^{2}$ | 66,200 | 66,200 | 64,500 | 60,900 | 56,200 | 54,500 | 52,400 | 49,900 | 49,400 | 64,500 | 53,300 | 47,200 | 47,800 |
| Customers' liability under acceptances | 11,300 | 10,000 | 10,200 | 9,600 | 9,100 | 9,100 | 8,600 | 8,200 | 7,000 | 10,300 | 8,700 | 6,400 | 6,000 |
| Average earning assets | 506,600 | 507,200 | 500,000 | 483,300 | 455,900 | 437,300 | 428,200 | 414,800 | 398,800 | 499,200 | 434,100 | 378,900 | 353,000 |
| Total assets | 597,500 | 588,800 | 578,700 | 558,900 | 525,500 | 509,500 | 493,800 | 480,000 | 469,600 | 581,000 | 502,300 | 447,100 | 421,400 |
| Deposits | 372,400 | 371,300 | 370,900 | 359,300 | 336,500 | 327,400 | 318,700 | 310,500 | 304,100 | 368,500 | 323,300 | 288,200 | 268,200 |
| Common equity | 22,450 | 22,250 | 21,950 | 21,450 | 20,500 | 20,050 | 19,700 | 19,300 | 19,350 | 22,000 | 19,900 | 18,600 | 17,800 |
| Total equity | 24,500 | 24,200 | 23,600 | 22,600 | 21,600 | 20,900 | 20,400 | 19,900 | 20,200 | 23,800 | 20,700 | 19,500 | 18,600 |
| ASSETS UNDER ADMINISTRATION AND MANAGEMENT (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| Assets under administration ${ }^{4}$ - RBC |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | 111,500 | 110,700 | 113,400 | 113,900 | 106,100 | 103,300 | 98,500 | 96,100 | 1,373,800 | 111,500 | 106,100 | 1,373,800 | 1,217,500 |
| Personal | 436,700 | 452,400 | 447,500 | 447,300 | 419,700 | 401,400 | 399,600 | 389,900 | 350,400 | 436,700 | 419,700 | 350,400 | 333,000 |
| Retail mutual funds |  |  |  |  |  |  | - | - | 54,000 |  |  | 54,000 | 43,400 |
| Total assets under administration | 548,200 | 563,100 | 560,900 | 561,200 | 525,800 | 504,700 | 498,100 | 486,000 | 1,778,200 | 548,200 | 525,800 | 1,778,200 | 1,593,900 |
| Assets under administration ${ }^{4}$ - RBC Dexia IS | 2,713,100 | 2,843,400 | 2,764,900 | 2,666,400 | 2,421,100 | 2,358,300 | 2,286,500 | 2,095,600 | - | 2,713,100 | 2,421,100 | - |  |
| Assets under management |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional | 21,700 | 23,000 | 24,500 | 28,100 | 24,100 | 22,700 | 22,600 | 24,000 | 23,300 | 21,700 | 24,100 | 23,300 | 20,600 |
| Personal | 48,800 | 47,700 | 46,300 | 44,200 | 39,400 | 36,400 | 35,200 | 32,900 | 29,400 | 48,800 | 39,400 | 29,400 | 24,700 |
| Retail mutual funds | 91,000 | 89,200 | 88,200 | 85,400 | 79,600 | 75,000 | 74,400 | 71,600 | 66,100 | 91,000 | 79,600 | 66,100 | 57,600 |
| Total assets under management | 161,500 | 159,900 | 159,000 | 157,700 | 143,100 | 134,100 | 132,200 | 128,500 | 118,800 | 161,500 | 143,100 | 118,800 | 102,900 |
| STATEMENTS OF COMPREHENSIVE INCOME (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| Net income | 1,324 | 1,395 | 1,279 | 1,494 | 1,262 | 1,177 | 1,118 | 1,171 | 522 | 5,492 | 4,728 | 3,387 | 2,803 |
| Other comprehensive income, net of taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net unrealized gains (losses) on available-for-sale securities | 48 | (157) | (10) | 26 | - | - | - | - |  | (93) | - | - |  |
| Reclassification of (gains) losses on available-for-sale securities to income | 10 | 9 | (4) | 13 | - | - | - | - | - | 28 | - | - |  |
| Unrealized foreign currency translation gains (losses) | $(2,107)$ | (701) | $(1,036)$ | 879 | 91 | 276 | (253) | (615) | (650) | $(2,965)$ | (501) | (624) | $(1,341)$ |
| Reclassification of (gains) losses on foreign currency translation to income | (1) | - | (1) | (40) | - | - | - | 2 | - | (42) | 2 | 5 |  |
| Net foreign currency translation gains (losses) from hedging activities | 1,370 | 405 | 652 | (623) | 17 | (204) | 104 | 352 | 379 | 1,804 | 269 | 401 | 678 |
| Net gains (losses) on derivatives designated as cash flow hedges | (110) | 144 | 29 | 17 | - | - | - | - | - | 80 | - | - | - |
| Reclassification to income of (gains) losses on derivatives designated as cash flow hedges | 3 | 7 | 4 | 17 | - | - | - | - |  | 31 | - | - |  |
| Other comprehensive income (loss) | (787) | (293) | (366) | 289 | 108 | 72 | (149) | (261) | (271) | $(1,157)$ | (230) | (218) | (663) |
| Total comprehensive income | 537 | 1,102 | 913 | 1,783 | 1,370 | 1,249 | 969 | 910 | 251 | 4,335 | 4,498 | 3,169 | 2,140 |

Total comprehensive income
537
${ }^{2}$ Average total loans are reported net of allowance for loan losses. Average retail and wholesale balances are reported on a gross basis (before deducting allowance for loan losses).
${ }^{3}$ Prior to Q1/07, all amounts were reported as from continuing operations except for Total assets which also included assets of discontinued operations on page 12.
${ }^{4}$ Assets under administration - RBC Dexia IS represents the total AUA of the joint venture as at September 30, 2007.
We have revised prior period amounts to reflect the amount reported by RBC Dexia IS, as we had previously disclosed only the assets under custody amount related to our joint venture

| STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY (C\$ MM) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Preferred shares |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 2,050 | 2,050 | 1,600 | 1,050 | 1,300 | 1,000 | 700 | 700 | 832 | 1,050 | 700 | 532 | 532 |
| Issued |  |  | 450 | 700 |  | 300 | 300 | - |  | 1,150 | 600 | 300 |  |
| Redeemed for cancellation | - | - | - | (150) | (250) | - | - | - | (132) | (150) | (250) | (132) |  |
| Balance at end of period | 2,050 | 2,050 | 2,050 | 1,600 | 1,050 | 1,300 | 1,000 | 700 | 700 | 2,050 | 1,050 | 700 | 532 |
| Common shares |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 7,283 | 7,250 | 7,216 | 7,196 | 7,176 | 7,191 | 7,189 | 7,170 | 7,126 | 7,196 | 7,170 | 6,988 | 7,018 |
| Issued | 18 | 39 | 50 | 63 | 30 | 16 | 38 | 43 | 65 | 170 | 127 | 214 | 127 |
| Purchased for cancellation | (1) | (6) | (16) | (43) | (10) | (31) | (36) | (24) | (21) | (66) | (101) | (32) | (157) |
| Balance at end of period | 7,300 | 7,283 | 7,250 | 7,216 | 7,196 | 7,176 | 7,191 | 7,189 | 7,170 | 7,300 | 7,196 | 7,170 | 6,988 |
| Contributed surplus |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 235 | 241 | 255 | 292 | 287 | 278 | 299 | 265 | 254 | 292 | 265 | 169 | 85 |
| Renounced stock appreciation rights | (1) | (1) | (2) | (2) | (1) | (1) | - | - | (4) | (6) | (2) | (6) |  |
| Stock-based compensation awards |  | 1 | (10) | (39) | 2 | 10 | (19) | (11) | 14 | (46) | (18) | 26 | 56 |
| Gain on redemption of preferred shares |  | - | - |  | . | - | - | - | 7 | - | - | 7 |  |
| Reclassified amounts | - | - | - | - | - | - | - | - | - | - | - | - | 34 |
| Initial adoption of AcG-15, Consolidation of Variable Interest Entities | - | - | - |  | - | - | - | - |  | $\checkmark$ | - | 54 |  |
| Other | (1) | (6) | (2) | 4 | 4 | - | (2) | 45 | (6) | (5) | 47 | 15 | (6) |
| Balance at end of period | 235 | 235 | 241 | 255 | 292 | 287 | 278 | 299 | 265 | 235 | 292 | 265 | 169 |
| Treasury shares - preferred |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (3) | (21) | (3) | (2) | (43) | (5) | (3) | (2) | - | (2) | (2) | - |  |
| Sales | 1 | 25 | 5 | 2 | 44 | 3 | 3 | (2) |  | 33 | 51 | - |  |
| Purchases | (4) | (7) | (23) | (3) | (3) | (41) | (5) | (2) | (2) | (37) | (51) | (2) |  |
| Balance at end of period | (6) | (3) | (21) | (3) | (2) | (43) | (5) | (3) | (2) | (6) | (2) | (2) |  |
| Treasury shares - common |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | (116) | (99) | (114) | (180) | (181) | (178) | (199) | (216) | (215) | (180) | (216) | (294) |  |
| Sales | 42 | 15 | 16 | 102 | 48 | 16 | 33 | 96 | 4 | 175 | 193 | 179 | 248 |
| Purchases | (27) | (32) | (1) | (36) | (47) | (19) | (12) | (79) | (5) | (96) | (157) | (47) | (238) |
| Reclassified amounts |  | - | - | - |  | - |  |  |  | - |  | - | (304) |
| Initial adoption of AcG-15, Consolidation of Variable Interest Entities | - | - | - | - | - | - | - | - |  | - | - | (54) |  |
| Balance at end of period | (101) | (116) | (99) | (114) | (180) | (181) | (178) | (199) | (216) | (101) | (180) | (216) | (294) |
| Retained earnings |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 17,517 | 16,786 | 16,264 | 15,771 | 15,120 | 14,649 | 14,284 | 13,704 | 13,748 | 15,771 | 13,704 | 12,065 | 11,333 |
| Transition adjustment - Financial instruments ${ }^{1}$ |  | - | - | (86) | - | - | - | - |  | (86) | - | - |  |
| Net income | 1,324 | 1,395 | 1,279 | 1,494 | 1,262 | 1,177 | 1,118 | 1,171 | 522 | 5,492 | 4,728 | 3,387 | 2,803 |
| Preferred share dividends | (24) | (26) | (22) | (16) | (26) | (13) | (11) | (10) | (11) | (88) | (60) | (42) | (31) |
| Common share dividends | (637) | (587) | (586) | (511) | (511) | (461) | (463) | (412) | (414) | $(2,321)$ | $(1,847)$ | $(1,512)$ | $(1,303)$ |
| Premium paid on common shares purchased for cancellation | (14) | (52) | (143) | (371) | (80) | (222) | (272) | (169) | (141) | (580) | (743) | (194) | (735) |
| Issuance costs and other | 1 | 1 | (6) | (17) | 6 | (10) | (7) | - | - | (21) | (11) | - | - |
| Cumulative effect of adopting AcG 17, Equity-linked Deposit Contracts |  | - | - | - | - | - | - | - |  | - | - | - | (2) |
| Balance at end of period | 18,167 | 17,517 | 16,786 | 16,264 | 15,771 | 15,120 | 14,649 | 14,284 | 13,704 | 18,167 | 15,771 | 13,704 | 12,065 |
| Accumulated other comprehensive income (loss) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Transition adjustment - Financial instruments ${ }^{1}$ | (45) | (45) | (45) | (45) | - | - | - | - |  | (45) | - | - |  |
| Unrealized gains and losses on available-for-sale securities | (65) | (123) | 25 | 39 | - | - | - | - | - | (65) | - | - |  |
| Unrealized foreign currency translation gains and losses, net of hedging activities | $(3,207)$ | $(2,469)$ | $(2,173)$ | $(1,788)$ | $(2,004)$ | $(2,112)$ | $(2,184)$ | $(2,035)$ | $(1,774)$ | $(3,207)$ | $(2,004)$ | $(1,774)$ | $(1,556)$ |
| Gains and losses on derivatives designated as cash flow hedges | 111 | 218 | 67 | 34 |  |  |  |  |  | 111 | - | - |  |
| Balance at end of period | $(3,206)$ | $(2,419)$ | $(2,126)$ | $(1,760)$ | $(2,004)$ | $(2,112)$ | $(2,184)$ | $(2,035)$ | $(1,774)$ | $(3,206)$ | $(2,004)$ | $(1,774)$ | $(1,556)$ |
| Retained earnings and Accumulated Other Comprehensive Income | 14,961 | 15,098 | 14,660 | 14,504 | 13,767 | 13,008 | 12,465 | 12,249 | 11,930 | 14,961 | 13,767 | 11,930 | 10,509 |
| Shareholders' equity at end of period | 24,439 | 24,547 | 24,081 | 23,458 | 22,123 | 21,547 | 20,751 | 20,235 | 19,847 | 24,439 | 22,123 | 19,847 | 17,904 |

[^4]| LOAN SECURITIZATION (C\$ MM) | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card loans ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 3,650 | 3,650 | 3,650 | 3,650 | 3,650 | 4,300 | 4,300 | 3,100 | 3,100 | 3,650 | 3,100 | 1,900 | 2,675 |
| Securitized |  |  |  | - |  |  |  | 1,200 | - |  | 1,200 | 1,200 |  |
| Reversal of prior securitizations | - | - | - | - |  | (650) |  | - |  |  | (650) |  | (775) |
| Closing balance | 3,650 | 3,650 | 3,650 | 3,650 | 3,650 | 3,650 | 4,300 | 4,300 | 3,100 | 3,650 | 3,650 | 3,100 | 1,900 |
| Commercial mortgages ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 2,438 | 2,316 | 2,125 | 1,914 | 1,599 | 1,611 | 1,228 | 1,237 | 765 | 1,914 | 1,237 | 603 | 129 |
| Securitized |  | 159 | 226 | 230 | 322 |  | 396 | - | 479 | 615 | 718 | 655 | 486 |
| Amortization | (33) | (37) | (35) | (19) | (7) | (12) | (13) | (9) | (7) | (124) | (41) | (21) | (12) |
| Closing balance | 2,405 | 2,438 | 2,316 | 2,125 | 1,914 | 1,599 | 1,611 | 1,228 | 1,237 | 2,405 | 1,914 | 1,237 | 603 |
| Commercial mortgages securitized and not administered by the bank | 365 | 491 | 376 | 90 | - | - | - | - | - | 1,322 | - | - |  |
| Mortgage-backed securities - sold ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance | 17,176 | 16,014 | 15,082 | 14,131 | 12,459 | 11,563 | 10,872 | 9,561 | 7,820 | 14,131 | 9,561 | 5,983 | 2,936 |
| Sold | 1,332 | 1,831 | 1,579 | 1,438 | 2,059 | 1,442 | 1,295 | 1,533 | 1,811 | 6,180 | 6,329 | 3,752 | 3,074 |
| Proceeds reinvested in revolving securitizations | 1,641 | 1,410 | 748 | 722 | 791 | 719 | 500 | 707 | 700 | 4,521 | 2,717 | 1,939 | 1,202 |
| Amortization | $(1,765)$ | $(2,079)$ | $(1,395)$ | $(1,209)$ | $(1,178)$ | $(1,265)$ | $(1,104)$ | (929) | (770) | $(6,448)$ | $(4,476)$ | $(2,113)$ | $(1,229)$ |
| Closing balance | 18,384 | 17,176 | 16,014 | 15,082 | 14,131 | 12,459 | 11,563 | 10,872 | 9,561 | 18,384 | 14,131 | 9,561 | 5,983 |
| Mortgage-backed securities - retained ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening balance, at amortized cost | 4,644 | 5,214 | 5,462 | 5,591 | 4,048 | 4,233 | 3,109 | 2,654 | 3,057 | 5,591 | 2,654 | 3,068 | 3,276 |
| Created | 4,949 | 3,264 | 2,640 | 2,482 | 4,839 | 2,362 | 3,221 | 3,169 | 2,564 | 13,335 | 13,591 | 6,458 | 4,977 |
| Sold | $(1,332)$ | $(1,831)$ | $(1,579)$ | $(1,438)$ | $(2,059)$ | $(1,442)$ | $(1,295)$ | $(1,533)$ | $(1,811)$ | $(6,180)$ | $(6,329)$ | $(3,752)$ | $(3,074)$ |
| Proceeds reinvested in revolving securitizations | $(1,641)$ | $(1,410)$ | (748) | (722) | (791) | (719) | (500) | (707) | (700) | $(4,521)$ | $(2,717)$ | $(1,939)$ | $(1,202)$ |
| Amortization | (571) | (593) | (561) | (451) | (446) | (386) | (302) | (474) | (456) | $(2,176)$ | $(1,608)$ | $(1,181)$ | (909) |
| Closing balance, at amortized cost | 6,049 | 4,644 | 5,214 | 5,462 | 5,591 | 4,048 | 4,233 | 3,109 | 2,654 | 6,049 | 5,591 | 2,654 | 3,068 |
| Unrealized gains/(losses) ${ }^{3}$ | (95) | (117) | (81) | (101) | - | - | - | - |  | (95) | - | - |  |
| Closing balance, at fair value | 5,954 | 4,527 | 5,133 | 5,361 | 5,591 | 4,048 | 4,233 | 3,109 | 2,654 | 5,954 | 5,591 | 2,654 | 3,068 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Impact of securitizations on net income before income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | (101) | (96) | (98) | (94) | (99) | (102) | (104) | (86) | (75) | (389) | (391) | (239) | (178) |
| Non-interest income ${ }^{4}$ | 52 | 33 | 88 | 88 | 80 | 57 | 59 | 41 | 78 | 261 | 237 | 255 | 156 |
| Provision for credit losses | 21 | 22 | 22 | 22 | 18 | 19 | 28 | 20 | 14 | 87 | 85 | 46 | 36 |
| Net income | (28) | (41) | 12 | 16 | (1) | (26) | (17) | (25) | 17 | (41) | (69) | 62 | 14 |

${ }^{1}$ The amounts include assets that we have securitized but continue to service.
${ }^{2}$ Mortgage-backed securities - retained are reported as securities on the Balance Sheet.
Upon adoption of CICA's new financial instruments accounting standards on November 1, 2006, mortgage-backed securities - retained arising from securitization are reported at fair value on the Balance Sheet
${ }^{4}$ Excludes the impact of liquidity, credit and administration fees earned on the securitization of client or third-party assets that are recorded in securitization revenue.

| CAPITAL (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q107 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 regulatory capital ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | 22,272 | 22,428 | 21,985 | 21,802 | 21,065 | 20,186 | 19,658 | 19,496 | 19,115 | 22,272 | 21,065 | 19,115 | 17,349 |
| Non-cumulative preferred shares | 2,344 | 2,345 | 2,272 | 1,895 | 1,345 | 1,554 | 1,290 | 994 | 997 | 2,344 | 1,345 | 997 | 832 |
| Trust capital securities | 3,494 | 3,456 | 3,407 | 3,339 | 3,222 | 3,133 | 2,998 | 2,907 | 2,835 | 3,494 | 3,222 | 2,835 | 2,300 |
| Other Non-controlling interests in subsidiaries | 25 | 28 | 29 | 30 | 28 | 29 | 27 | 27 | 28 | 25 | 28 | 28 | 27 |
| Goodwill | $(4,752)$ | $(5,055)$ | $(4,977)$ | $(4,803)$ | $(4,182)$ | $(4,014)$ | $(3,983)$ | $(4,033)$ | $(4,074)$ | $(4,752)$ | $(4,182)$ | $(4,074)$ | $(4,236)$ |
| Total Tier 1 capital | 23,383 | 23,202 | 22,716 | 22,263 | 21,478 | 20,888 | 19,990 | 19,391 | 18,901 | 23,383 | 21,478 | 18,901 | 16,272 |
| Tier 2 regulatory capital ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Permanent subordinated debentures | 779 | 789 | 810 | 813 | 839 | 841 | 838 | 864 | 874 | 779 | 839 | 874 | 954 |
| Non-permanent subordinated debentures | 5,473 | 5,434 | 6,020 | 6,046 | 6,313 | 7,031 | 6,945 | 7,195 | 7,234 | 5,473 | 6,313 | 7,234 | 7,131 |
| General allowances | 1,221 | 1,230 | 1,235 | 1,253 | 1,223 | 1,223 | 1,219 | 1,224 | 1,286 | 1,221 | 1,223 | 1,286 | 1,227 |
| Excess of non-cumulative preferred shares |  | - | 54 |  |  |  |  |  |  |  |  |  |  |
| Trust capital securities (excess over 15\% Tier 1) |  | - | 72 | 146 | 249 | 364 | 482 | 581 | 567 | - | 249 | 567 | - |
| Trust subordinated notes | 1,027 | 1,027 | 1,000 |  |  |  |  |  |  | 1,027 |  |  |  |
| Accumulated net unrealized gain on available-for-sale equity securities | 105 | 89 | 112 | 135 |  |  |  |  |  | 105 |  |  |  |
| Total Tier 2 capital | 8,605 | 8,569 | 9,303 | 8,393 | 8,624 | 9,459 | 9,484 | 9,864 | 9,961 | 8,605 | 8,624 | 9,961 | 9,312 |
| Total regulatory capital ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Tier 1 and Tier 2 capital | 31,988 | 31,771 | 32,019 | 30,656 | 30,102 | 30,347 | 29,474 | 29,255 | 28,862 | 31,988 | 30,102 | 28,862 | 25,584 |
| Substantial investments/iinvestments in insurance subsidiaries/other | $(3,417)$ | $(3,328)$ | $(3,513)$ | $(3,621)$ | $(3,438)$ | $(3,199)$ | $(3,194)$ | $(3,152)$ | $(3,049)$ | $(3,417)$ | $(3,438)$ | $(3,049)$ | $(2,851)$ |
| Total regulatory capital | 28,571 | 28,443 | 28,506 | 27,035 | 26,664 | 27,148 | 26,280 | 26,103 | 25,813 | 28,571 | 26,664 | 25,813 | 22,733 |
| Regulatory capital ratios ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital ratio | 9.4\% | 9.3\% | 9.3\% | 9.2\% | 9.6\% | 9.6\% | 9.5\% | 9.5\% | 9.6\% | 9.4\% | 9.6\% | 9.6\% | 8.9\% |
| Total capital ratio | 11.5\% | 11.4\% | 11.7\% | 11.2\% | 11.9\% | 12.4\% | 12.5\% | 12.8\% | 13.1\% | 11.5\% | 11.9\% | 13.1\% | 12.4\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Regulatory capital generation ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Internal capital generation ${ }^{2}$ | 663 | 782 | 671 | 967 | 725 | 703 | 644 | 749 | 97 | 3,083 | 2,821 | 1,833 | 1,469 |
| External capital generation: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shares | 17 | 33 | 34 | 20 | 20 | (15) | 2 | 19 | 44 | 104 | 26 | 182 | (30) |
| Contributed surplus |  | (6) | (14) | (37) | 5 | 9 | (21) | 34 | 11 | (57) | 27 | 96 | 84 |
| Premium paid on common shares repurchased | (14) | (52) | (143) | (371) | (80) | (222) | (272) | (169) | (141) | (580) | (743) | (194) | (735) |
| Preferred shares |  | - | 450 | 550 | (250) | 300 | 300 | - | (132) | 1,000 | 350 | 168 |  |
| Trust capital securities ${ }^{3}$ | - | - |  | - |  | - | - | - | 1,104 | - | - | 1,104 | - |
| Treasury shares - common | (23) | (27) | 29 | 48 | 94 | (9) | (34) | 5 | 8 | 27 | 56 | 70 | (318) |
| Subordinated debentures | (3) | (533) | (42) | (302) | (697) | (8) | (268) | (45) | (745) | (880) | $(1,018)$ | (26) | 1,982 |
| Trust subordinated notes | - | 27 | 1,000 | - | - | - | - | - |  | 1,027 | - | - |  |
|  | (23) | (558) | 1,314 | (92) | (908) | 55 | (293) | (156) | 149 | 641 | $(1,302)$ | 1,400 | 983 |
| Other comprehensive income (2) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in foreign currency translation adjustments, net of hedging activities | (738) | (296) | (385) | 216 | 108 | 72 | (149) | (261) | (271) | $(1,203)$ | (230) | (218) | (663) |
| Other ${ }^{4}$ Nenge in unrealized gains (losses) on available-for-sale equity securities | 16 | (23) | (23) | 135 |  |  | - |  |  | 105 |  |  |  |
|  | 210 | 32 | (106) | (855) | (409) | 38 | (25) | (42) | 329 | (719) | (438) | 65 | (430) |
|  | (512) | (287) | (514) | (504) | (301) | 110 | (174) | (303) | 58 | $(1,817)$ | (668) | (153) | $(1,093)$ |
| Total regulatory capital generation | 128 | (63) | 1,471 | 371 | (484) | 868 | 177 | 290 | 304 | 1,907 | 851 | 3,080 | 1,359 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average common equity (allocated by risk type) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit risk | 7,100 | 6,950 | 6,800 | 6,550 | 6,100 | 5,850 | 5,700 | 5,500 | 5,300 | 6,850 | 5,800 | 5,100 | 5,200 |
| Market risk (trading and non-trading) | 2,550 | 2,800 | 2,850 | 2,650 | 2,550 | 2,600 | 2,400 | 2,400 | 2,350 | 2,700 | 2,500 | 2,200 | 2,100 |
| Operational risk | 2,600 | 2,800 | 2,850 | 2,750 | 2,550 | 2,500 | 2,500 | 2,300 | 2,400 | 2,750 | 2,450 | 2,350 | 2,200 |
| Business and fixed assets risk | 2,000 | 2,000 | 2,000 | 2,000 | 1,800 | 1,750 | 1,850 | 1,700 | 1,550 | 2,000 | 1,800 | 1,600 | 1,650 |
| Insurance risk | 150 | 150 | 150 | 150 | 150 | 250 | 250 | 250 | 200 | 150 | 200 | 200 | 150 |
| Risk capital | 14,400 | 14,700 | 14,650 | 14,100 | 13,150 | 12,950 | 12,700 | 12,150 | 11,800 | 14,450 | 12,750 | 11,450 | 11,300 |
| Goodwill and intangibles | 5,450 | 5,750 | 5,600 | 5,400 | 4,700 | 4,800 | 4,900 | 4,450 | 4,650 | 5,550 | 4,650 | 4,850 | 5,400 |
| Attributed equity capital (Economic capital) | 19,850 | 20,450 | 20,250 | 19,500 | 17,850 | 17,750 | 17,600 | 16,600 | 16,450 | 20,000 | 17,400 | 16,300 | 16,700 |
| Unattributed equity capital ${ }^{5}$ | 2,600 | 1,800 | 1,700 | 1,950 | 2,650 | 2,300 | 2,100 | 2,700 | 2,900 | 2,000 | 2,500 | 2,300 | 1,100 |
| Total average common equity | 22,450 | 22,250 | 21,950 | 21,450 | 20,500 | 20,050 | 19,700 | 19,300 | 19,350 | 22,000 | 19,900 | 18,600 | 17,800 |

## Calculated using guidelines issued by the OSFI

Internal capital generation is net income available to common shareholders less common share dividends.
${ }^{3}$ In Q4/05, we issued $\$ 1.2$ billion of RBC Trust Capital Securities (TruCS), of which $\$ 96$ million was not initially recognized as regulatory capital due to the OSFI constraints.
Includes changes to investments in insurance subsidiaries, regulatory capital deductions for goodwill, substantial investments, eligible general allowance, non-controlling interest in subsidiaries, securitization related amounts, treasury shares (other than common)
and other adjustments to retained earnings.
Unattributed equity capital is reported in Corporate Support.

| RISK-ADJUSTED ASSETS <br>  <br> (CS MM) |
| :--- |
| On-balance sheet assets ${ }^{2}$ <br> Cash resources <br> Securities <br> Residential mortgages ${ }^{3}$ <br> Insured <br> Conventional <br> Other loans and acceptances ${ }^{3}$ <br> Issued or guaranteed by Canadian or other OECD${ }^{4}$ governments <br> Other <br> Other assets <br> Total |

Q4/07 $\quad$ Q3/07 $\quad$ Q2/07 $\quad$ Q1/07 $\begin{array}{lll}\text { Risk-Adjusted Balance } \\ \text { Q4/06 }\end{array} \quad$ Q3/06

| Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2,852 | 2,590 | 2,610 | 1,839 | 2,322 | 2,372 | 2,193 | 2,544 | 1,830 |
| 9,547 | 9,186 | 9,098 | 10,226 | 7,853 | 7,441 | 6,297 | 6,150 | 5,326 |
| 355 | 367 | 352 | 346 | 363 | 371 | 353 | 375 | 385 |
| 32,885 | 31,039 | 28,104 | 28,798 | 27,921 | 26,424 | 24,538 | 26,562 | 25,592 |
| 5,651 | 5,914 | 5,532 | 3,017 | 3,848 | 3,901 | 4,470 | 3,151 | 2,991 |
| 118,723 | 117,837 | 117,365 | 115,764 | 107,336 | 106,318 | 101,231 | 97,266 | 95,639 |
| 10,487 | 10,629 | 9,949 | 10,356 | 10,609 | 10,265 | 9,598 | 9,786 | 7,014 |
| 180,500 | 177,562 | 173,010 | 170,346 | 160,252 | 157,092 | 148,680 | 145,834 | 138,777 |


| 16,107 |
| ---: |
| 178,449 |
|  |
| 27,994 |
| 81,713 |
| 32,577 |
| 171,422 |
| 92,100 |
| 600,362 |


| Off-balance sheet credit instruments |
| :--- |
| Guarantees and standby letters of credit |
| Documentary and commercial letters of credit |
| Securities lending ${ }^{5}$. |
| Commitments to extend credit |
| Uncommitted amounts |
| Liquidity facilities |
| Note issuances and revolving underwriting facilities |
| Total |


| 22,237 | 19,758 |
| ---: | ---: |
| 501 | 100 |
| 36,187 | 36,187 |
| 62,926 | 21,954 |
| 47,110 | - |
| 38,662 | 4,826 |
| - | - |
| 207,623 | 82,825 |


| 11,807 | 12,391 | 12,306 | 14,764 | 14,092 | 12,562 | 12,650 | 12,640 | 12,154 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 78 | 97 | 104 | 115 | 65 | 72 | 52 | 50 | 56 |
| 962 | 4,155 | 4,371 | 3,468 | 3,022 | 2,184 | 4,332 | 2,787 | 2,299 |
| 18,752 | 18,677 | 17,807 | 17,549 | 16,666 | 15,479 | 15,385 | 14,595 | 14,968 |
| - | - | - |  | - | - | - | - |  |
| 4,746 | 5,445 | 5,181 | 4,985 | 4,413 | 4,966 | 4,848 | 4,289 | 3,513 |
|  | - |  |  | 4 | 4 | 3 | 3 | 3 |
| 36,345 | 40,765 | 39,769 | 40,881 | 38,262 | 35,267 | 37,270 | 34,364 | 32,993 |
|  |  |  |  |  |  |  |  |  |
| 1,594 | 1,700 | 1,460 | 1,371 | 1,408 | 1,288 | 1,225 | 1,228 | 1,205 |
| 5,877 | 5,086 | 5,338 | 5,043 | 4,253 | 4,564 | 4,872 | 4,252 | 4,152 |
| 6,986 | 6,131 | 5,208 | 5,683 | 4,771 | 4,919 | 4,375 | 3,947 | 4,339 |
| 14,457 | 12,917 | 12,006 | 12,097 | 10,432 | 10,771 | 10,472 | 9,427 | 9,696 |


| Derivative financial instruments ${ }^{6}$ |
| :--- |
| Interest rate agreements |
| Foreign exchange rate contracts |
| Preciouss metals, commodities, equity-linked contracts and credit |
| derivatives |
| Total |


|  |  |  |
| ---: | ---: | ---: |
| $2,925,907$ | 3,281 | 6,712 |
| $1,123,394$ | 15,175 | 28,453 |
| 721,398 | 7,458 | 22,808 |
| $4,770,699$ | 25,914 | 57,973 |


| Market risk |
| :--- |
| Total specific and general market risk |

## Minimum capital required <br> | ('000s) | Multiplier |
| :---: | ---: |
| $1,306,607$ | 12.5 |

Total risk-adjusted assets
${ }^{\top}$
$\qquad$ ,966 14,763 $\qquad$ 14,54 4,543 14,622 15,538

Calculated using guidelines issued by the OSFI.
When calculating risk-adjusted assets, amortized costs rather than fair value balances are used for certain asset classes as prescribed by the OSFI.
${ }^{3}$ Amounts are shown net of the allowance for loan losses.
${ }^{4}$ OECD stands for Organization for Economic Cooperation and Development.
In Q4/07, we implemented a new trading credit risk system in our London office that enables clearer identification of these balances, resulting in a lower risk-adjusted balance
${ }^{6}$ Excludes non-trading credit derivatives given guarantee treatment for credit risk capital purposes.
${ }^{7}$ Excludes non-trading credit derivatives given guarantee treatment for credit risk capital purposes.

| LOANS AND ACCEPTANCES (C\$ MM) | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By portfolio and sector |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 109,745 | 106,681 | 101,479 | 98,527 | 96,675 | 95,688 | 92,506 | 91,776 | 91,043 | 109,745 | 96,675 | 91,043 | 81,998 |
| Personal | 48,743 | 48,524 | 47,255 | 45,787 | 44,902 | 44,022 | 42,441 | 41,337 | 41,045 | 48,743 | 44,902 | 41,045 | 36,848 |
| Small business ${ }^{1}$ | 8,322 | 7,913 | 7,622 | 7,553 | 7,155 | 6,792 | 6,051 | 5,468 | 6,200 | 8,322 | 7,155 | 6,200 | 6,456 |
|  | 2,652 | 2,436 | 2,260 | 2,466 | 2,318 | 2,221 | 2,133 | 2,130 | 1,951 | 2,652 | 2,318 | 1,951 | 1,928 |
|  | 169,462 | 165,554 | 158,616 | 154,333 | 151,050 | 148,723 | 143,131 | 140,711 | 140,239 | 169,462 | 151,050 | 140,239 | 127,230 |
| Wholesale ${ }_{\text {Business }}{ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 5,367 | 5,386 | 5,477 | 5,534 | 5,435 | 5,404 | 5,473 | 5,416 | 5,238 | 5,367 | 5,435 | 5,238 | 4,992 |
| Automotive | 3,285 | 3,193 | 3,199 | 3,119 | 2,958 | 2,984 | 2,990 | 2,761 | 2,545 | 3,285 | 2,958 | 2,545 | 2,370 |
| Consumer goods | 5,206 | 4,673 | 4,445 | 4,577 | 4,553 | 4,567 | 4,509 | 4,326 | 4,437 | 5,206 | 4,553 | 4,437 | 4,566 |
| Energy | 7,632 | 7,244 | 7,601 | 7,981 | 6,010 | 5,203 | 5,432 | 5,745 | 5,628 | 7,632 | 6,010 | 5,628 | 3,462 |
| Non-bank financial services | 4,245 | 2,790 | 2,844 | 2,910 | 2,588 | 2,737 | 2,274 | 2,633 | 1,892 | 4,245 | 2,588 | 1,892 | 935 |
| Forest products | 1,349 | 1,089 | 1,093 | 1,021 | 1,126 | 1,470 | 1,365 | 1,382 | 1,210 | 1,349 | 1,126 | 1,210 | 1,150 |
| Industrial products | 4,119 | 3,919 | 3,818 | 3,748 | 3,659 | 3,736 | 3,667 | 3,420 | 3,157 | 4,119 | 3,659 | 3,157 | 2,827 |
| Mining and metals | 2,301 | 1,215 | 1,039 | 885 | 1,072 | 956 | 1,180 | 1,143 | 543 | 2,301 | 1,072 | 543 | 511 |
| Real estate and related | 19,187 | 18,398 | 17,943 | 17,815 | 16,145 | 15,160 | 14,415 | 14,492 | 13,730 | 19,187 | 16,145 | 13,730 | 12,224 |
| Technology and media | 2,423 | 2,164 | 2,274 | 2,439 | 2,326 | 2,419 | 2,680 | 2,530 | 2,244 | 2,423 | 2,326 | 2,244 | 2,135 |
| Transportation and environment | 2,656 | 3,348 | 3,416 | 3,476 | 2,400 | 2,111 | 2,082 | 2,308 | 1,900 | 2,656 | 2,400 | 1,900 | 2,555 |
| Other | 17,583 | 19,110 | 18,319 | 17,300 | 15,586 | 16,023 | 14,517 | 13,600 | 14,772 | 17,583 | 15,586 | 14,772 | 12,319 |
| Sovereign ${ }^{3}$ | -932 | 801 | 895 | 888 | -887 | 83 | -907 | 980 | 550 | 932 | -887 | 550 | 800 |
| Bank | 5,468 | 4,378 | 4,614 | 3,703 | 3,252 | 3,200 | 2,835 | 700 | 903 | 5,468 | 3,252 | 903 | 668 |
|  | 81,753 | 77,708 | 76,977 | 75,396 | 67,997 | 66,803 | 64,326 | 61,436 | 58,749 | 81,753 | 67,997 | 58,749 | 51,514 |
| Total Loans and Acceptances | 251,215 | 243,262 | 235,593 | 229,729 | 219,047 | 215,526 | 207,457 | 202,147 | 198,988 | 251,215 | 219,047 | 198,988 | 178,744 |
| Allowance for loan lossesTotal Loans and Acceptances, net of allowance for loan losses | $(1,493)$ | $(1,449)$ | $(1,446)$ | $(1,455)$ | $(1,409)$ | $(1,415)$ | $(1,435)$ | $(1,439)$ | $(1,498)$ | $(1,493)$ | $(1,409)$ | $(1,498)$ | $(1,644)$ |
|  | 249,722 | 241,813 | 234,147 | 228,274 | 217,638 | 214,111 | 206,022 | 200,708 | 197,490 | 249,722 | 217,638 | 197,490 | 177,100 |
| Loans and Acceptances by geography and portfolio ${ }^{4}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 107,453 | 104,170 | 98,847 | 96,010 | 94,272 | 93,369 | 90,266 | 89,537 | 88,808 | 107,453 | 94,272 | 88,808 | 80,168 |
| Personal | 42,506 | 41,497 | 39,923 | 38,591 | 37,946 | 37,018 | 35,614 | 34,398 | 33,986 | 42,506 | 37,946 | 33,986 | 30,415 |
| Credit cards | 8,142 | 7,720 | 7,427 | 7,346 | 6,966 | 6,611 | 5,875 | 5,289 | 6,024 | 8,142 | 6,966 | 6,024 | 6,298 |
| Small business ${ }^{1}$ | 2,652 | 2,436 | 2,260 | 2,466 | 2,318 | 2,221 | 2,133 | 2,130 | 1,951 | 2,652 | 2,318 | 1,951 | 1,928 |
| Retail | 160,753 | 155,823 | 148,457 | 144,413 | 141,502 | 139,219 | 133,888 | 131,354 | 130,769 | 160,753 | 141,502 | 130,769 | 118,809 |
| Business ${ }^{2}$ | 51,237 | 49,336 | 47,868 | 45,406 | 44,353 | 44,770 | 43,274 | 42,583 | 42,383 | 51,237 | 44,353 | 42,383 | 35,214 |
| Sovereign ${ }^{3}$ | 585 | 559 | 592 | 645 | 553 | 601 | 672 | 855 | 521 | 585 | 553 | 521 | 535 |
| Bank | 3,235 | 2,143 | 3,640 | 2,751 | 2,031 | 1,985 | 2,065 | 113 | 74 | 3,235 | 2,031 | 74 | 106 |
| Wholesale | 55,057 | 52,038 | 52,100 | 48,802 | 46,937 | 47,356 | 46,011 | 43,551 | 42,978 | 55,057 | 46,937 | 42,978 | 35,855 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 6,804 | 7,687 | 8,127 | 7,842 | 7,652 | 7,611 | 7,440 | 7,616 | 7,741 | 6,804 | 7,652 | 7,741 | 7,010 |
| Wholesale | 18,548 | 17,150 | 17,640 | 17,812 | 13,847 | 13,715 | 12,817 | 12,736 | 12,317 | 18,548 | 13,847 | 12,317 | 11,698 |
|  | 25,352 | 24,837 | 25,767 | 25,654 | 21,499 | 21,326 | 20,257 | 20,352 | 20,058 | 25,352 | 21,499 | 20,058 | 18,708 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 1,905 | 2,044 | 2,032 | 2,078 | 1,896 | 1,893 | 1,803 | 1,741 | 1,729 | 1,905 | 1,896 | 1,729 | 1,411 |
| Wholesale | 8,148 | 8,520 | 7,237 | 8,782 | 7,213 | 5,732 | 5,498 | 5,149 | 3,454 | 8,148 | 7,213 | 3,454 | 3,961 |
|  | 10,053 | 10,564 | 9,269 | 10,860 | 9,109 | 7,625 | 7,301 | 6,890 | 5,183 | 10,053 | 9,109 | 5,183 | 5,372 |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 169,462 | 165,554 | 158,616 | 154,333 | 151,050 | 148,723 | 143,131 | 140,711 | 140,239 | 169,462 | 151,050 | 140,239 | 127,230 |
| Wholesale | 81,753 | 77,708 | 76,977 | 75,396 | 67,997 | 66,803 | 64,326 | 61,436 | 58,749 | 81,753 | 67,997 | 58,749 | 51,514 |
| Total Loans and Acceptances | 251,215 | 243,262 | 235,593 | 229,729 | 219,047 | 215,526 | 207,457 | 202,147 | 198,988 | 251,215 | 219,047 | 198,988 | 178,744 |

${ }^{1}$ Includes small business exposure managed on a pool basis.
${ }^{2}$ Includes small business exposure managed on an individual client basis.
${ }^{3}$ Sovereign refers to all central governments and agencies, central banks, as well as other qualifying public sector entities and multilateral development banks.
Geographic information is based on residence of borrower.

## Gross Impaired Loans (by portfolio and sector)

Retail
Residential mortgage
Personal
Small business ${ }^{1}$
Wholesale
Business ${ }^{2}$
Agriculture
Consumer goods
Energy
Non-bank financial service
Forest products
Industrial product
Mining and metals
Real estate and related
Technology and media
Transportation and environment
Other ${ }^{3}$
Bank

Total Gross Impaired Loans

| 210 | 178 | 176 | 172 | 165 | 143 | 155 | 155 | 146 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 189 | 190 | 200 | 213 | 205 | 197 | 222 | 222 | 183 |
| 19 | 18 | 17 | 19 | 13 | 13 | 10 | 10 | 11 |
| 418 | 386 | 393 | 404 | 383 | 353 | 387 | 387 | 340 |
| 65 | 61 | 50 | 50 | 45 | 40 | 31 | 34 | 48 |
| 5 | 7 | 7 | 7 | 8 | 7 | 6 | 5 | 4 |
| 83 | 94 | 81 | 73 | 85 | 94 | 86 | 73 | 73 |
| 3 | 7 | 8 | 8 | 6 | 11 | 34 | 55 | 47 |
| 14 | 15 | 18 | 17 | 15 | 15 | 12 | 15 | 15 |
| 29 | 10 | 12 | 11 | 12 | 13 | 11 | 14 | 16 |
| 29 | 32 | 24 | 24 | 17 | 21 | 18 | 17 | 12 |
| 4 | 4 | 5 | 5 | 5 | 4 | 6 | 4 | 4 |
| 345 | 187 | 137 | 95 | 82 | 55 | 62 | 64 | 74 |
| 10 | 10 | 12 | 51 | 49 | 43 | 38 | 48 | 52 |
| 19 | 10 | 14 | 23 | 19 | 18 | 13 | 11 | 14 |
| 116 | 117 | 118 | 108 | 108 | 117 | 89 | 73 | 75 |
|  | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - | - | - |
| 722 | 554 | 486 | 472 | 451 | 438 | 406 | 413 | 434 |
| 1,140 | 940 | 879 | 876 | 834 | 791 | 793 | 800 | 774 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| 210 | 165 | 146 | 156 |
| 189 | 205 | 183 | 204 |
| 19 | 13 | 11 | 8 |
| 418 | 383 | 340 | 368 |
|  |  |  |  |
|  |  |  |  |
| 65 | 45 | 48 | 89 |
| 5 | 8 | 4 | 8 |
| 83 | 85 | 73 | 59 |
| 3 | 6 | 47 | 162 |
| 14 | 15 | 15 | 14 |
| 29 | 12 | 16 | 163 |
| 29 | 17 | 12 | 60 |
| 4 | 5 | 4 | 10 |
| 345 | 82 | 74 | 102 |
| 10 | 49 | 52 | 89 |
| 19 | 19 | 14 | 19 |
| 116 | 108 | 75 | 116 |
| - | - | - | - |
| - | - | - | - |
| 722 | 451 | 434 | 891 |
|  |  |  |  |
| 1,140 | 834 | 774 | 1,259 |

## Gross Impaired Loans by geography and portfolio

Canada
Resid
Residential mortgages
Personal
Small business ${ }^{1}$
Retail
Business ${ }^{2}$
Sovereign
Bank
Wholesale

## United States

Retail
Wholesale
Other International
Retail
Wholesale

## Retai

Retail
Total Gross Impaired Loans
s

| 149 | 143 | 141 | 135 | 127 | 105 | 118 | 116 | 106 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 152 | 157 | 169 | 187 | 183 | 174 | 199 | 198 | 161 |
| 19 | 18 | 17 | 19 | 13 | 13 | 10 | 10 | 11 |
| 320 | 318 | 327 | 341 | 323 | 292 | 327 | 324 | 278 |
| 377 | 354 | 325 | 288 | 266 | 244 | 200 | 204 | 225 |
| - | - | - | - | - | - | - | - |  |
| - | - | - | - | - | - | - | - | - |
| 377 | 354 | 325 | 288 | 266 | 244 | 200 | 204 | 225 |
| 697 | 672 | 652 | 629 | 589 | 536 | 527 | 528 | 503 |
| 57 | 23 | 20 | 16 | 15 | 17 | 18 | 20 | 16 |
| 314 | 167 | 129 | 148 | 151 | 162 | 168 | 172 | 173 |
| 371 | 190 | 149 | 164 | 166 | 179 | 186 | 192 | 189 |
| 41 | 45 | 46 | 47 | 45 | 44 | 42 | 43 | 46 |
| 31 | 33 | 32 | 36 | 34 | 32 | 38 | 37 | 36 |
| 72 | 78 | 78 | 83 | 79 | 76 | 80 | 80 | 82 |
| 418 | 386 | 393 | 404 | 383 | 353 | 387 | 387 | 340 |
| 722 | 554 | 486 | 472 | 451 | 438 | 406 | 413 | 434 |
| 1,140 | 940 | 879 | 876 | 834 | 791 | 793 | 800 | 774 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| 149 | 127 | 106 | 96 |
| 152 | 183 | 161 | 178 |
| 19 | 13 | 11 | 8 |
| 320 | 323 | 278 | 282 |
|  |  |  |  |
| 377 | 266 | 225 | 501 |
| - | - | - | - |
| - | - | - | - |
| 677 | 266 | 225 | 501 |
| 697 | 589 | 503 | 783 |
|  |  |  |  |
| 57 | 15 | 16 | 44 |
| 314 | 151 | 173 | 332 |
| 371 | 166 | 189 | 376 |
|  |  |  |  |
| 41 | 45 | 46 | 42 |
| 31 | 34 | 36 | 58 |
| 72 | 79 | 82 | 100 |
|  |  |  |  |
| 418 | 383 | 340 | 368 |
| 722 | 451 | 434 | 891 |
| 1,140 | 834 | 774 | 1,259 |

${ }^{1}$ Includes small business exposure managed on a pool basis.
${ }^{2}$ Includes small business exposure managed on an individual client basis,
Sovereign refers to all central governments and agencies, central banks, as well as other qualifying public sector entities and multilateral development banks.
Geographic information is based on residence of borrower.

| GROSS IMPAIRED LOANS continued <br> (CS MM) |
| :--- |
| Changes in Gross Impaired Loans <br> Balance at beginning of period <br> Retail <br> Whosesale <br> New impaired <br> Retail <br> Wholesale |
| Repayments, return to performing status, sold and other <br> Retail <br> Wholesale |
| Net impaired loan formation <br> Retail <br> Wholesale |
| Write-offs |
| Retaii |
| Wholesale |

Net Impaired Loans by geography and portfolio ${ }^{1}$
Residential mortgage
Personal
Small business ${ }^{2}$
Retail
Business ${ }^{3}$
Sovereign
Soverk
Bank
Wholesale
United States
Retail
ther Internationa
Retail
Wholesa
Total
Retail
Total Net Impaired Loans

| Q4107 | Q3107 | Q207 | Q107 | Q4/06 | Q3106 | Q2106 | Q1/06 | Q4/05 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 386 | 393 | 404 | 383 | 353 | 387 | 387 | 340 | 325 |
| 554 | 486 | 472 | 451 | 438 | 406 | 413 | 434 | 541 |
| 940 | 879 | 876 | 834 | 791 | 793 | 800 | 774 | 866 |
| 269 | 213 | 229 | 215 | 211 | 187 | 179 | 233 | 283 |
| 320 | 170 | 134 | 96 | 98 | 53 | 83 | 37 | 35 |
| 589 | 383 | 363 | 311 | 309 | 240 | 262 | 270 | 318 |
| (44) | (37) | (37) | (14) | (14) | (79) | (10) | (41) | (106) |
| (110) | (71) | (99) | (60) | (50) | (3) | (72) | (39) | (76) |
| (154) | (108) | (136) | (74) | (64) | (82) | (82) | (80) | (182) |
| 225 | 176 | 192 | 201 | 197 | 108 | 169 | 192 | 177 |
| 210 | 99 | 35 | 36 | 48 | 50 | 11 | (2) | (41) |
| 435 | 275 | 227 | 237 | 245 | 158 | 180 | 190 | 136 |
| (193) | (183) | (203) | (180) | (167) | (142) | (169) | (145) | (162) |
| (42) | (31) | (21) | (15) | (35) | (18) | (18) | (19) | (66) |
| (235) | (214) | (224) | (195) | (202) | (160) | (187) | (164) | (228) |
| 418 | 386 | 393 | 404 | 383 | 353 | 387 | 387 | 340 |
| 722 | 554 | 486 | 472 | 451 | 438 | 406 | 413 | 434 |
| 1,140 | 940 | 879 | 876 | 834 | 791 | 793 | 800 | 774 |


|  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 136 | 131 | 129 | 123 | 116 | 96 | 107 | 106 | 97 |
| 73 | 71 | 83 | 98 | 95 | 86 | 97 | 96 | 60 |
| 10 | 10 | 9 | 8 | 4 | 5 | 2 | 3 | 3 |
| 219 | 212 | 221 | 229 | 215 | 187 | 206 | 205 | 160 |



| Net Write-offs by geography and portfolio ${ }^{1}$ |
| :--- |
| Canada |
| Residential mortgages |
| Personal |
| Credit |
| Small business ${ }^{2}$ |
| Retail |
| Business ${ }^{3}$ |
| Sovereign ${ }^{4}$ |
| Bank |
| Wholesale |
| United States |
| Retail |
| Wholesale |
| Other International |
| Retail |
| Wholesale |
| Total |
| Retail |
| Wholesale |
| Total Net Write-offs |



r, net of specific allowance.
Includes small business exposure managed on an individual client basis.
${ }^{3}$ Includes small business exposure managed on an individual client basis.
${ }^{\text {S }}$.


[^5]| ALLOWANCE FOR CREDIT LOSSES (C\$ MM) | Q4107 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3106 | Q2106 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for credit losses (ACL) by portfolio and sector Specific |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 23 | 13 | 14 | 14 | 13 | 11 | 13 | 12 | 10 | 23 | 13 | 10 | 13 |
| Personal | 96 | 103 | 103 | 106 | 101 | 102 | 115 | 117 | 115 | 96 | 101 | 115 | 125 |
| Small business ${ }^{1}$ | 9 | 8 | 8 | 11 | 9 | 8 | 8 | 7 | 8 | 9 | 9 | 8 | 6 |
|  | Wholesale ${ }^{2}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agriculture | 9 | 9 | 8 | 8 | 9 | 11 | 10 | 10 | 15 | 9 | 9 | 15 | 28 |
| Automotive | 2 |  | 7 | 6 | 5 | 3 | 4 |  | 3 | 2 | 5 | 3 | , |
| Consumer goods | 45 | 45 | 37 | 32 | 35 | 32 | 37 | 37 | 34 | 45 | 35 | 34 | 18 |
| Energy | 1 | 4 | 4 | 4 | 5 | 6 | 8 | 9 | 9 | 1 | 5 | 9 | 53 |
| Non-bank financial services | 20 | 23 | 25 | 25 | 24 | 24 | 24 | 25 | 24 | 20 | 24 | 24 | 14 |
| Forest products | 10 | 3 | 4 | 4 | 2 | 5 | 7 | 6 | 6 | 10 | 2 | 6 | 63 |
| Industrial products | 9 | 12 | 10 | 8 | 8 | 9 | 8 | 9 | 7 | 9 | 8 | 7 | 27 |
| Mining and metals | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |  | 1 | 1 | - | 4 |
| Real estate and related | 66 | 20 | 17 | 14 | 11 | 11 | 13 | 14 | 16 | 66 | 11 | 16 | 28 |
| Technology and media | 5 | 6 | 7 | 5 | 5 | 7 | 7 | 8 | 8 | 5 | 5 | 8 | 14 |
| Transportation and environment | 7 | 14 | 11 | 10 | 7 | 7 | 6 | 4 | 5 | 7 | 7 | 5 | 15 |
| Other | 48 | 32 | 36 | 33 | 28 | 25 | 25 | 23 | 22 | 48 | 28 | 22 | 75 |
| Sovereign ${ }^{3}$ | - | - | . | . | . | - | . | . |  | . | . | . |  |
| Bank | - | - | - | - | - | - | - |  |  | - | - | - |  |
|  | 223 | 175 | 167 | 150 | 140 | 141 | 150 | 149 | 149 | 223 | 140 | 149 | 343 |
| General | 1,221 | 1,230 | 1,234 | 1,253 | 1,223 | 1,223 | 1,219 | 1,224 | 1,286 | 1,221 | 1,223 | 1,286 | 1,227 |
| Total | 1,572 | 1,529 | 1,526 | 1,534 | 1,486 | 1,485 | 1,505 | 1,509 | 1,568 | 1,572 | 1,486 | 1,568 | 1,714 |
| Allowance for credit loss by geography and portfolio ${ }^{4}$ <br> Specific <br> Canada |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgages | 13 | 12 | 12 | 12 | 11 | 9 | 11 | 10 | 9 | 13 | 11 | 9 | 11 |
| Personal | 79 | 86 | 86 | 89 | 88 | 88 | 102 | 102 | 101 | 79 | 88 | 101 | 108 |
| Small business ${ }^{1}$ | 9 | 8 | 8 | 11 | 9 | 8 | 8 | 7 | 8 | 9 | 9 | 8 | 6 |
| Retail | 101 | 106 | 106 | 112 | 108 | 105 | 121 | 119 | 118 | 101 | 108 | 118 | 125 |
| Business ${ }^{2}$Sovereign | 153 | 140 | 130 | 119 | 112 | 106 | 112 | 114 | 112 | 153 | 112 | 112 | 202 |
|  | . | . | - | - | . | - | . | - |  | - | - | . |  |
| Bank Wholesale | - | - | - | - | - | - | - | - | - | - | - | - |  |
|  | 153 | 140 | 130 | 119 | 112 | 106 | 112 | 114 | 112 | 153 | 112 | 112 | 202 |
|  | 254 | 246 | 236 | 231 | 220 | 211 | 233 | 233 | 230 | 254 | 220 | 230 | 327 |
| United States |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale | 14 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 14 | 3 | 3 | 5 |
|  | 54 | 18 | 20 | 13 | 12 | 19 | 20 | 18 | 18 | 54 | 12 | 18 | 118 |
|  | 68 | 22 | 24 | 16 | 15 | 22 | 23 | 22 | 21 | 68 | 15 | 21 | 123 |
| Other International |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 13 | 14 | 15 | 16 | 12 | 13 | 12 | 13 | 12 | 13 | 12 | 12 | 14 |
| Wholesale | 16 | 17 | 17 | 18 | 16 | 16 | 18 | 17 | 19 | 16 | 16 | 19 | 23 |
|  | 29 | 31 | 32 | 34 | 28 | 29 | 30 | 30 | 31 | 29 | 28 | 31 | 37 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | Specific |  |  |  |  |  |  |  |  |  |  |  |  |
| Wholesale | 223 | 175 | 167 | 150 | 140 | 141 | 150 | 149 | 149 | 223 | 140 | 149 | 343 |
| General | 1,221 | 1,230 | 1,234 | 1,253 | 1,223 | 1,223 | 1,219 | 1,224 | 1,286 | 1,221 | 1,223 | 1,286 | 1,227 |
| Total Allowance for Credit Loss by Geographies | 1,572 | 1,529 | 1,526 | 1,534 | 1,486 | 1,485 | 1,505 | 1,509 | 1,568 | 1,572 | 1,486 | 1,568 | 1,714 |
| Allowance for credit losses by type |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan losses | 1,493 | 1,449 | 1,446 | 1,455 | 1,409 | 1,415 | 1,435 | 1,439 | 1,498 | 1,493 | 1,409 | 1,498 | 1,644 |
| Allowance for off-balance sheet items | 79 | 80 | 80 | 79 | 77 | 70 | 70 | 70 | 70 | 79 | 77 | 70 | 70 |
| Total | 1,572 | 1,529 | 1,526 | 1,534 | 1,486 | 1,485 | 1,505 | 1,509 | 1,568 | 1,572 | 1,486 | 1,568 | 1,714 |
| Changes in the allowance for credit losses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance at beginning of period | 1,529 | 1,526 | 1,534 | 1,486 | 1,485 | 1,505 | 1,509 | 1,568 | 1,639 | 1,486 | 1,568 | 1,714 | 2,164 |
| Provision for credit losses | 263 | 178 | 188 | 162 | 159 | 99 | 124 | 47 | 103 | 791 | 429 | 455 | 346 |
| Write-offs | (235) | (214) | (224) | (195) | (202) | (160) | (187) | (164) | (228) | (868) | (713) | (770) | $(1,001)$ |
| Recoveries | 39 | 46 | 40 | 45 | 46 | 36 | 62 | 61 | 49 | 170 | 205 | 174 | 216 |
| Adjustments on acquisition ${ }^{5}$ | - | - | - | 21 | - | - | - | - | - | 21 | - | - | 6 |
| Other adjustments ${ }^{6}$ | (24) | (7) | (12) | 15 | (2) | 5 | (3) | (3) | 5 | (28) | (3) | (5) | (17) |
| Balance at end of period | 1,572 | 1,529 | 1,526 | 1,534 | 1,486 | 1,485 | 1,505 | 1,509 | 1,568 | 1,572 | 1,486 | 1,568 | 1,714 |

${ }^{1}$ Includes small business exposure managed on a pool basis.
Includudes small business exposure managed on an individual client basis.
${ }^{3}$ IScovereign refers to all central governments and agencies, central banks, as well as other qualifying public sector entities and multilateral development banks.
${ }^{4}$ Geographic information is based on residence of borrower.

Other adjustments include primarily foreign exchange translations on non-Canadian dollar denominated ACL.

| CREDIT QUALITY RATIOS (C\$ MM) | Q4/07 | Q3107 | Q2107 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diversification ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Portfolio as a \% of Total Loans and Acceptances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 67\% | 68\% | 67\% | 67\% | 69\% | 69\% | 69\% | 70\% | 70\% | 67\% | 69\% | 70\% | 71\% |
| Wholesale | 33\% | 32\% | 33\% | 33\% | 31\% | 31\% | 31\% | 30\% | 30\% | 33\% | 31\% | 30\% | 29\% |
| Canada | 86\% | 86\% | 83\% | 84\% | 86\% | 87\% | 87\% | 87\% | 87\% | 86\% | 86\% | 87\% | 87\% |
| U.S. | 10\% | 10\% | 11\% | 11\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% |
| Other International | 4\% | 4\% | 6\% | 5\% | 4\% | 3\% | 3\% | 3\% | 3\% | 4\% | 4\% | 3\% | 3\% |
| Condition ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Impaired Loans (GILs) as a \% of Loans and Acceptances | 0.45\% | 0.39\% | 0.37\% | 0.38\% | 0.38\% | 0.37\% | 0.38\% | 0.40\% | 0.39\% | 0.45\% | 0.38\% | 0.39\% | 0.70\% |
| Retail | 0.25\% | 0.23\% | 0.25\% | 0.26\% | 0.25\% | 0.24\% | 0.27\% | 0.28\% | 0.24\% | 0.25\% | 0.25\% | 0.24\% | 0.29\% |
| Wholesale | 0.88\% | 0.71\% | 0.63\% | 0.63\% | 0.66\% | 0.66\% | 0.63\% | 0.67\% | 0.74\% | 0.88\% | 0.66\% | 0.74\% | 1.73\% |
| Canada | 0.32\% | 0.32\% | 0.33\% | 0.33\% | 0.31\% | 0.29\% | 0.29\% | 0.30\% | 0.29\% | 0.32\% | 0.31\% | 0.29\% | 0.51\% |
| U.S. | 1.46\% | 0.76\% | 0.58\% | 0.64\% | 0.77\% | 0.84\% | 0.92\% | 0.94\% | 0.94\% | 1.46\% | 0.77\% | 0.94\% | 2.01\% |
| Other International | 0.72\% | 0.74\% | 0.84\% | 0.76\% | 0.87\% | 1.00\% | 1.10\% | 1.16\% | 1.58\% | 0.72\% | 0.87\% | 1.58\% | 1.86\% |
| Net Impaired Loans (NILs) as a \% of Loans and Acceptances | 0.31\% | 0.26\% | 0.25\% | 0.26\% | 0.26\% | 0.25\% | 0.24\% | 0.25\% | 0.25\% | 0.31\% | 0.26\% | 0.25\% | 0.43\% |
| Retail | 0.17\% | 0.16\% | 0.17\% | 0.18\% | 0.17\% | 0.16\% | 0.18\% | 0.18\% | 0.15\% | 0.17\% | 0.17\% | 0.15\% | 0.18\% |
| Wholesale | 0.61\% | 0.49\% | 0.41\% | 0.43\% | 0.46\% | 0.44\% | 0.40\% | 0.43\% | 0.49\% | 0.61\% | 0.46\% | 0.49\% | 1.06\% |
| Canada | 0.21\% | 0.20\% | 0.21\% | 0.21\% | 0.20\% | 0.17\% | 0.16\% | 0.17\% | 0.16\% | 0.21\% | 0.20\% | 0.16\% | 0.29\% |
| U.S. | 1.20\% | 0.68\% | 0.49\% | 0.58\% | 0.70\% | 0.74\% | 0.80\% | 0.84\% | 0.84\% | 1.20\% | 0.70\% | 0.84\% | 1.35\% |
| Other International | 0.43\% | 0.44\% | 0.50\% | 0.45\% | 0.56\% | 0.62\% | 0.68\% | 0.73\% | 0.98\% | 0.43\% | 0.56\% | 0.98\% | 1.17\% |
| PCL as a \% of Average Net Loans and Acceptances | 0.43\% | 0.30\% | 0.33\% | 0.29\% | 0.29\% | 0.19\% | 0.25\% | 0.09\% | 0.21\% | 0.34\% | 0.21\% | 0.24\% | 0.20\% |
| Specific PCL as a \% of Average Net Loans and Acceptances ${ }^{1}$ | 0.41\% | 0.29\% | 0.35\% | 0.29\% | 0.29\% | 0.18\% | 0.26\% | 0.20\% | 0.20\% | 0.33\% | 0.23\% | 0.21\% | 0.30\% |
| Retail | 0.39\% | 0.36\% | 0.43\% | 0.39\% | 0.36\% | 0.28\% | 0.40\% | 0.36\% | 0.37\% | 0.39\% | 0.35\% | 0.36\% | 0.35\% |
| Wholesale | 0.44\% | 0.15\% | 0.18\% | 0.07\% | 0.12\% | (0.03)\% | (0.08)\% | (0.17)\% | (0.23)\% | 0.21\% | (0.04)\% | (0.18)\% | 0.19\% |
| Coverage ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ACL as a \% of Total Loans and Acceptances | 0.63\% | 0.63\% | 0.65\% | 0.67\% | 0.68\% | 0.69\% | 0.73\% | 0.75\% | 0.79\% | 0.63\% | 0.68\% | 0.79\% | 0.97\% |
| Specific ACL as a \% of Total Loans and Acceptances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 0.05\% | 0.05\% | 0.05\% | 0.06\% | 0.06\% | 0.06\% | 0.07\% | 0.07\% | 0.07\% | 0.05\% | 0.06\% | 0.07\% | 0.08\% |
| Wholesale | 0.09\% | 0.07\% | 0.07\% | 0.07\% | 0.06\% | 0.07\% | 0.07\% | 0.07\% | 0.08\% | 0.09\% | 0.06\% | 0.08\% | 0.19\% |
| Specific ACL as a \% of GIL |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | 30.62\% | 32.12\% | 31.81\% | 32.43\% | 32.11\% | 34.28\% | 35.14\% | 35.14\% | 39.12\% | 30.62\% | 32.11\% | 39.12\% | 39.13\% |
| Wholesale | 30.89\% | 31.59\% | 34.36\% | 31.78\% | 31.04\% | 32.19\% | 36.95\% | 36.08\% | 34.33\% | 30.89\% | 31.04\% | 34.33\% | 38.50\% |
| Total Net Write-offs as a \% of Average Net Loans and Acceptances | 0.32\% | 0.28\% | 0.33\% | 0.27\% | 0.29\% | 0.24\% | 0.25\% | 0.21\% | 0.37\% | 0.30\% | 0.25\% | 0.32\% | 0.46\% |
| Retail | 0.38\% | 0.25\% | 0.30\% | 0.27\% | 0.25\% | 0.23\% | 0.28\% | 0.24\% | 0.27\% | 0.40\% | 0.25\% | 0.27\% | 0.27\% |
| Wholesale | 0.18\% | 0.03\% | 0.02\% | 0.00\% | 0.04\% | 0.01\% | (0.03\%) | (0.03\%) | 0.10\% | 0.09\% | 0.00\% | 0.05\% | 0.18\% |
| Canada | 0.30\% | 0.27\% | 0.31\% | 0.27\% | 0.27\% | 0.23\% | 0.28\% | 0.24\% | 0.30\% | 0.29\% | 0.25\% | 0.28\% | 0.31\% |
| U.s. | 0.02\% | 0.02\% | 0.01\% | 0.00\% | 0.01\% | 0.00\% | (0.03\%) | (0.03\%) | 0.06\% | 0.01\% | (0.01)\% | 0.03\% | 0.07\% |
| Other International | 0.00\% | 0.00\% | 0.01\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.08\% |

${ }^{1}$ A $\$ 52$ million transfer of the specific allowance to the general allowance during 2005 decreased this ratio by $0.03 \%$.

| CALCULATION OF ROE AND RORC (C\$ MM, except for percentage amounts) | Q4/07 | Q3107 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q4/05 | 2007 | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Canadian Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income available to common shareholders | 890 | 689 | 609 | 765 | 665 | 655 | 506 | 576 | 420 | 2,953 | 2,402 | 1,992 | 1,802 |
| Average risk capital ${ }^{2}$ | 6,650 | 6,500 | 6,400 | 6,350 | 6,150 | 6,050 | 5,900 | 5,950 | 5,850 | 6,500 | 6,050 | 5,450 | 5,150 |
| Add: Average goodwill and other intangibles | 2,050 | 2,150 | 2,200 | 2,150 | 1,950 | 1,950 | 2,000 | 2,000 | 2,000 | 2,100 | 1,950 | 2,100 | 2,200 |
| Average attributed capital ${ }^{2}$ | 8,700 | 8,650 | 8,600 | 8,500 | 8,100 | 8,000 | 7,900 | 7,950 | 7,850 | 8,600 | 8,000 | 7,550 | 7,350 |
| ROE ${ }^{3}$ | 40.6\% | 31.6\% | 29.0\% | 35.7\% | 32.6\% | 32.6\% | 26.3\% | 28.8\% | 21.2\% | 34.3\% | 30.1\% | 26.3\% | 24.6\% |
| Return on risk capital (RORC) ${ }^{4}$ | 52.9\% | 41.9\% | 39.0\% | 47.7\% | 42.6\% | 42.9\% | 35.1\% | 38.4\% | 28.5\% | 45.5\% | 39.9\% | 36.3\% | 35.3\% |
| Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income available to common shareholders | 178 | 174 | 192 | 209 | 162 | 134 | 158 | 144 | 150 | 753 | 598 | 498 | 366 |
| Average risk capital ${ }^{2}$ | 1,150 | 1,200 | 1,200 | 1,150 | 1,050 | 1,000 | 1,050 | 1,000 | 950 | 1,150 | 1,050 | 900 | 1,000 |
| Add: Average goodwill and other intangibles | 1,100 | 1,150 | 1,100 | 1,250 | 1,150 | 1,150 | 1,200 | 1,000 | 1,050 | 1,150 | 1,100 | 1,150 | 1,250 |
| Average attributed capital ${ }^{2}$ | 2,250 | 2,350 | 2,300 | 2,400 | 2,200 | 2,150 | 2,250 | 2,000 | 2,000 | 2,300 | 2,150 | 2,050 | 2,250 |
| ROE ${ }^{3}$ | 31.7\% | 29.4\% | 34.3\% | 34.4\% | 28.7\% | 24.7\% | 29.1\% | 28.7\% | 30.2\% | 32.4\% | 27.8\% | 24.5\% | 16.5\% |
| Return on risk capital (RORC) ${ }^{4}$ | 62.4\% | 58.6\% | 66.4\% | 73.1\% | 61.0\% | 54.3\% | 62.6\% | 59.0\% | 62.3\% | 65.1\% | 59.3\% | 54.8\% | 37.5\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. and International Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income available to common shareholders | 17 | 83 | 63 | 65 | 76 | 80 | 61 | 37 | 79 | 228 | 254 | 251 | 122 |
| Average risk capital ${ }^{2}$ | 1,900 | 2,100 | 2,050 | 1,800 | 1,700 | 1,700 | 1,550 | 1,350 | 1,450 | 1,950 | 1,600 | 1,550 | 1,750 |
| Add: Average goodwill and other intangibles | 1,400 | 1,550 | 1,450 | 1,150 | 800 | 900 | 900 | 650 | 750 | 1,400 | 800 | 800 | 1,000 |
| Average attributed capital ${ }^{2}$ | 3,300 | 3,650 | 3,500 | 2,950 | 2,500 | 2,600 | 2,450 | 2,000 | 2,200 | 3,350 | 2,400 | 2,350 | 2,750 |
| ROE ${ }^{3}$ | 2.2\% | 9.0\% | 7.4\% | 8.8\% | 11.9\% | 12.3\% | 10.1\% | 7.4\% | 14.2\% | 6.9\% | 10.6\% | 10.8\% | 4.5\% |
| Return on risk capital (RORC) ${ }^{4}$ | 3.8\% | 15.5\% | 12.7\% | 14.2\% | 17.7\% | 18.8\% | 16.0\% | 10.9\% | 21.7\% | 11.7\% | 16.1\% | 16.4\% | 7.2\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital Markets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income (loss) available to common shareholders | 181 | 354 | 345 | 392 | 294 | 301 | 411 | 336 | (77) | 1,272 | 1,342 | 678 | 764 |
| Average risk capital ${ }^{2}$ | 3,750 | 3,900 | 4,100 | 3,900 | 3,400 | 3,450 | 3,650 | 3,350 | 3,050 | 3,900 | 3,450 | 3,050 | 3,000 |
| Add: Average goodwill and other intangibles | 900 | 900 | 850 | 850 | 800 | 800 | 800 | 800 | 850 | 900 | 800 | 800 | 950 |
| Average attributed capital ${ }^{2}$ | 4,650 | 4,800 | 4,950 | 4,750 | 4,200 | 4,250 | 4,450 | 4,150 | 3,900 | 4,800 | 4,250 | 3,850 | 3,950 |
| ROE ${ }^{3}$ | 15.4\% | 29.3\% | 28.5\% | 32.8\% | 27.9\% | 28.2 \% | 38.0 \% | 31.9 \% | (7.9)\% | 26.6\% | 31.5\% | 17.5\% | 19.4\% |
| Return on risk capital (RORC) ${ }^{4}$ | 19.3\% | 35.9\% | 34.4\% | 39.9\% | 34.3\% | 34.5 \% | 46.4 \% | 39.6\% | (10.0)\% | 32.5\% | 38.7\% | 22.4\% | 25.6\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Support |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income (loss) available to common shareholders | 34 | 69 | 48 | 47 | 40 | 11 | (19) | 69 | (36) | 198 | 101 | (20) | (62) |
| Average risk capital ${ }^{2}$ | 950 | 1,000 | 900 | 900 | 850 | 750 | 550 | 500 | 500 | 950 | 600 | 500 | 400 |
| Add: Average unattributed capital | 2,600 | 1,800 | 1,700 | 1,950 | 2,650 | 2,300 | 2,100 | 2,700 | 2,900 | 2,000 | 2,500 | 2,300 | 1,100 |
| Average attributed capital ${ }^{2}$ | 3,550 | 2,800 | 2,600 | 2,850 | 3,500 | 3,050 | 2,650 | 3,200 | 3,400 | 2,950 | 3,100 | 2,800 | 1,500 |
| ROE ${ }^{3}$ | 3.7\% | 9.8\% | 7.6\% | $6.4 \%$ | 3.8 \% | 1.4\% | (3.1)\% | 8.7 \% | (4.1)\% | 6.7\% | 3.0\% | (0.7)\% | (3.8)\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RBC |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Income available to common shareholders | 1,300 | 1,369 | 1,257 | 1,478 | 1,236 | 1,164 | 1,107 | 1,161 | 515 | 5,404 | 4,668 | 3,349 | 2,772 |
| Average risk capital ${ }^{2}$ | 14,400 | 14,700 | 14,650 | 14,100 | 13,150 | 12,950 | 12,700 | 12,150 | 11,800 | 14,450 | 12,750 | 11,450 | 11,300 |
| Average common equity | 22,450 | 22,250 | 21,950 | 21,450 | 20,500 | 20,050 | 19,700 | 19,300 | 19,350 | 22,000 | 19,900 | 18,600 | 17,800 |
| ROE - Continuing Operations | 23.0\% | 24.4\% | 23.5\% | 27.3\% | 23.6\% | 23.1\% | 22.9\% | 23.6\% | 10.9\% | 24.6\% | 23.3\% | 18.1\% | 16.8\% |
| ROE ${ }^{3}$ | 23.0\% | 24.4\% | 23.5\% | 27.3\% | 23.9\% | 23.1\% | 23.0\% | 23.9\% | 10.6\% | 24.6\% | 23.5\% | 18.0\% | 15.6\% |
| Return on risk capital (RORC) - Continuing Operations | 35.8\% | 36.9\% | 35.2\% | 41.6\% | 37.3\% | 36.2\% | 36.1\% | 38.0\% | 18.1\% | 37.4\% | 37.0\% | 29.7\% | 26.5\% |
| RORC ${ }^{4}$ | 35.8\% | 36.9\% | 35.2\% | 41.6\% | 37.3\% | 35.7\% | 35.7\% | 37.9\% | 17.3\% | 37.4\% | 36.7\% | 29.3\% | 24.6\% |


actual balances before rounding
${ }^{2}$ Average risk capital includes credit, market (trading and non-trading), insurance, operational, business and fixed assets risk capital. Average attributed capital includes risk capital plus the net amounts of goodwill and intangibles capital.
${ }^{3}$ Unattributed capital is reported in Corporate Support and included in its calculation of ROE
${ }^{4}$ RORC is based on Average risk capital only. Segment ROE is based on Average attributed capital. We do not report RORC for Corporate Support as it is not considered meaningful.


[^0]:    ${ }^{2}$ Calculated using guidelines issued by the OSFl.

[^1]:    Includes precious metals.

[^2]:    ${ }^{1}$ Effective Q1/07, we no longer classify amounts as specified items. Amounts shown are reported on an after-tax basis. For further details, refer to the 2006 Annual Report to Shareholders.

[^3]:    ${ }^{2}$ Relates to assets and liabilities of discontinued operations (RBC Mortgage Company). For further information, refer to Discontinued Operations on page 12.

[^4]:    The transition adjustment relates to the implementation of the new financial instruments accounting standard

[^5]:    Includes small business exposure managed on a pool basis.
    Includes small business exposure managed on an individual client basis
    ${ }^{3}$ Sovereign refers to all central governments and agencies, central banks, as well as other qualifying public sector entities and multilateral development banks
    ${ }^{4}$ Geographic information is based on residence of borrower.

