Royal Bank of Canada
Third Quarter Results

August 24, 2016

All amounts are in Canadian dollars and are based on financial statements prepared in compliance with International Accounting Standard 34 *Interim Financial Reporting* unless otherwise noted. Our Q3/2016 Report to Shareholders and Supplementary Financial Information are available on our website at rbc.com/investorrelations.

Caution regarding forward-looking statements

From time to time, we make written or oral forward-looking statements within the meaning of certain securities laws, including the "safe harbour" provisions of the *United States Private Securities Litigation Reform Act of 1995* and any applicable Canadian securities legislation. We may make forward-looking statements in this presentation and in the accompanying management's comments and responses to questions during the August 24, 2016 analyst conference call (Q3 presentation), in filings with Canadian regulators or the United States (U.S.) Securities and Exchange Commission (SEC), in reports to shareholders and in other communications. Forward-looking statements in this Q3 presentation include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals. The forward-looking information contained in this Q3 presentation is presented for the purpose of assisting the holders of our securities and financial analysts in understanding our financial position and results of operations as at and for the periods ended on the dates presented, and our financial performance objectives, vision and strategic goals, and may not be appropriate for other purposes. Forward-looking statements are typically identified by words such as "believe", "expect", "foresee", "forecast", "anticipate", "intend", "estimate", "goal", "plan" and "project" and similar expressions of future or conditional verbs such as "will", "may", "should", "could" or "would".

By their very nature, forward-looking statements require us to make assumptions and are subject to inherent risks and uncertainties, which give rise to the possibility that our predictions, forecasts, projections, expectations or conclusions will not prove to be accurate, that our assumptions may not be correct and that our financial performance objectives, vision and strategic goals will not be achieved. We caution readers not to place undue reliance on these statements as a number of risk factors could cause our actual results to differ materially from the expectations expressed in such forward-looking statements. These factors – many of which are beyond our control and the effects of which can be difficult to predict – include: credit, market, liquidity and funding, insurance, operational, regulatory compliance, strategic, reputation, legal and regulatory environment, competitive and systemic risks and other risks discussed in the Risk management and Overview of other risks sections of our 2015 Annual Report and the Risk management section of our Q3/2016 Report to Shareholders; weak oil and gas prices; the high levels of Canadian household debt; exposure to more volatile sectors, such as lending related to commercial real estate and leveraged finance; cybersecurity; anti-money laundering; the business and economic conditions in Canada, the U.S. and certain other countries in which we operate; the effects of changes in government fiscal, monetary and other policies; tax risk and transparency; and environmental risk.

We caution that the foregoing list of risk factors is not exhaustive and other factors could also adversely affect our results. When relying on our forward-looking statements to make decisions with respect to us, investors and others should carefully consider the foregoing factors and other uncertainties and potential events. Material economic assumptions underlying the forward looking-statements contained in this Q3 presentation are set out in the Overview and outlook section and for each business segment under the heading Outlook and priorities in our 2015 Annual Report, as updated by the Overview and outlook section in our Q3/2016 Report to Shareholders. Except as required by law, we do not undertake to update any forward-looking statement, whether written or oral, that may be made from time to time by us or on our behalf.

Additional information about these and other factors can be found in the Risk management and the Overview of other risks sections in our 2015 Annual Report and in the Risk management section of our Q3/2016 Report to Shareholders.

Information contained in or otherwise accessible through the websites mentioned does not form part of this Q3 presentation. All references in this Q3 presentation to websites are inactive textual references and are for your information only.

Overview

Dave McKay

President and Chief Executive Officer

Record Q3 earnings

Strong results demonstrate strength of our diversified business model

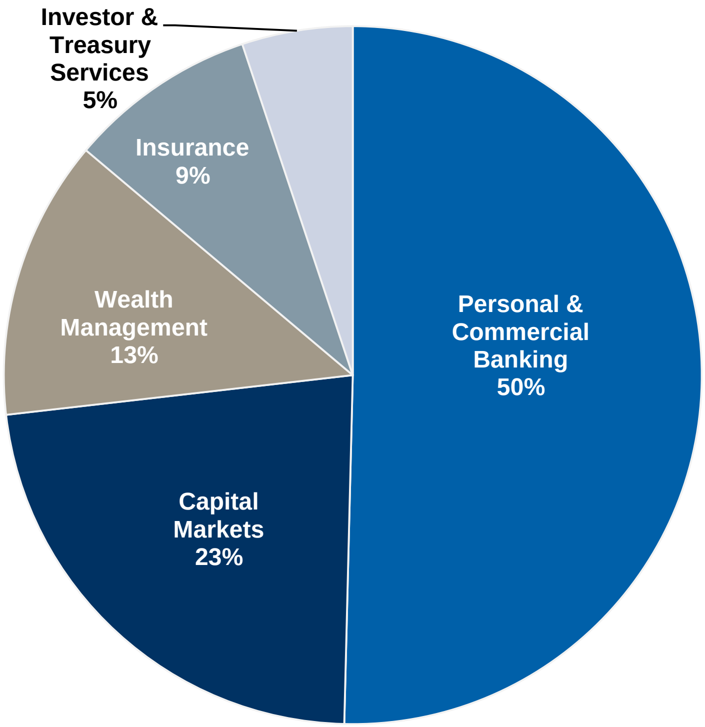
Record Q3 earnings	▪ Net income of over $2.8 billion, up 17% YoY – Up 7% YoY on an adjusted basis(1) ▪ Insurance results driven by gain on sale of RBC General Insurance Company, our home and auto insurance business ▪ Higher results in Wealth Management – Includes strong performance from City National Bank (CNB) ▪ Strong earnings in Capital Markets, higher earnings in Personal & Commercial Banking and strong underlying results in Investor & Treasury Services ▪ Demonstrated discipline in managing risks and costs ▪ Reinvesting a portion of our gain on sale and efficiency management benefits into technology, including digital initiatives
Strong YTD results	▪ Year-to-date net income of $7.9 billion
Strong capital position	▪ "All-in" Common Equity Tier 1 ratio of 10.5% ▪ Repurchased $292 million of common shares ▪ Announced a quarterly dividend increase of $0.02 or 2% to $0.83 per share

(1) Excludes a gain of $235MM after-tax ($287MM before-tax) related to the sale of RBC General Insurance Company, our home and auto insurance business, to Aviva Canada Inc. This is a non-GAAP measure. For more information and a reconciliation, see slides 33 and 34.

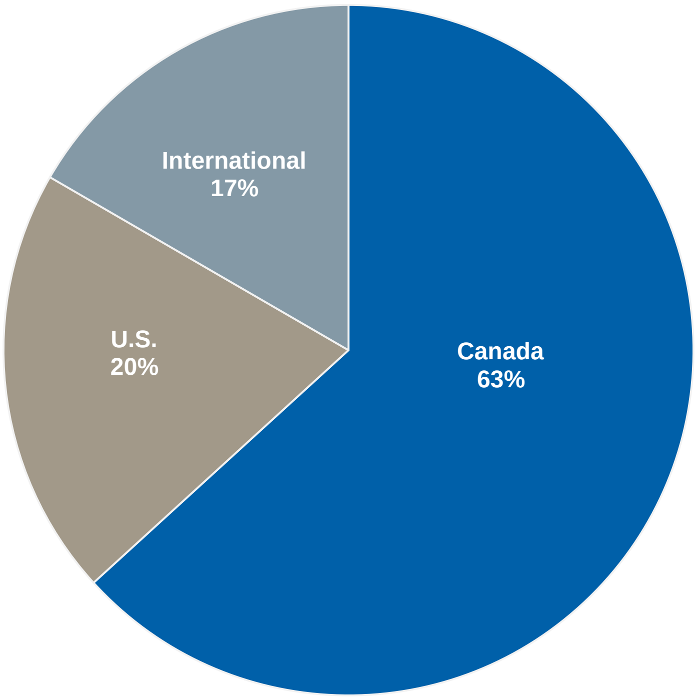
Market leader with a focused strategy for growth

- Diversified business model with leading client franchises
- In Canada, to be the undisputed leader in financial services
- In the U.S., to be the preferred partner to corporate, institutional and high net worth clients and their businesses
- In select global financial centers, to be a leading financial services partner valued for our expertise

Earnings by Business Segment(1)
Latest twelve months ended July 31, 2016



Revenue by Geography(1)
Latest twelve months ended July 31, 2016



(1) Amounts exclude Corporate Support. These are non-GAAP measures. For further information see the Business segment results and Results by geographic segment sections of our Q3/2016 Report to Shareholders and slide 34.

Financial Review

Janice Fukakusa

Chief Administrative Officer and Chief Financial Officer

Strong underlying results across most of our businesses

($ millions, except for EPS and ROE)	Q3/2016	QoQ		YoY	
		As reported	Excluding specified item(1)	As reported	Excluding specified item(1)
Revenue	**$10,255**	8%	5%	16%	13%
Revenue net of Insurance fair value change(2)	**$9,712**	4%	1%	10%	6%
Non-interest expense	**$5,091**	4%	4%	10%	10%
PCL	**$318**	(31%)	(31%)	18%	18%
Income before income taxes	**$3,636**	14%	5%	11%	3%
Net income	**$2,895**	13%	3%	17%	7%
Diluted earnings per share (EPS)	**$1.88**	13%	4%	13%	4%
Return on common equity (ROE)(3)	**18.0%**	180 bps	30 bps	(10 bps)	(160 bps)

Revenue (net of Insurance fair value change)

- Higher revenue YoY from CNB acquisition; Q3/2016 CNB revenue of $508 million
- In Canadian Banking, solid volume growth (6% YoY) and higher fee-based revenue
- Strong Capital Markets revenue largely reflecting higher fixed income trading and higher M&A activity in Canada

Non-Interest Expense

- 10% YoY increase mainly attributable to CNB acquisition; excluding CNB, NIE was up 1%(4) YoY driven by higher technology, and regulatory and compliance spend, partially offset by lower variable compensation and ongoing efficiency management activities

PCL

- PCL up YoY primarily reflecting the sustained low oil price environment; improved PCL QoQ, mainly due to lower PCL in the oil & gas sector

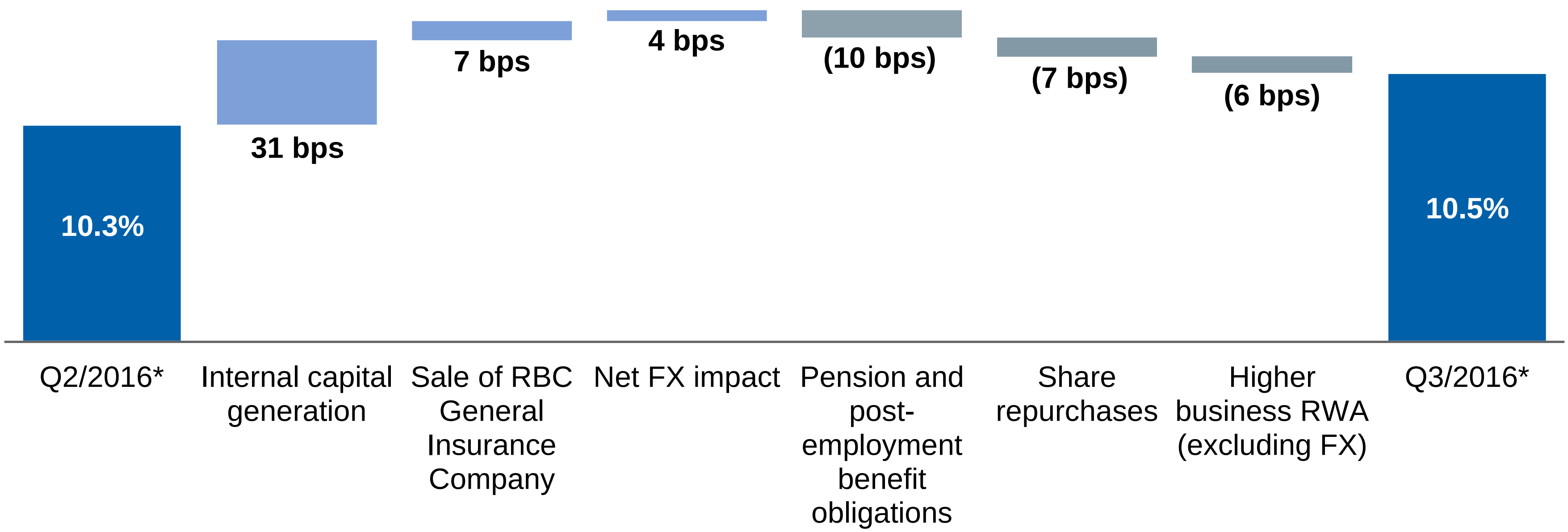
Taxes

- Lower tax rate mainly due to earnings mix and the impact from the sale of our home and auto insurance business
- Effective tax rate for 2016 expected to be at the low end of the 22% to 24% range

(1) On July 1, 2016, RBC recorded a gain of $235MM after-tax ($287MM before-tax) related to the sale of RBC General Insurance Company, our home and auto insurance business, to Aviva Canada Inc. Results excluding this gain are non-GAAP measures. For more information and a reconciliation, see slides 33 and 34. (2) Revenue net of Insurance fair value change of investments backing policyholder liabilities of $543MM is a non-GAAP measure. For more information, see slide 34. (3) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For more information, see slide 34. (4) Results excluding CNB is a non-GAAP measure. For more information, see slides 27 and 34.

Strong capital position

10.5% Basel III Common Equity Tier 1 (CET1) ratio(1)

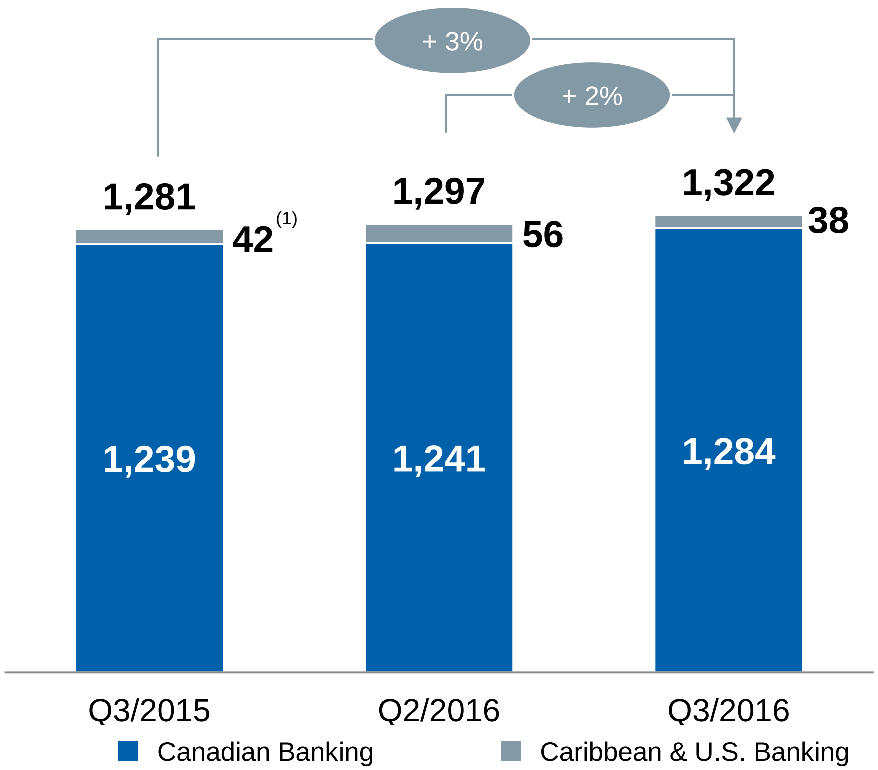


- CET1 ratio up 20 bps QoQ, mainly reflecting internal capital generation and the sale of RBC General Insurance Company
  - Impact from the sale of RBC General Insurance Company added 7 bps QoQ
- Partially offset by the impact of a lower discount rate in determining pension and other post-employment benefit obligations, share repurchases ($292 million) and higher risk-weighted assets (RWA)

* *Represents rounded figures.*
(1) *For more information, refer to the Capital management section of our Q3/2016 Report to Shareholders.*

Higher earnings in Personal & Commercial Banking

Net Income ($ millions)



Canadian Banking volumes[2]	Q3/16 *($ billions)*	YoY	QoQ
Loans	$376	**4.2%**	**1.2%**
Deposits	$303	**7.3%**	**2.2%**

Q3/2016 Highlights

Canadian Banking

- Net income of $1,284 million, up 4% YoY and 3% QoQ
  - QoQ results benefited from additional days in the quarter
- Volume growth of 6% YoY and 2% QoQ (see slide 22)
- Non-interest income growth of 5% YoY, largely reflecting fee-based revenue growth
- NIM of 2.63%, down 1 bp QoQ and 3 bps YoY (see slide 24)
- Higher PCL YoY in credit cards and personal lending
  - PCL ratio of 28 bps, down 2 bps QoQ (see slide 15)
- Higher costs YoY to support business growth and increased technology spend, including digital initiatives
- Continued focus on efficiency management drove positive YoY operating leverage (+1.4%) and a strong efficiency ratio (43.0%) (see slide 24)
  - YTD operating leverage of 1.7%

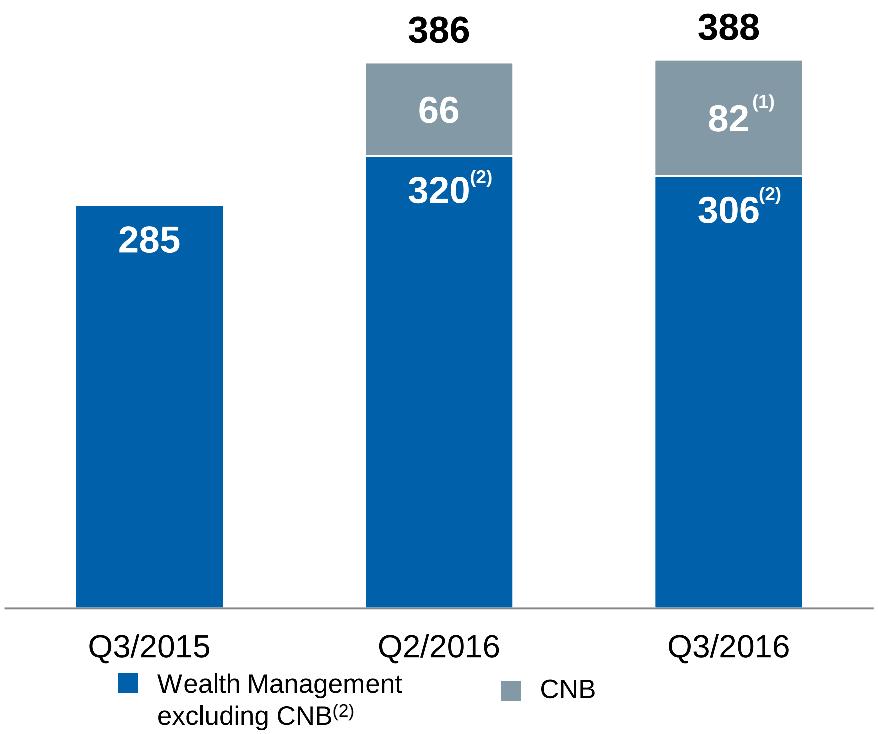
Caribbean & U.S. Banking

- Net income of $38 million
  - YoY: lower results reflecting increased initiatives spend and an unfavourable net cumulative accounting adjustment, partially offset by lower PCL. Q3/2015 includes earnings from RBC Suriname[1]
  - QoQ: largely due to lower FX revenue and an unfavourable net cumulative accounting adjustment

(1) On July 31, 2015 we completed the previously announced sale of RBC Royal Bank (Suriname) N.V. (2) Average balances.

Wealth Management results reflect strong CNB performance

Net Income ($ millions)



	YoY	QoQ
Net income	**36%**	**1%**
Net income excluding CNB[2]	**7%**	**(4%)**

Q3/2016 Highlights

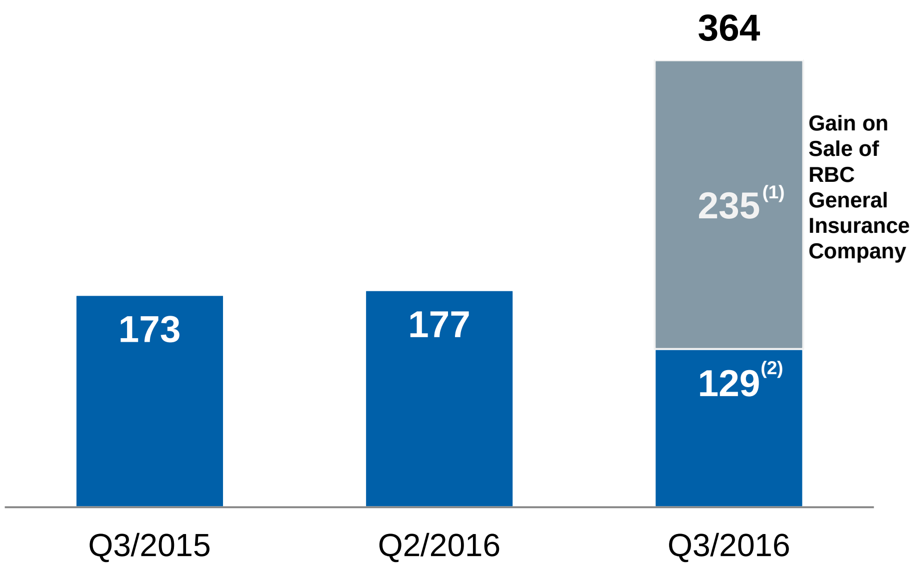
- Net income of $388 million, up 36% YoY
  - CNB contributed $82 million to earnings
    - $123 million excluding $41 million after-tax of amortization of intangibles and integration costs ($0.03 impact to EPS)[3]
  - Reflects benefits from our efficiency management activities
- Net income up 1% QoQ
  - Higher earnings on average fee-based client assets
  - Higher earnings from CNB largely due to strong loan growth of 5% QoQ
  - Unfavourable change in fair value of U.S. share-based compensation plan

Select items	Reported		Excluding CNB[2]
	YoY	QoQ	YoY
AUA	(1%)	5%	**(3%)**
AUM	13%	6%	**2%**
Loans[4]	n.m.	3%	**(11%)**
Deposits[4]	n.m.	4%	**(8%)**

AUM: Assets under management; AUA: Assets under administration. (1) CNB results reflect revenue of $508MM, non-interest expense of $409MM, and PCL of $13MM. For additional information see slide 27. (2) Financial measures excluding the impact of our acquisition of CNB are non-GAAP measures. For additional information, see slides 27 and 34. (3) CNB contribution excluding $48MM ($29MM after-tax) of amortization of intangibles and $20MM ($12MM after-tax) of integration costs are non-GAAP measures. For additional information, see slides 27 and 34. (4) Average balances.

Insurance results reflect sale of home and auto insurance business

Net Income ($ millions)



	YoY	QoQ
Net income	**110%**	**106%**
Net income excluding gain on sale of RBC General Insurance Company(2)	**(25%)**	**(27%)**

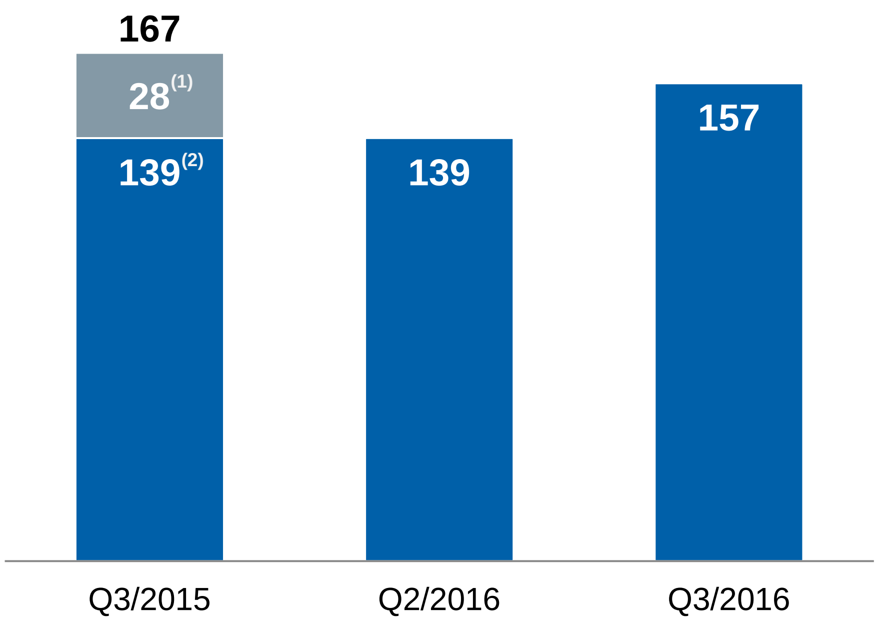
Q3/2016 Highlights

- Net income of $364 million
  - Results include a gain of $287 million ($235 million after-tax) related to the sale of RBC General Insurance Company, our home and auto insurance business ($0.16 impact to EPS)(1)
  - Higher claims costs of $10 million due to Fort McMurray wildfires in May 2016
- Adjusted net income of $129 million(2), down 25% YoY
  - Lower U.K. annuity earnings as Q3/2015 included a new U.K. annuity contract
- Adjusted net income down 27%(2) QoQ
  - Q2/2016 included a tax recovery
  - Lower investment-related gains

(1) On July 1, 2016, we completed the sale of RBC General Insurance Company to Aviva Canada Inc. as previously announced on January 21, 2016. The transaction involved the sale of our home and auto insurance business and included a 15-year strategic distribution agreement between RBC Insurance and Aviva. For further details, refer to Note 6 of our Condensed Financial Statements. (2) Net income excluding the gain on the sale of RBC General Insurance Company is a non-GAAP measure. For more information and a reconciliation, see slides 33 and 34

Investor & Treasury Services results reflect tightening spreads

Net Income ($ millions)



	YoY	QoQ
Net income	**(6%)**	**13%**
Net income excluding additional month of earnings[2]	**13%**	**13%**

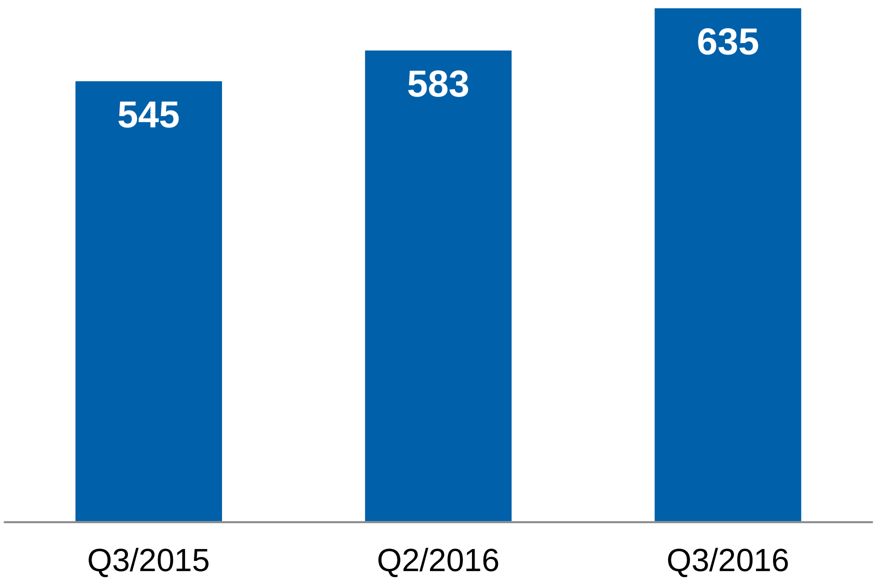
Q3/2016 Highlights

- Net income of $157 million, down 6% YoY
  - Q3/2015 included an additional month of earnings in Investor Services of $42 million ($28 million after-tax)[1]
  - Higher funding and liquidity earnings reflecting tightening credit spreads and interest rate movements
  - Higher investment in technology initiatives
  - Lower revenue from foreign exchange market execution
- Net income up 13% QoQ
  - Higher funding and liquidity earnings reflecting tightening credit spreads and interest rate movements
  - Higher regulatory costs

(1) Effective Q3/2015, we have aligned the reporting period of Investor Services, which resulted in an additional month of results being included in Q3/2015. (2) Results excluding the additional month of results in Q3/2015 of $42MM ($28MM after-tax) are non-GAAP measures. For more information, see slide 34.

Strong results in Capital Markets

Net Income ($ millions)



	YoY	QoQ
Net income	**17%**	**9%**

Q3/2016 Highlights

- Net income of $635 million, up 17% YoY
  - Strong results in Global Markets, largely reflecting higher fixed income trading across all regions
  - Europe revenue up 21% YoY[1]
  - Lower tax rate mainly due to business mix
  - Positive impact from FX translation
  - Lower results in Corporate and Investment Banking reflecting a decrease in lending margins, partly offset by growth in Municipal Banking and higher M&A
- Net income up 9% QoQ
  - Higher fixed income trading revenue
  - Lower PCL largely related to oil & gas
  - Higher debt and equity origination activity
  - Lower equity trading revenue largely in Canada
- Strong ROE of 14.2%

(1) Excluding change in CVA/FVA balance, net of hedges. This is a non-GAAP measure. For more information, see slides 29 and 34.

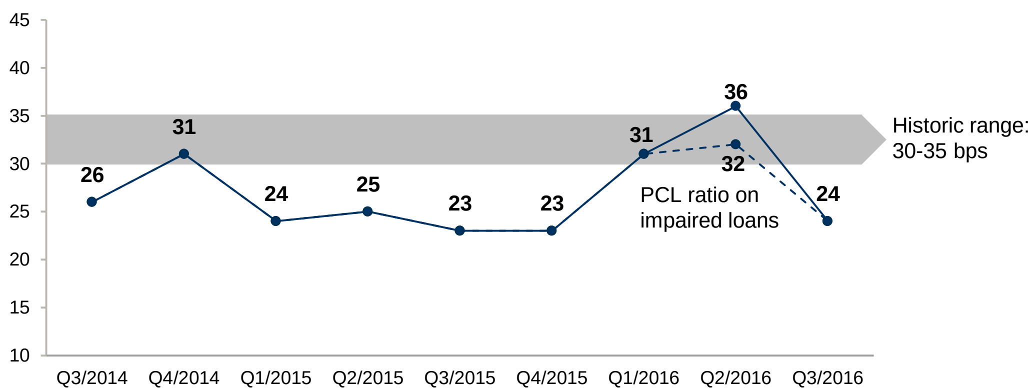
Risk Review

Mark Hughes

Chief Risk Officer

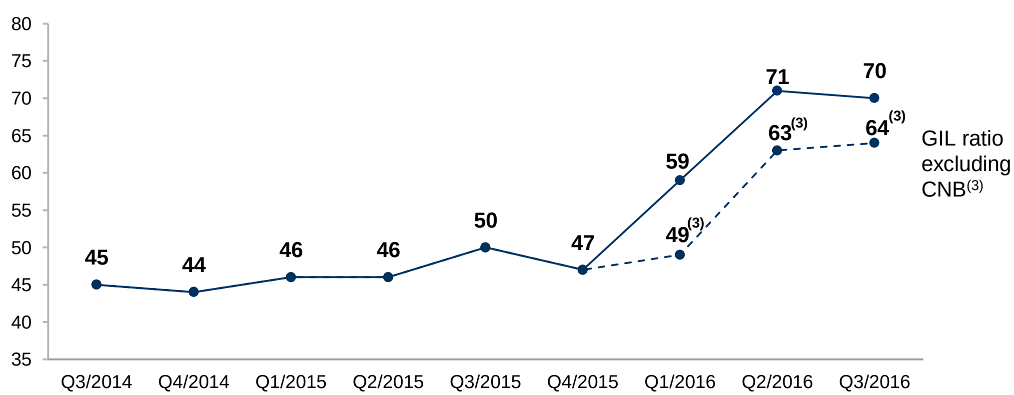
Credit performance driven by higher oil prices

PCL Ratio (bps)(1)



- Total PCL ratio of 24 bps, down 12 bps QoQ
  - Largely due to lower PCL in the oil & gas sector, and a couple of recoveries in Capital Markets
  - Prior quarter includes $50 million, or 4 bps, increase in our Collective Allowance
- PCL ratio on impaired loans, down 8 bps QoQ

GIL Ratio (bps)(2)

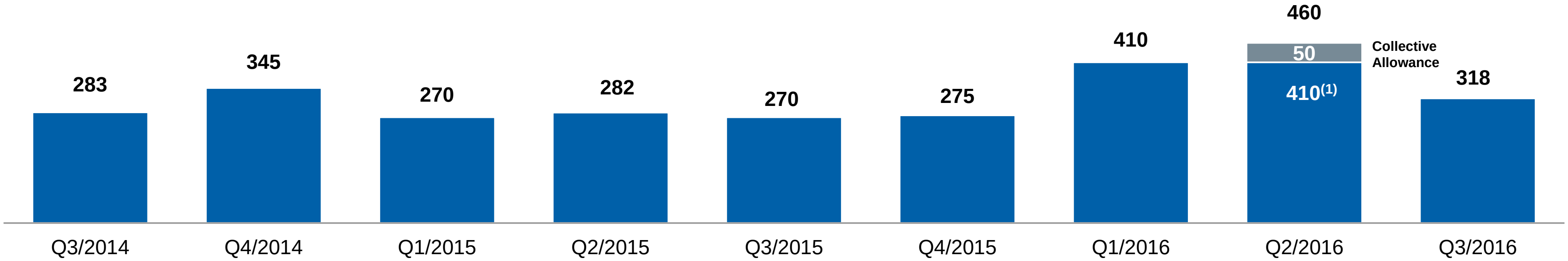


- GIL ratio of 70 bps, down 1 bp QoQ
- Excluding CNB, GIL ratio of 64 bps, up 1 bp QoQ(3)
  - Increase in impaired loans in Capital Markets, mainly in the oil & gas sector
  - Offset by lower GIL in Caribbean Banking and our Canadian personal lending portfolios

(1) Provision for Credit Losses (PCL) ratio is PCL as a percentage of average net loans & acceptances (annualized). (2) Gross Impaired Loans (GIL) ratio is GIL as a percentage of related net loans & acceptances. (3) GIL ratio excluding CNB is a non-GAAP measure. For more information, see slide 34.

Improved PCL in Capital Markets and Canadian Banking

PCL ($ millions)



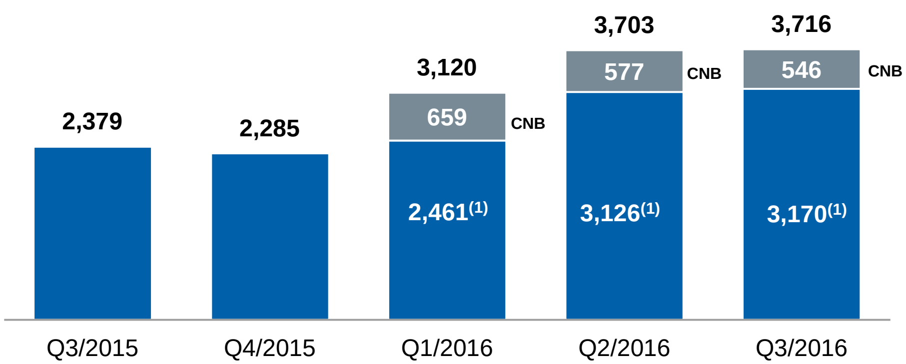
Segments	Q3/2016	QoQ change	Key drivers
Canadian Banking	$265MM	-$8MM	▪ Lower PCL in our personal lending portfolios
Caribbean & U.S. Banking	$6MM	-	▪ Flat QoQ
Wealth Management	$14MM	+$7MM	▪ Higher PCL in CNB
Capital Markets	$33MM	-$90MM	▪ Lower PCL in the oil & gas sector and a couple of recoveries
Corporate Support	-	-$51MM	▪ Prior quarter included a $50 million collective allowance
Total PCL	**$318MM**	-$142MM	

Select PCL ratio (bps)	Q3/2014	Q4/2014	Q1/2015	Q2/2015	Q3/2015	Q4/2015	Q1/2016	Q2/2016	Q3/2016
Capital Markets	1	19	3	8	7	17	53	56	15
P&CB	32	35	28	26	28	25	30	30	28
Canadian Banking	26	27	26	25	26	25	29	30	28
Wealth Management	(2)	0	29	73	1	2	4	6	11

(1) PCL on impaired loans.

GIL stable QoQ despite increased oil & gas impairments

GIL ($ millions)



Q3/2016 Impaired Formations ($ millions)(1)

	New formations	Net formations(2)
Personal & Commercial Banking	368	(79)
Canadian Banking	334	(9)
Caribbean & U.S. Banking	34	(70)
Wealth Management	6	(30)
Capital Markets	444	105
Corporate Support and Other	16	17
Total	**834**	**13**

Capital Markets

- GIL increased $105 million QoQ reflecting impairments in the oil & gas sector given the sustained low oil price environment
  - Increased impairments did not warrant a proportionate increase in PCL given seniority of our loans and the value of our collateral

Personal & Commercial Banking

- Canadian Banking GIL decreased $9 million QoQ, largely due to lower impaired loans in our personal lending portfolios; offset by increased impairments in our commercial lending portfolio
- Caribbean & U.S. Banking GIL decreased $70 million QoQ mainly reflecting repayments

Wealth Management

- GIL was down $30 million QoQ mainly due to lower acquired credit-impaired (ACI) loans related to CNB
- Excluding CNB, GIL was relatively flat QoQ(3)

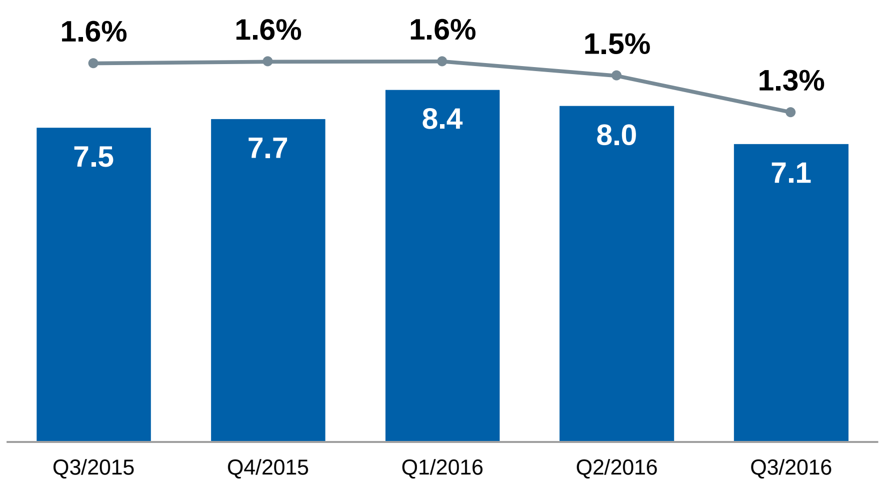
(1) Certain GIL movements for Canadian Banking retail and wholesale portfolios are generally allocated to New Impaired Loan Formation, as Return to performing status, Net repayments, Sold, and Exchange and other movements amounts are not reasonably determinable. Certain GIL movements for Caribbean Banking retail and wholesale portfolios are generally allocated to Net repayments and New Impaired, as Return to performing status, Sold, and Exchange and other movements amounts are not reasonably determinable. (2) Includes loan write-offs, new impaired loans, loan repayments, loan returning to performing, foreign exchange and other. (3) GIL excluding CNB is a non-GAAP measure. For more information, see slide 34.

Exposure to the oil & gas sector within our risk appetite

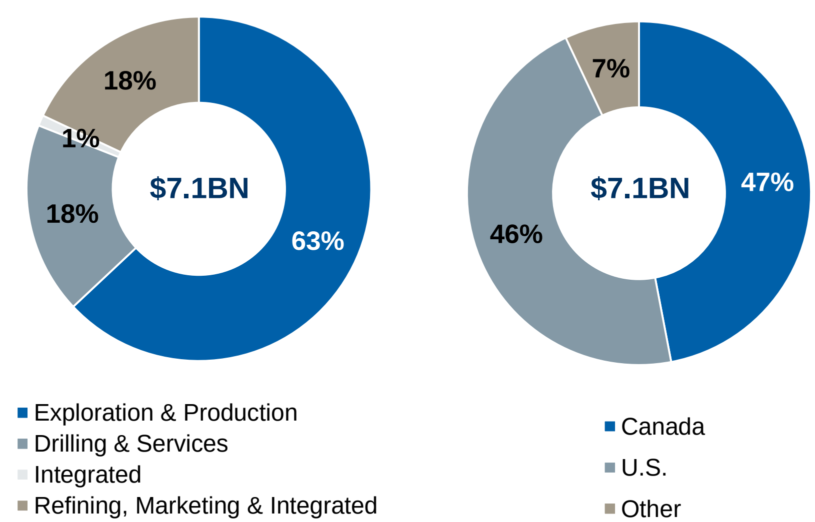
- Our oil & gas portfolio benefited from an improved backdrop underpinned by higher average oil prices
- Exposure to oil & gas sector:
  - Drawn of $7.1 billion, decreased 12% QoQ; undrawn[(1)] of $10.8 billion decreased 2% QoQ
    - Largely due to normal course business drivers partially offset by the impact of FX translation
    - Drawn exposure represents 1.3% of RBC's total loans and acceptances, down from prior quarters
- 17% of our drawn and 61% of undrawn[(1)] oil & gas portfolio is to investment grade clients

Drawn Oil & Gas Loans and Acceptances

($ billions; % of total loans)



Drawn Oil & Gas Exposure by Industry Segment and Geography

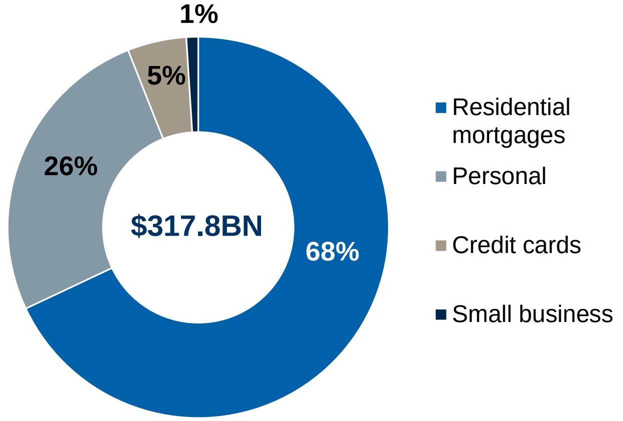


(1) Undrawn commitments represent an estimate of the contractual amount that may be drawn upon at the time of default of an obligor.

Stable credit quality in Canadian Banking retail portfolio

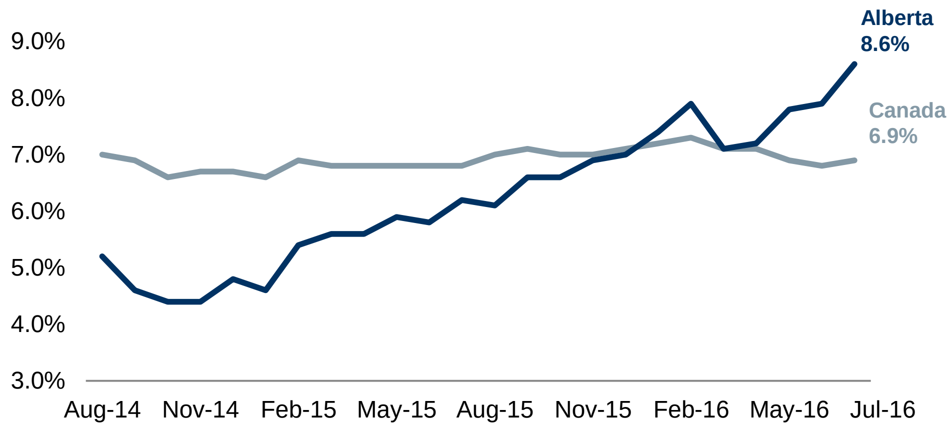
Average Canadian Banking Retail Loans[1]

- 87% of our retail portfolio is secured
- Alberta represents 16% of our Canadian retail loans of which 87% are secured



Unemployment Rate (Canada & Alberta)

- While Alberta's unemployment rate has increased over the past year, Canada's unemployment rate remained stable



PCL Ratio by Product

- Lower PCL mainly reflecting improved performance in our credit card and personal lending portfolios

PCL ratio by product	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16
Credit cards	2.43%	2.34%	2.60%	2.96%	2.81%
Small business loans	0.68%	0.77%	0.76%	0.99%	0.84%
Personal loans	0.47%	0.48%	0.56%	0.58%	0.54%
Residential mortgages	0.01%	0.02%	0.02%	0.01%	0.01%

30+ Day Delinquencies by Product

- Lower delinquencies across all our retail portfolios
- However, we are continuing to see higher delinquencies across most of our retail portfolios in oil-exposed regions[2]

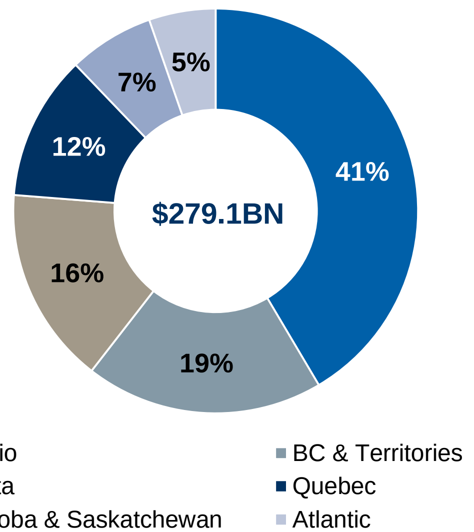
30+ day delinquencies by product	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16
Credit cards	2.00%	2.16%	2.27%	2.32%	2.12%
Small business loans	0.53%	0.42%	0.53%	0.53%	0.48%
Personal loans	0.31%	0.31%	0.35%	0.37%	0.30%
Residential mortgages	0.21%	0.22%	0.23%	0.23%	0.19%

(1) As at July 31, 2016. Excludes Canadian Banking wholesale business loans and acceptances. (2) Oil-exposed provinces include Alberta, Manitoba, Saskatchewan, and Newfoundland & Labrador.

Canadian residential mortgage portfolio is well diversified

Canadian Mortgage Portfolio[1][2]

As at July 31, 2016



High quality residential mortgage portfolio[1]

As at July 31, 2016

Region	Residential mortgages				HELOC	Total	LTV[3]
($billions)	Insured		Uninsured				
Ontario	$44.4	45%	$54.9	55%	$16.5	**$115.8**	70%
BC & Territories	$18.1	41%	$26.1	59%	$8.9	**$53.1**	68%
Alberta	$21.8	59%	$15.1	41%	$7.1	**$44.0**	73%
Quebec	$14.4	51%	$13.8	49%	$4.1	**$32.3**	72%
Manitoba & Sask.	$8.9	54%	$7.5	46%	$2.7	**$19.1**	74%
Atlantic	$7.6	59%	$5.2	41%	$2.0	**$14.8**	73%
Total Canada	**$115.2**	**48%**	**$122.6**	**52%**	**$41.3**	**$279.1**	**71%**

- Canadian residential mortgage PCL remained low at 1 bp with 30+ day delinquencies down 4 bps QoQ
- Average FICO scores of 782[2] on uninsured mortgages remain high, indicating strong customer credit quality
- GTA and GVA average FICO scores are above the national average; with Alberta inline with the national average
- Average remaining amortization on mortgages of 18 years

RBC's Total Condo Exposure

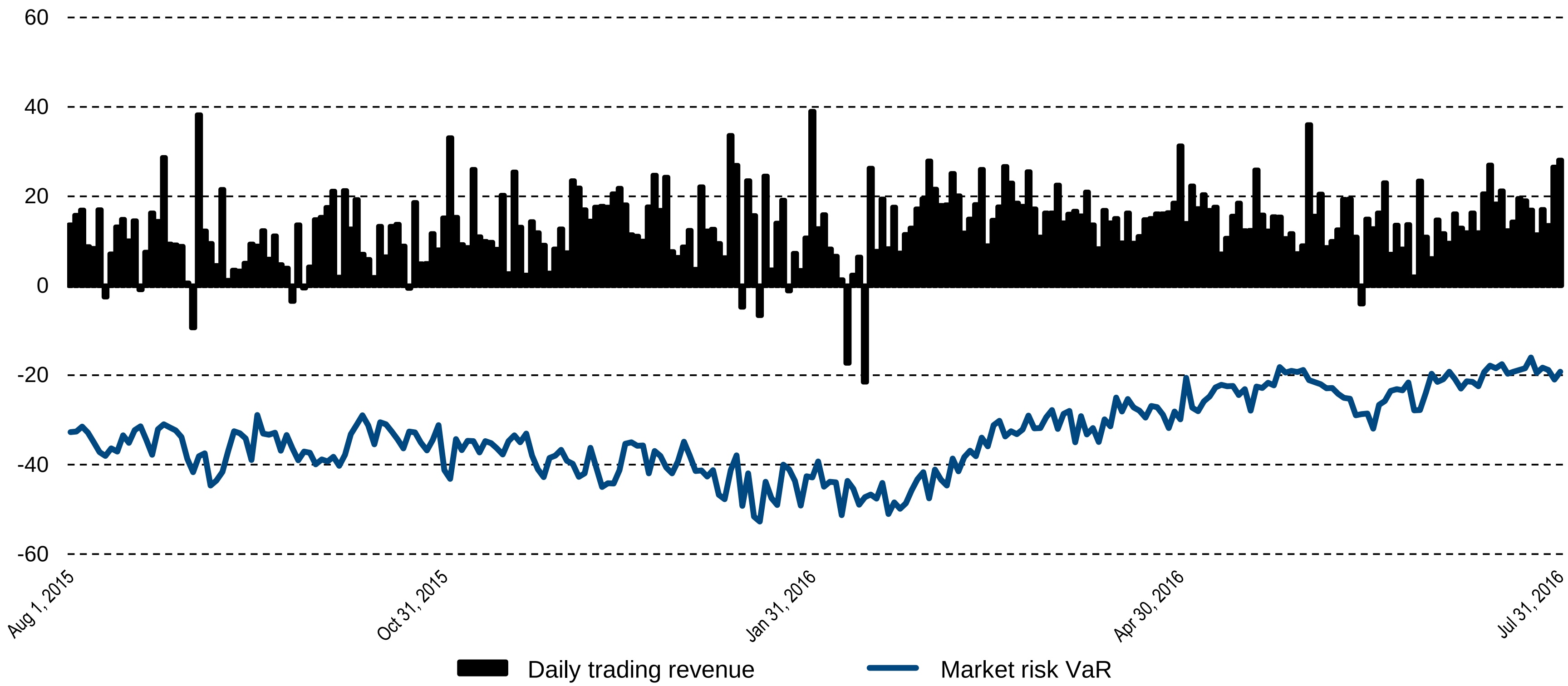
As at July 31, 2016

- Condo exposure is 9.8%[2] of Canadian residential mortgage portfolio and ~37% is insured
- Total exposure to condo developers of:
  - Drawn exposure of $1.7 billion, representing 2.6% of our commercial loan book, and undrawn exposure of $2.1 billion
  - ~85% to high rise

(1) Total consolidated residential mortgages in Canada of $279BN is largely comprised of $213BN of residential mortgages, $6BN of mortgages with commercial clients ($3BN insured), and $41BN in Home Equity Line of Credit (HELOC) in Canadian Banking, and $19BN of residential mortgages in Capital Markets held for securitization purposes. Based on spot balances. Totals may not add due to rounding. (2) Based on $254BN in residential mortgages and HELOC in Canadian Banking.(3) Represents average loan-to-value ratio for newly originated and acquired uninsured residential mortgages.

Market risk trading revenue and VaR

(in millions)



- Trading revenue is up slightly from Q2/2016 reflecting solid fixed income trading results
- There was one day with net trading losses in Q3/2016 due to market volatility on equity derivatives
- Average market risk VaR of $29 million, down $8 million QoQ mainly due to inventory reductions in fixed income and securitized product portfolios as well as a reduction in equity risk

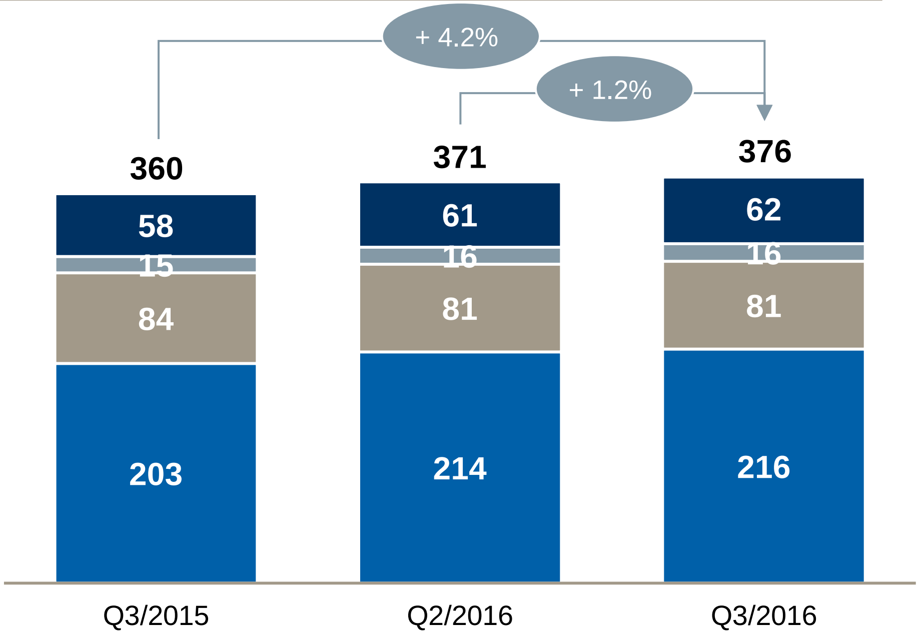
Appendices

Solid volume growth in Canadian Banking

Combined loan and deposit volume growth of 6% YoY and 2% QoQ

Average Loans & Acceptances[1]

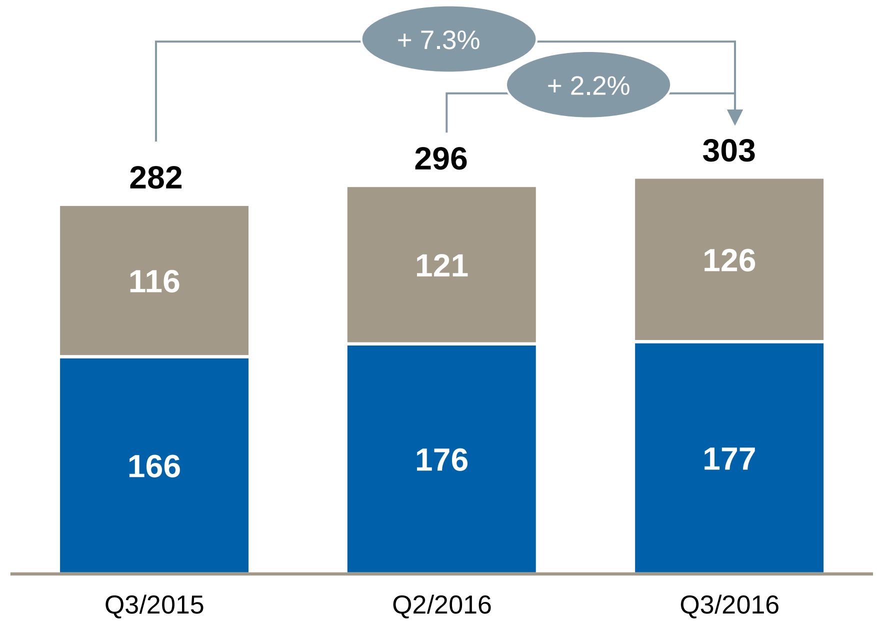
($ billions)



Percentage change[1]		YoY	QoQ
Business (inc. small business)	■	6.2%	1.8%
Credit cards	■	5.9%	3.9%
Personal lending	■	(2.7%)	0.1%
Residential mortgages	■	6.4%	1.2%

Average Deposits[2]

($ billions)



Percentage change[2]		YoY	QoQ
Business deposits	■	8.0%	4.1%
Personal deposits	■	6.9%	0.9%

(1) Total loans & acceptances and percentage change may not reflect the average loans & acceptances balances for each loan type shown due to rounding.
(2) Total deposits and percentage change may not reflect the average deposits for each deposit type shown due to rounding.

Continued leadership in Canadian Banking

Canadian market share	Current period		One year prior	
	Rank	Market share[(1)]	Rank	Market share[(1)]
Consumer lending[(2)]	1	23.5%	1	23.6%
Personal core deposits + GICs	2	20.1%	2	20.2%
Total mutual funds[(3)]	1	31.7%	1	32.6%
Long-term mutual funds[(4)]	1	14.5%	1	14.4%
Business loans[(5)] ($0 - $25 million)	1	24.2%	1	24.9%
Business deposits[(6)]	1	26.1%	1	26.5%

- #1 or #2 position in all key Canadian Retail Banking products and in all business products

(1) Market share is calculated using most current data available from OSFI (M4), Investment Funds Institute of Canada (IFIC) and Canadian Bankers Association (CBA), and is at March 2016 and March 2015. Market share is of total Chartered Banks except where noted. (2) Consumer Lending market share is of 6 banks (RBC, BMO, BNS, CIBC, TD and NA). Consumer Lending comprises residential mortgages (excluding acquired portfolios), personal loans and credit cards. (3) Total mutual fund market share is of 7 banks (RBC, BMO, BNS, CIBC, TD, NA and HSBC). (4) Long-term mutual fund market share is compared to total industry. (5) Business Loans market share is of 7 Chartered Banks (RBC, BMO, BNS, CIBC, TD, NA and CWB) on a quarterly basis. (6) Business Deposits market share excludes Fixed Term, Government and Deposit Taking Institution balances.

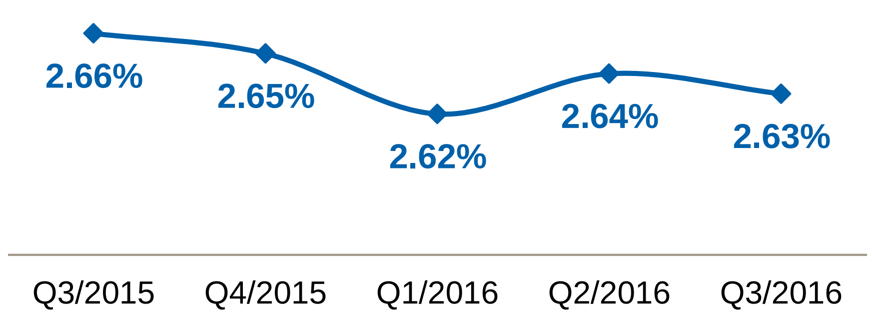
Leadership in most personal products and in all business products

Canadian Banking net interest margin and efficiency ratio

Continued focus on managing expenses in a low interest rate environment

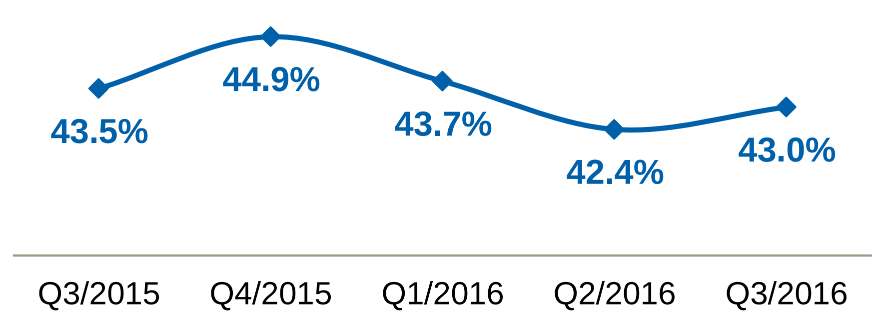
Net Interest Margin (NIM)[(1)]

- Down 1 bp QoQ
- Down 3 bps YoY reflecting the continued low interest rate environment and competitive pressures



Efficiency Ratio[(2)]

- Efficiency ratio improved 50 bps YoY
  - Continued focus on efficiency management drove positive operating leverage and a strong efficiency ratio
  - Partially offset by higher costs to support business growth and increased technology spend, including digital initiatives
- YTD efficiency ratio of 43.0%

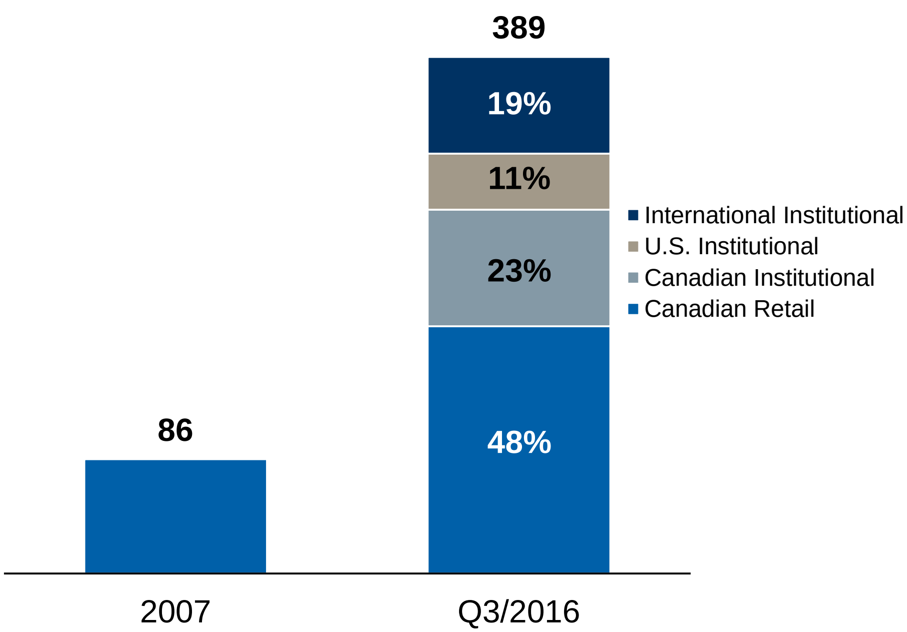


(1) Net interest margin: Net interest income as a percentage of average total earning assets (annualized). (2) Efficiency ratio: Non-interest expense as a percentage of total revenue.

Continuing to diversify our Global Asset Management business

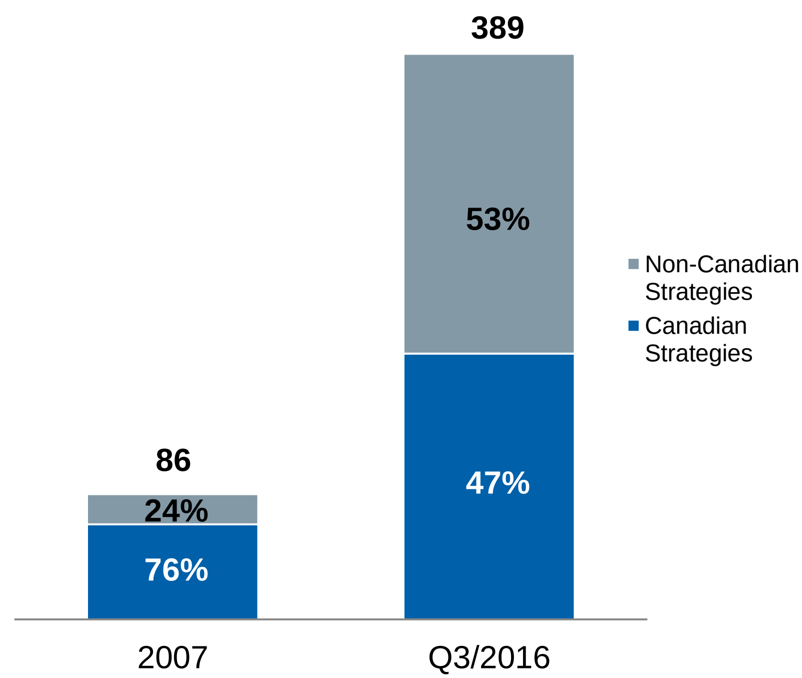
AUM by Client Segment[1]

($ billions, except percentage amounts)



AUM by Investment Strategy[1]

($ billions, except percentage amounts)



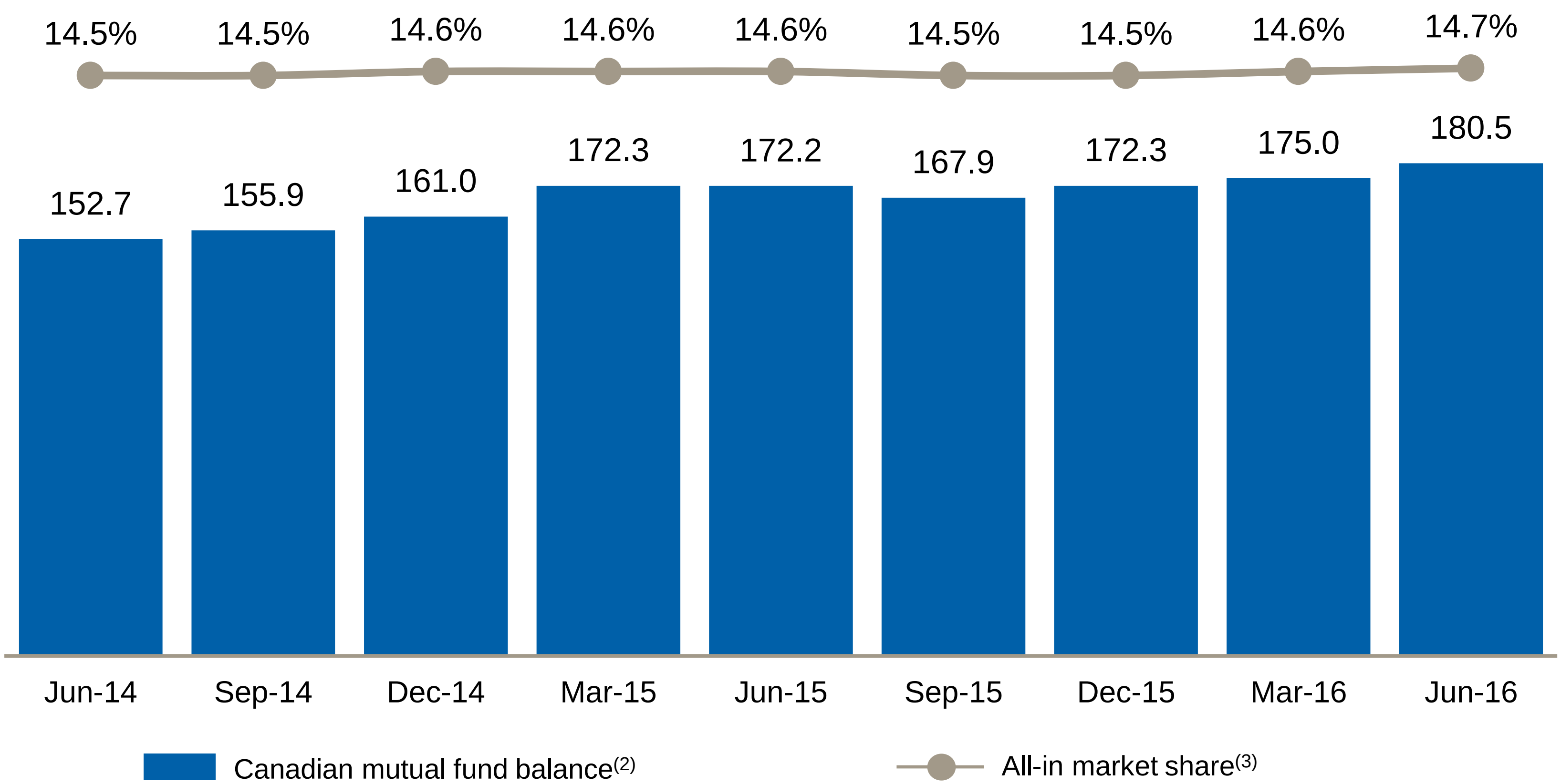
- Extending our leadership position in Canada in both retail and institutional asset management
- Continuing momentum in our U.S. and international institutional businesses driven by market share gains in higher fee-based solutions such as equities and credit strategies

(1) As at June 30th, 2016.

Stable growth in Canadian retail assets under management

Canadian Mutual Fund Balances and Market Share(1)

($ billions, except percentage amounts)



- RBC Global Asset Management (GAM), ranked #1 in market share, has captured 31.8% of share amongst banks and 14.7% all-in(1)

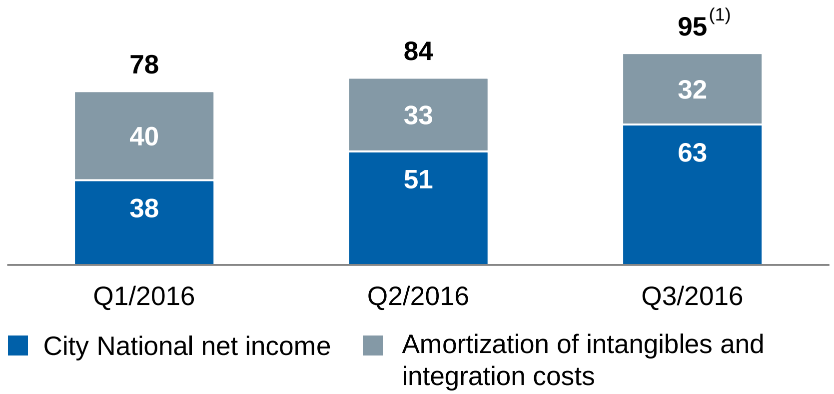
(1) Source: IFIC (as of June 2016) and RBC reporting.
(2) Comprised of long-term funds.
(3) Comprised of long-term funds and money market funds.

CNB shows continued momentum with strong Q3 and YTD results

Select income statement items	Q3/2016 *(US$ millions)*	QoQ
Revenue	$390	8%
Expenses	$314	4%
PCL	$10	$5
Net income	$63	24%

Other select items	Q3/2016 *(US$ billions)*	QoQ
AUA	$14.6	3%
AUM	$43.7	5%
Loans	$25.6	5%
Deposits	$36.7	7%
Adjusted Deposits(1)	*$33.2*	*3%*

CNB Net Income (US$ millions)



Q3/2016 CNB Highlights (US$)

- Net income of US$63 million
  - US$95 million(1) excluding US$22 million after-tax of amortization of intangibles and US$10 million after-tax of integration costs
- Strong credit quality
  - PCL ratio of 16 bps, up 7 bps QoQ
- NIM of 2.86%, up 1 bp QoQ
  - Adjusted NIM of 2.71%(1), up 4 bps QoQ
- YoY loan growth of 16%
- YoY deposit growth of 26%
  - Adjusted YoY deposit growth of 14%(1)

* *Balance sheet figures represent average balances.*

(1) Adjusted net income excludes amortization of intangibles and integration costs. Adjusted NIM excludes covered loans. Adjusted deposits and deposit growth excludes sweep balances from U.S. Wealth Management. These are non-GAAP measures. For more information, see slide 34.

Capital Markets revenue – diversified by business

($ millions)	Q3/2016	Q2/2016	Q3/2015	YoY	QoQ
Investment banking	518	458	509	2%	13%
Lending and other	438	434	497	(12%)	1%
Corporate & Investment Banking	**$956**	**$892**	**$1,006**	**(5%)**	**7%**
Fixed income, currencies and commodities (FICC)	600	514	466	29%	17%
Global equities (GE)	249	316	289	(14%)	(21%)
Repo and secured financing	299	295	315	(5%)	1%
Global Markets (teb)	**$1,148**	**$1,125**	**$1,070**	**7%**	**2%**
Other	**($17)**	**($27)**	**($30)**	**n.m.**	**n.m.**
Capital Markets total revenue (teb)	**$2,087**	**$1,990**	**$2,046**	**2%**	**5%**

Corporate & Investment Banking

- YoY decrease in Corporate & Investment Banking driven by lower lending revenue across all regions. Investment Banking revenue was higher due to growth in Municipal Banking and increased M&A activity mainly in Canada, partly offset by lower debt and equity underwriting and syndicated finance volume primarily in the U.S.
- QoQ increase driven by improved debt and equity underwriting activity, growth in U.S. Municipal Banking and higher securitization fees, partly offset by lower corporate lending and M&A activity

Global Markets

- YoY increase was due to higher fixed income trading across all regions and stronger foreign exchange trading, partly offset by lower equities trading across most regions
- QoQ increase driven by stronger fixed income trading and improved debt and equity underwriting, partly offset by weaker equities and commodities trading revenue

Capital Markets revenue – diversified by geography

($ millions)	Q3/2016	Q2/2016	Q3/2015	YoY	QoQ
Canada	573	653	548	5%	(12%)
U.S.	1,076	916	1,103	(2%)	17%
Europe	343	315	284	21%	9%
Asia and Other	96	74	96	-	30%
Geographic revenue excluding certain items [3]	**$2,088**	**$1,958**	**$2,031**	**3%**	**7%**
Add / (Deduct): Change in CVA & FVA balance, net of hedges[1]	(1)	32	15		
Capital Markets total revenue (teb)	**2,087**	**$1,990**	**$2,046**	**2%**	**5%**
Capital Markets non-trading revenue[2]	1,273	1,178	1,310	(3%)	8%
Capital Markets trading revenue (teb)	**$814**	**$812**	**$736**	**11%**	**–**
Capital Markets trading revenue (teb) excl. certain items[3]	**$815**	**$780**	**$721**	**13%**	**4%**

Canada

- YoY increase led by stronger M&A fees and equity underwriting, and higher foreign exchange trading, partly offset by weaker equities trading
- QoQ decrease driven by weaker trading across all products and lower equity underwriting, partly offset by higher debt underwriting and M&A fees

U.S.

- YoY decrease due to lower underwriting and loan syndication fees, lower lending revenue and weaker equities trading. These were partially offset by growth in Municipal Banking, higher fixed income trading and positive impact from foreign currency translation
- QoQ increase reflecting stronger fixed income trading, growth in Municipal Banking and improved underwriting fees, offset by softer lending revenue and weaker foreign exchange trading

Europe

- YoY increase due to solid trading results with particular strength for interest rate products as well as strong secured lending activity, partly offset by weaker M&A fees and negative impact of foreign currency translation
- QoQ increase primarily reflects stronger fixed income and equities trading, partly offset by weaker M&A fees

Asia & Other

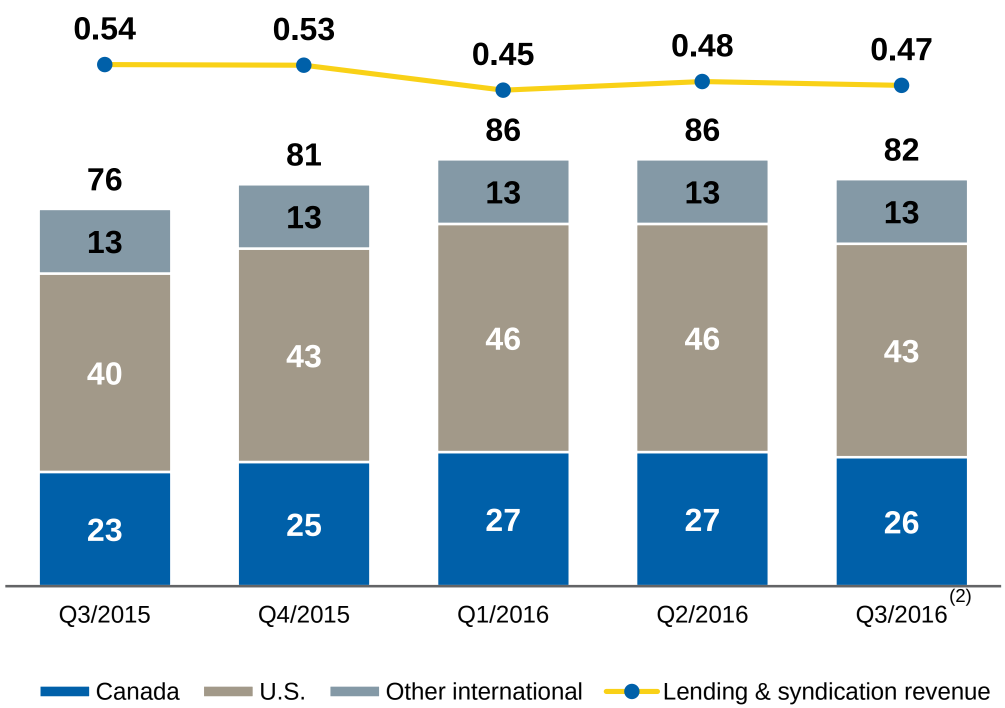
- YoY was largely flat as higher fixed income trading revenues were offset by lower equities trading
- QoQ increase reflecting stronger fixed income trading, offset by weaker equities trading

(1) Excluded from all geographies. (2) Non-trading revenue primarily includes Corporate & Investment Banking and Global Markets origination and cash equities businesses. (3) This is a non-GAAP measure. For more information, see slide 34.

Prudent loan growth in Capital Markets

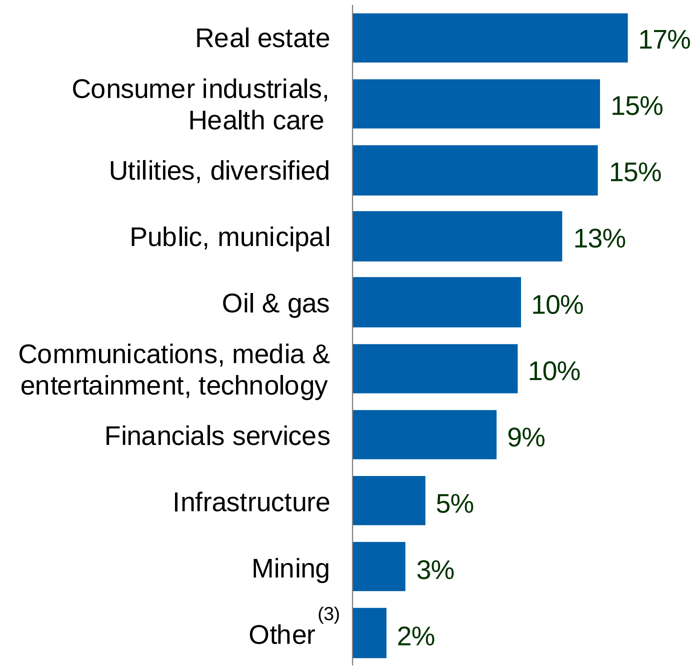
Capital Markets Lending & Syndication Revenue and Loans Outstanding by Region[(1)]

($ billions)



Capital Markets Loans Outstanding by Industry[(1)]

Q3/2016



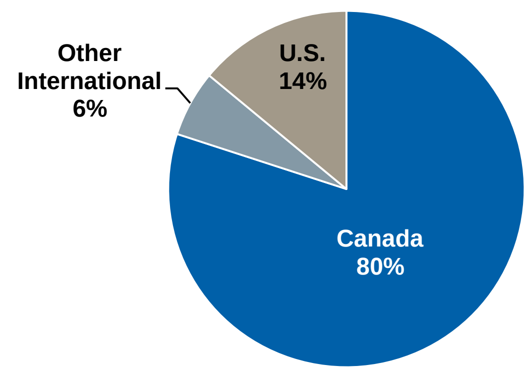
- Continue to deepen client relationships
- Diversification driven by strict limits on single name, country, industry and product levels across all businesses, portfolios, transactions and products
- Consistent lending standards throughout the cycle
- Approximately 62% of our total Capital Markets exposure[(4)] is investment grade

(1) Average loans & acceptances, includes letters of credit and guarantees for our Capital Markets portfolio, on single name basis. Excludes mortgage investments, securitized mortgages and other non-core items. (2) Q3/2016 includes an estimated YoY increase of $1.5BN and a QoQ decrease of $2BN related to FX. (3) "Other" mainly includes: Aerospace, Transportation and Forestry. (4) Total exposure represents exposure at default (EAD) which is the expected gross exposure upon the default of an obligor.

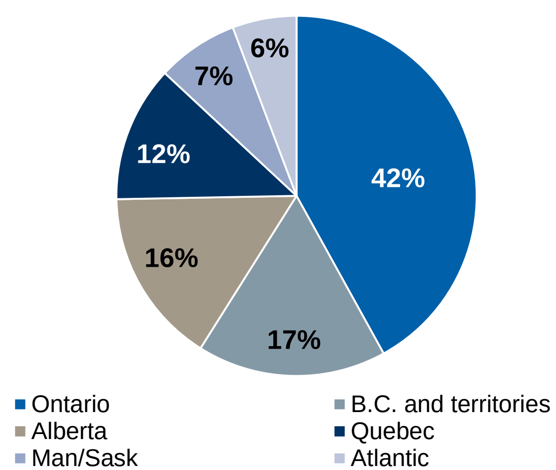
RBC's loans are well diversified by portfolio and industry

Loans and Acceptances (1) ($ millions)	Q3/2016	% of Total
Residential mortgages	250,126	47.1%
Personal	93,850	17.7%
Credit cards	16,629	3.1%
Small business	3,871	0.7%
Total Retail	**364,476**	**68.6%**
Real estate and related	40,163	7.6%
Energy		
Oil & gas	7,057	1.3%
Utilities	8,179	1.5%
Financing products	9,912	1.9%
Sovereign	9,788	1.8%
Non-bank financial services	9,423	1.8%
Technology and media	10,164	1.9%
Consumer goods	9,043	1.7%
Health services	8,205	1.6%
Holding and investments	7,329	1.4%
Automotive	6,730	1.3%
Agriculture	6,469	1.2%
Transportation and environment	6,071	1.1%
Industrial products	5,172	1.0%
Bank	2,304	0.4%
Mining and metals	1,424	0.3%
Forest products	1,195	0.2%
Other services	10,778	2.0%
Other	7,267	1.4%
Total Wholesale	**166,673**	**31.4%**
Total Loans and Acceptances	**531,149**	**100.0%**

Breakdown by Region of Total Loans and Acceptances
(Q3/2016)



Breakdown by Region of Canadian Total Loans and Acceptances
(Q3/2016)



(1) Does not include letters of credit or guarantees.

Other – other income

($ millions)	Q3/2016	Q2/2016	Q3/2015	YoY	QoQ
Other income – segments	166	134	169	(2%)	24%
Gain on sale of RBC General Insurance Company	287	-	-	n.m.	n.m.
Other hedging and mark-to-market items	(18)	(120)	64	n.m.	n.m.
Total Other – other income	**$435**	**$14**	**$233**	**n.m.**	**n.m.**

Specified item impacting Q3/2016 results

($ millions, except for EPS amounts and percentages)	Reported	Gain related to the sale of RBC General Insurance Company to Aviva Canada Inc.	Adjusted[1]
Q3/2016			
Consolidated			
Net Income	$2,895	($235)	$2,660
Basic EPS	$1.88	($0.16)	$1.72
Diluted EPS	$1.88	($0.16)	$1.72
ROE	18.0%		16.5%

(1) These are non-GAAP measures. For more information, see slide 34.

Note to users

We use a variety of financial measures to evaluate our performance. In addition to generally accepted accounting principles (GAAP) prescribed measures, we use certain key performance and non-GAAP measures we believe provide useful information to investors regarding our financial condition and result of operations. Readers are cautioned that key performance measures, such as ROE and non-GAAP measures such as earnings and revenue excluding Corporate Support, revenue net of Insurance fair value change of investments backing our policyholder liabilities, net income excluding a gain of $235 million after-tax ($287 million before-tax) related to the sale of RBC General Insurance Company to Aviva Canada Inc., Wealth Management measures excluding the acquisition of City National, adjusted City National results, Investor & Treasury Services results excluding the additional month of results in Q3/2015 of $28 million after-tax ($42 million before-tax), GIL excluding City National, PCL excluding the increase in the collective allowance of $50 million ($37 million after-tax) in Q2/2015, and Capital Markets trading and geographic revenue excluding certain items do not have any standardized meanings prescribed by GAAP, and therefore are unlikely to be comparable to similar measures disclosed by other financial institutions.

Additional information about our ROE and non-GAAP measures can be found under the “Key performance and non-GAAP measures” section of our Q3/2016 Report to Shareholders and 2015 Annual Report.

Definitions can be found under the “Glossary” sections in our Q3/2016 Supplementary Financial Information and our 2015 Annual Report.

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