Royal Bank of Canada
2016 and Fourth Quarter Results

November 30, 2016

Financial information is presented on a consolidated basis in Canadian dollars and is based on International Financial Reporting Standards (IFRS), unless otherwise noted. Our 2016 Annual Report and Q4/2016 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 November 30, 2016 analyst conference call (Q4 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 Q4 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 Q4 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, as well as 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 2016 Annual Report; global uncertainty, the Brexit vote to have the United Kingdom leave the European Union, weak oil and gas prices, cyber risk, anti-money laundering, exposure to more volatile sectors, technological innovation and new fin-tech entrants, increasing complexity of regulation, data management, litigation and administrative penalties; the business and economic conditions in the geographic regions 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 Q4 presentation are set out in the Overview and outlook section and for each business segment under the heading Outlook and priorities in our 2016 Annual Report. 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 2016 Annual Report.

Information contained in or otherwise accessible through the websites mentioned does not form part of this Q4 presentation. All references in this Q4 presentation to websites are inactive textual references and are for your information only.

Overview

Dave McKay

President and Chief Executive Officer

Record earnings of $10.5 billion in 2016

Consolidated Results	Reported		
($ millions, except per share and % amounts)	**2016**	**2015**	**YoY**
Revenue[1]	**38,405**	**35,321**	↑ 8.7%
Non-interest expense[1]	**20,136**	**18,638**	↑ 8.0%
PCL	**1,546**	**1,097**	↑ 40.9%
Net income	**10,458**	**10,026**	↑ 4.3%
Diluted earnings per share (EPS)	**$6.78**	**$6.73**	↑ 0.7%
Return on Equity (ROE)[2]	**16.3%**	**18.6%**	↓ (230 bps)
Common Equity Tier 1 (CET1) Ratio	**10.8%**	**10.6%**	↑ 20 bps

- Results reflect the strength of our diversified business model
  - Strong earnings in Wealth Management, higher earnings in Insurance, solid results in Personal & Commercial Banking, and record results in Investor & Treasury Services; partially offset by lower results in Capital Markets
- Prudent cost management
  - Excluding City National Bank (CNB), non-interest expense was $18.5 billion[1], down 1% from 2015
- Strong capital position

Delivered solid earnings in a challenging operating environment

(1) In 2016, revenue, excluding the impact of City National Bank (CNB) of $1,988MM, was $36,417MM and non-interest expense, excluding the impact of CNB of $1,648MM, was $18,488MM. These are non-GAAP measures. For further information, please see slide 35.

(2) ROE does not have a standardized meaning under generally accepted accounting principles (GAAP) and may not be comparable to similar measures disclosed by other financial institutions. For additional information, see slide 35.

Medium-term financial performance objectives

Medium-term Financial Performance Objectives	2016 Reported Results	Achieved
Diluted EPS growth of 7%+	0.7%	✘
ROE of 18%+ *(revised to 16%+ going forward)*	16.3%	✘
Strong capital ratios (CET1 ratio)	10.8%	✓
Dividend payout ratio of 40% - 50%	48%	✓

- FY2016 diluted EPS growth and ROE were negatively impacted by our acquisition of CNB due to the issuance of common shares
- Returned $5.2BN to shareholders in 2016
  - Increased quarterly dividend twice during the year, for a total annual increase of 5%
  - Repurchased 4.6 million common shares

Total Shareholder Returns (Annualized) [(1)]	3-Year	5-Year	10-Year
RBC	**10%**	**16%**	**10%**
Peer Group Average[(1)]	*8%*	*13%*	*6%*

(1) Annualized TSR is calculated based on the TSX common share price appreciation plus reinvested dividend income. Source: Bloomberg, as at October 31, 2016. RBC is compared to our global peer group. The peer group average excludes RBC; for the list of peers, please refer to our 2016 Annual Report.

Higher earnings across most of our business segments in 2016

Segment	Earnings Contribution %(1)	Reported Earnings ($ millions)			Key Highlights
		2016	2015	% YoY	
Personal & Commercial Banking	50%	**$5,184**	$5,006	⬆ 4%	▪ Higher earnings in Canadian Banking largely due to solid volume growth partially offset by lower spreads, and higher fee-based revenue growth ▪ Higher earnings in Caribbean & U.S. Banking partly due to lower PCL
Wealth Management	14%	**$1,473**	$1,041	⬆ 41%	▪ Strong earnings largely due to inclusion of CNB, lower restructuring costs, and benefits from our efficiency management activities
Insurance	8%	**$900**	$706	⬆ 27%	▪ Higher results reflecting gain on sale of our home and auto manufacturing insurance business
Investor & Treasury Services	6%	**$613**	$556(2)	⬆ 10%	▪ Strong earnings from higher funding and liquidity results
Capital Markets	22%	**$2,270**	$2,319	⬇ (2%)	▪ Lower results mainly reflecting higher PCL and lower client activity
Corporate Support		**$18**	$398	n.m.	▪ Reflects asset/liability management activities, partially offset by net unfavourable tax adjustments

(1) Earnings contributions exclude Corporate Support. These are non-GAAP measures. For further information see the Business segment results section of our 2016 Annual Report. (2) Effective Q3/2015, we aligned the reporting period of Investor Services, which resulted in an additional month of $28MM after-tax ($42MM before-tax) being included in Q3/2015 results.

Financial Review

Janice Fukakusa

Chief Administrative Officer and Chief Financial Officer

Solid underlying results across most of our businesses

($ millions, except for EPS and ROE)	Q4/2016	YoY	QoQ	
		As reported	As reported	Excluding specified item[1]
Revenue	$9,265	⬆ 16%	(10%)	(7%)
Revenue net of Insurance fair value change[2]	$9,437	⬆ 11%	(3%)	-
Non-interest expense	$5,198	⬆ 12%	2%	2%
PCL	$358	⬆ 30%	13%	13%
Income before income taxes	$3,312	⬆ 18%	(9%)	(1%)
Net income	$2,543	⬇ (2%)	(12%)	(4%)
Diluted earnings per share (EPS)	$1.65	⬇ (5%)	(12%)	(4%)
Return on common equity (ROE)[3]	15.5%	⬇ (240 bps)	(250 bps)	(100 bps)

Revenue (net of Insurance fair value change)[2]

- Higher revenue YoY from CNB acquisition; Q4/2016 CNB revenue of $543 million
- In Canadian Banking, solid volume and fee-based revenue growth of 6% YoY
- Strong Capital Markets revenue reflecting higher fixed income trading revenue and strong debt and equity origination activity

Non-Interest Expense

- 12% YoY increase mainly attributable to CNB acquisition; excluding CNB, NIE up 2%[4] YoY reflecting higher variable compensation, higher technology spend, and higher costs in support of business growth

PCL

- PCL up YoY mainly reflecting higher provisions in Canadian Banking, and the inclusion of CNB in Wealth Management. Higher provisions in the oil & gas sector for Capital Markets also contributed to the increase

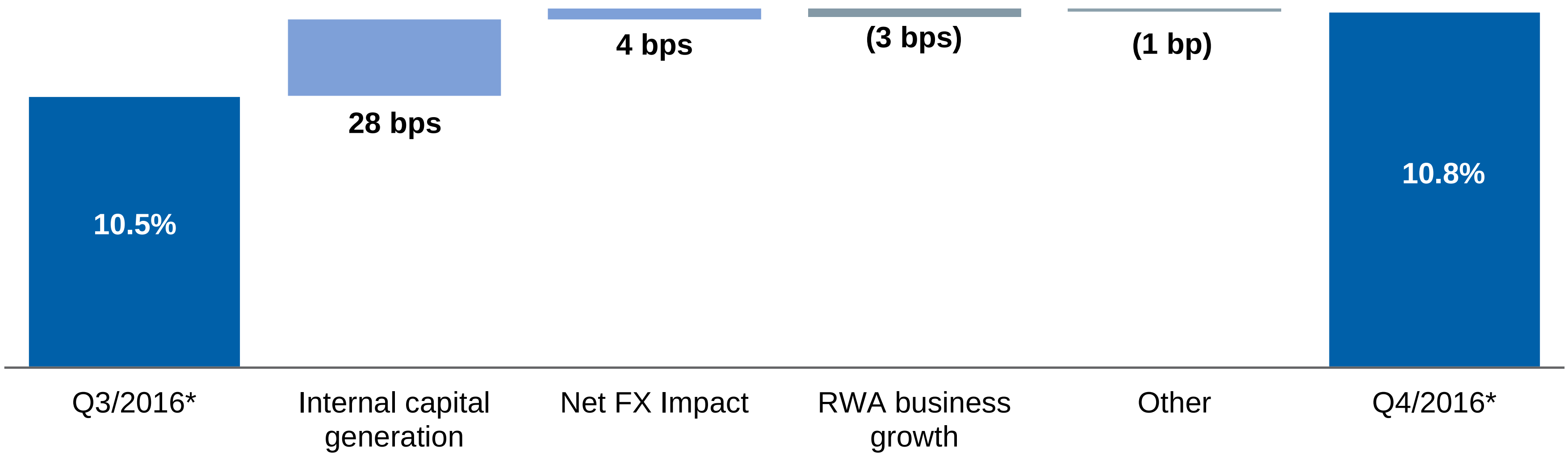
Taxes

- Higher effective tax rate YoY as a result of net favourable tax adjustments in Corporate Support and Capital Markets in the prior year

(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 34 and 35. (2) Revenue net of Insurance fair value change of investments backing policyholder liabilities of -$172MM is a non-GAAP measure. For more information, see slide 35. (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 35. (4) CNB contributed $440MM to non-interest expense in Q4/2016; results excluding CNB is a non-GAAP measure. For more information, see slides 28 and 35.

Strong capital position

10.8% Basel III Common Equity Tier 1 (CET1) ratio(1)



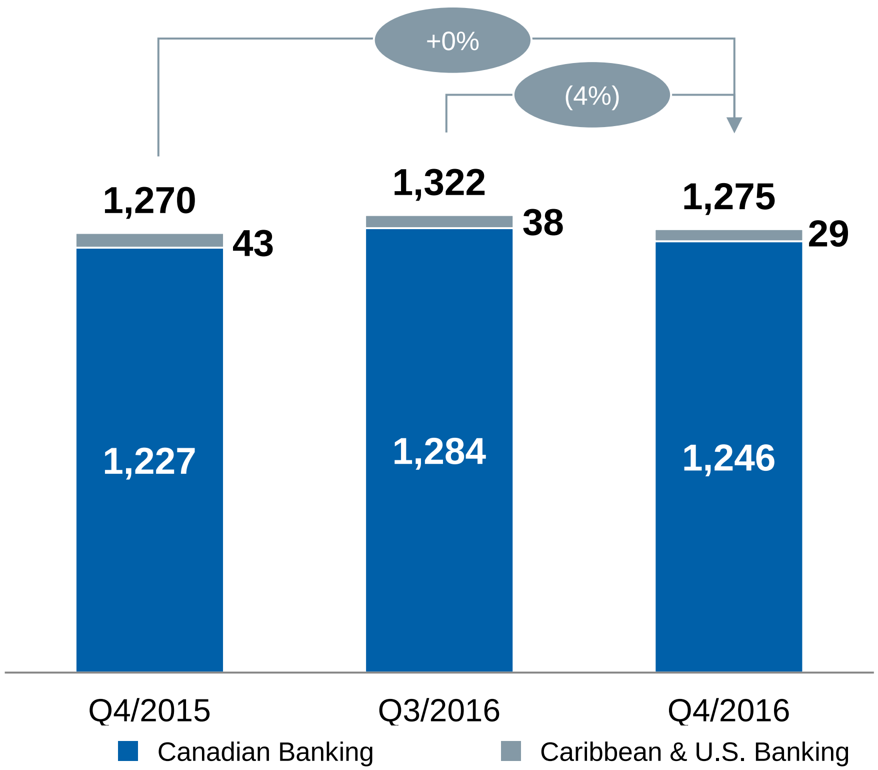
- CET1 ratio up 30 bps* QoQ, mainly reflecting solid internal capital generation
  - Share repurchases of 0.9 million common shares at an average share price of $80.97

* *Represents rounded figures.*

(1) *For more information, refer to the Capital management section of our 2016 Annual Report.*

Strong deposit growth in Personal & Commercial Banking

Net Income ($ millions)



Canadian Banking volumes[1]	Q4/16 *($ billions)*	YoY	QoQ
Loans	$381	**4.0%**	**1.4%**
Deposits	$311	**7.8%**	**2.9%**

Q4/2016 Highlights

Canadian Banking

- Net income of $1,246 million, up 2% YoY and down 3% QoQ
- Volume growth of 6% YoY and 2% QoQ
- NIM of 2.63%, down 2 bps YoY and flat QoQ
- Non-interest income growth of 6% YoY, largely reflecting higher credit card service revenue and mutual fund distribution fees
- PCL ratio of 29 bps, up 4 bps YoY and 1 bp QoQ
- Higher expenses YoY mainly due to increased technology spend and higher costs in support of business growth
  - Continued focus on efficiency management drove positive YoY operating leverage (+0.4%) and a solid efficiency ratio (44.7%)
  - FY2016 operating leverage of 1.4% and record low efficiency ratio of 43.4%

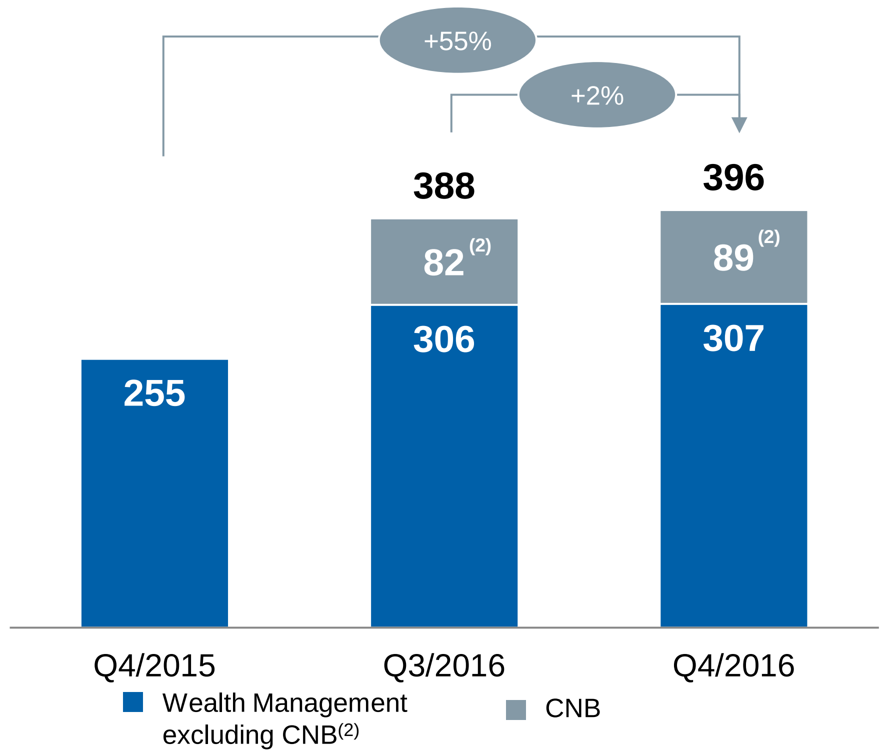
Caribbean & U.S. Banking

- Net income of $29 million
  - YoY: lower results reflecting higher costs to support business growth partially offset by higher fee-based revenue
  - QoQ: lower results reflecting increased initiative spend and higher PCL

(1) Average balances.

Strong earnings growth in Wealth Management

Net Income ($ millions)



	YoY	QoQ
Net income	**55%**	**2%**
Net income excluding CNB[2]	**20%**	**0%**

Q4/2016 Highlights

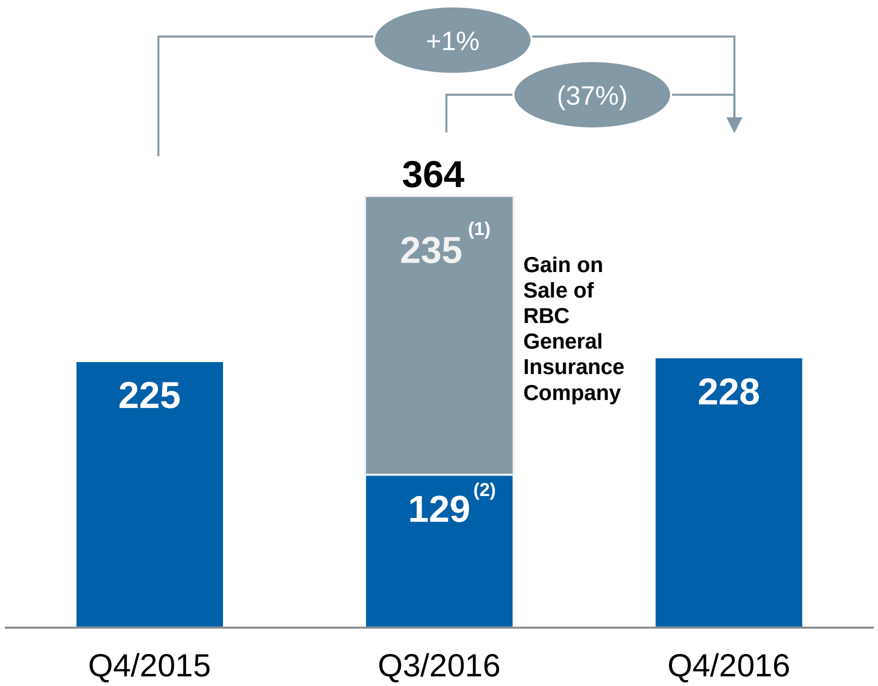
- Net income of $396 million, up 55% YoY
  - CNB contributed $89 million to earnings
    - $127 million[3] excluding $38 million after-tax of amortization of intangibles and integration costs ($0.03 impact to EPS)
  - Strong earnings growth in Wealth Management excluding CNB[2] up 20% YoY, reflecting lower restructuring costs and higher earnings from growth in average fee-based client assets
- Net income up 2% QoQ
  - Growth in average fee-based client assets
  - Higher contribution from CNB
  - Higher effective tax rate

Select items	Reported		Excluding CNB[2]
	YoY	QoQ	YoY
AUA	6%	3%	**4%**
AUM	18%	2%	**6%**

AUM: Assets under management; AUA: Assets under administration. (1) CNB results reflect revenue of $543MM, non-interest expense of $440MM, and PCL of $17MM. For additional information see slide 28. (2) Financial measures excluding the impact of our acquisition of CNB are non-GAAP measures. For additional information, see slides 28 and 35. (3) CNB contribution excluding $49MM ($29MM after-tax) of amortization of intangibles and $16MM ($9MM after-tax) of integration costs are non-GAAP measures. For additional information, see slides 28 and 35.

Insurance results benefited from new U.K. annuity contracts

Net Income ($ millions)



	YoY	QoQ
Net income	**1%**	**(37%)**
Net income excluding gain on sale of RBC General Insurance Company[(2)]	**1%**	**77%**

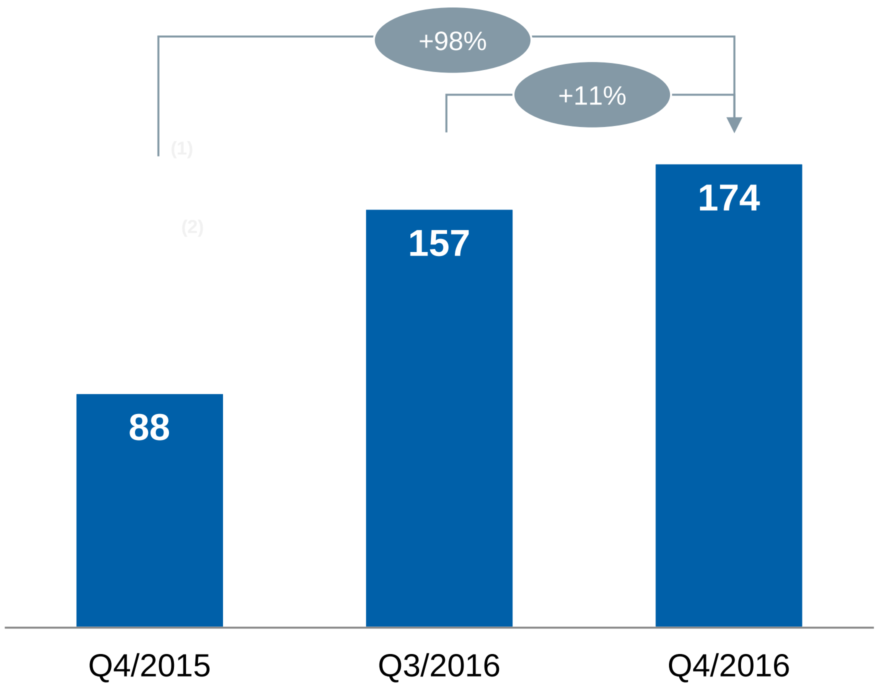
Q4/2016 Highlights

- Net income of $228 million, up 1% YoY
  - Higher earnings from new U.K. annuity contracts
  - Lower results due to the sale of our home and auto insurance manufacturing business[(1)]
- Net income down 37%; adjusted net income up 77%[(2)] QoQ
  - Favourable actuarial adjustments reflecting management actions and assumption changes
  - Higher earnings from new U.K. annuity contracts

(1) On July 1, 2016, we completed the sale of RBC General Insurance Company to Aviva Canada Inc. The transaction involved the sale of our home and auto insurance manufacturing business and included a 15-year strategic distribution agreement between RBC Insurance and Aviva. For further details, refer to Note 11 of our 2016 Annual Consolidated Financial Statements. (2) Net income excluding the gain on the sale of RBC General Insurance Company to Aviva Canada Inc. is a non-GAAP measure. For more information and a reconciliation, see slides 34 and 35

Record results in Investor & Treasury Services

Net Income ($ millions)

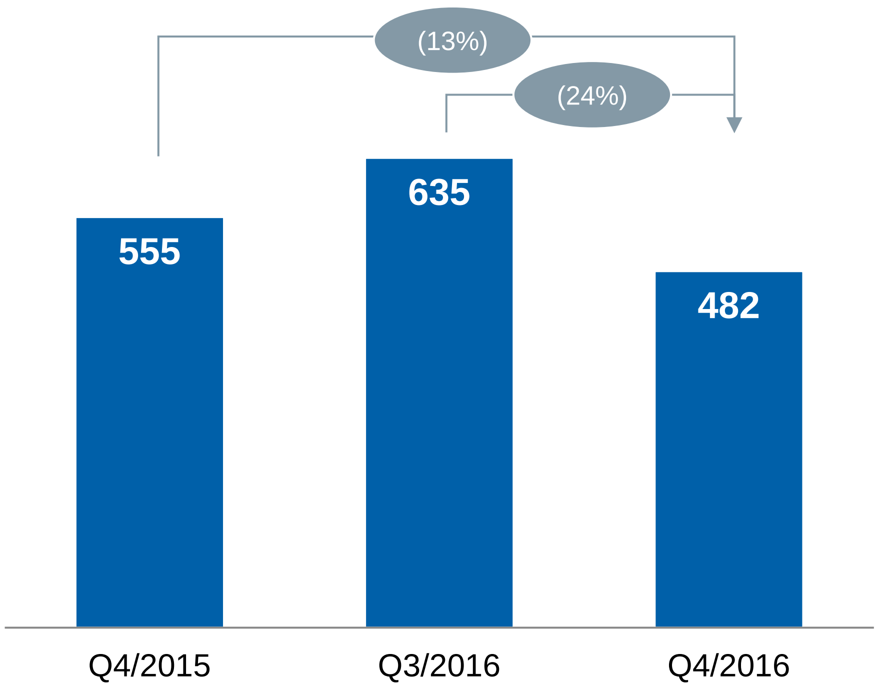


Q4/2016 Highlights

- Net income of $174 million, up 98% YoY
  - Higher funding and liquidity earnings reflecting tightening credit spreads and favourable interest rate movements
  - Higher client deposit spreads
  - Investment in technology initiatives to enhance the client experience
- Net income up 11% QoQ
  - Higher funding and liquidity earnings reflecting tightening credit spreads and favourable interest rate movements

Solid underlying results in Capital Markets

Net Income ($ millions)



Q4/2016 Highlights

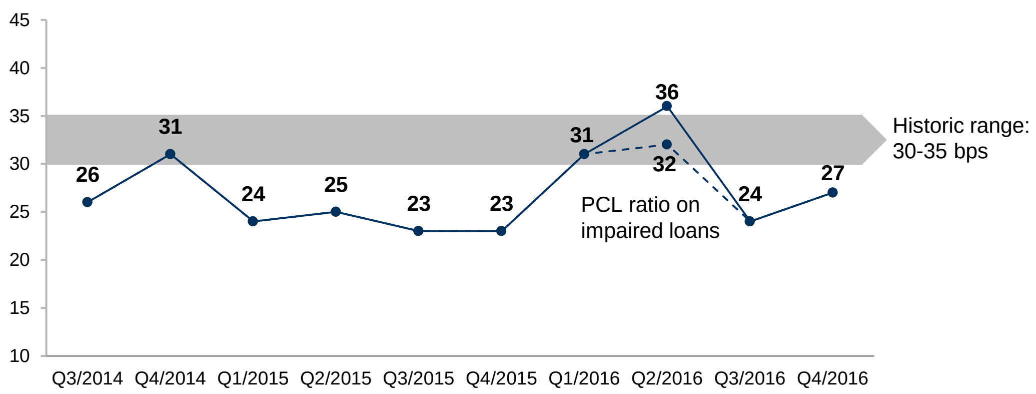
- Net income of $482 million, down 13% YoY
  - Higher effective tax rate as prior year included favorable tax adjustments related to the prior year; pre-tax earnings up 10% YoY
  - Higher results in Corporate and Investment Banking and Global Markets
  - Higher fixed income trading revenue primarily in the U.S., partially offset by lower equity trading
  - Higher debt and equity origination activity and increased loan syndication revenue, largely in the U.S.
- Net income down 24% QoQ
  - Lower fixed income and equity trading revenue
  - Lower equity origination, largely in Canada
  - Higher loan syndication revenue, largely in the U.S.

Risk Review

Mark Hughes
Chief Risk Officer

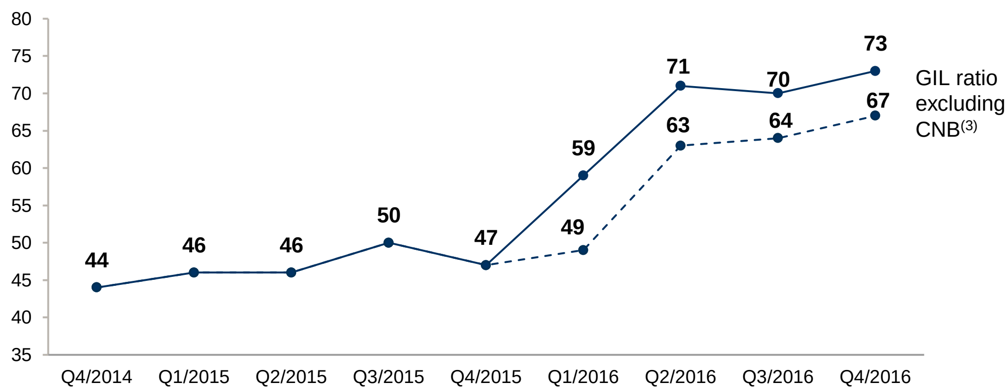
FY2016 PCL ratio slightly below our historic range

PCL Ratio (bps)(1)



- Total Q4/2016 PCL ratio of 27 bps, up 3 bps QoQ
  - Largely due to higher PCL in Capital Markets, Personal & Commercial Banking and Wealth Management
- Total FY2016 PCL ratio of 29 bps, up 5 bps YoY, was slightly below our historic range of 30 – 35 bps

GIL Ratio (bps)(2)

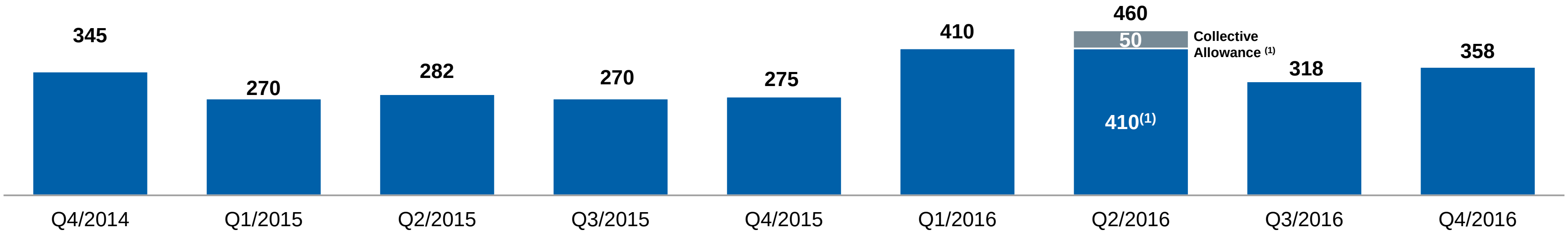


- GIL ratio of 73 bps, up 3 bps QoQ
- Excluding CNB, GIL ratio of 67 bps, up 3 bps QoQ(3)
  - Increase largely driven by impaired loans in Capital Markets, mainly in the oil & gas sector

(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 loans & acceptances. (3) GIL ratio excluding CNB is a non-GAAP measure. For more information, see slide 35.

Credit quality remains strong

PCL ($ millions)



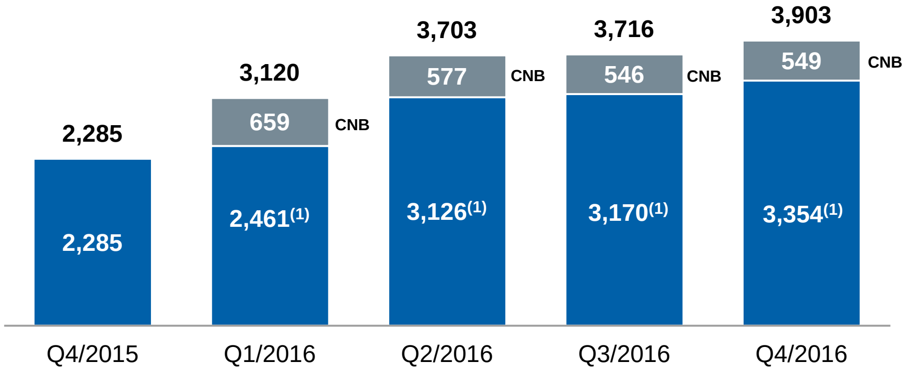
Segments ($ millions)	Q4/2016	QoQ change	Key drivers
Canadian Banking	$276	⬆ $11	▪ Mainly driven by higher PCL in retail portfolios
Caribbean & U.S. Banking	$12	⬆ $6	▪ Higher PCL due to the impact of Hurricane Matthew
Wealth Management	$22	⬆ $8	▪ Higher PCL in CNB and one international account
Investor & Treasury Services	($3)	⬇ ($3)	▪ Recovery on a couple of accounts
Capital Markets	$51	⬆ $18	▪ Higher PCL in the oil & gas sector
Total PCL(2)	**$358**	⬆ **$40**	

Select PCL ratio (bps)	Q4/2014	Q1/2015	Q2/2015	Q3/2015	Q4/2015	Q1/2016	Q2/2016	Q3/2016	Q4/2016
Capital Markets	19	3	8	7	17	53	56	15	24
P&CB	35	28	26	28	25	30	30	28	29
Canadian Banking	27	26	25	26	25	29	30	28	29
Wealth Management	0	29	73	1	2	4	6	11	17

(1) PCL on impaired loans. (2) Includes Corporate Support.

Oil & gas impairments drove higher Capital Markets net formations

GIL ($ millions)



Q4/2016 Impaired Formations ($ millions)[2]

	New formations	Net formations[3]
Personal & Commercial Banking	396	(1)
Canadian Banking	336	(22)
Caribbean & U.S. Banking	60	21
Wealth Management	128	4
Capital Markets	393	185
Total	**917**	**187**

Capital Markets

- GIL increased $185 million QoQ mainly reflecting net impairments in oil & gas accounts and one consumer goods account

Personal & Commercial Banking

- Canadian Banking GIL decreased $22 million QoQ, largely due to an increase in commercial accounts returning to performing status
- Caribbean & U.S. Banking GIL increased $21 million QoQ mainly due to Hurricane Matthew

Wealth Management

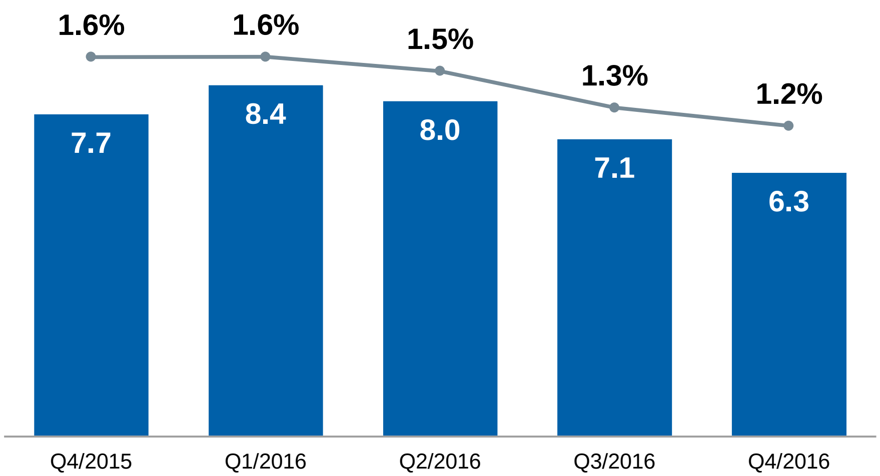
- GIL was up $4 million QoQ with new formations in the technology & media sector within CNB, largely offset by a decline in acquired credit-impaired loans

(1) GIL excluding CNB is a non-GAAP measure. For more information, see slide 35. (2) 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. (3) Includes loan write-offs, new impaired loans, loan repayments, loan returning to performing, foreign exchange and other. Includes $1MM net formations in Corporate Support.

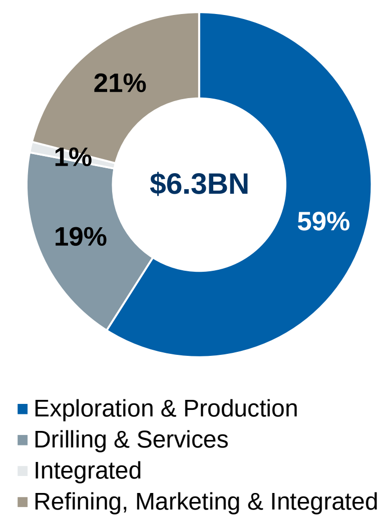
Exposure to the oil & gas sector within our risk appetite

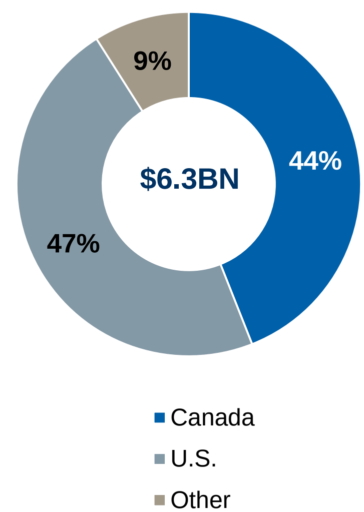
- Our oil & gas portfolio benefited from an improved economic backdrop and increased capital markets activity underpinned by higher average oil prices
- Exposure to oil & gas sector:
  - Drawn of \$6.3 billion, decreased 11% QoQ; undrawn(1) of \$10.7 billion decreased 1% QoQ
    - Largely due to higher repayments in the exploration & production sector
    - Drawn exposure represents 1.2% of RBC's total drawn loans and acceptances, down from prior quarters
- 16% of our drawn and 57% of undrawn(1) oil & gas portfolio is to investment grade clients

Drawn Oil & Gas Loans and Acceptances
(\$ billions; % of total drawn loans and acceptances)



Drawn Oil & Gas Exposure by Industry Segment and Geography



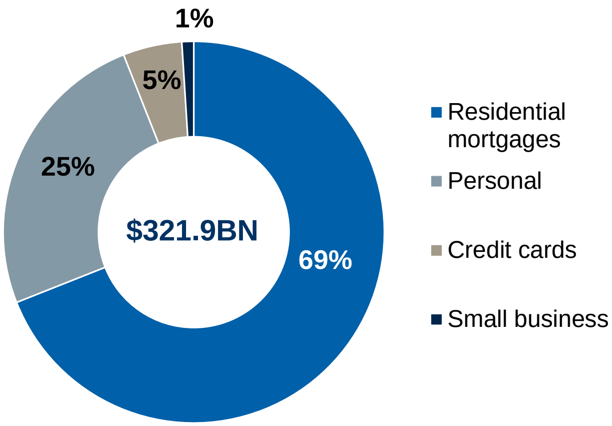


(1) Undrawn commitments represent an estimate of the contractual amount that may be drawn upon at the time of default of an obligor.

Stable credit quality in Canadian Banking retail portfolio

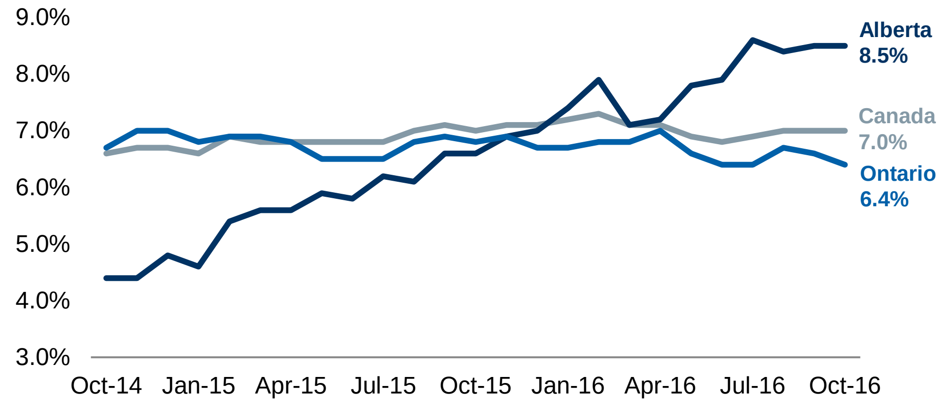
Average Canadian Banking Retail Loans[1]

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



Unemployment Rate

- While Alberta's unemployment rate has increased over the past year, Canada's unemployment rate remained stable with Ontario below the national average



PCL Ratio[2] by Product

- Higher PCL QoQ in residential mortgages due to a change in loss-rate assumptions
- Lower write-offs QoQ in credit cards

PCL ratio by product

	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16
Credit cards	2.34%	2.60%	2.96%	2.81%	2.56%
Small business loans	0.77%	0.76%	0.99%	0.84%	0.89%
Personal loans	0.48%	0.56%	0.58%	0.54%	0.57%
Residential mortgages	0.02%	0.02%	0.01%	0.01%	0.03%

30+ Day Delinquencies by Product

- Lower delinquencies across our cards and auto portfolios
- While residential mortgage delinquencies increased in oil-exposed provinces[3], they were stable nationally

30+ day delinquencies by product[4]

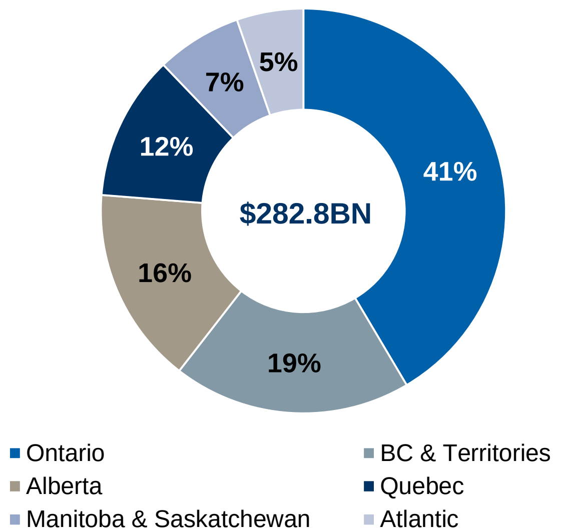
	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16
Credit cards	2.16%	2.27%	2.32%	2.12%	2.07%
Small business loans	0.42%	0.53%	0.53%	0.48%	0.45%
Personal loans	0.31%	0.35%	0.37%	0.30%	0.33%
Residential mortgages	0.22%	0.23%	0.23%	0.19%	0.19%

(1) Q4/2016 as at October 31, 2016. Excludes Canadian Banking wholesale business loans and acceptances. (2) Provision for Credit Losses (PCL) ratio is PCL as a percentage of average net loans & acceptances (annualized). 3) Oil-exposed provinces include Alberta, Manitoba, Saskatchewan, and Newfoundland & Labrador. (4) Excludes impaired balances.

Canadian secured residential lending portfolio is well diversified

Canadian residential lending portfolio(1)

As at October 31, 2016



High quality residential lending portfolio(1)

As at October 31, 2016

Region	Residential mortgages				HELOC	Total	LTV
($billions)	Insured		Uninsured				
Ontario	$43.3	43%	$58.0	57%	$16.5	**$117.8**	51%
BC & Territories	$17.7	40%	$27.0	60%	$8.7	**$53.4**	43%
Alberta	$21.7	58%	$15.4	42%	$7.1	**$44.2**	62%
Quebec	$14.4	50%	$14.4	50%	$4.1	**$32.9**	63%
Manitoba & Sask.	$8.9	54%	$7.7	46%	$2.7	**$19.3**	58%
Atlantic	$7.6	59%	$5.4	41%	$2.0	**$15.1**	59%
Total Canada	**$113.7**	**47%**	**$128.0**	**53%**	**$41.0**	**$282.8**	**54%**

- Canadian residential mortgage PCL remained low with 30+ day delinquencies flat QoQ
- Average FICO scores of 782 on residential lending(2) remains high, indicating strong customer credit quality
- GTA and GVA average FICO scores are above the national average; with Alberta in line with the national average
- Average remaining amortization on mortgages of 18 years

RBC's Total Condo Exposure

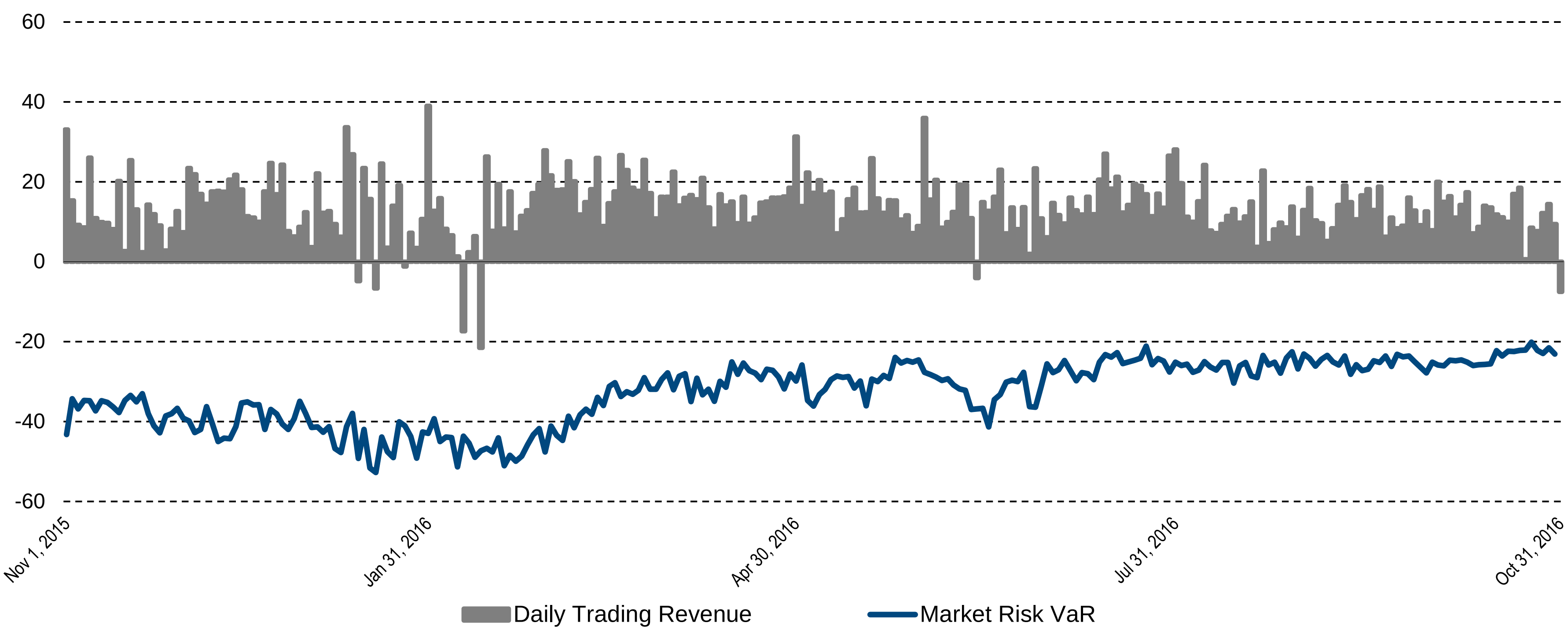
As at October 31, 2016

- Condo exposure is 9.8% of Canadian residential lending(2) portfolio
- Total exposure to condo developers of:
  - Drawn exposure of $1.5 billion, representing 2.3% of our Canadian commercial loan book, and undrawn exposure of $2.1 billion
  - ~85% to high rise developments

(1) Total consolidated secured residential lending portfolio in Canada of $283BN is largely comprised of $217BN 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 $258BN in residential mortgages and HELOC in Canadian Banking.

Market risk trading revenue and VaR

(in millions)



- Trading revenue was down from Q3/2016 due to lower fixed income, equity and FX trading
- There was one day with net trading losses in Q4/2016 largely driven by market conditions that negatively impacted trading activity across major business lines
- Average market risk VaR of $25 million, down $4 million QoQ mainly due to inventory reductions in fixed income and securitized product portfolios

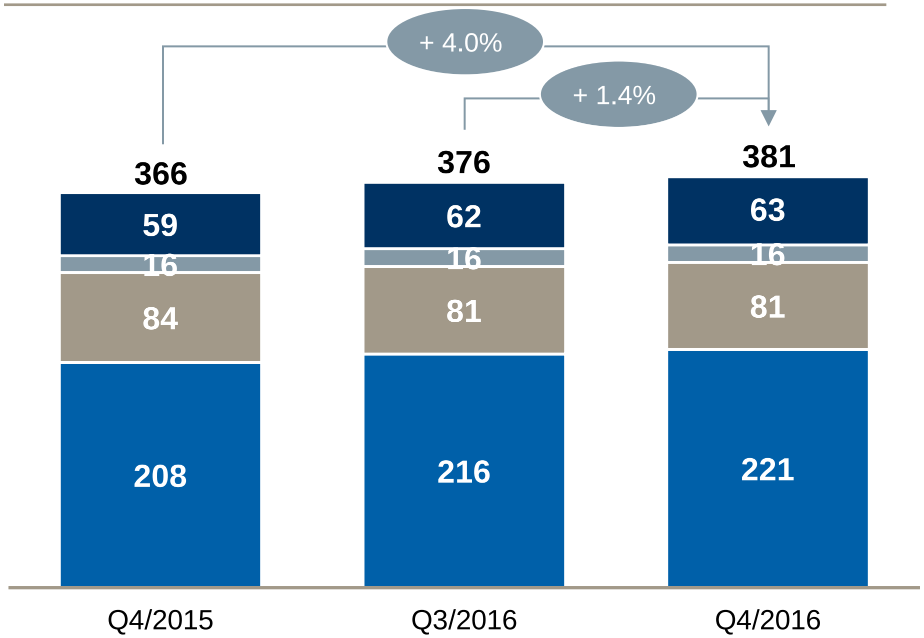
Appendices

Solid volume growth in Canadian Banking

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

Average Loans & Acceptances[1]

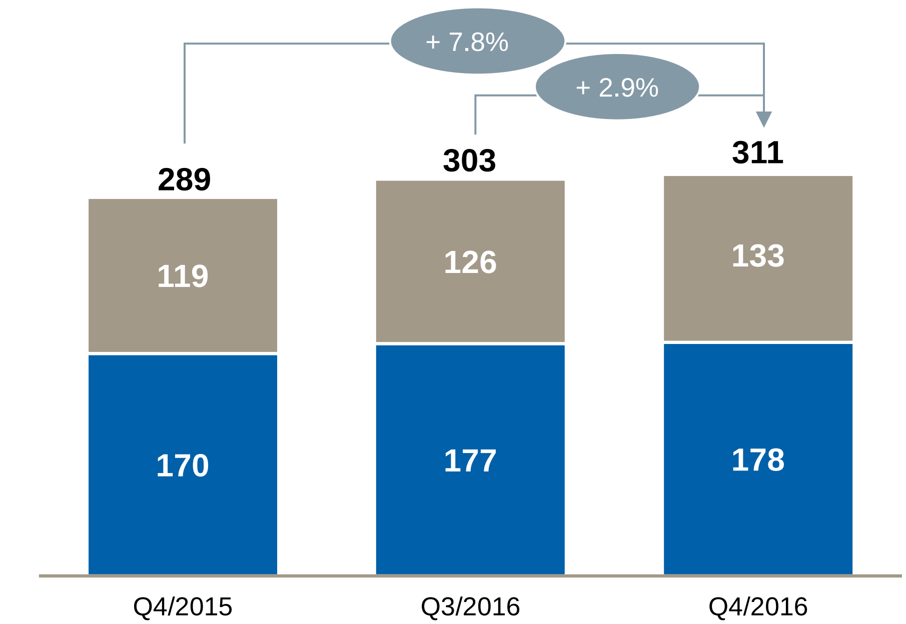
($ billions)



Percentage change[1]		YoY	QoQ
Business (inc. small business)		7.3%	1.9%
Credit cards		5.8%	1.9%
Personal lending		(3.1%)	(0.5%)
Residential mortgages		5.9%	1.9%

Average Deposits[2]

($ billions)



Percentage change[2]		YoY	QoQ
Business deposits		11.8%	6.0%
Personal deposits		5.1%	0.7%

(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	24.1%	1	24.3%
Personal core deposits + GICs	2	20.1%	2	20.1%
Total mutual funds[3]	1	31.8%	1	32.6%
Long-term mutual funds[4]	1	14.5%	1	14.4%
Business loans[5] ($0 - $25 million)	1	24.1%	1	24.8%
Business deposits[6]	1	26.3%	1	26.3%

- #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 June 2016 and June 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.

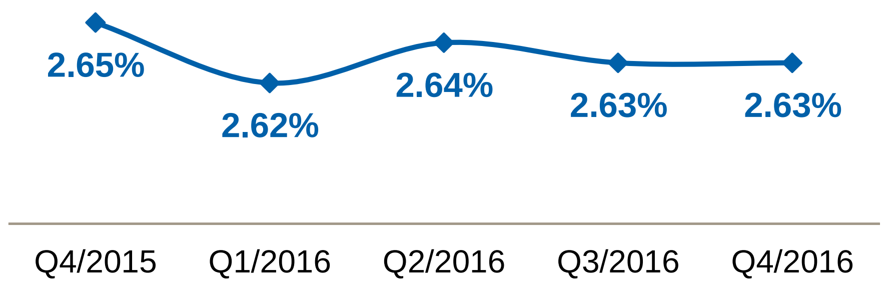
Leadership in most personal products and in all business products

Canadian Banking net interest margin and efficiency ratio

Continued focus on managing expenses in a low interest rate environment

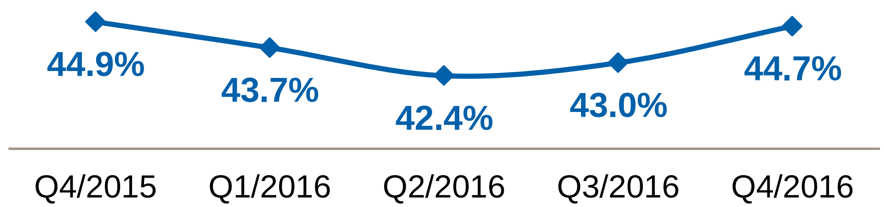
Net Interest Margin (NIM)(1)

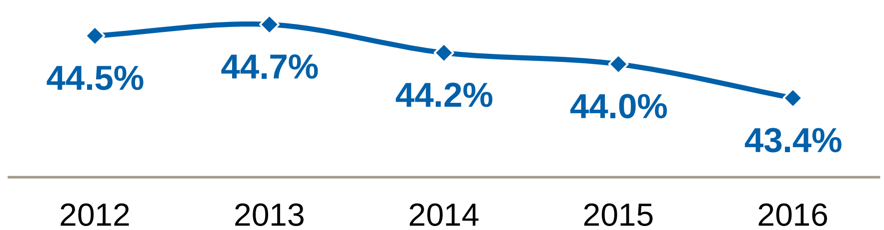
- Flat QoQ
- Down 2 bps YoY
  - Reflecting the continued low interest rate environment



Efficiency Ratio(2)

- Efficiency ratio improved 20 bps YoY in Q4/2016
  - Continued focus on efficiency management drove positive operating leverage
  - Partially offset by higher expenses due to increased technology spend and higher costs supporting business growth
  - Seasonally higher efficiency ratio of 44.7% in Q4/2016
- Record low efficiency ratio of 43.4% in FY2016



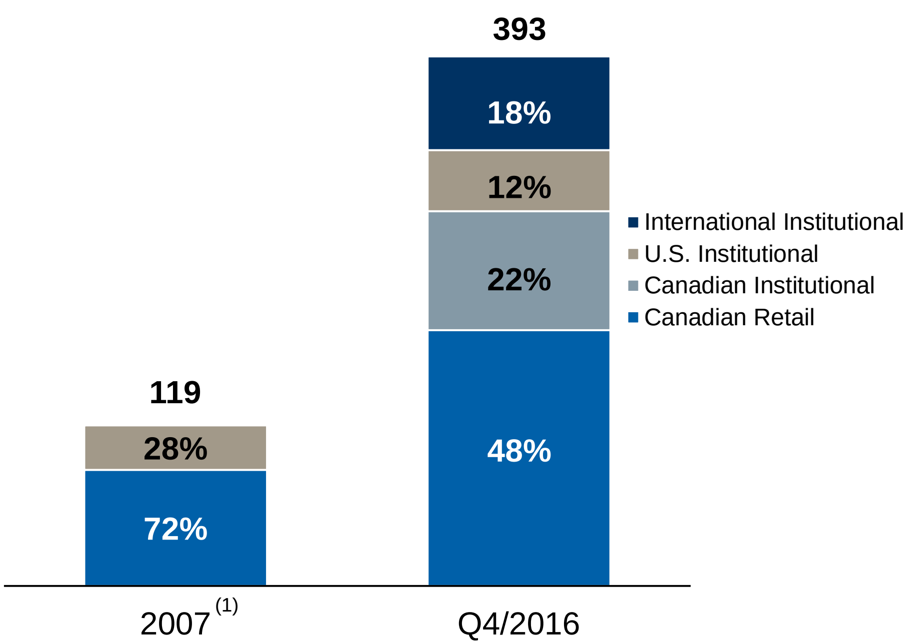


(1) Net interest margin: Net interest income as a percentage of average total earning assets (annualized). (2) Efficiency ratio: Non-interest expense as a percentage of total revenue.

Continuing to diversify our Global Asset Management business

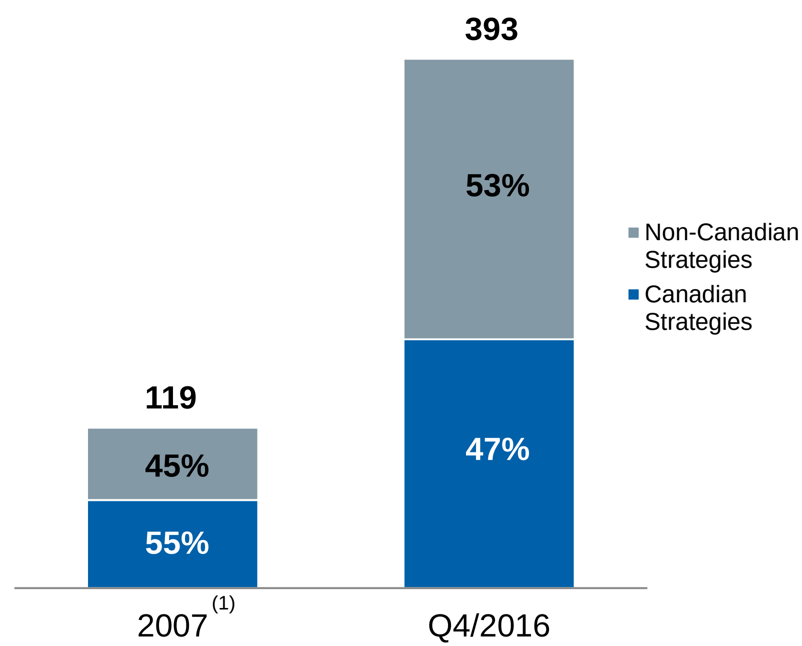
AUM by Client Segment

($ billions, except percentage amounts)



AUM by Investment Strategy[2]

($ billions, except percentage amounts)

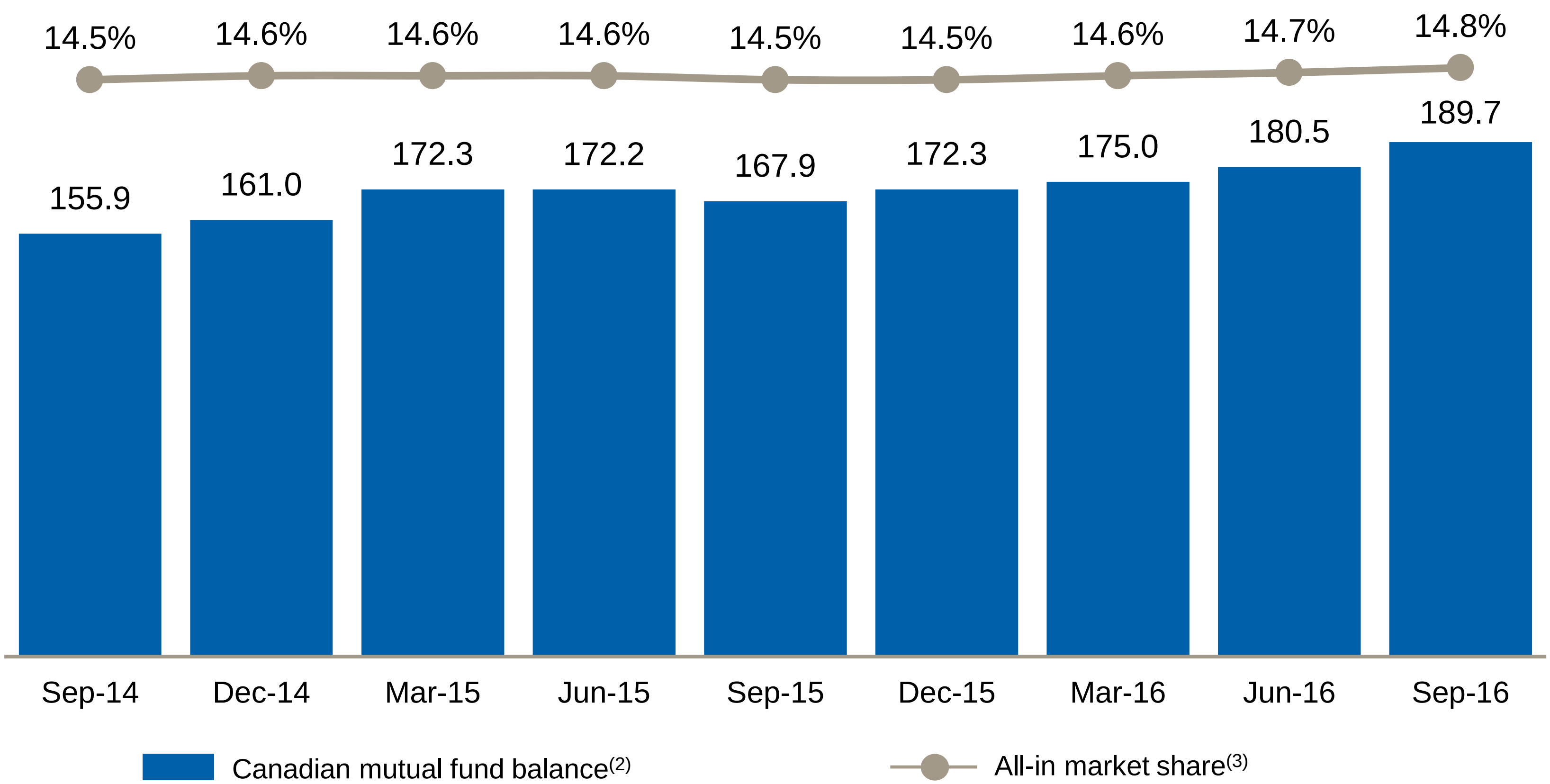


- Extending our leadership position in Canada in both retail and institutional asset management
- Continuing momentum in our U.S. and international institutional businesses driven by market share gains in higher fee-based solutions such as equities and credit strategies

(1) Represents AUM before the acquisition of Phillips, Hager & North Investment Management (PH&N) in 2008 and BlueBay Asset Management in 2011.
(2) Investment strategy mix as at September 30, 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 32.0% of share amongst banks and 14.8% all-in[1]

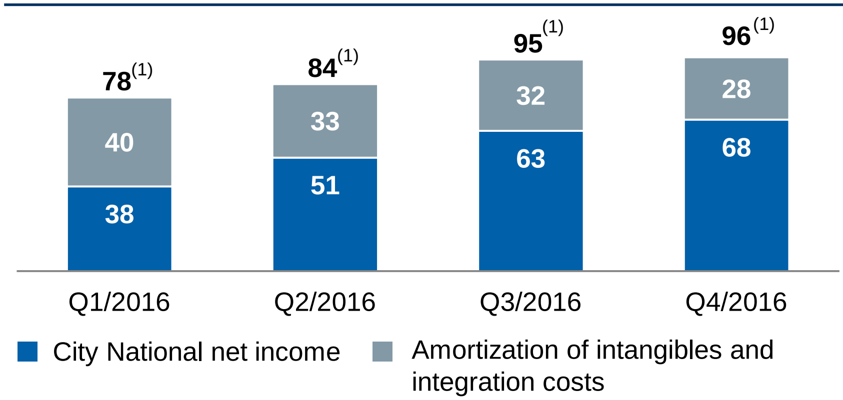
(1) Source: IFIC (as of Sept 2016) and RBC reporting.
(2) Comprised of long-term funds.
(3) Comprised of long-term funds and money market funds.

CNB shows continued momentum with strong Q4 results

Select income statement items	Q4/2016 *(US$ millions)*	QoQ
Revenue	$411	⬆ 5%
Expenses	$333	⬆ 6%
PCL	$13	⬆ $3
Net income	$68	⬆ 8%

Other select items	Q4/2016 *(US$ billions)*	QoQ
AUA	$14.5	⬇ (1%)
AUM	$43.5	0%
Loans	$26.4	⬆ 3%
Deposits	$39.6	⬆ 8%
Adjusted Deposits[(2)]	*$35.2*	⬆ *6%*

CNB Net Income (US$ millions)



Q4/2016 CNB Highlights (US$)

- Net income of US$68 million
  - US$97 million[(1)] excluding US$22 million after-tax of amortization of intangibles and US$7 million after-tax of integration costs
- Strong credit quality
  - PCL ratio of 19 bps, up 3 bps QoQ
- NIM of 2.74%, down 12 bps QoQ
- YoY loan growth of 17%
- YoY deposit growth of 29%
  - Adjusted YoY deposit growth of 15%[(2)]

* *Balance sheet figures represent average balances.*
(1) Adjusted net income excludes amortization of intangibles of US$22MM after-tax (US$37 before-tax) and integration costs of US$7MM after-tax (US$12 before-tax). These are non-GAAP measures. For more information, see slide 35. (2) Adjusted deposits and deposit growth excludes average sweep balances of US$4.4BN from U.S. Wealth Management. These are non-GAAP measures. For more information, see slide 35.

Capital Markets revenue – diversified by business

($ millions)	Q4/2016	Q3/2016	Q4/2015	YoY	QoQ
Investment banking	526	518	378	39%	2%
Lending and other	450	438	469	(4%)	3%
Corporate & Investment Banking	**$976**	**$956**	**$847**	**15%**	**2%**
Fixed income, currencies and commodities (FICC)	492	617	303	62%	(20%)
Global equities (GE)	229	266	309	(26%)	(14%)
Repo and secured financing	257	265	323	(20%)	(3%)
Global Markets (teb)[1]	**$978**	**$1,148**	**$935**	**5%**	**(15%)**
Other	**($61)**	**($17)**	**($45)**	**n.m.**	**n.m.**
Capital Markets total revenue (teb)	**$1,893**	**$2,087**	**$1,737**	**9%**	**(9%)**

Corporate & Investment Banking

- YoY increase reflecting increased Investment Banking revenue driven by higher debt and equity underwriting and higher loan syndication revenue across all regions, partly offset by lower lending revenue across all regions due to lower spreads
- QoQ increase driven by higher loan syndication, debt underwriting and lending revenue, primarily in the U.S., partly offset by lower equity underwriting and M&A in Canada, as well as lower Municipal Banking revenue

Global Markets[1]

- YoY increase reflecting higher fixed income trading across all regions, as well as improved equity trading in Europe and commodity trading in Canada, offset by lower equity trading, primarily in Canada, as well as softer foreign exchange trading
- QoQ decrease on lower fixed income and equities trading largely in Europe and the U.S., as well as lower foreign exchange trading. These results were partly offset by higher equities trading in Asia, as well as higher commodity and fixed income trading revenue in Canada

(1) Global Markets segment revenue have been restated to align select portfolios previously disclosed in Repo and Secured financing to FICC and Global Equities

Capital Markets revenue – diversified by geography

($ millions)	Q4/2016	Q3/2016	Q4/2015[1]	YoY	QoQ
Canada	435	573	546	(20%)	(24%)
U.S.	1,070	1,076	862	24%	(1%)
Europe	252	343	239	5%	(27%)
Asia and Other	86	96	72	19%	(10%)
Geographic revenue excluding certain items[2]	**$1,843**	**$2,088**	**$1,719**	**7%**	**(12%)**
Add / (Deduct): Change in CVA & FVA balance, net of hedges[3]	50	(1)	18		
Capital Markets total revenue (teb)	**$1,893**	**$2,087**	**$1,737**	**9%**	**(9%)**
Capital Markets non-trading revenue[4]	1,264	1,273	1,089	16%	(1%)
Capital Markets trading revenue (teb)	**$629**	**$814**	**$648**	**(3%)**	**(23%)**
Capital Markets trading revenue (teb) excl. certain items[2]	**$579**	**$815**	**$630**	**(8%)**	**(29%)**

Canada

- YoY decrease driven primarily by lower equity trading as well as lower private equity investment gains, partly offset by improved fixed income and commodity trading and higher debt underwriting
- QoQ decrease reflecting lower M&A fees, lower equity and debt underwriting as well as lower equity and foreign exchange trading revenue. These results were partly offset by improved fixed income and commodity trading

U.S.

- YoY increase driven by higher investment banking fees across all products, particularly debt underwriting and loan syndication, as well as higher fixed income trading revenue, partly offset by weaker equity trading as well as lower lending revenue
- QoQ decrease reflecting lower fixed income and equities trading as well as lower Municipal Banking revenue, partly offset by higher loan syndication, improved debt underwriting and advisory revenue as well as higher lending revenue

Europe

- YoY increase driven by higher equity trading, and higher debt underwriting and loan syndication fees, partly offset by lower advisory revenue and lower lending revenue
- QoQ decrease due to foreign currency translation and lower fixed income and equity trading revenue, partly offset by higher M&A fees

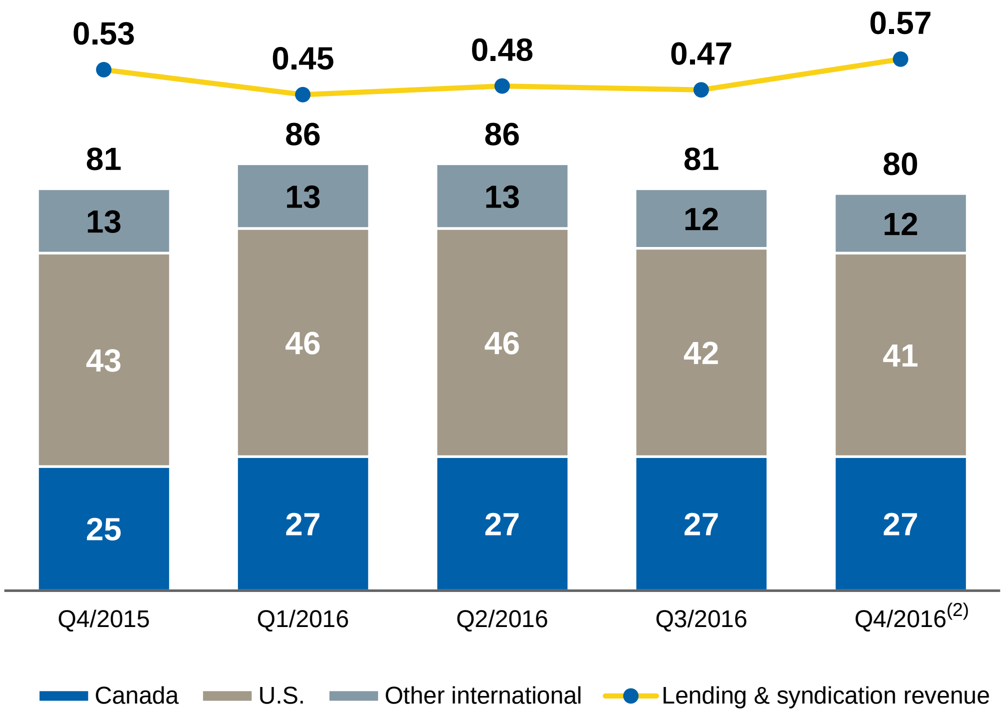
Asia & Other

- YoY increase on higher fixed income trading and improved M&A fees, partly offset by weaker equity trading revenue
- QoQ decrease reflecting lower fixed income trading, partly offset by higher results in equity trading

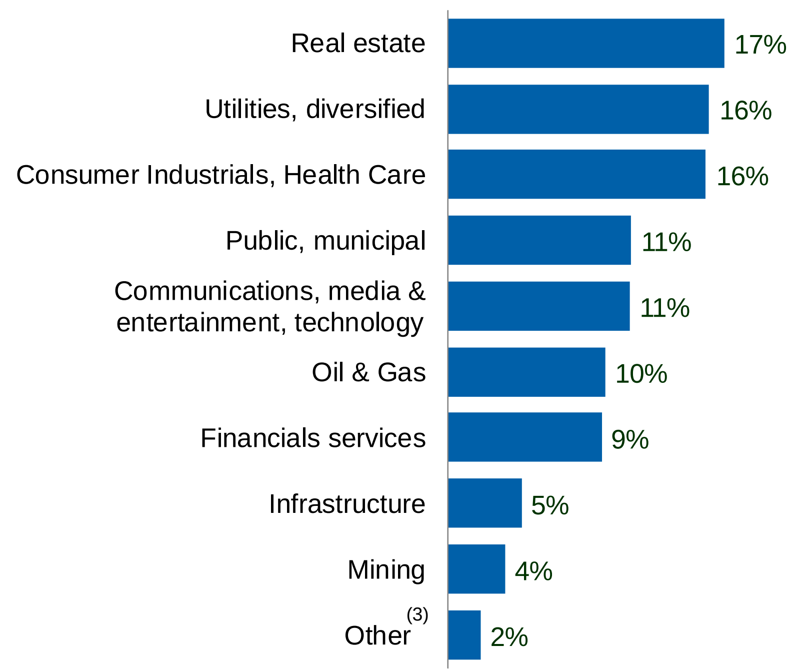
(1) Q4/15 Geographic revenue excluding certain items has been restated. (2) This is a non-GAAP measure. For more information, see slide 35. (3) Excluded from all geographies. (4) Non-trading revenue primarily includes Corporate & Investment Banking and Global Markets origination and cash equities businesses.

Consistent performance across a diversified loan book portfolio

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



Capital Markets Loans & Acceptances Outstanding by Industry[1]
Q4/2016



- 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 59% of our total Capital Markets exposure[4] is investment grade

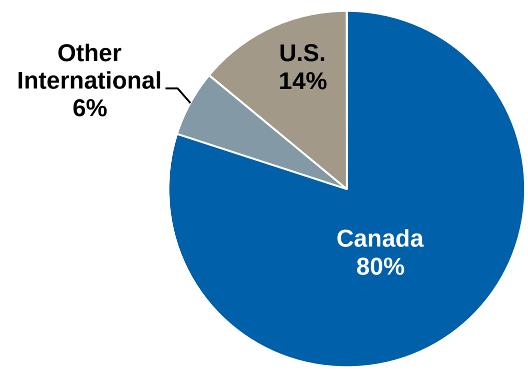
(1) Average loans & acceptances, includes letters of credit and guarantees for our Capital Markets portfolio, on single name basis. Excludes mortgage investments, securitized mortgages and other non-core items. (2) Q4/2016 includes an estimated YoY increase of $1.5BN and a QoQ increase of $1.1BN related 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)	Q4/2016	% of Total
Residential mortgages	254,998	47.5%
Personal	93,466	17.4%
Credit cards	17,128	3.2%
Small business	3,878	0.7%
Total Retail	**369,470**	**68.8%**
Real estate and related	40,419	7.5%
Energy		
Oil & gas	6,259	1.2%
Utilities	7,680	1.4%
Technology and media	11,019	2.1%
Sovereign	10,581	2.0%
Consumer goods	10,052	1.9%
Financing products	8,840	1.6%
Non-bank financial services	8,408	1.6%
Health services	7,763	1.4%
Automotive	7,279	1.4%
Holding and investments	7,195	1.3%
Agriculture	6,515	1.2%
Transportation and environment	6,060	1.1%
Industrial products	5,508	1.0%
Bank	1,930	0.4%
Mining and metals	1,455	0.3%
Forest products	1,099	0.2%
Other services	11,582	2.2%
Other	7,568	1.4%
Total Wholesale	**167,212**	**31.2%**
Total Loans and Acceptances	**536,682**	**100.0%**

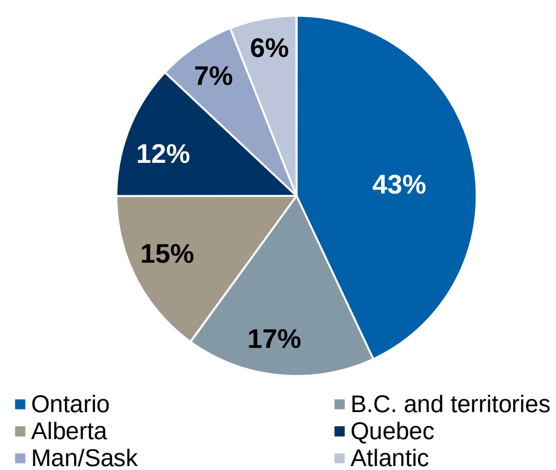
Breakdown by Region of Total Loans and Acceptances

(Q4/2016)



Breakdown by Region of Canadian Total Loans and Acceptances

(Q4/2016)



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

Other – other income

($ millions)	Q4/2016	Q3/2016	Q4/2015	YoY	QoQ
Other income – segments	169	166	137	23%	2%
Gain on sale of RBC General Insurance Company	-	287	-	-	-
Other hedging and mark-to-market items	(54)	(18)	(8)	n.m.	n.m.
Total Other – other income	**$115**	**$435**	**$129**	**(12%)**	**(74%)**

Specified items impacting Q3/2016

($ 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			
Revenue	$10,255	($289)	$9,966
Net Income Before Tax	$3,636	($287)	$3,349
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 35.

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, results 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., results excluding City National, adjusted City National results, 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 2016 Annual Report.

Definitions can be found under the “Glossary” sections in our Q4/2016 Supplementary Financial Information and our 2016 Annual Report.

Investor Relations Contacts

Dave Mun, SVP & Head	(416) 955-7803
Stephanie Phillips, Director	(416) 955-7809
Asim Imran, Director	(416) 955-7804
Brendon Buckler, Associate Director	(416) 955-7807

www.rbc.com/investorrelations