# Royal Bank of Canada First Quarter Results

February 24, 2021

All amounts are in Canadian dollars unless otherwise indicated and are based on financial statements prepared in compliance with International Accounting Standard 34 Interim Financial Reporting, unless otherwise noted. Our Q1 2021 Report to Shareholders and Supplementary Financial Information are available on our website at: <a href="http://www.rbc.com/investorrelations">http://www.rbc.com/investorrelations</a>.



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, in other fillings with Canadian regulators or the SEC, in other reports to shareholders, and in other communications, including statements by our President and Chief Executive Officer. Forward-looking statements in this document include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals, and the potential continued impacts of the coronavirus (COVID-19) pandemic on our business operations, financial results and financial condition, and on the global economy and financial market conditions, including statements about our actions in support of our employees, clients and communities, and projections relating to real gross domestic product and unemployment rates in Canada and the United States, respectively. The forward-looking information contained in this 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 (which could lead to us being subject to various legal and regulatory proceedings, the potential outcome of which could include regulatory restrictions, penalties and fines), strategic, reputation, legal and regulatory environment, competitive and systemic risks and other risks discussed in the risk sections and Significant developments: COVID-19 section of our annual report for the fiscal year ended October 31, 2020 (the 2020 Annual Report) and the Risk management and Impact of COVID-19 pandemic sections of our Q1 2021 Report to Shareholders; including business and economic conditions, information technology and cyber risks, Canadian household indebtedness, geopolitical uncertainty, privacy, data and third party related risks, regulatory changes, environmental and social risk (including climate change), and digital disruption and innovation, culture and conduct, 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, environmental and social risk, and the emergence of widespread health emergencies or public health crises such as pandemics and epidemics, including the COVID-

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 presentation are set out in the Economic, market and regulatory review and outlook section and for each business segment under the Strategic priorities and Outlook headings in our 2020 Annual Report, as updated by the Economic, market and regulatory review and outlook and Impact of COVID-19 pandemic sections of our Q1 2021 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 sections and Significant developments: COVID-19 section of our 2020 Annual Report and the Risk management and Impact of COVID-19 pandemic sections of our Q1 2021 Report to Shareholders.

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

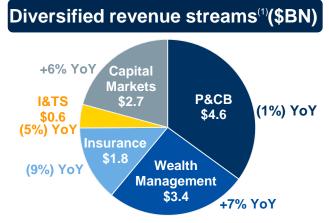
# Overview

Dave McKay

President and Chief Executive Officer

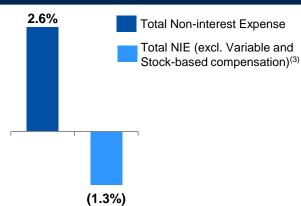


# Strong volume growth and client activity offset impact of low interest rates



- Revenue of \$12.9BN, up 1% YoY or up 2% YoY<sup>(2)</sup> net of Insurance fair value change
- Strong client activity in Capital Markets and Wealth Management, and strong volume growth offset pressure from low interest rates

## **Expenses well controlled (YoY)**



- Growth largely driven by variable and stock-based compensation, and investments to drive organic growth
- Discretionary costs continue to be contained

## Strong earnings growth



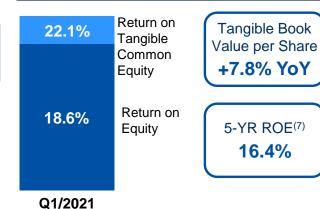
#### **Prudent provisioning**

PCL<sup>(6)</sup> on loans ratio **7 bps**(down 16 bps QoQ)

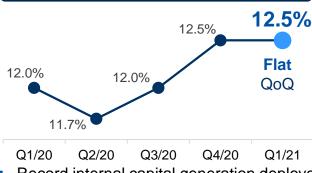
ACL on loans **\$5.9BN** 0.85% of L&A

- \$110MM of PCL includes a \$97MM release of PCL on performing loans
- PCL on impaired loans ratio of 13 bps, down 2 bps QoQ
- ACL on loans up \$2.4BN from prepandemic levels in Q1/2020

#### **Premium return on equity**



## **Strong capital ratio (CET1)**



- Record internal capital generation deployed to drive strong organic growth
- \$1.5BN common dividends paid in Q1/2021
- \$19BN surplus over 9% CET1 minimum

(1) Amounts exclude Corporate Support. (2) This is a non-GAAP measure. See note 2 on slide 35. (3) This is a non-GAAP measure. See note 3 on slide 35. (4) This is a non-GAAP measure. See note 4 on slide 35. (5) This is a non-GAAP measure. See note 5 on slide 35. (6). See note 6 on slide 35. (7) See note 7 on slide 35.

## Strong volume growth and market share gains in our largest businesses



# 431 81 81 88 88

371

\$57BN growth over 2 years

Q1/2020

Wholesale

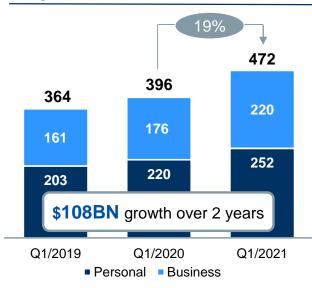
350

Q1/2019

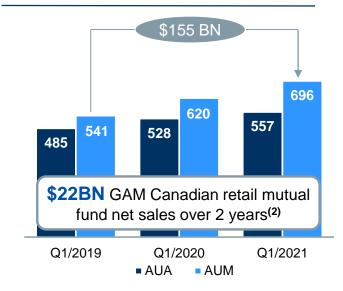
400

Q1/2021

Canadian Banking average deposits (\$ billions)

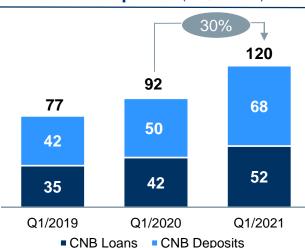


Wealth Management (non-U.S.)
AUM and AUA (\$ billions)

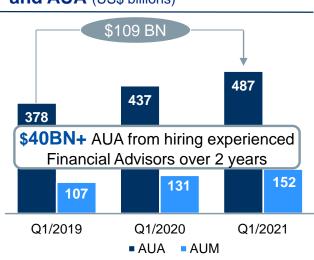


City National (CNB) average loans and deposits (US\$ billions)

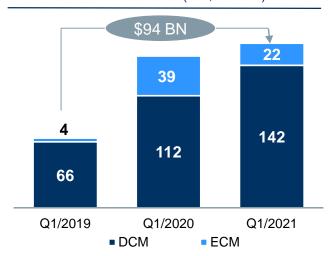
Retail



U.S. Wealth Management AUM and AUA (US\$ billions)



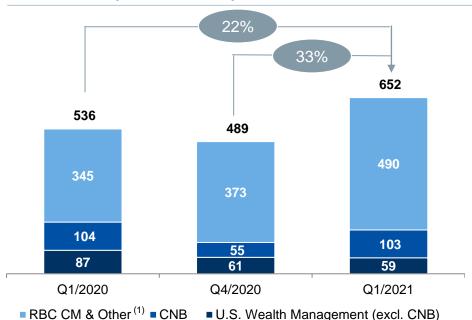
Capital Markets equity and debt issuance volumes (US\$ billions) (3)



(1) Wholesale includes small business. (2) See note 8 on slide 35. (3) Dealogic.

## Solid results from our U.S. operations

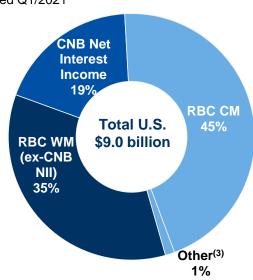
### **Net Income (US\$ millions)**



US\$ millions (unless otherwise stated)	Q1/21	YoY	QoQ
Revenue	2,520	10%	14%
Pre-Provision, Pre-Tax Earnings(4)	706	10%	12%
Provisions for Credit Losses (PCL)	(42)	n.m. <sup>(5)</sup>	n.m. <sup>(5)</sup>
Net Income	652	22%	33%
Adj. Pre-Provision, Pre-Tax Earnings (4)(6)	742	10%	11%
Adj. Net Income <sup>(6)</sup>	678	20%	31%
Pre-Provision, Pre-Tax Earnings (C\$MM) (4)	907	8%	9%
Net Income (C\$MM)	837	19%	29%
Adj. Pre-Provision, Pre-Tax Earnings (C\$MM) <sup>(4)(6)</sup>	953	7%	8%
Adj. Net Income (C\$MM) <sup>(6)</sup>	871	18%	27%

#### U.S. Operations Revenue (US\$ billions)(2)



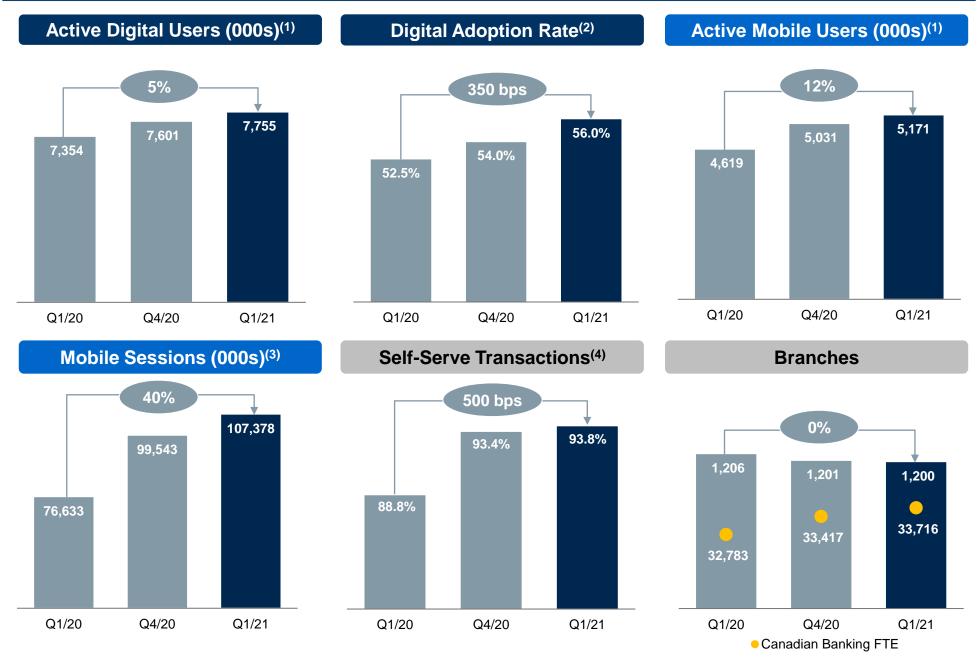


## Q1/2021 Highlights

- The U.S. represented 20% or over \$2 billion of total bank net income over the last 12 months<sup>(2)(7)</sup>
  - + Q1/2021 U.S. earnings were up 22% YoY, driven by Capital Markets
- The U.S. represented 25% of total bank revenue in the last 12 months<sup>(2)(7)</sup>
  - + Q1/2021 U.S. revenue was up 10% YoY, driven by Capital Markets and Wealth Management
- U.S. PCL on loans ratio of (19 bps), down from 30 bps last quarter

(1) RBC CM & Other net income includes U.S. portions of U.S. Banking, Capital Markets, Wealth Management excluding U.S. Wealth Management (including CNB), Insurance and I&TS. (2) This is a non-GAAP measure. See note 9 on slide 35. (3) Other revenue includes U.S. portions of U.S. Banking, Insurance and I&TS. (4) This is a non-GAAP measure. See note 4 on slide 35. (5) Not meaningful. (6) This is a non-GAAP measure. See note 10 on slide 35. (7) Based on C\$ figures.

## Our 14MM+ Canadian Banking clients continue to adopt our digital channels



<sup>(1)</sup> These figures (in 000s) represent the 90-Day Active customers in Canadian Banking only and are spot values. (2) Digital Adoption rate calculated using 90-day active users. (3) These figures (in 000s) represents the total number of application logins using a mobile device. (4) Financial transactions only.

# ESG performance highlights: Putting our Purpose into practice

Royal Bank of Canada is a purpose-driven, principles-led organization

#### How we deliver value



# Building & attracting talent and driving a diverse & inclusive culture

- 46% women executives<sup>(1)</sup> and 47% women<sup>(1)</sup> on RBC's Board of Directors
- 21% of executives<sup>(1)(2)</sup> are Black, Indigenous and People of Colour (BIPOC)
- #4 globally in the Refinitiv Diversity & Inclusion Index, ranking over 9,000 listed companies
- Increasing our staffing goals for BIPOC executives from 20% to 30% with a focus on increasing Black and Indigenous representation<sup>(4)</sup>



# Sustainable finance and responsible investment

- \$8.8 billion in financing for sustainable bonds and loans, representing 64% growth over 2019
- Focused strategy to integrate ESG across all businesses in Capital Markets led by a dedicated Sustainable Finance Group
- Total value of socially responsible investments and impact assets under management grew to \$10.4 billion<sup>(5)</sup>
- Published policy restrictions on lending to sensitive sectors, including coal and the Arctic



# Climate change: accelerating clean economic growth

- Enterprise climate change strategy, <u>RBC Climate Blueprint</u>, aims to support clients in the low-carbon transition
- Joined pilot project on climate risk scenarios led by the Bank of Canada and OSFI
- Annual TCFD<sup>(3)</sup> aligned disclosures
- Carbon neutral in our global operations since 2017
- 124 organizations supported with over \$19 million in funding through RBC Tech for Nature – a multi-year commitment by the RBC Foundation to accelerate tech-based sustainability solutions



# Preparing youth for the future of work

- Through RBC Future Launch, we are dedicating \$500 million over 10 years to help young people gain meaningful employment through work experience, skills development and networking; we have reached over 2.5 million

  Canadian youth through 500+ partner programs since 2017
- Committing to invest \$50 million from 2020 to 2025 to create meaningful and transformative pathways to prosperity for 25,000 BIPOC youth<sup>(4)</sup>

RBC is recognized as an "Outperformer" or "Leader" by our top tier ESG rating agencies (5) and indices, including:



Banking industry ranking

in 98<sup>th</sup> percentile



ESG Risk Rating of 16.9 (low risk)



"A" Rating



Now a Part of S&P Global

Overall score 78 **90**<sup>th</sup> percentile



'A-' score for our 2020 Climate Change response

(1) See note 11 on slide 35. (2) See note 12 on slide 35. (3) Task Force on Climate-related Financial Disclosures (TCFD); (4) RBC's Actions Against Systemic Racism. (5) See note 13 on slide 35.

# **Financial Review**

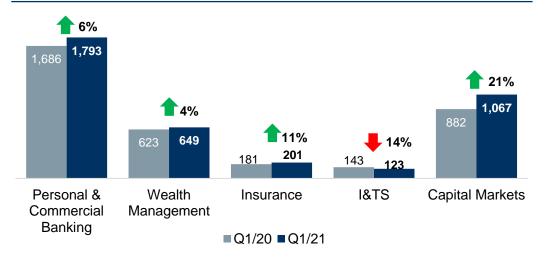
Rod Bolger Chief Financial Officer



## Higher fee-based revenue, volume growth and lower PCL offset low interest rates

(¢ millions expent for EDS and BOE)	Q1/2021	Rep	Reported		
(\$ millions, except for EPS and ROE)	Q 1/2021	YoY	QoQ		
Revenue	12,943	1%	17%		
Revenue Net of Insurance FV Change <sup>(1)</sup>	12,597	2%	11%		
Non-Interest Expense	6,542	3%	8%		
Insurance PBCAE	1,406	(13)%	n.m. <sup>(9)</sup>		
Pre-Provision, Pre-Tax Earnings <sup>(2)</sup>	4,995	3%	9%		
Provisions for Credit Losses (PCL)	110	(74)%	(74)%		
PCL on Performing Loans (Stage 1 & 2)	(97)	n.m. <sup>(9)</sup>	n.m. <sup>(9)</sup>		
PCL on Impaired Loans (Stage 3)	218	(36)%	(13)%		
Income Before Income Taxes	4,885	10%	18%		
Net Income	3,847	10%	19%		
Diluted Earnings per Share (EPS)	\$2.66	11%	19%		
Return on Common Equity (ROE) <sup>(3)</sup>	18.6%	100 bps	260 bps		

#### **Net Income (\$ millions)**



#### **Earnings**

- Q1/2021 net income of \$3.8 billion, up 10% YoY; diluted earnings per share (EPS) of \$2.66, up 11% YoY
  - Adjusted diluted EPS of \$2.69<sup>(4)</sup>, up 10%<sup>(4)</sup> YoY
- ROE<sup>(3)</sup> of 18.6%, up 100 bps from last year

#### Revenue

- Net interest income: Down 4% YoY, as strong volume growth and market-related client activity were more than offset by the impact of lower interest rates (see slide 11)
- Non-interest income: Up 4% YoY (see slide 12)
  - Non-interest income net of Insurance fair value change and changes in U.S. WM WAP, similarly up 4% YoY<sup>(1)(5)</sup>

#### **Non-Interest Expense**

- Up 3% YoY (see slide 13)
  - Down 1% excluding impact of variable and stock-based compensation costs<sup>(6)</sup>
  - Strong positive operating leverage in Capital Markets and Wealth Management (non-U.S.)
  - Canadian Banking expenses up 1% YoY

#### **Provisions for Credit Losses**

- PCL on loans ratio<sup>(7)</sup> of 7 bps, down 19 bps YoY (down 16 bps QoQ) (see slide 20)
  - \$(97) million of PCL on performing loans in Q1/2021
  - PCL on impaired loans ratio of 13 bps, down 8 bps YoY (down 2 bps QoQ) (see slide 22)

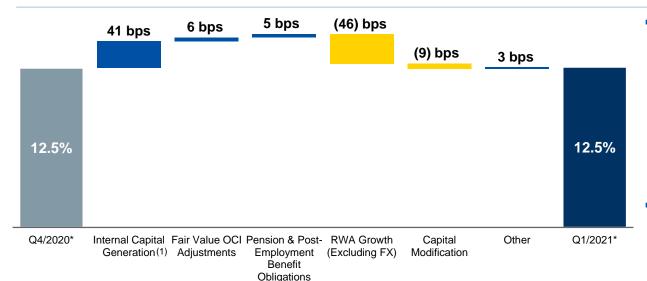
#### **Tax Rate**

- Effective tax rate of 21.2%, up 50 bps YoY
  - Effective tax rate (adjusted for TEB) of 23.3%<sup>(8)</sup>, up 40 bps<sup>(8)</sup> from last year

(1) This is a non-GAAP measure. See note 14 on slide 35. (2) This is a non-GAAP measure. See note 4 on slide 35. (3) See note 7 on slide 35. (4) This is a non-GAAP measure. See note 5 on slide 35. (5) This is a non-GAAP measure. See note 3 on slide 35. (7) See note 6 on slide 35. (8) This is a non-GAAP measure. See note 16 on slide 35. (9) Not meaningful.

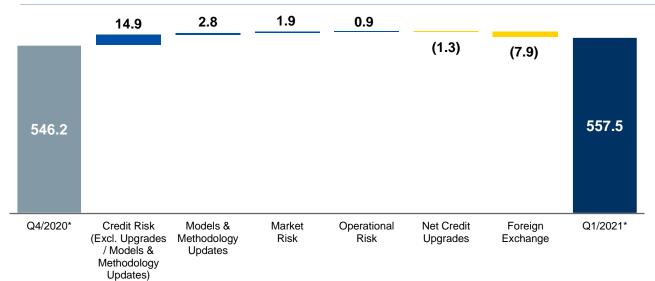
## Record capital generation reinvested into strong organic client-driven growth

#### **CET1 Movement**



- CET1 ratio of 12.5%, flat QoQ, reflecting:
  - + Record internal capital generation
  - Strong organic RWA growth supporting client-driven business activities
  - Partial reversal of IFRS 9 capital modification, driven by lower exclusion rate
    - Cumulative IFRS 9 capital modification benefit of 19 bps
- Leverage ratio of 4.8%, flat QoQ

### **RWA Movement (\$ billions)**



- RWA increased \$11 billion, mainly reflecting:
  - Strong business growth, mainly in retail and wholesale lending in Canadian Banking, City National and Capital Markets
  - Transitional methodology changes to securitization framework
  - Higher market risk RWA due to higher inventories
  - + Net credit upgrades, primarily in commercial lending portfolios
  - + Favourable FX translation

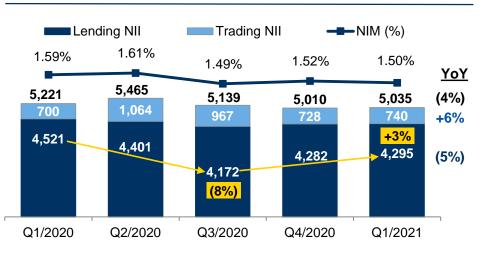
<sup>\*</sup>Represents rounded figures. For more information, refer to the Capital Management section of our Q1/2021 Report to Shareholders.

<sup>(1)</sup> Internal capital generation represents net income available to shareholders, less common and preferred share dividends and distributions on other equity instruments.

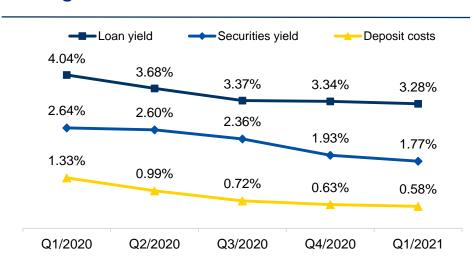
# Net interest income: Strong volume growth more than offset by lower interest rates

- Net interest income down 4% YoY as strong volume growth in Canadian Banking and City National was more than offset by the impact of lower interest rates
- All-bank NIM declined 2 bps QoQ, primarily due to asset mix, as well as the ongoing impact of the lower interest rate environment
- Liquidity Coverage Ratio of 141% remains elevated

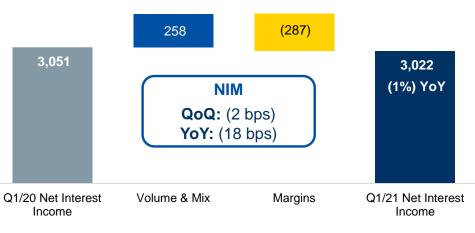
# Net Interest Income and NIM on Average Earning Assets (\$ millions)



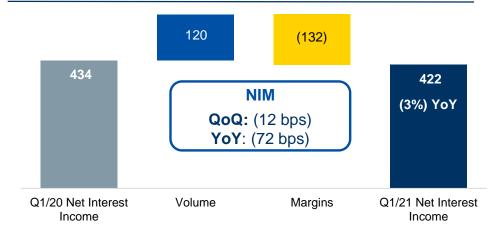
### Average Rates(1)



#### Canadian Banking Net Interest Income (\$ millions)



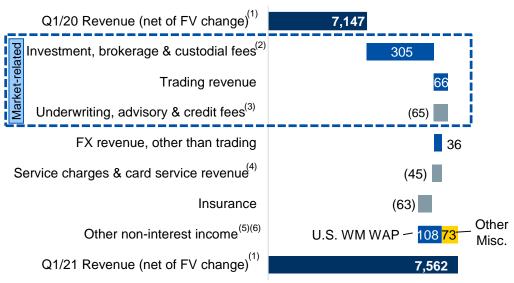
#### City National Bank Net Interest Income (US\$ millions)



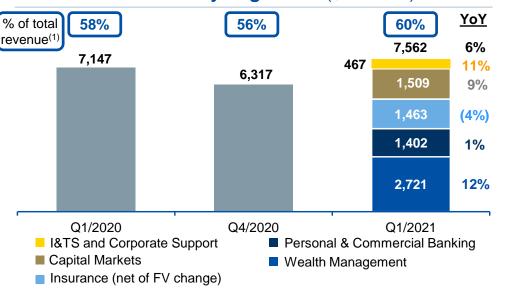
(1) Contains non-GAAP measures. See note 17 on slide 37.

# Non-interest income: Strong results in Capital Markets and Wealth Management

#### Non-Interest Income<sup>(1)</sup> (\$ millions)



### Non-Interest Income by Segment(1) (\$ millions)



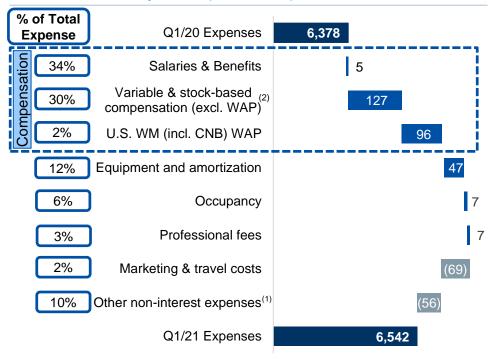
#### Q1/2021 Highlights

- Non-interest income was up 4% YoY; up 6% net of Insurance FV change<sup>(1)</sup>
- + Higher investment management & custodial fees and mutual fund revenue, largely in Wealth Management
- Increased client activity drove higher securities brokerage commissions across Canadian Banking, Wealth Management and Capital Markets
- Higher trading revenue in Capital Markets underpinned by robust client activity, partially offset by lower results in Investor & Treasury Services
- Card service revenue and service charges in Canadian Banking continue to be affected by the impacts of COVID-19
- Reduction in insurance revenue reflects lower Canadian group annuity sales and International Life volumes. Prior year included an unfavourable impact from reinsurance contract renegotiations
- + Other non-interest income:
  - \$108MM increase in the fair value of hedges related to our U.S. share-based compensation plans in U.S. Wealth Management (U.S. WAP gains / losses)<sup>(6)</sup>, which are largely offset in expenses

(1) This is a non-GAAP measure. See note 14 on slide 35. (2) Comprised of investment management & custodial fees, Securities brokerage commissions and Mutual fund revenue. (3) Comprised of Underwriting and other advisory fees and Credit fees. (4) Comprised of service charges and card service revenue. (5) See note 19 on slide 36. (6) See note 15 on slide 35.

# Non-interest expense: Higher variable compensation commensurate with results

#### Non-Interest Expense (\$ millions)



### Non-Interest Expense by Segment (\$ millions)



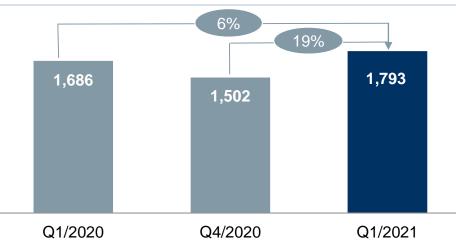
#### Q1/2021 Highlights

- Non-interest expense was up 3% YoY
- Excluding variable and stock-based compensation (which includes changes in U.S. WM WAP), expenses were down 1% YoY<sup>(2)</sup>
- Higher variable and stock-based compensation commensurate with improved results in Wealth Management and Capital Markets
- Favourable market conditions supported a change in the fair value of our U.S. share-based compensation plans in U.S. Wealth Management (U.S. WAP (gains)/ losses), largely offset in Other revenue
- Higher equipment and software amortization costs driven by prior year investment in technology and equipment
- Lower marketing and related costs across all segments.
   Lower travel costs, mainly in Capital Markets and Wealth Management as a result of COVID-19
- Lower other expenses, including stationery, printing and postage costs

(1) See note 20 on slide 36. (2) This is a non-GAAP measure. See note 3 on slide 35. (3) Other includes YoY change in non-interest expense from Insurance, I&TS and Corporate Support segments.

## Strong volume growth in Personal and Commercial Banking

#### **Net Income (\$ millions)**



Canadian Banking	, Q1/2021		ported
\$ millions (unless otherwise stated)	W 1/2021	YoY	QoQ
Revenue	4,352	-	4%
Personal Banking	3,308	-	6%
Business Banking	1,044	(2%)	1%
Non-Interest Expense	1,823	1%	(3%)
Pre-Provision, Pre-Tax Earnings <sup>(1)</sup>	2,529	(1%)	10%
Provisions for Credit Losses (PCL)	155	(58%)	(48%)
Net Income	1,754	8%	19%
ROE (2)	33.6%	2.3pts	4.5pts
Net Interest Margin	2.54%	(18 bps)	(2 bps)
Efficiency Ratio	41.9%	0.6pts	(3.0pts)
Average loans & acceptances, net (\$BN)	484.3	6%	2%
Average deposits (\$BN)	471.7	19%	2%
Assets Under Administration (\$BN) <sup>(3)</sup>	315.2	10%	10%

### Q1/2021 Highlights

#### **Canadian Banking**

- Net income up 8% YoY
  - + Strong volume growth and lower PCL, partially offset by lower spreads
- Revenue flat YoY
  - Net interest income declined 1% YoY
    - NIM of 2.54%, down 18 bps YoY (down 2 bps QoQ), largely due to lower interest rates
    - + Strong 12% volume growth with average YoY deposit and loan growth of 19% and 6%, respectively (see slide 26)
  - Non interest income up 1% YoY
    - Higher securities brokerage commissions and mutual fund revenue, partially offset by lower service charges and card service revenue

#### Expense growth well-controlled at 1% YoY

- Largely driven by higher staff-related costs, partially offset by lower discretionary spend
- Negative 1.6% operating leverage
- Lower PCL YoY

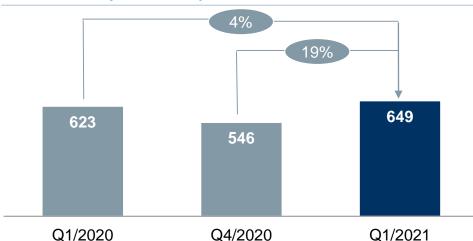
#### Caribbean & U.S. Banking

 Net income of \$39 million, down \$23 million YoY, largely due to lower revenue, mainly from lower yields on securities and loans, and higher PCL as compared to net recoveries in the prior year

(1) This is a non-GAAP measure. See note 4 on slide 35. (2) See note 7 on slide 35. (3) Spot balances.

## Solid results in Wealth Management driven by market performance and net sales

### **Net Income (\$ millions)**



\$ millions (unless otherwise stated)	Q1/2021	Reported		
\$ ITIIIIOTIS (utiless otiletwise stateu)	Q 1/2021	YoY	QoQ	
Revenue	3,387	7%	10%	
Non-Interest Expense	2,563	8%	11%	
Pre-Provision, Pre-Tax Earnings <sup>(1)</sup>	824	4%	9%	
Provisions for Credit Losses (PCL)	(29)	n.m. <sup>(2)</sup>	n.m. <sup>(2)</sup>	
Net Income	649	4%	19%	
ROE <sup>(3)</sup>	15.6%	(0.2pts)	2.6pts	
Efficiency Ratio	75.7%	0.80pts	0.30pts	
Wealth Management (Non-U.S.)	64.6%	(2.8pts)	(0.7pts)	

Business Information (\$ billions)	Q1/2021	Q1/2020	Q4/2020
Assets Under Administration	1,180.4	1,106.9	1,100.0
Assets Under Management	890.0	792.9	836.4
RBC GAM net sales (see slide 27)	7.2	6.1	3.1
Average loans & acceptances, net	81.8	69.6	81.0
Average deposits	137.9	105.6	132.1

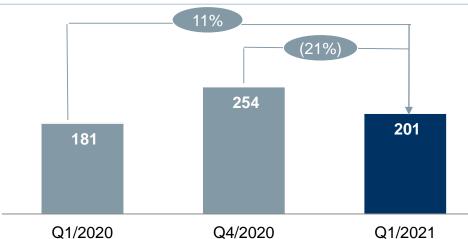
#### Q1/2021 Highlights

- Net income up 4% YoY
  - Strong average volume growth, higher average fee-based client assets, higher performance fees, and lower PCL, partially offset by the impact of lower interest rates and higher staff-related costs
- Revenue increased 7% YoY (up 4% ex-U.S. WAP gains)<sup>(4)</sup>
  - + Wealth Management (non-U.S.) revenue up 9% YoY
    - + Higher average fee-based client assets, primarily reflecting market appreciation and net sales
    - + Higher performance fees
    - + Changes in the fair value of seed capital investments
  - + U.S. Wealth Management (incl. CNB) revenue up 5% YoY (down 2% ex-U.S. WAP gains)<sup>(4)</sup>
    - + Strong average loan growth of 22% (US\$)
    - + Changes in the fair value of hedges related to U.S. sharebased compensation plans, largely offset in expenses
    - + Higher average fee-based client assets, primarily reflecting net sales and market appreciation
    - Impact of lower interest rates on net interest income and revenue from sweep deposits
- Expenses up 8% YoY (up 4% ex-U.S. WAP losses)<sup>(5)</sup>
  - Changes in the fair value of our U.S. share-based compensation plans
  - Higher variable compensation commensurate with increased commissionable revenue
  - Higher staff-related costs in support of business growth
- Lower PCL YoY

<sup>(1)</sup> This is a non-GAAP measure. See note 4 on slide 35. (2) Not meaningful. (3) See note 7 on slide 35. (4) This is a non-GAAP measure. See note 15 on slide 35. (5) This is a non-GAAP measure. See note 3 on slide 35.

## Solid results in Insurance

#### **Net Income (\$ millions)**



\$ millions (unless otherwise stated)	Q1/2021	Reported		
Trillions (unless otherwise stated)	Q 1/2021	YoY	QoQ	
Revenue	1,809	(9%)	89%	
Revenue net of insurance FV change <sup>(1)</sup>	1,463	(4%)	23%	
Non-Interest Expense	149	(3%)	(1%)	
PBCAE	1,406	(13%)	205%	
Pre-Provision, Pre-Tax Earnings <sup>(2)</sup>	254	12%	(27%)	
Net Income	201	11%	(21%)	
ROE <sup>(3)</sup>	34.5%	2.0pts	(8.0pts)	
Premiums and deposits	1,444	(6%)	28%	
Canadian Insurance	1,157	(16%)	287%	
International Insurance	652	7%	(1%)	

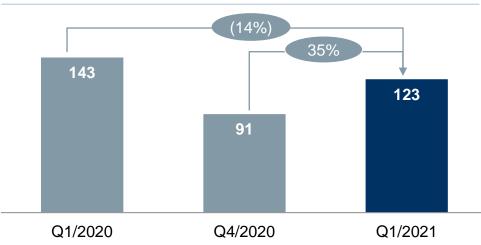
#### Q1/2021 Highlights

- Net income up 11% YoY
  - Improved claims experience and higher favourable investment-related experience, partially offset by the impact of lower new longevity reinsurance contracts and lower international life volumes
- Revenue down 9% YoY; down 4% net of Insurance FV change<sup>(1)</sup>
  - Change in fair value of investments backing policyholder liabilities and lower Canadian Insurance group annuity sales, both of which are largely offset in PBCAE
  - Lower international life premium volumes
  - + Prior year included an unfavourable impact from reinsurance contract renegotiations
- PBCAE down 13% YoY
- Expenses well controlled, down 3% YoY

(1) This is a non-GAAP measure. See note 14 on slide 35. (2) This is a non-GAAP measure. See note 4 on slide 35. (3) This is a non-GAAP measure. See note 7 on slide 35.

## I&TS continues to be impacted by less favourable rates and elevated liquidity

### **Net Income (\$ millions)**



\$ millions (unless otherwise stated)	Q1/2021	Repo	orted
\$ millions (unless otherwise stated)	Q 1/2021	YoY	QoQ
Revenue	565	(5%)	8%
Non-Interest Expense	401	-	(1%)
Pre-Provision, Pre-Tax Earnings <sup>(1)</sup>	164	(16%)	44%
Provisions for Credit Losses (PCL)	(2)	n.m. <sup>(2)</sup>	n.m. <sup>(2)</sup>
Net Income	123	(14%)	35%
ROE <sup>(3)</sup>	15.3%	(2.7 pts)	5.2 pts
Efficiency ratio	71.0%	3.7 pts	(7.1 pts)
Assets Under Administration (\$BN)	4,617.3	7%	3%
Deposits (\$BN)	204.3	17%	9%
Client deposits	63.1	9%	-
Wholesale funding deposits	141.2	21%	14%

#### Q1/2021 Highlights

#### Net income down 14% YoY

Lower revenue from funding and liquidity, and client deposits

#### Revenue down 5% YoY

- Lower funding and liquidity revenue, largely driven by the impact of a less favourable interest rate environment in the current quarter and elevated enterprise liquidity, partially offset by higher gains from the disposition of securities
- Lower client deposit revenue, largely driven by lower interest rates
- + Impact of foreign exchange translation
- QoQ: Revenue up 8%, mainly due to higher funding and liquidity revenue driven by money market opportunities in the current quarter, and higher revenue from our asset services business from increased client activity

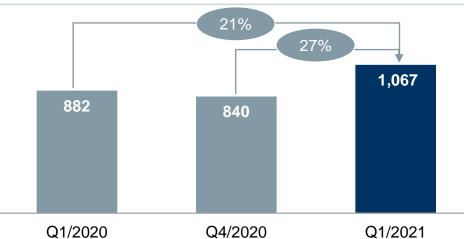
#### Expenses flat YoY

- + Benefit of ongoing efficiency initiatives
- Largely offset by the impact of foreign exchange translation

(1) This is a non-GAAP measure. See note 4 on slide 35. (2) Not meaningful. (3) This is a non-GAAP measure. See note 7 on slide 35.

# Record earnings of over \$1 billion in Capital Markets

#### **Net Income (\$ millions)**



¢ millions (unless atherwise stated)	Q1/2021	Repo	orted
\$ millions (unless otherwise stated)	Q 1/2021	YoY	QoQ
Revenue	2,708	6%	19%
Corporate and Investment Banking	1,112	(3%)	2%
Investment Banking	581	(3%)	21%
Lending and Other	531	(2%)	(12%)
Global Markets	1,626	12%	22%
Equities	433	39%	22%
FICC	878	16%	34%
Repo & Secured Financing	315	(17%)	(2%)
Non-Interest Expense	1,441	-	24%
Pre-Provision, Pre-Tax Earnings <sup>(1)</sup>	1,267	14%	14%
Provisions for Credit Losses (PCL)	(23)	n.m. <sup>(2)</sup>	n.m. <sup>(2)</sup>
Net Income	1,067	21%	27%
ROE <sup>(3)</sup>	18.5%	3.4 pts	4.1 pts
Efficiency ratio	53.2%	(3.1 pts)	2.0 pts
Average loans & acceptances, net (\$BN)	98.3	(1%)	(3%)

#### Q1/2021 Highlights

#### Net income up 21% YoY

+ Strong revenue growth in Global Markets and lower PCL, partially offset by higher taxes

#### Revenue up 6% YoY

- + Global Markets up 12% YoY
  - Higher equity trading revenue, primarily in the U.S., reflecting increased client activity from elevated volatility and strong primary activity
  - QoQ: Higher fixed income trading across most regions reflecting favourable market conditions and elevated volatility in rates and corporate bond trading
- Corporate and Investment Banking down 3% YoY
  - Prior year quarter reflective of higher M&A activity, primarily in North America
  - QoQ: Higher M&A activity across most regions from strong client activity

#### Expenses flat YoY

- + Lower marketing and other discretionary spend, and the impact of foreign exchange translation
- Higher compensation on improved results

#### Lower PCL YoY

Higher effective tax rate YoY

(1) This is a non-GAAP measure. See note 4 on slide 35. (2) Not meaningful. (3) This is a non-GAAP measure. See note 7 on slide 35.

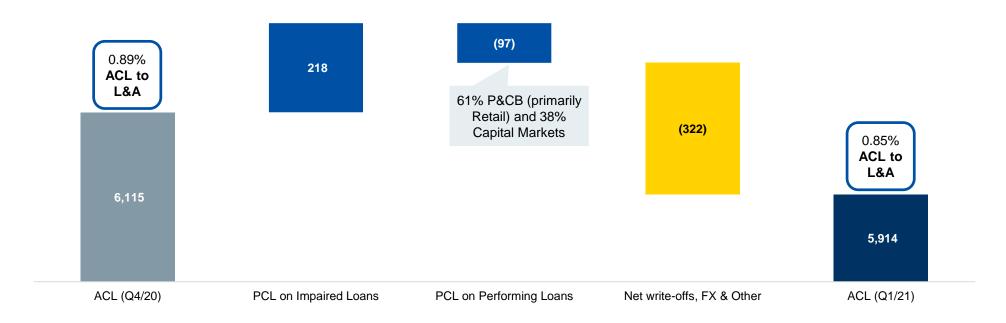
# Risk Review

Graeme Hepworth
Chief Risk Officer



# ACL reflects our prudent approach to provisioning

#### Movement in Allowance for Credit Losses on Loans<sup>(1)</sup> (\$ millions)

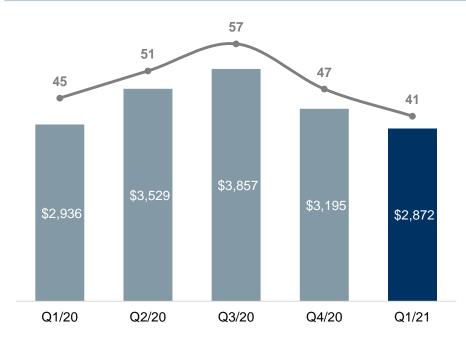


- ACL as a percentage of loans and acceptances of 0.85% was down 4 bps QoQ, but remains elevated relative to 0.53% at Q1/2020 reflecting the ongoing uncertainty related to COVID-19
- The \$97 million release of reserves on performing loans in Q1/2021 reflects improvements in our credit quality outlook, and represents less than 4% of the FY2020 reserve build on performing loans
  - The release was primarily due to favourable changes in our credit quality outlook in Canadian Banking Retail and Capital Markets
- Changes in macroeconomic variables and the level of uncertainty related to COVID-19 will continue to impact ACL

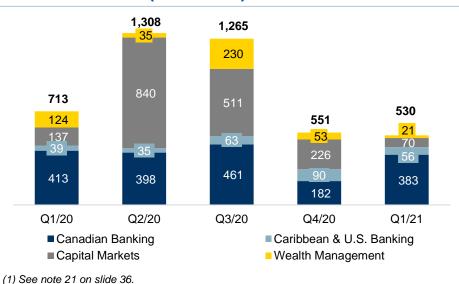
(1) Totals may not add due to rounding.

## Muted wholesale formations partially offset by rising retail formations

### **Gross Impaired Loans (GIL) (\$ millions, bps)**



#### New Formations (\$ millions) (1)



#### **Key Drivers of GIL (QoQ)**

- Total GIL decreased \$323 million (down 6 bps QoQ)
  - New formations were down \$21 million QoQ

#### **Canadian Banking**

 GIL increased \$95 million, with higher new formations QoQ in residential mortgages and personal lending, partially reflecting the impact of the roll-off of deferral programs

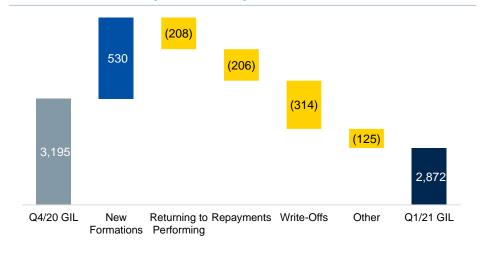
#### **Capital Markets**

 GIL decreased \$348 million, reflecting resolution of previously impaired loans, mainly in the Oil & Gas and Automotive sectors

#### Wealth Management (including CNB)

 GIL decreased \$56 million, on lower new formations, as well as repayments on previously impaired loans at CNB, primarily in the Consumer Discretionary and Consumer Staples sectors

#### **Net Formations (\$ millions)**



## PCL on impaired loans remains below pre-pandemic levels

#### **Total RBC (\$ millions, bps)**



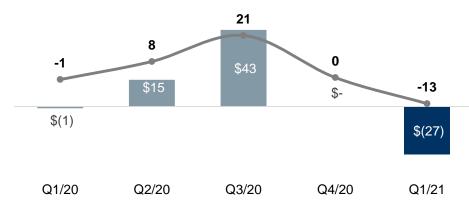
 Lower provisions QoQ in Capital Markets and Wealth Management, partially offset by higher provisions in Canadian Banking

### **Canadian Banking (\$ millions, bps)**



- Retail: Higher provisions QoQ, primarily in personal lending due to the roll-off of deferral programs. Cards write-offs were lower QoQ, noting that delinquent cards balances are written off after 180 days past due
- Commercial: Higher QoQ, mainly due to a provision on an Other Services account

#### Wealth Management (\$ millions, bps)



 Lower provisions QoQ, largely due to recoveries on previously impaired loans in City National Bank mainly in the Consumer Discretionary and Consumer Staples sectors

## Capital Markets (\$ millions, bps)



 Lower provisions QoQ, largely due to fewer new impairments and recoveries on previously impaired loans in the Oil & Gas sector

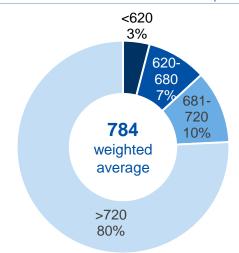
# Strong underlying credit quality in Canadian Banking (CB)

#### Canadian Banking PCL on Impaired Loans and Gross Impaired Loans

	Q1/21 Avg Loan	PCL on	Impaire (bps) <sup>(1)</sup>	d Loans	Gross	Impaired (bps)	d Loans	Avg FICO Score
	Balances (\$BN)	Q1/20	Q4/20	Q1/21	Q1/20	Q4/20	Q1/21	(Q1/21)
Residential Mortgages	305.1	1	1	2	18	14	15	789
Personal Lending	77.5	64	22	43	33	22	27	776
Credit Cards	17.0	274	205	156	n.a.	n.a.	n.a.	732
Small Business	5.7	88	58	60	111	156	155	n.a.
Commercial (2)	82.7	6	9	20	64	72	74	n.a.
Total	484.3	26	14	18	29	26	28	784

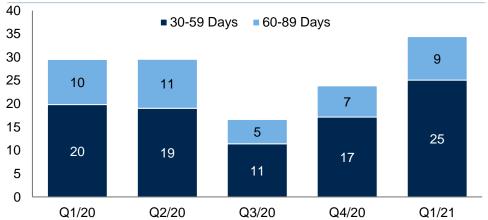
- PCL on impaired loans increased 4 bps QoQ, but remains below pre-pandemic levels
- Clients who took deferrals accounted for ~35% of PCL on impaired loans in Q1/21

#### **CB Retail FICO Score Distribution** (Q1/21)



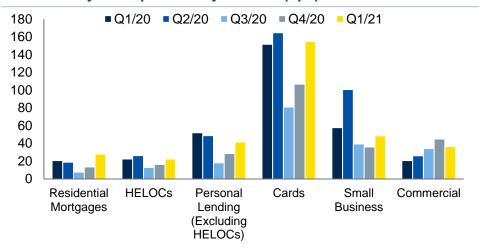
 Credit quality remains high with just 3% of the portfolio with a FICO score below 620

#### CB Delinquencies By Days Past Due (bps) (3)



- 30-89 day delinquencies of 34 bps increased 10 bps QoQ, with 30-59 day delinquencies up 8 bps QoQ
- Greater than 97% of expired deferral balances have resumed payments as performing loans (97% in retail and 99% in commercial and small business)

#### CB 30-89 Day Delinquencies by Product (bps) (3)



 30-89 day delinquencies increased QoQ in all retail products, partially offset by a decrease in the commercial portfolio

(1) See note 22 on slide 36. (2) Commercial excludes Small Business. (3) See note 23 on slide 36.

# Appendices



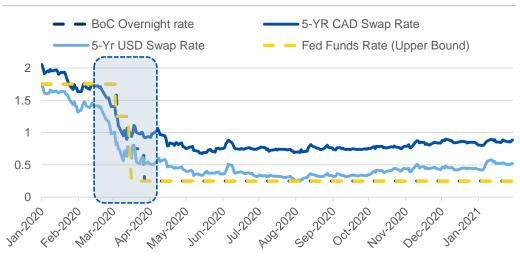
## Net Interest Income sensitivity

# Interest Rate Risk in the Banking Book (IRRBB) Sensitivities – NII risk<sup>(1)</sup> (\$ millions)

	[			NII risk		
		Q1/20	Q2/20	Q3/20	Q4/20	Q1/21
t of ops rates	Canadian dollar impact	377	566	640	571	560
ac i o k	U.S. dollar impact	91	135	142	247	276
Imp +10 move	Total	468	701	782	818	836
of nove s	Canadian dollar impact	(508)	(571)	(485)	(472)	(530)
Impact of 0 bps mov in rates	U.S. dollar impact	(119)	(155)	(85)	(149)	(184)
In -100	Total	(627)	(726)	(570)	(621)	(714)

- Q1/2021: The quarter-over-quarter change in net interest income sensitivity is largely attributed to growth in demand and notice deposits
- As at January 31, 2021, an <u>immediate and sustained</u> +100 bps shock would have had a positive impact to our net interest income of \$836 million over a 12-month period

#### Lower rate environment in Canada and the U.S. (2)



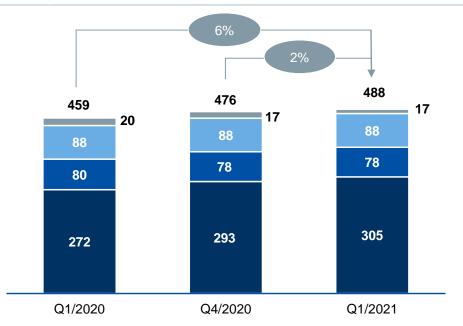
Through March 2020, the Bank of Canada and U.S.
 Fed Funds rate each declined by 150 bps

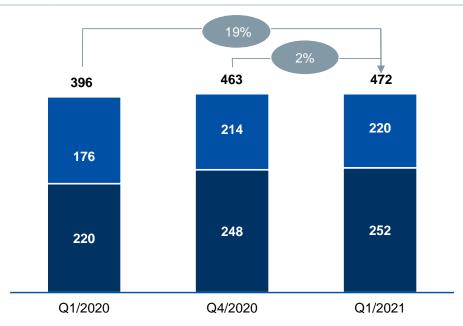
(1) Represents the 12-month NII exposure (before-tax) to an instantaneous and sustained shift in interest rates. (2) Bloomberg data.

# Strong volume growth in Canadian Banking

## **Average Gross Loans & Acceptances**(1) (\$ billions)

## Average Deposits<sup>(1)</sup> (\$ billions)





Percentage Change <sup>(1)</sup>	YoY	QoQ	
Residential Mortgages	12.3%	RESL <sup>(2)</sup> 4.1%	RESL <sup>(2)</sup>
HELOC	(4.9%)	10.1% (1.6%)	3.5%
Other Personal	(1.2%)	0.2%	
Credit Cards	(14.1%)	(1.7%)	
Business (Including Small Business)	0.7%	0.7%	

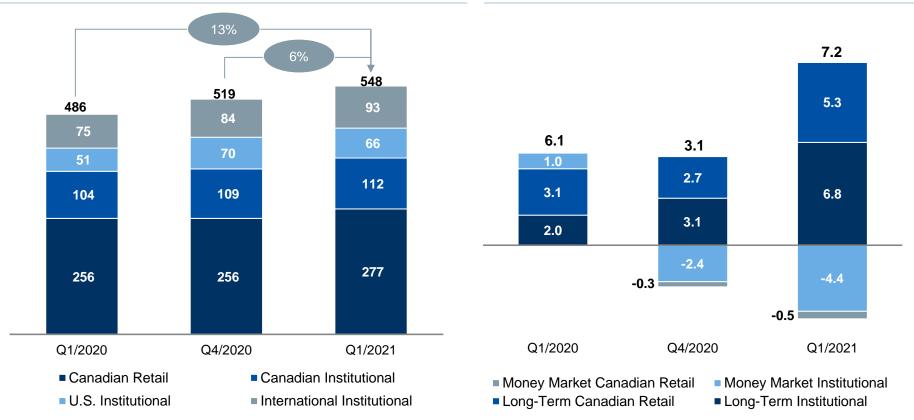
Percentage Change <sup>(1)</sup>	YoY	QoQ
Personal Deposits	14.4%	1.5%
Business Deposits	25.1%	2.5%

(1) Totals may not add and percentage change may not reflect actual change due to rounding. (2) Real estate secured lending (RESL) includes residential mortgages and HELOC.

# Strong net sales at RBC Global Asset Management

#### **RBC Global Asset Management AUM (\$ billions)**

## **RBC Global Asset Management Net Sales (\$ billions)**



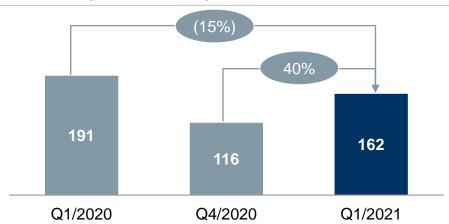
### **Maintaining our leading Canadian retail market share**

- RBC Global Asset Management (GAM) ranks #1 in market share by Canadian Retail Mutual Fund AUM with 16.2% of all-in<sup>(1)</sup> share
- Amongst the bank fund companies, RBC GAM Canadian Retail Mutual Fund AUM has market share of 32.5%<sup>(1)</sup>
- RBC GAM captured 25.7% of total industry Canadian Retail Mutual Fund net sales for the past 12 months<sup>(1)</sup>

(1) See note 8 on slide 35.

## Lower rates more than offset growth in U.S. Wealth Management (incl. CNB)

#### **Net Income (US\$ millions)**



US\$ millions (unless otherwise stated) <sup>(1)</sup>	Q1/2021	YoY	QoQ
Revenue	1,326	7%	14%
Revenue excl. U.S. WAP gains/(losses)(2)	1,196	1%	3%
Expenses	1,149	14%	16%
Expenses excl. U.S. WAP (gains)/losses(3)	1,027	6%	4%
Pre-Provision, Pre-Tax Earnings <sup>(4)</sup>	177	(21%)	3%
Adjusted Pre-Provision, Pre-Tax Earnings(4)(5)	213	(18%)	2%
Provisions For Credit Losses	(23)	n.m. <sup>(6)</sup>	n.m. <sup>(6)</sup>
Net Income	162	(15%)	40%
Adjusted Net Income <sup>(5)</sup>	188	(14%)	31%
Assets Under Administration (AUA) \$BN	487	11%	11%
Assets Under Management (AUM) \$BN	152	16%	11%
CNB Net Interest Income	422	(3%)	2%
CNB NIM	2.25%	(72 bps)	(12 bps)
CNB Average Wholesale Loans (\$BN)	36	29%	6%
CNB Average Retail Loans (\$BN)	16	14%	7%
CNB Average Deposits (\$BN)	68	36%	8%
CNB Net Income	103	(1%)	87%
CNB Adjusted Net Income <sup>(5)</sup>	129	(2%)	57%

#### Q1/2021 Highlights (US\$)

#### Net income down 15% YoY

 Strong double-digit average volume growth was offset by the impact of lower interest rates and higher expenses

#### Revenue up 7% YoY

- + Higher average fee-based client assets reflecting net sales and market appreciation
- Net interest income at CNB down 3% YoY
  - CNB NIM down 72 bps YoY
    - Down 12 bps QoQ reflecting lower investment yields and asset mix driven by strong deposit growth
  - + 24% CNB loan growth (+13% ex-PPP<sup>(7)</sup> loans) driven by double-digit growth in both wholesale and retail loans
  - + 36% CNB deposit growth YoY

#### Expenses up 14% YoY

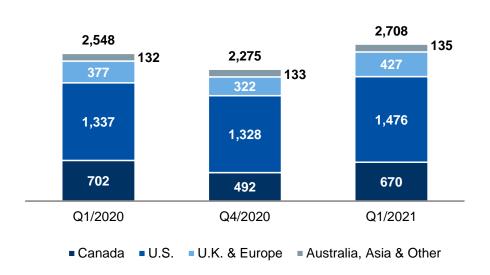
Higher costs to support underlying business growth

#### Lower PCL YoY

(1) All balance sheet figures (except for AUA and AUM) represent average balances. (2) This is a non-GAAP measure. See note 24 on slide 36. (3) This is a non-GAAP measure. See note 4 on slide 35. (5) This is a non-GAAP measure. See note 26 on slide 36. (6) Not meaningful. (7) Paycheck Protection Program (PPP).

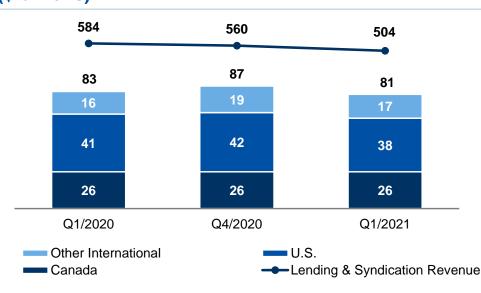
## Capital Markets revenue and loan breakdown by geography

#### Capital Markets Revenue Breakdown by Geography (\$ millions)



- Canada: Down YoY, driven by lower fixed income trading and lower M&A fees, partially offset by higher FX trading and lending
- U.S.: Up YoY, driven by higher equity trading and equity origination, partially offset by lower loan syndication and M&A fees
- U.K. & Europe: Up YoY, due to higher fixed income trading, partially offset by lower FX trading
- Australia, Asia & Other: Up YoY, driven by higher FX and fixed income trading, partially offset by lower equity origination and M&A fees

# Capital Markets Lending & Syndication Revenue (\$ millions) & Average Loans Outstanding by Region<sup>(1)</sup> (\$ billions)



- Continue to deepen and optimize client relationships
- Diversification driven by strict limits on a single name basis, country, industry, and product levels across all businesses, portfolios, transactions, and products
- Consistent lending standards throughout the cycle
- Approximately 56% of our total Capital Markets exposure<sup>(2)</sup> is investment grade
- Lower loan syndication revenues YoY across most regions

(1) This is a non-GAAP measure. See note 27 on slide 36. (2) Total exposure represents exposure at default (EAD) which is the expected gross exposure upon the default of an obligor.

# Canadian residential portfolio has strong underlying credit quality

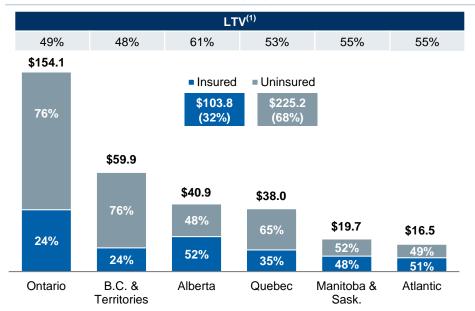
#### Q1/2021 Highlights

- Strong underlying quality of uninsured residential mortgage portfolio<sup>(1)</sup>
  - 53% of uninsured portfolio have a FICO score >800
- Greater Toronto Area and Greater Vancouver Area average FICO scores remain above the Canadian average
- Only 2% of our residential lending portfolio has an LTV >80% and FICO score of 720 or lower, and is predominantly all insured
- Condominium outstanding balance is 11% of our Canadian residential lending portfolio

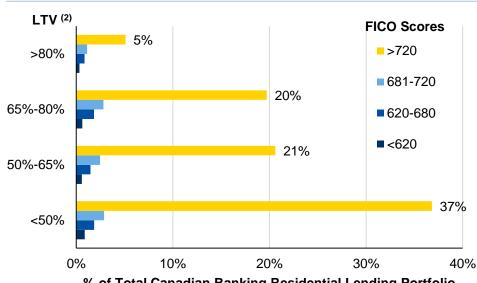
## Canadian Banking Residential Lending Portfolio<sup>(1)</sup>

	Total (\$335.8BN)	Uninsured (\$261BN)
Mortgage	\$300.0BN	\$225.2BN
HELOC	\$35.8BN	\$35.8BN
LTV (2)	51%	50%
GVA	47%	46%
GTA	48%	48%
Average FICO Score <sup>(1)</sup>	799	805
90+ Days Past Due(1)(3)	18 bps	14 bps
GVA	11 bps	11 bps
GTA	9 bps	10 bps

## Canadian Residential Mortgage Portfolio<sup>(2)</sup> (\$ billions)



## Canadian Banking Residential Lending Portfolio<sup>(1)</sup>



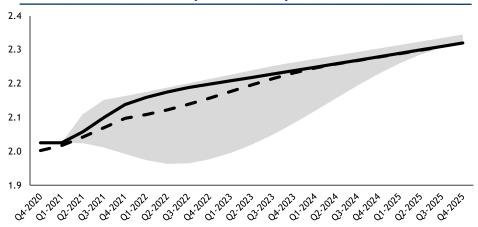
% of Total Canadian Banking Residential Lending Portfolio

<sup>(1)</sup> See note 28 on slide 36. (2) See note 29 on slide 36. (3) The 90+ day past due rate includes all accounts that are either 90 days or more past due or are in impaired status.

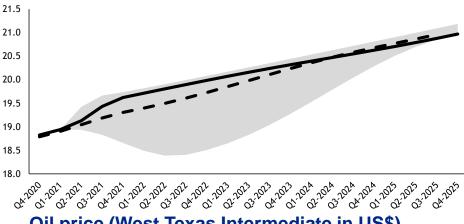
# IFRS 9 range of macroeconomic scenario assumptions (as of January 31)



### Canada Real GDP (\$ Trillions)(1)



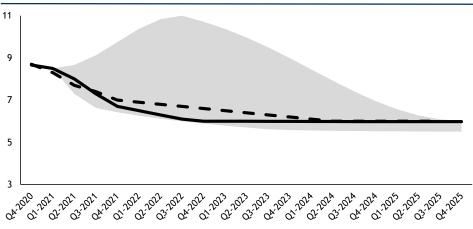
U.S. Real GDP (US\$ Trillions)(2)



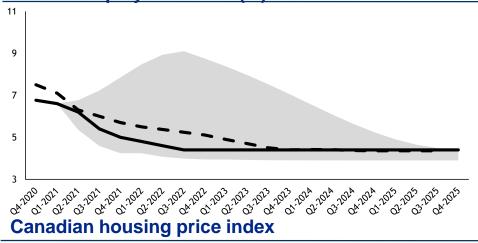
## Oil price (West Texas Intermediate in US\$)

In our base forecast, we expect oil prices to recover from trough prices in April 2020 to an **average price of \$50 per barrel over the next 12 months** and \$51 per barrel in the following 2 to 5 years. The range of average prices in our alternative downside and upside scenarios is \$24 to \$59 per barrel for the next 12 months and \$35 to \$52 per barrel for the following 2 to 5 years.

## Canada Unemployment Rate (%)(3)



U.S. Unemployment Rate (%)(3)



In our base forecast, we expect housing prices to increase by 4.9% over the next 12 months, with a compound annual growth rate of 4.5% for the following 2 to 5 years. The range of annual housing price growth (contraction) in our alternative downside and upside scenarios is (29.6)% to 8.0% over the next 12 months and 4.5% to 11.1% for the following 2 to 5 years.

For further details, refer to Note 5 of our Q1 2021 Report to Shareholders. (1) Represents the seasonally-adjusted annual rate indexed to 2012 Canadian dollars over the calendar quarters presented. (2) Represents the seasonally-adjusted annual rate indexed to 2012 U.S. dollars over the calendar quarters presented. (3) Represents the average quarterly unemployment level over the period.

# Exposure to wholesale sectors most vulnerable to COVID-19 impacts

• Our most vulnerable wholesale exposure represents \$36.5 billion or 5% of total loans & acceptances outstanding

	Sector Group Information (Q1/21)							Sector Exposure Most Vulnerable to COVID-19 (Q1/21)						
Select Wholesale Sectors	Loans & Acceptances Outstanding		PCL on Impaired Loans		GIL		Loans & Acceptances Outstanding			Select Vulnerable Segments				
	\$BN <sup>(3)</sup>	QoQ Growth	\$MM	bps <sup>(1)</sup>	\$MM	bps	\$BN	QoQ Growth	% of Sector Group					
Commercial Real Estate (CRE)	\$60.2	+4%	\$11 <sup>(2)</sup>	7 bps	\$361 <sup>(2)</sup>	60 bps	\$10.5	0%	17%	Retail				
Consumer Discretionary	\$16.4	(1)%	\$0	-	\$276	168 bps	\$10.4	0%	63%	Restaurants; Recreation; Hotels; Retail (excluding grocery and home goods); Jewelry; certain Textiles & Apparel				
Oil & Gas	\$7.4	(2)%	\$(11)	(58) bps	\$333	449 bps	\$7.4	(2)%	100%	All segments				
Transportation	\$7.5	(3)%	\$12	63 bps	\$142	191 bps	\$3.7	(10)%	50%	Aircraft; Airlines; Airports; Passenger- related Marine Transport; Transit- related Ground Transport				
Other Services	\$22.7	(2)%	\$29	50 bps	\$273	120 bps	\$3.1	+4%	14%	Dental; certain Retail Services; certain Business Services				
Telecommunications & Media	\$5.2	+3%	\$0	-	\$6	12 bps	\$1.4	(6)%	26%	Film & TV Production; Theaters				
Total	\$119.4	+2%	\$41	14 bps	\$1,391	117 bps	\$36.5	(1)%	31%					

(1) Q1/21 PCL annualized. (2) Represents data for the Real Estate and Related sector group. (3) Totals may not add due to rounding.

# ACL coverage: Lower-risk residential mortgages a large part of our balance sheet

## **Allocation of ACL by Product**

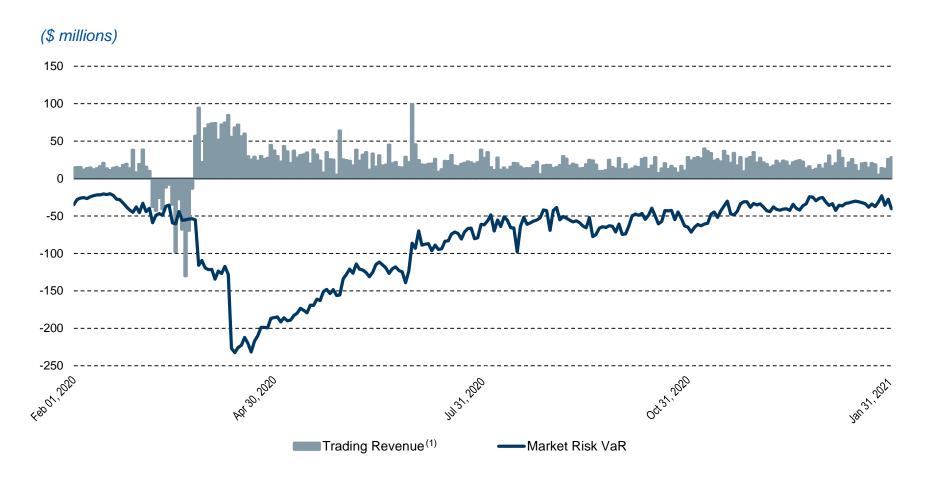
	Q4/2020						Q1 / 2021						
% of Loans & Acceptances							% of Loans & Acceptances						
Product	Stage 1 Stage 2 Stage 1 & 2 Stage 3 Total						Stage 1	Stage 2	Stage 1 & 2	Stage 3	Tota		
Residential mortgages (1)	0.1%	1.9%	0.1%	23.8%	0.15%		0.1%	1.9%	0.1%	23.3%	0.15%		
Other Retail	0.9%	12.5%	2.2%	42.7%	2.34%		0.9%	13.9%	2.2%	46.4%	2.36%		
Personal	0.6%	9.1%	1.3%	45.3%	1.42%		0.6%	9.6%	1.3%	48.8%	1.45%		
Credit cards	2.6%	24.6%	7.1%	-	7.07%		2.7%	27.3%	7.3%	-	7.33%		
Small business	1.9%	1.9%	1.9%	36.7%	2.44%	_	1.6%	3.6%	1.9%	40.0%	2.48%		
Retail	0.3%	8.3%	0.6%	29.9%	0.70%		0.2%	8.7%	0.6%	30.9%	0.68%		
Wholesale (1)	0.6%	4.1%	1.0%	29.6%	1.33%		0.5%	4.6%	1.0%	31.3%	1.24%		
Total ACL	0.4%	5.9%	0.8%	29.7%	0.89%		0.3%	6.4%	0.7%	31.1%	0.85%		

#### Allocation of Loans By Product Within Each IFRS 9 Stage

Q4/2020							Q1 / 2021						
% of Loans & Acceptances							% of Loans & Acceptances						
Product	duct Stage 1 Stage 2 Stage 1 & 2 Stage 3 Total (\$BN)						Stage 1	Stage 2	Stage 1 & 2	Stage 3	Total (\$BN)		
Residential mortgages (1)	97.3%	2.5%	99.8%	0.2%	342.3	-	97.3%	2.5%	99.8%	0.2%	351.7		
Other Retail	88.3%	11.4%	99.7%	0.3%	115.3		89.5%	10.2%	99.7%	0.3%	112.6		
Personal	91.0%	8.8%	99.8%	0.2%	92.0		91.5%	8.3%	99.7%	0.3%	90.5		
Credit cards	79.7%	20.3%	100.0%	0.0%	17.6		81.1%	18.9%	100.0%	0.0%	16.4		
Small business	72.2%	26.2%	98.4%	1.6%	5.7	_	82.7%	15.8%	98.4%	1.6%	5.8		
Retail	95.1%	4.7%	99.8%	0.2%	457.7		95.4%	4.3%	99.8%	0.2%	464.3		
Wholesale (1)	85.9%	13.0%	99.0%	1.0%	218.7		87.4%	11.8%	99.2%	0.8%	221.9		
Total Loans	92.1%	7.4%	99.5%	0.5%	676.4		92.8%	6.7%	99.6%	0.4%	686.3		

(1) See note 30 on slide 36.

# Market risk trading revenue and VaR



- There were no days with net trading losses during Q1/2021.
- RBC maintained a cautious market risk profile in Q1/2021, with a further improvement in VaR levels from lower average risk exposures in the equity derivatives trading business. Trading book performance benefited from strong demand across credit and equity markets.

(1) Includes loan underwriting commitments.

## Additional Notes (slides 3 to 11)

#### Slide 3

- 2. Revenue net of insurance fair value change of investments backing policyholder liabilities (Q1/21: \$346MM; Q1/20: \$468MM). This is a non-GAAP measure. For more information, see slide 37.
- 3. Expenses excluding variable and stock based compensation, including changes in U.S. wealth accumulation plans (WAP Q1/21: \$157MM; Q4/20: \$8MM; Q1/20: \$61MM) is a non-GAAP measure. For more information, see slide 37.
- 4. Pre-provision, pre-tax earnings is revenue net of policyholder benefits, claims & acquisition expense (PBCAE) and non-interest expenses. This is a non-GAAP measure. For more information, see slide 37.
- 5. Adjusted for (i) after-tax effect of amortization of other intangibles (Q1/21: \$48MM; Q4/20: \$58MM; Q1/20: \$47MM) and (ii) dilutive impact of exchangeable shares (Q1/21: \$nil; Q4/20: \$2MM; Q1/20: \$4MM). These are non-GAAP measures. For more information, see slide 37.
- 6. PCL on loans ratio is calculated using PCL on loans as a percentage of average net loans and acceptances.
- 7. Return on equity (ROE) does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. This is a non-GAAP measure. For more information, see slide 37.

#### Slide 4

8. Investment Funds Institute of Canada (IFIC). January 2021 and RBC reporting. Comprised of long-term and money market prospective qualified mutual funds sold to Retail and Institutional clients.

#### Slide 5

- 9. Excludes Corporate Support. Revenue is on a Tax Equivalent Basis (TEB). These are non-GAAP measures. For more information, see slide 37.
- 10. Adjusted net income and adjusted pre-provision, pre-tax earnings for every quarter excludes CNB's amortization of intangibles and integration costs, which were US\$26MM/C\$34MM after-tax (US\$36MM/C\$46MM before-tax) in Q1/2021. This is a non-GAAP measure. For more information, see slide 37.

#### Slide 7

- 11. Represents data as at October 31, 2020 for businesses in Canada governed by the "Employment Equity Act (Canada)"; Board composition is reflective as of October 31, 2020.
- 12. Based on employee self-identification and aligned to the definitions of the Employment Equity Act in Canada
- 13. Includes Sustainalytics, FTSE4Good, MSCI, VigeoEIRIS and S&P Corporate Sustainability Assessment.

#### Slide 9

- 14. Revenue and non-interest income net of Insurance fair value change of investments backing policyholder liabilities (Q1/21: \$346MM; Q1/20: \$468MM). This is a non-GAAP measure. For more information, see slide 37.
- 15. Revenue and non-interest revenue net of U.S. wealth accumulation plans (WAP) gains/(losses), which was \$168MM in Q1/21 and \$60MM in Q1/20. This is a non-GAAP measure. For more information, see slide 37.
- 16. Effective tax rate (adjusted for TEB) (Q1/21: \$128MM, Q4/20: \$127MM; Q1/20: \$128MM). This is a non-GAAP measure. For more information, see slide 37.

#### Slide 11

17. Loan yield calculated as interest income on loans as a percentage of average total net loans is a non-GAAP measure. Securities yield calculated as interest and dividend income on securities as a percentage of average securities, net of applicable allowance is a non-GAAP measure. Deposit costs calculated as interest expense on deposits and other as a % of average deposits is a non-GAAP measure. For more information, see slide 37.

## Additional Notes (slides 12 to 33)

#### Slide 12

19. Comprised of Net gain on investment securities, Share of profit (loss) in joint ventures and associates, U.S. wealth accumulation plans (WAP) gains / (losses) and Other.

#### Slide 13

20. Other non-interest expenses include YoY change in non-interest expense from the following line items: Telecommunications, Postage and courier, Stationery and printing, Business and capital taxes, Employee training, Donations, Outsourced item processing, Impairment of other intangibles, Impairment of investments in joint ventures and associates and Other.

#### Slide 21

21. New formations for collectively assessed portfolios in Canadian Banking and Caribbean Banking are net of amounts returned to performing, repayments, sales, FX, and other movements, as amounts are not reasonably determinable.

#### Slide 23

- 22. Calculated using average net of allowance on impaired loans.
- 23. Includes restrained accounts, where loans 30-59 days past due result from administrative processes, such as mortgage loans where payments have been restricted pending payout due to sale or refinancing.

#### Slide 28

- 24. Revenue net of U.S. wealth accumulation plans (WAP) gains/(losses) which where US\$130MM in Q1/21, is a non-GAAP measure. This is a non-GAAP measure. For more information, see slide 37.
- 25. Expenses net of U.S. WAP (gains)/losses, which were US\$122MM in Q1/21, is a non-GAAP measure. This is a non-GAAP measure. For more information, see slide 37.
- 26. Adjusted net income and adjusted pre-provision, pre-tax earnings for every quarter excludes CNB's amortization of intangibles, which were US\$26MM after-tax (US\$36MM before-tax) in Q1/21. This is a non-GAAP measure. For more information, see slide 37.

#### Slide 29

27. Average loans outstanding includes wholesale loans, acceptances, and off balance sheet letters of credit and guarantees for our Capital Markets portfolio, on a single name basis. Excludes mortgage investments, securitized mortgages and other non-core items. This is a non-GAAP measure. This is a non-GAAP measure. For more information, see slide 37.

#### Slide 30

- 28. Based on \$300BN in residential mortgages and HELOC in Canadian Banking (\$35.8BN). Based on spot balances. Totals may not add due to rounding.
- 29. Canadian residential mortgage portfolio of \$329BN comprised of \$300BN of residential mortgages, \$10BN of mortgages with commercial clients (\$7BN insured) and \$18BN of residential mortgages in Capital Markets held for securitization purposes.

#### Slide 33

30. Items not subject to impairment are loans held at FVTPL: Residential mortgages (Q1/21: \$255MM, Q4/20: \$253MM); Wholesale (Q1/21: \$10.4BN, Q4/20: \$8.6BN).

## 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, including results excluding Corporate Support, adjusted earnings per share, pre-provision, pre-tax earnings, adjusted pre-provision and pre-tax earnings, Capital Markets average loans and acceptances excluding certain items, non-interest expense excluding variable and stock-based compensation, revenue and non-interest income net of insurance fair value change of investments backing policyholder liabilities, adjusted net income, revenue and expenses excluding WAP gains/losses, City National adjusted net income and effective tax rate (adjusted for TEB) 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" sections of our Q1/2021 Report to Shareholders and 2020 Annual Report.

Definitions can be found under the "Glossary" sections in our Q1/2021 Supplementary Financial Information and our 2020 Annual Report.

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