

# Royal Bank of Canada Second Quarter Results

May 26, 2022

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 Q2 2022 Report to Shareholders and Supplementary Financial Information are available on our website at: <http://www.rbc.com/investorrelations>.



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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 filings with Canadian regulators or the SEC, in other reports to shareholders, and in other communications. Forward-looking statements in this document include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals, climate related goals and the impact from rising interest rates. 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, competitive, legal and regulatory environment, and systemic risks and other risks discussed in the risk sections and Impact of COVID-19 pandemic section of our annual report for the fiscal year ended October 31, 2021 (the 2021 Annual Report) and the Risk management section of our Q2 2022 Report to Shareholders; including business and economic conditions in the geographic regions in which we operate, information technology and cyber risks, environmental and social risk (including climate change), digital disruption and innovation, Canadian housing and household indebtedness, geopolitical uncertainty, privacy, data and third party related risks, regulatory changes, culture and conduct, the effects of changes in government fiscal, monetary and other policies, tax risk and transparency, and the emergence of widespread health emergencies or public health crises such as pandemics and epidemics, including the COVID-19 pandemic and its impact on the global economy, financial market conditions and our business operations, and financial results, condition and objectives. In addition, as we work to advance our climate goals, external factors outside of RBC’s reasonable control may act as constraints on their achievement, including varying decarbonization efforts across economies, the need for thoughtful climate policies around the world, more and better data, reasonably supported methodologies, and technological advancements, the evolution of consumer behavior, the challenges of balancing interim emissions goals with an orderly and just transition, and other significant considerations such as legal and regulatory obligations.

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 sections in our 2021 Annual Report, as updated by the Economic, market and regulatory review and outlook section of our Q2 2022 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 Impact of COVID-19 pandemic section of our 2021 Annual Report and the Risk management section of our Q2 2022 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

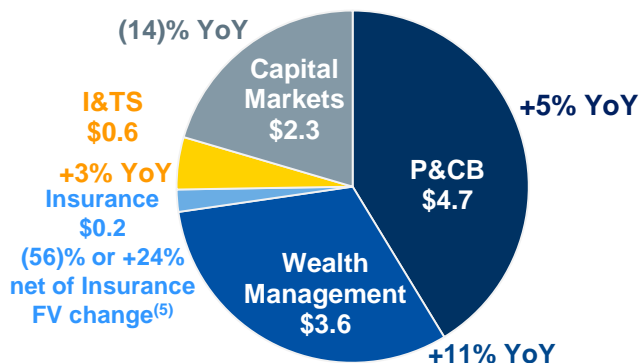


# Strategic investments and capital deployment supporting strong client-driven growth

## Earnings

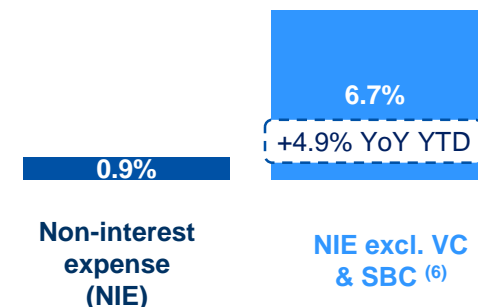
Net Income	<b>\$4.3BN</b>	<b>+6%</b> YoY
Pre-Provision, Pre-Tax Earnings <sup>(1)</sup>	<b>\$5.0BN</b>	<b>(2)%</b> YoY
Reported Diluted EPS <sup>(2)</sup>	<b>\$2.96</b> per share	<b>+7%</b> YoY
Adjusted Diluted EPS <sup>(3)</sup>	<b>\$2.99</b> per share	<b>+7%</b> YoY

## Diversified revenue streams<sup>(4)</sup> (\$BN)



- Revenue of \$11.2BN, down 3% YoY; up 1% net of Insurance fair value change<sup>(5)</sup>
- Lower Capital Markets revenue from very strong levels last year, and lower Insurance results partially offset by growth in Wealth Management and P&CB

## Expense growth (YoY)



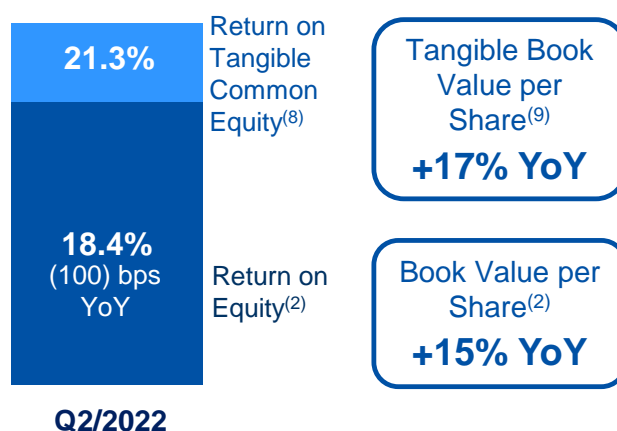
- Lower variable and share-based compensation costs
- Higher investments to drive increased client activity, and higher discretionary costs from low levels last year
- Expect 2022 expenses (ex-VC & SBC) to grow at the high end of low single digits

## Strong credit performance

PCL on impaired loans	ACL on loans
<b>9 bps</b> flat QoQ	<b>\$3.9BN</b> 0.49% of L&A

- \$342MM total PCL release, reflecting:
  - (\$504)MM PCL on performing loans
  - \$174MM PCL on impaired loans
- PCL on loans ratio<sup>(7)</sup> of (18) bps vs 5 bps last quarter
- Total ACL on loans ratio of 49 bps, down 9 bps QoQ

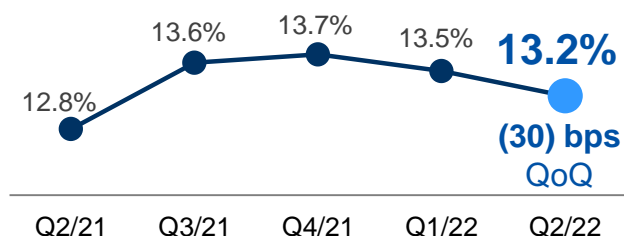
## Premium return on equity



Tangible Book Value per Share<sup>(9)</sup>  
**+17% YoY**

Book Value per Share<sup>(2)</sup>  
**+15% YoY**

## Strong capital ratio (CET1)<sup>(2)</sup>

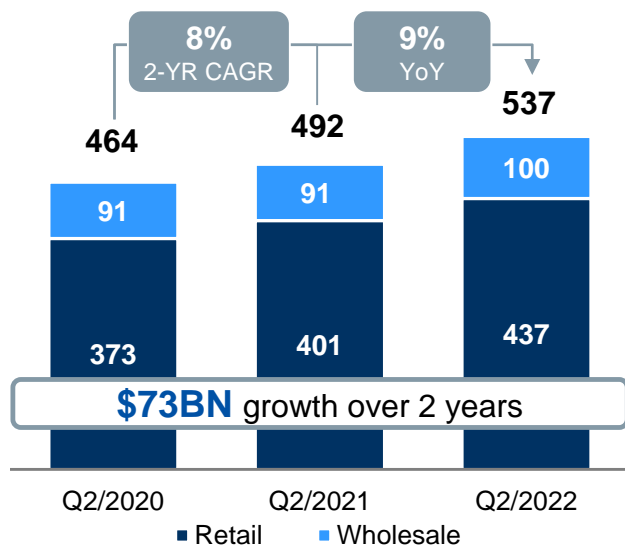


- Higher RWA<sup>(2)</sup> and share repurchases were offset by internal capital generation, net of dividends
- Declared quarterly dividend of \$1.28 per share, up \$0.08 or 7% QoQ

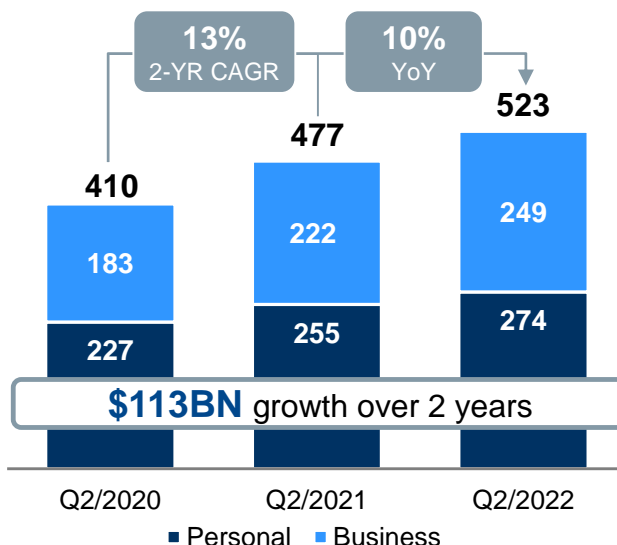
(1) This is a non-GAAP measure. See note 1 on slide 41. (2) Refer to Glossary on slides 44-45 for explanation of composition of this measure. (3) This is a non-GAAP measure. See note 2 on slide 41. (4) Amounts exclude Corporate Support. (5) This is a non-GAAP measure. See note 3 on slide 41. (6) This is a non-GAAP measure. See note 4 on slide 41. (7) See note 5 on slide 41. (8) This is a non-GAAP measure. See note 6 on slide 41. (9) This is a non-GAAP measure. See note 7 on slide 41.

# Strong volumes and client activity in Canadian Banking and Wealth Management

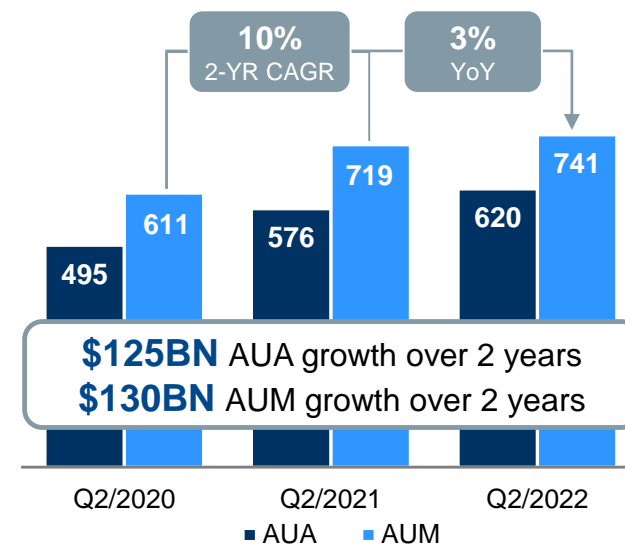
## Canadian Banking average<sup>(1)</sup> loans and acceptances (\$ billions)<sup>(2)</sup>



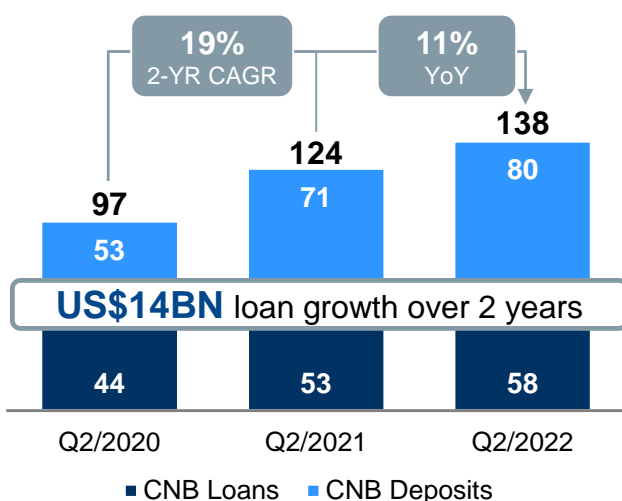
## Canadian Banking average deposits (\$ billions)<sup>(3)</sup>



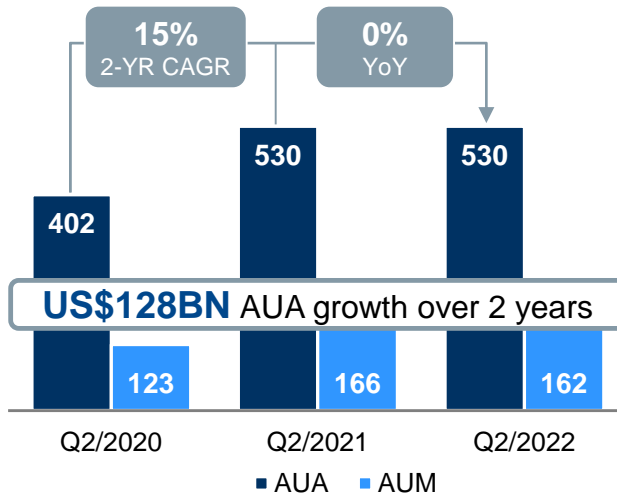
## Wealth Management (non-U.S.) AUA<sup>(1)</sup> and AUM<sup>(1)</sup> (\$ billions)



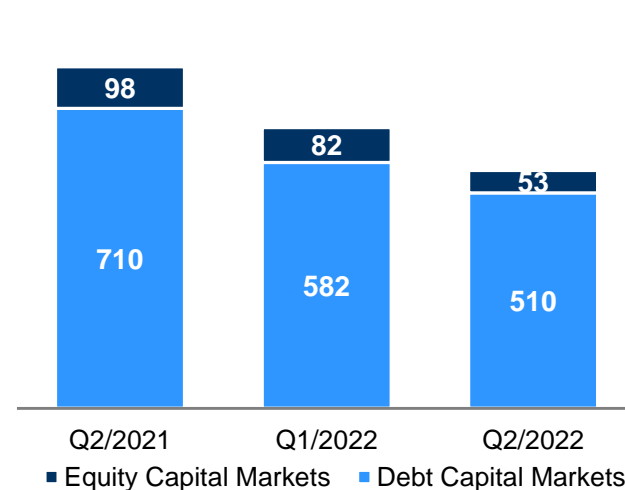
## City National (CNB) average loans and deposits (US\$ billions)



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



## Capital Markets issuance volumes (LTM, US\$ billions)<sup>(4)</sup>

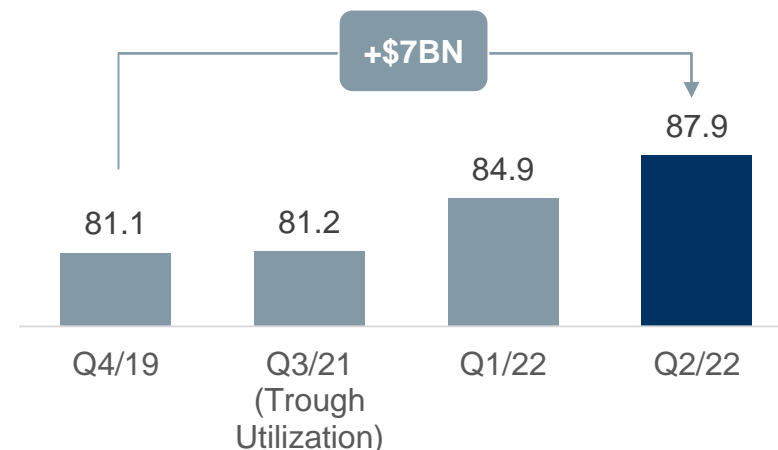


(1) Refer to Glossary on slides 44-45 for explanation of composition of this measure. (2) Wholesale includes small business. (3) Totals may not add and percentage change may not reflect actual change due to rounding. (4) Dealogic.

# Canadian Banking utilization rates rising from trough levels

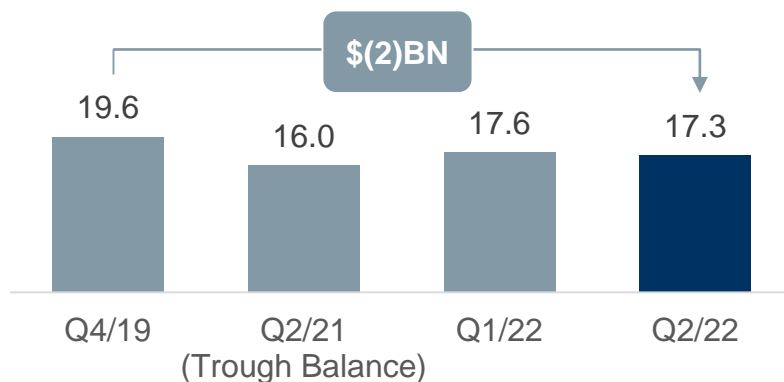
- Canadian commercial loans continued to grow
  - Although well below pre-pandemic levels, commercial utilization rates have steadily moved higher from Q3/21 trough levels
- Credit card balances remain below pre-pandemic levels despite card transaction levels being well above 2019 levels
  - Credit card payment rates have started to decline from elevated levels in Q1/22
  - Canadian Banking's diversified fee-based revenue streams have helped to offset the impact of lower net interest margin from elevated payment rates as higher credit card transactions have driven higher card service revenue

## Commercial Banking (\$BN)



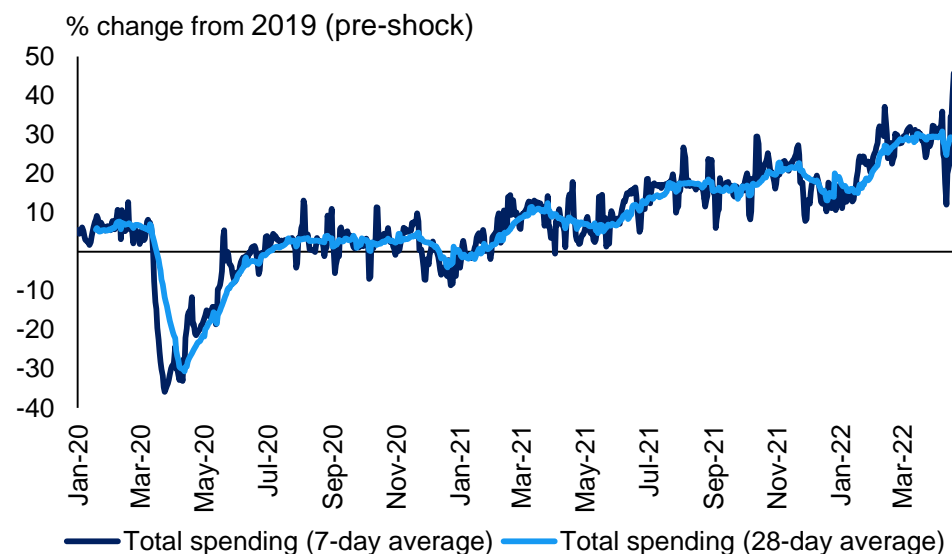
Δ in Utilization Rates <sup>(1)</sup> since Q4/19	(8.5)pts	(7.6)pts	(6.3)pts
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## Credit Cards (\$BN)



Δ in Payment Rates <sup>(2)</sup> since Q4/19	+7.1pts	+16.9pts	+14.3pts
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## Debit and credit card volumes



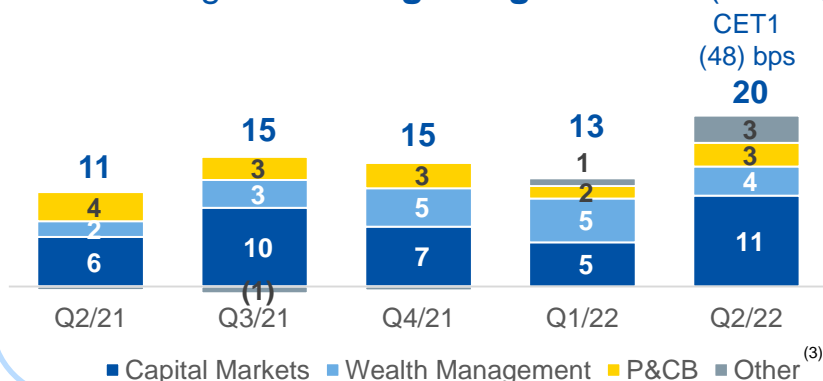
(1) Reflects changes in demand utilization rates since pre-pandemic. (2) Payment rates calculated as total Collections net of Recoveries as % of beginning credit card balances.

# Balanced capital deployment driving sustainable long-term shareholder value

**16%+ ROE**  
Medium-term objective

**Strong capital ratio**

Reinvesting to drive **organic growth**<sup>(1) (2)</sup> (RWA \$BN)



Committed to sustainable **dividend growth** (Q2/22)

**\$1.7BN**

Common share dividends  
**+9% YoY**

**40%**

Dividend payout ratio<sup>(4)</sup>  
Medium-term objective  
**40-50%**

Q2/22

**86%** total payout ratio<sup>(4)</sup>

**\$3.6BN** total shareholder distribution<sup>(4)</sup>

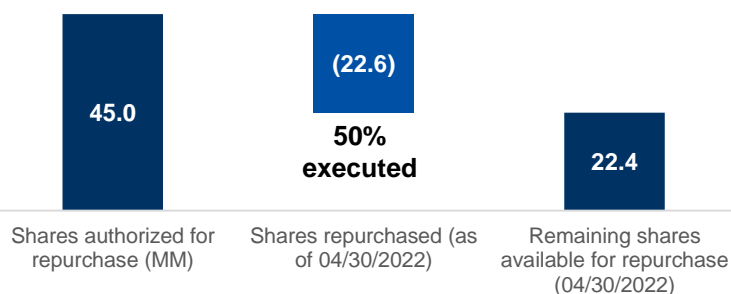
Excess capital creates **optionality**

**\$13BN**

Excess capital over an  
11% CET1 ratio

**~40 bps impact** from the expected  
**~£1.6BN** acquisition of Brewin Dolphin

Executing on **share repurchases**



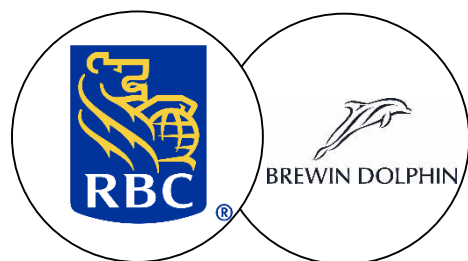
**\$1.9BN** shares bought back in Q2/22

**9%**  
3-Year BVPS<sup>(4)</sup> CAGR

**11%**  
3-year annualized TSR

(1) Organic growth reflects growth in RWA excluding impacts of models & methodology updates, asset quality, acquisitions & disposals and FX. (2) Totals may not add up due to rounding. (3) Includes I&TS, Insurance and Corporate Support. (4) Refer to Glossary on slides 44-45 for explanation of composition of this measure.

# Strategic expansion of global Wealth Management footprint



A values-based  
approach to Wealth  
Management

1

Proposed transaction results in scale in three of the world's largest asset pools

2

The transaction will create a top 3 wealth manager in the UK & Ireland that will serve as platform for future growth in an attractive and consolidating market

3

Complementary businesses that fit together strategically to offer a breadth of wealth and banking offerings to clients through multiple distribution channels

4

Leveraging technology strengths and digital investments of RBC and Brewin Dolphin to provide tailored solutions and an improved client experience

5

Combining two premier wealth management brands with a strong cultural and operational fit

6

Accretive deployment of excess capital to add another sustainable growth vector to our diversified business model



# Q2/2022 Financial Review

Nadine Ahn

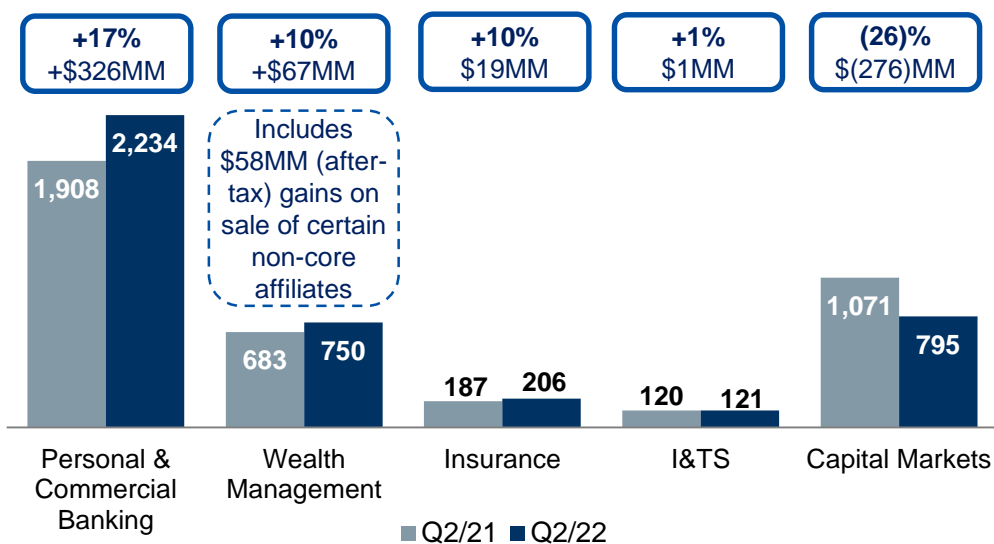
Chief Financial Officer



## Q2/2022: Benefits from PCL releases and strong volume growth

(\$ millions, except for EPS and ROE)	Q2/2022	Reported	
		YoY	QoQ
<b>Revenue</b>	<b>11,220</b>	<b>(3)%</b>	<b>(14)%</b>
Revenue Net of Insurance FV Change <sup>(1)</sup>	12,353	1%	(8)%
Non-Interest Expense	6,434	1%	(2)%
Insurance PBCAE	(180)	(221)%	(118)%
<b>Pre-Provision, Pre-Tax Earnings (PPPT)<sup>(2)</sup></b>	<b>4,966</b>	<b>(2)%</b>	<b>(10)%</b>
Provision for Credit Losses (PCL)	(342)	\$(246)	\$(447)
PCL on Performing Loans (Stage 1 & 2)	(504)	\$(244)	\$(424)
PCL on Impaired Loans (Stage 3)	174	\$(3)	\$(6)
<b>Income Before Income Taxes</b>	<b>5,308</b>	<b>2%</b>	<b>(1)%</b>
<b>Net Income</b>	<b>4,253</b>	<b>6%</b>	<b>4%</b>
Diluted Earnings per Share (EPS)	\$2.96	7%	4%
<b>Adjusted Diluted EPS<sup>(3)</sup></b>	<b>\$2.99</b>	<b>7%</b>	<b>4%</b>
<b>Return on Common Equity (ROE)</b>	<b>18.4%</b>	<b>(1.0) pts</b>	<b>1.1 pts</b>

### Net Income (\$ millions)



### Earnings

- Net income up 6% YoY; PPPT<sup>(2)</sup> down 2% YoY

### Revenue

- Net interest income (see slides 11-12, 27-28) up 9% YoY
  - Net interest income (ex-trading) up 10% YoY<sup>(4)</sup>
  - Strong volume growth partially offset by lower net interest margins in Canadian Banking and U.S. Wealth Management (including CNB)
- Non-interest income (see slide 29) down 12% YoY
  - Up 0.5% YoY net of Insurance fair value change<sup>(1)</sup> and U.S. WM WAP<sup>(5)</sup>
  - Lower Capital Markets revenue from strong results last year, partly offset by higher investment management and mutual fund revenue driven by higher fee-based client assets. Results also benefited from an \$84MM (pre-tax) gains on the sale of certain non-core affiliates in U.S. Wealth Management (including CNB)

### Non-Interest Expense (see slide 13)

- Compensation<sup>(6)</sup>: Down 4% YoY as lower variable compensation and a favourable change in U.S. Wealth Management WAP was partially offset by higher salaries
- Non-compensation<sup>(7)</sup>: Up 9% YoY due to higher technology investments and discretionary costs, including marketing and travel costs from low levels last year, to drive increased client activity

### Provision for Credit Losses

- PCL on loans<sup>(8)</sup>: (18) bps, down 13 bps YoY; down 23 bps QoQ
  - PCL on performing loans (see slide 22): \$504MM release
  - PCL on impaired loans (see slide 21): 9 bps, down 2 bps YoY; flat QoQ

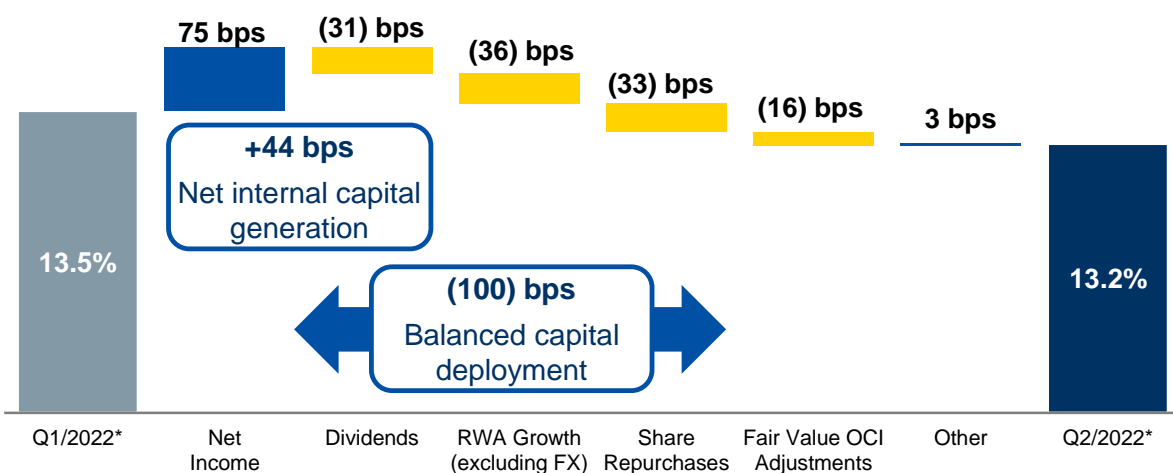
### Tax Rate

- Effective tax rate of 19.9%, down 270 bps YoY
  - 22.0% (adjusted for TEB<sup>(9)</sup>), down 250 bps YoY
  - Includes net favourable tax adjustments

(1) This is a non-GAAP measure. See note 8 on slide 41. (2) This is a non-GAAP measure. See note 1 on slide 41. (3) This is a non-GAAP measure. See note 2 on slide 41. (4) See note 11 on slide 41. (5) This is a non-GAAP measure. See note 9 on slide 41. (6) See note 12 on slide 41. (7) See note 13 on slide 41. (8) See note 5 on slide 41. (9) This is a non-GAAP measure. See note 10 on slide 41.

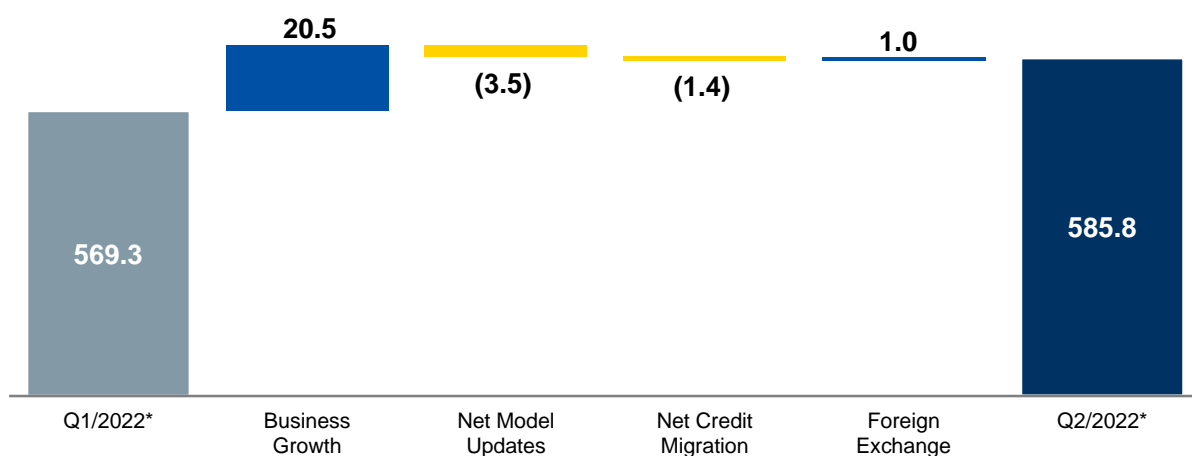
# Capital: Strong capital position supporting business growth and shareholder returns

## CET1 Movement



- CET1 ratio of 13.2%, down 30 bps QoQ, reflecting:
  - Strong RWA growth supporting higher volumes, net of favourable model updates
  - Repurchase of 13.7MM shares for \$1.9BN
  - Unrealized mark-to-market losses on OCI securities
  - + Partly offset by net internal capital generation of 44 bps (earnings net of dividends)
- Leverage ratio<sup>(1)</sup> of 4.7%, down 10 bps QoQ
- Announced a \$0.08 or 7% dividend increase to \$1.28 per common share

## RWA Movement (\$ billions)



- RWA increased \$16.6 billion, mainly reflecting:
  - Continued business growth, primarily in wholesale lending, derivatives, residential mortgages and market risk
  - + Partly offset by net favourable impact of model updates, primarily in market risk
  - + Net credit migration, mainly in wholesale portfolios
    - Cumulative impact from net credit downgrades in the wholesale loan book and counterparty credit risk portfolio has increased RWA by \$4.5 billion post-Q1/2020

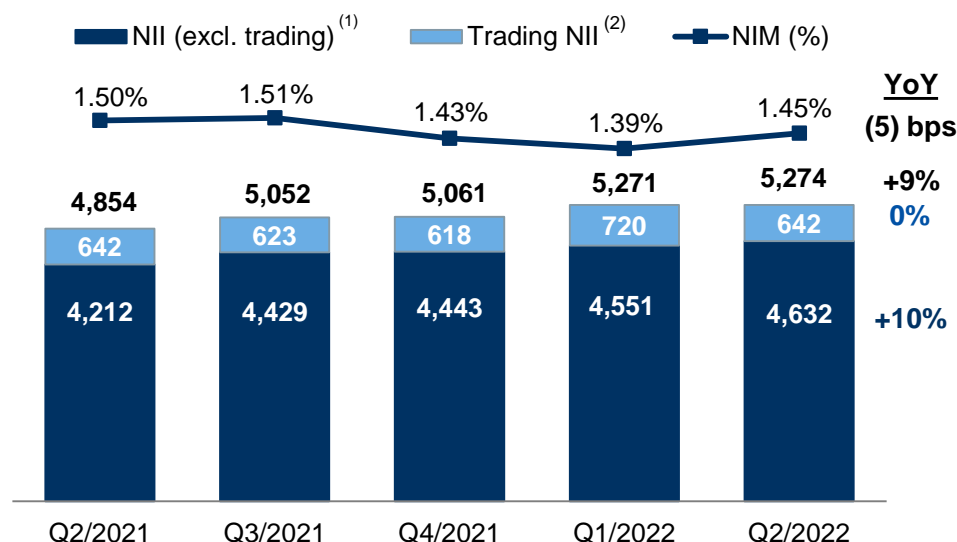
\*Represents rounded figures. For more information, refer to the Capital Management section of our Q2/2022 Report to Shareholders.

(1) Refer to Glossary on slides 44-45 for explanation of composition of this measure.

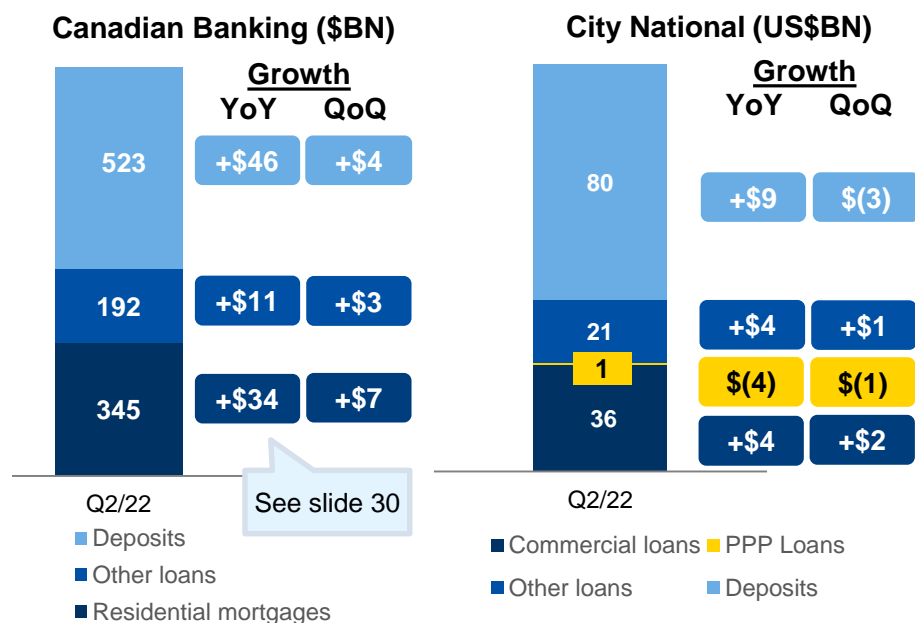
# Net interest income: Higher volumes driving strong net interest income growth

- Net interest income up 9% YoY primarily from strong volume growth in Canadian Banking and U.S. Wealth Management (including CNB), partly offset by continued margin pressure. Higher lending revenue in Capital Markets also contributed to the increase
  - Net interest income (ex-trading) up 10%<sup>(1)</sup> YoY
- All-bank NIM on average earning assets<sup>(2)</sup> was down 5 bps YoY (up 6 bps QoQ)
  - NIM (ex-Trading Assets, Trading net interest income and Insurance Assets) on total average assets<sup>(3)</sup> was up 1 bp YoY (up 6 bps QoQ)
  - Canadian Banking NIM down 10 bps YoY, up 4 bps QoQ (see slide 28)
  - CNB NIM down 10 bps YoY, up 14 bps QoQ (see slide 28)

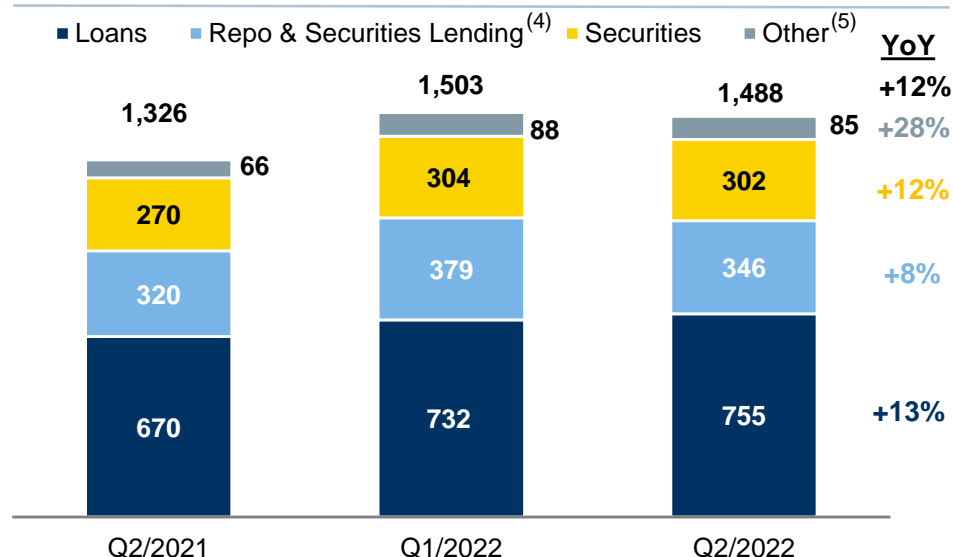
## All-Bank Net Interest Income (\$ millions)



## Average Balances (\$ billions)

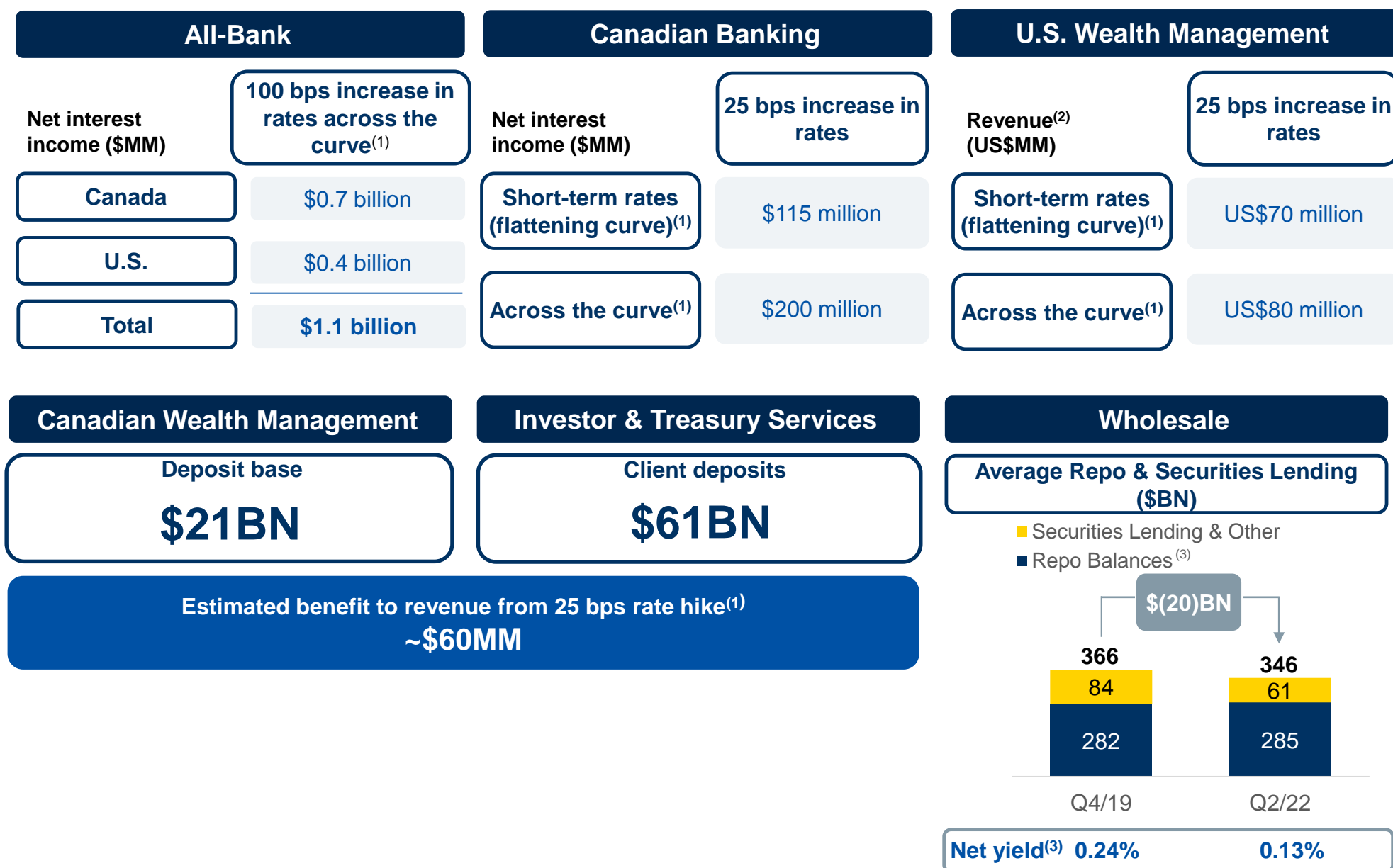


## Average Earning Assets (\$ billions)



(1) See note 11 on slide 41. (2) Refer to Glossary on slides 44-45 for explanation of composition of this measure. (3) See note 14 on slide 41. (4) Repos are assets purchased under reverse repurchase agreements and securities borrowed. (5) Other includes interest-bearing deposits with other banks, cash collateral and margin deposits.

# Interest rate sensitivity: Well-positioned for rising interest rates



(1) Represents the 12-month revenue exposure (before-tax) to an immediate and sustained shift in interest rates. (2) Includes benefits from our sweep deposits. (3) Represents balances and net yield in the Capital Markets core fixed income repo business.

# Non-interest expense: Continued investments in people and technology

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

% of LTM NIE		Q2/21 Expenses	6,379
Salaries	34%	Salaries & Benefits	87
Variable & share-based compensation	29%	Variable compensation	(120)
		Share-based compensation	(117)
Discretionary & tech-adjacent	21%	Marketing, travel & training	56
		Equipment and amortization	44
		Professional fees	33
Occupancy & other	16%	Occupancy	(14)
		Other non-interest expenses <sup>(2)</sup>	86
		Q2/22 Expenses	6,434

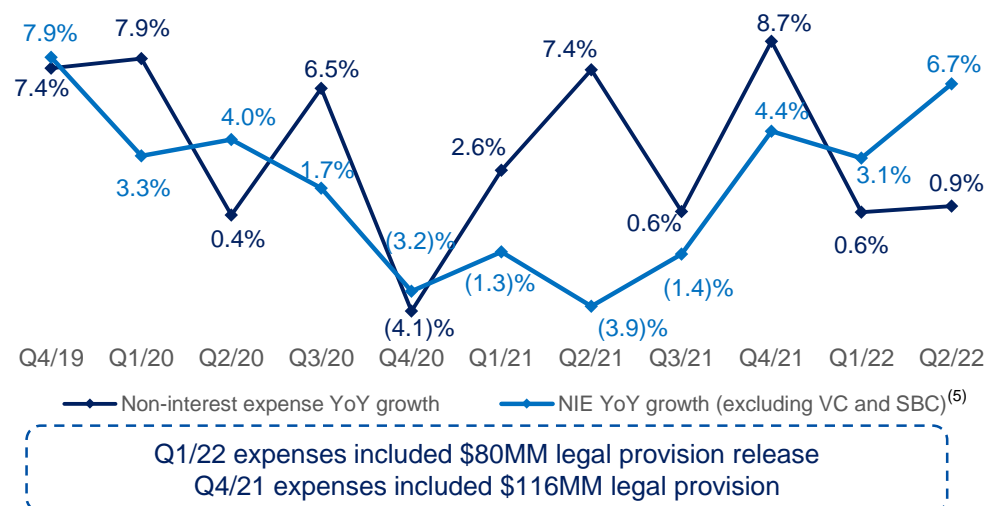
## Q2/2022 Highlights

- Non-interest expense up 1% YoY
- Up 7% YoY excluding variable and share-based compensation <sup>(5)</sup> (which includes changes in U.S. WM WAP)
- + Lower variable compensation commensurate with a decline in Capital Markets results, partly offset by higher variable compensation in Wealth Management
- + Share-based compensation mainly reflects a decline in the U.S. Wealth Management (including CNB) Wealth Accumulation Plan (WAP)<sup>(1)</sup> (see slide 39)
- Higher salary costs in Capital Markets, Wealth Management and Canadian Banking, largely attributed to higher FTE
- Higher discretionary and tech-adjacent costs to support strong client-driven growth
- Higher other non-interest expense reflecting impact of HST rebates in the prior year and higher sundry costs

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

\$ millions (unless otherwise stated)	Q2/2022	Reported	
		YoY	QoQ
Personal & Commercial Banking	2,015	5%	-
Canadian Banking	1,869	6%	-
Wealth Management <sup>(3)</sup>	2,644	12%	2%
Capital Markets	1,350	(8)%	(8)%
Insurance	145	4%	(1)%
Investor & Treasury Services	398	6%	(5)%
Corporate Support (CS) <sup>(3)</sup>	(118)	(207)%	90%
Corporate Support (Excl. U.S. WM WAP) <sup>(4)</sup>	4	(129)%	(56)%
U.S. WM WAP	(122)	(198)%	72%
<b>Total</b>	<b>6,434</b>	<b>1%</b>	<b>(2)%</b>

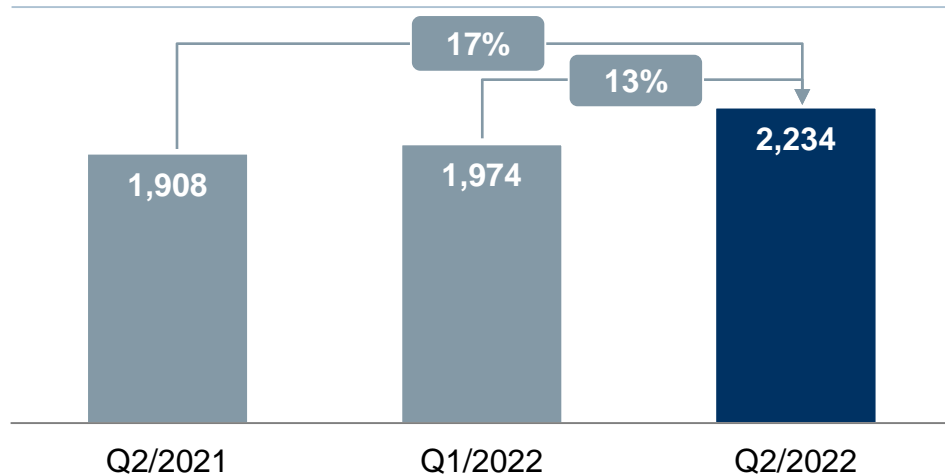
## Non-Interest Expense Growth (YoY)



(1) This is a non-GAAP measure. See note 17 on slide 41. (2) See note 15 on slide 41. (3) See note 16 on slide 41. (4) This is a non-GAAP measure. See note 18 on slide 41. (5) This is a non-GAAP measure. See note 4 on slide 41.

# Personal & Commercial Banking: Continued strong client-driven volume growth

## Net Income (\$ millions)



Canadian Banking \$ millions (unless otherwise stated)	Q2/2022	Reported	
		YoY	QoQ
<b>Revenue</b>	<b>4,531</b>	<b>4%</b>	<b>(1)%</b>
Personal Banking	3,337	1%	(3)%
Business Banking	1,194	16%	2%
Non-Interest Expense	1,869	6%	(0.4)%
<b>Pre-Provision, Pre-Tax Earnings<sup>(1)</sup></b>	<b>2,662</b>	<b>4%</b>	<b>(2)%</b>
Provision for Credit Losses (PCL)	(230)	\$(265)	\$(365)
<b>Net Income</b>	<b>2,140</b>	<b>14%</b>	<b>12%</b>
ROE	36.9%	1.5 pts	4.5 pts
Net Interest Margin	2.45%	(10) bps	4 bps
Efficiency Ratio <sup>(3)</sup>	41.2%	0.4 pts	0.4 pts
Average loans & acceptances, net (\$BN)	534.1	9%	2%
Average deposits (\$BN)	522.9	10%	1%
Assets Under Administration (\$BN) <sup>(2)</sup>	349.6	5%	(4)%
Number of employees (full-time equivalent)	34,591	3%	1%
Number of banking branches	1,177	(1)%	0.2%

## Q2/2022 Highlights

### Canadian Banking

- **Net income up 14% YoY**
  - + Pre-provision, pre-tax earnings up 4%<sup>(1)</sup> YoY
- **Revenue up 4% YoY**
  - + **Net interest income up 5% YoY (see slide 28)**
    - + Strong volume growth of 9% with average YoY deposit and loan growth of 10% and 9%, respectively (see slide 30)
    - NIM of 2.45%, down 10 bps YoY, mainly due to competitive pricing pressures and lower prepayment revenue in our mortgage portfolios, partially offset by the impact of the rising interest rate environment
      - + NIM up 4 bps QoQ (see slide 28)
  - + **Non-interest income up 3% YoY**
    - + Higher average mutual fund balances, driving higher distribution fees
    - Lower securities brokerage commissions as the prior year benefitted from increased client activity
- **Expenses up 6% YoY**
  - Higher technology-related costs, including digital initiatives, as well as higher staff-related and marketing costs
  - + YTD operating leverage<sup>(3)</sup> of 0.8%
- **Lower PCL YoY (see slides 21 & 22)**

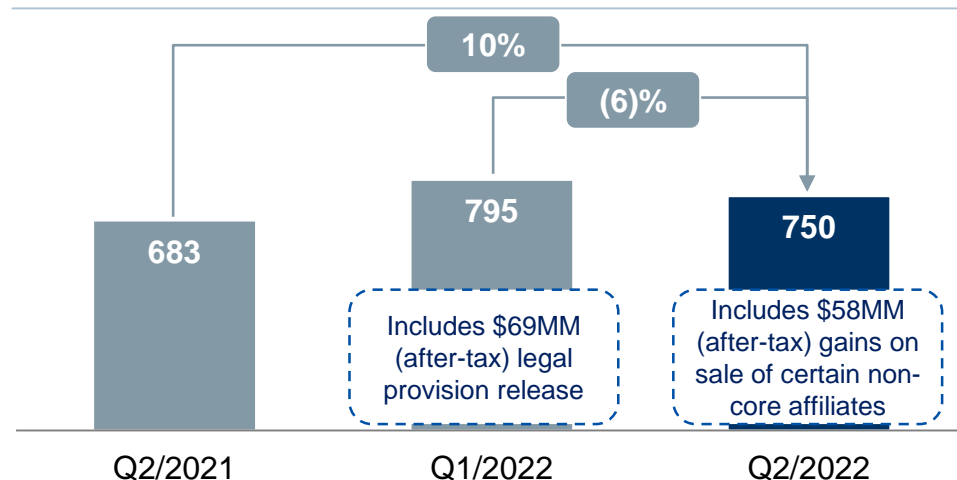
### Caribbean & U.S. Banking

- Net income of \$94MM, up \$58MM YoY primarily due to lower PCL

(1) This is a non-GAAP measure. See note 1 on slide 41. (2) Spot balances. (3) Refer to Glossary on slides 44-45 for explanation of composition of this measure.

# Wealth Management: Higher results driven by net sales and market appreciation

## Net Income (\$ millions)<sup>(1)</sup>



\$ millions (unless otherwise stated)	Q2/2022	Reported <sup>(1)</sup>	
		YoY	QoQ
Revenue	3,605	11%	(0.2)%
Wealth Management (Non-U.S.)	1,830	8%	(3)%
U.S. Wealth Management	1,775	13%	3%
Non-Interest Expense	2,644	12%	2%
<b>Pre-Provision, Pre-Tax Earnings<sup>(2)</sup></b>	<b>961</b>	<b>8%</b>	<b>(7)%</b>
Provision for Credit Losses (PCL)	(30)	\$(28)	\$(18)
<b>Net Income</b>	<b>750</b>	<b>10%</b>	<b>(6)%</b>
U.S. Wealth Management (see slide 33)	250	9%	(7)%
ROE	16.7%	(0.3) pts	(1.0) pts
Efficiency Ratio	73.3%	0.6 pts	1.9 pts
Wealth Management (Non-U.S.)	63.3%	(0.1) pts	0.7 pts
Assets Under Administration (\$BN) <sup>(3)</sup>	1,302	6%	(3)%
Assets Under Management (\$BN) <sup>(3) (4)</sup>	950	3%	(6)%
Average loans & acceptances, net (\$BN)	95.7	15%	3%
Average deposits (\$BN)	158.8	14%	(2)%

(\$ billions)	Q2/2022	Q2/2021	Q1/2022
RBC GAM long-term net sales (see slide 32)	8.9	13.8	3.9

## Q2/2022 Highlights

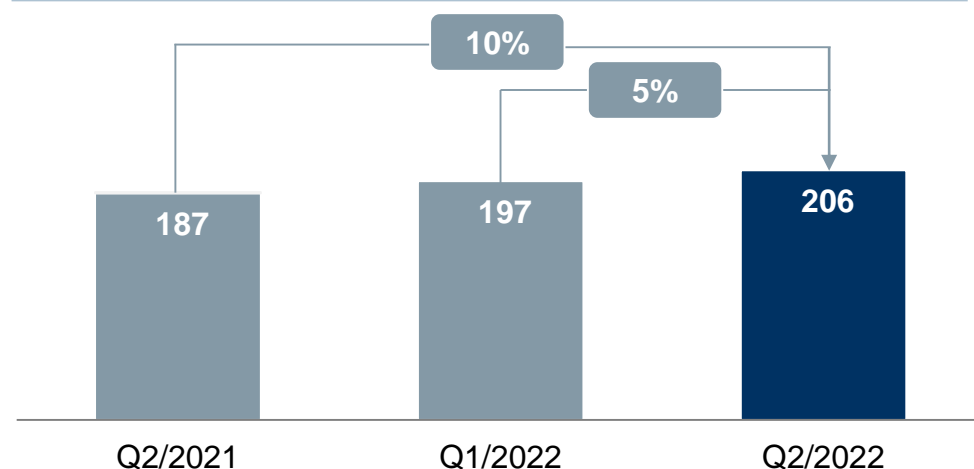
- **Net income up 10% YoY**
  - + Pre-provision, pre-tax earnings up 8%<sup>(2)</sup> YoY
- **Revenue increased 11% YoY**
  - + **Wealth Management (non-U.S.) revenue up 8% YoY**
    - + Higher average fee-based client assets reflecting net sales and market appreciation
  - + **U.S. Wealth Management (incl. CNB) revenue up 13% YoY**
    - + Higher average fee-based client assets reflecting net sales and market appreciation
    - + \$84MM (pre-tax) gains on the sale of certain non-core affiliates
    - + Higher net interest income reflecting average volume growth of 12% in loans and 13% in deposits that more than offset the impact of lower spreads
    - Lower transactional revenue mainly driven by reduced client activity
- **Expenses up 12% YoY**
  - Higher variable compensation commensurate with increased results
  - Higher staff and technology-related costs
- **Lower PCL YoY (see slides 21 & 22)**

(1) See note 16 on slide 41. (2) This is a non-GAAP measure. See note 1 on slide 41. (3) Spot balances. (4) Of the QoQ AUM decline of \$63BN, \$14BN is due to the sale of certain non-core affiliates in US Wealth Management (incl. CNB).



# Insurance: Earnings growth on favourable investment experience

## Net Income (\$ millions)



\$ millions (unless otherwise stated)	Q2/2022	Reported	
		YoY	QoQ
Revenue	234	(56)%	(83)%
Revenue net of insurance FV change <sup>(1)</sup>	1,367	24%	(25)%
Non-Interest Expense	145	4%	(1)%
PBCAE	(180)	(221)%	(118)%
<b>Pre-Provision, Pre-Tax Earnings<sup>(2)</sup></b>	<b>269</b>	<b>9%</b>	<b>5%</b>
Provision for Credit Losses (PCL)	-	-	-
<b>Net Income</b>	<b>206</b>	<b>10%</b>	<b>5%</b>
ROE	34.6%	2.5 pts	2.2 pts
Net earned premiums	1,210	30%	(24)%
<b>Premiums and deposits</b>	<b>1,458</b>	<b>26%</b>	<b>(20)%</b>
Canadian Insurance	824	47%	(29)%
International Insurance	634	5%	(2)%

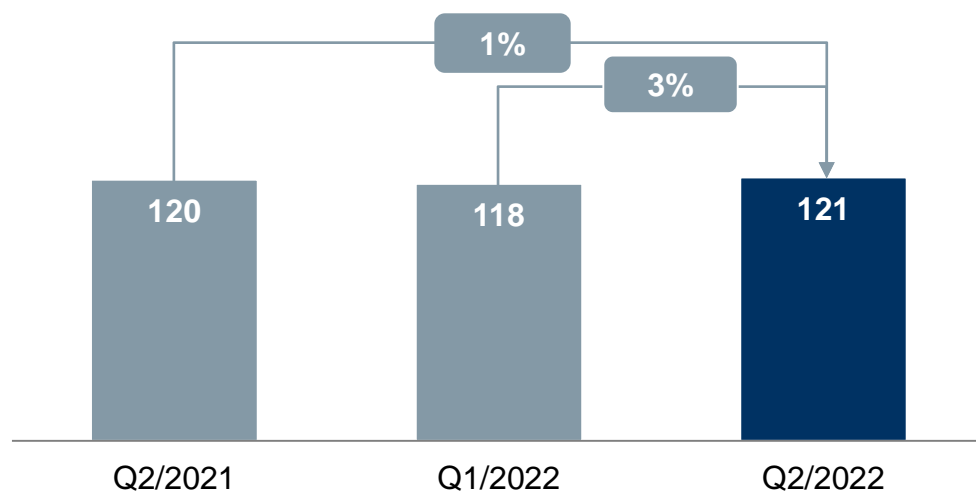
## Q2/2022 Highlights

- **Net income up 10% YoY**
  - + Higher favourable investment-related experience
- **Revenue down 56% YoY (up 24% net of Insurance FV<sup>(1)</sup>)**
  - Change in fair value of investments backing policyholder liabilities (largely offset in PBCAE)
  - + Higher group annuity sales and business growth across most products
- **PBCAE down 221% YoY**
- **Expenses up 4% YoY**

(1) This is a non-GAAP measure. See note 8 on slide 41. (2) This is a non-GAAP measure. See note 1 on slide 41.

# Investor & Treasury Services: Deposit margin expansion offset by higher costs

## Net Income (\$ millions)



\$ millions (unless otherwise stated)	Q2/2022	Reported	
		YoY	QoQ
Revenue	551	3%	(6)%
Non-Interest Expense	398	6%	(5)%
<b>Pre-Provision, Pre-Tax Earnings<sup>(1)</sup></b>	<b>153</b>	<b>(4)%</b>	<b>(8)%</b>
Provision for Credit Losses (PCL)	-	\$2	-
<b>Net Income</b>	<b>121</b>	<b>1%</b>	<b>3%</b>
ROE	16.1%	1.8 pts	0.4 pts
Efficiency ratio	72.2%	2.0 pts	0.6 pts
Assets Under Administration (\$BN) <sup>(2)</sup>	4,443.8	(2)%	(6)%
<b>Average deposits (\$BN)</b>	<b>239.1</b>	<b>8%</b>	<b>2%</b>
Client deposits	61.4	(4)%	(7)%
Wholesale funding deposits	177.7	14%	0%

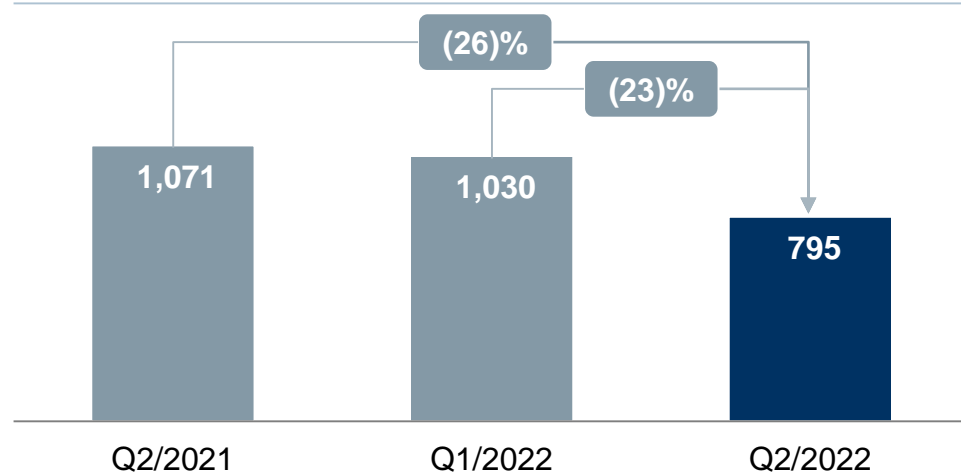
## Q2/2022 Highlights

- **Net income up 1% YoY**
- **Revenue up 3% YoY**
  - + Higher client deposit revenue largely reflecting improved client deposit margins
  - Impact of foreign exchange translation
- **Expenses up 6% YoY**
  - Higher technology-related costs
  - A favourable sales tax adjustment in the prior year
  - Higher legal costs
  - + Impact of foreign exchange translation

(1) This is a non-GAAP measure. See note 1 on slide 41. (2) Spot balances.

# Capital Markets: \$1 billion in pre-provision, pre-tax earnings

## Net Income (\$ millions)



\$ millions (unless otherwise stated)	Q2/2022	Reported	
		YoY	QoQ
<b>Revenue</b>	<b>2,348</b>	<b>(14)%</b>	<b>(16)%</b>
<b>Corporate and Investment Banking</b>	<b>1,123</b>	<b>(6)%</b>	<b>(19)%</b>
Investment Banking	519	(18)%	(35)%
Lending and Other	604	6%	2%
<b>Global Markets</b>	<b>1,350</b>	<b>(14)%</b>	<b>(10)%</b>
Equities	395	(17)%	(7)%
FICC	661	(17)%	(15)%
Repo & Secured Financing	294	1%	(2)%
Non-Interest Expense	1,350	(8)%	(8)%
<b>Pre-Provision, Pre-Tax Earnings<sup>(1)</sup></b>	<b>998</b>	<b>(20)%</b>	<b>(25)%</b>
Provision for Credit Losses (PCL)	(37)	\$90	\$(25)
<b>Net Income</b>	<b>795</b>	<b>(26)%</b>	<b>(23)%</b>
ROE	12.8%	(6.1) pts	(3.6) pts
Efficiency ratio	57.5%	3.5 pts	5.1 pts
Average loans & acceptances, net (\$BN)	118.8	22.1%	6.9%

(1) This is a non-GAAP measure. See note 1 on slide 41.

## Q2/2022 Highlights

- **Net income down 26% YoY**
  - Pre-provision, pre-tax earnings down 20%<sup>(1)</sup> YoY
- **Revenue down 14% YoY**
  - **Corporate and Investment Banking** revenue down 6% YoY
    - Softer deal flow in Investment Banking, particularly in equity and debt origination
    - Unrealized loan underwriting markdowns, primarily in the U.S., driven by widening credit spreads
    - + Higher M&A and loan syndication activity
    - + Record Lending revenues
  - **QoQ:** Investment Banking revenue down across most regions compared to a record prior quarter
  - **Global Markets** revenue down 14% YoY
    - Lower results in credit trading driven by the impact of widening credit spreads
    - Lower equity trading activity compared to a prior year record
    - Lower equity and debt origination
    - + Strong trading performance in commodities due to volatility-driven client activity
    - **QoQ:** Lower performance in rates trading and equity trading compared to a strong prior quarter characterized by higher client volumes
- **Expenses down 8% YoY**
  - + Lower compensation costs commensurate with softer results
- **Higher PCL YoY (see slides 21 & 22)**

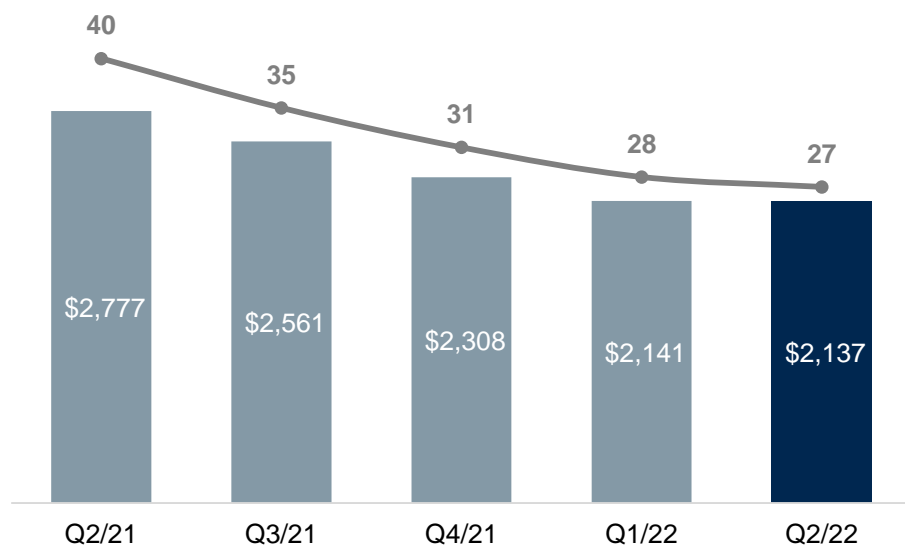
# Risk Review

Graeme Hepworth  
Chief Risk Officer



# Gross Impaired Loans: Stable QoQ at lowest level in 7 years

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



## Key Drivers of GIL (QoQ)

- Total GIL was relatively stable (down \$4MM or 1 bp QoQ)

### Canadian Banking

- GIL of \$1,095MM decreased \$74MM QoQ
  - New formations remained muted, particularly in the commercial portfolio
  - Write-offs modestly higher QoQ, primarily in the credit cards portfolio

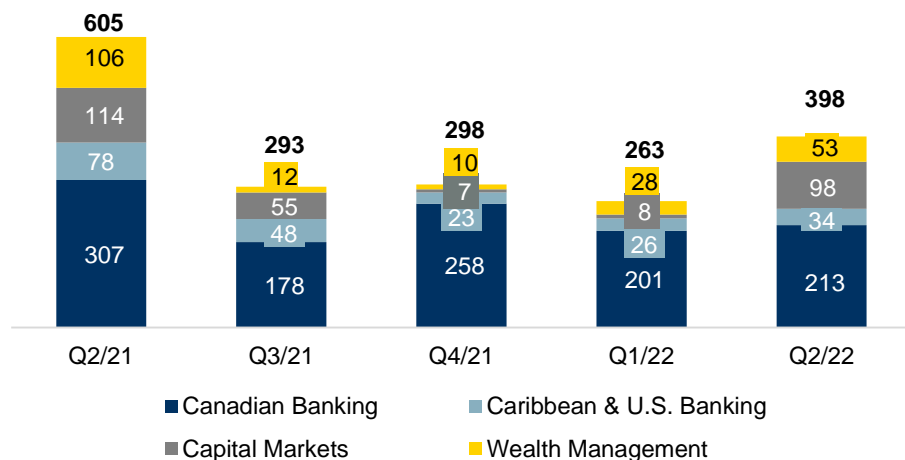
### Capital Markets

- GIL of \$462MM increased \$44MM QoQ, as new impaired loans in the Other Services and Consumer Staples sectors were partially offset by relatively stable repayments and write-offs

### Wealth Management (including CNB)

- GIL of \$226MM increased \$27MM QoQ, as higher new formations at CNB were partially offset by lower repayments, and stable loans returned to performing and write-offs

## New Formations (\$ millions)<sup>(1)</sup>



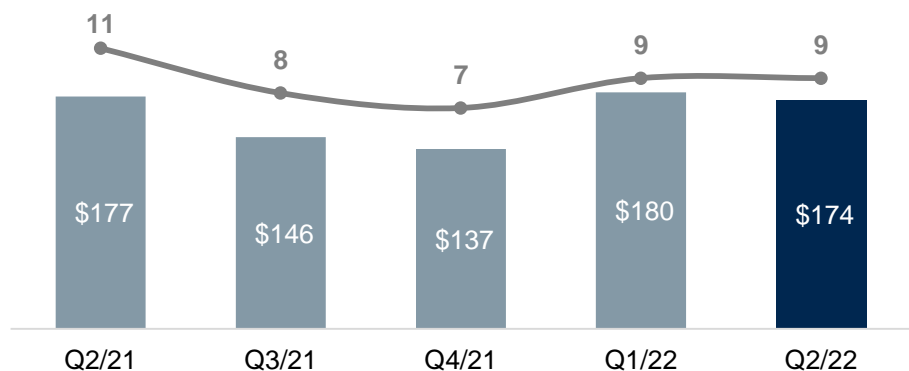
## Net Formations (\$ millions)



(1) See note 19 on slide 42.

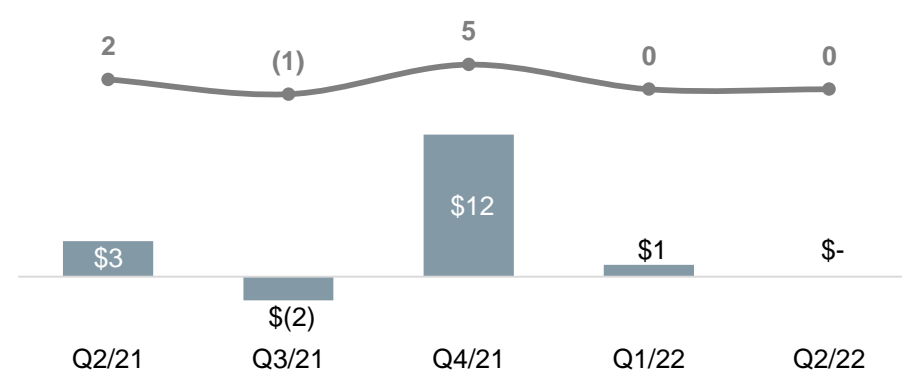
# PCL on impaired loans: Remain below pre-pandemic and long-term averages

## Total RBC (\$ millions, bps)



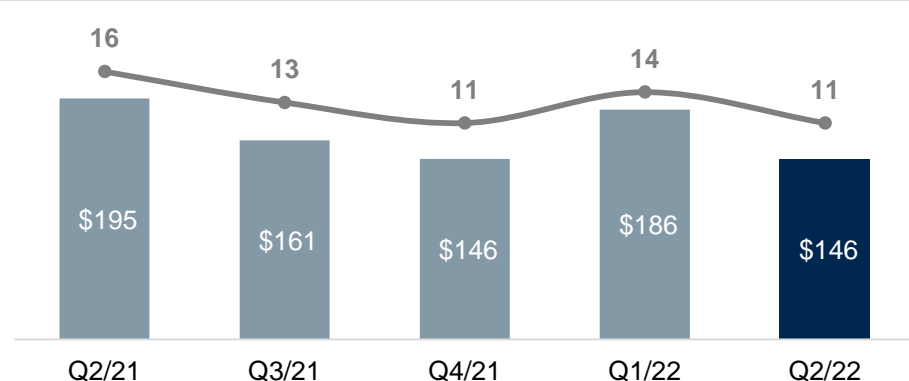
- Lower provisions QoQ, due primarily to lower provisions in the Canadian Banking commercial portfolio, partially offset by higher provisions in Capital Markets

## Wealth Management (\$ millions, bps)



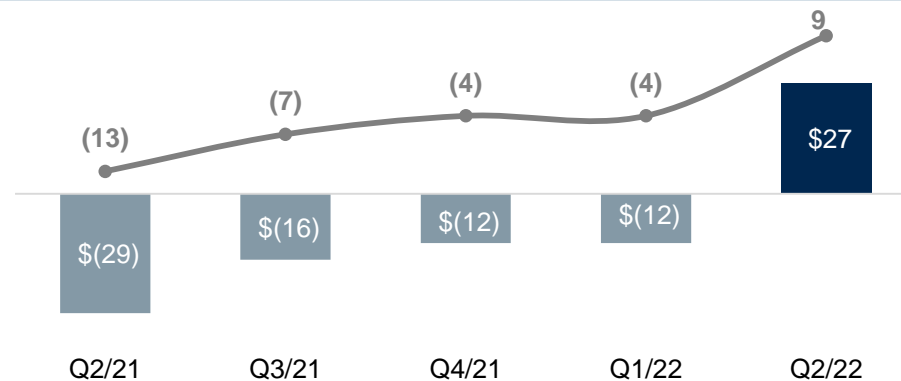
- Provisions remained muted and were stable QoQ
- In Q2/22, provisions on loans in the Consumer Discretionary sector at CNB were offset by reversals of provisions taken last quarter on loans also in the Consumer Discretionary sector at CNB

## Canadian Banking (\$ millions, bps)



- Retail:** Provisions up \$8MM QoQ, due to modestly higher provisions in the cards portfolio
- Commercial:** Provisions of just \$1MM were down \$48MM QoQ. In Q2/22, we reversed provisions taken last quarter on an account in the Consumer Staples sector

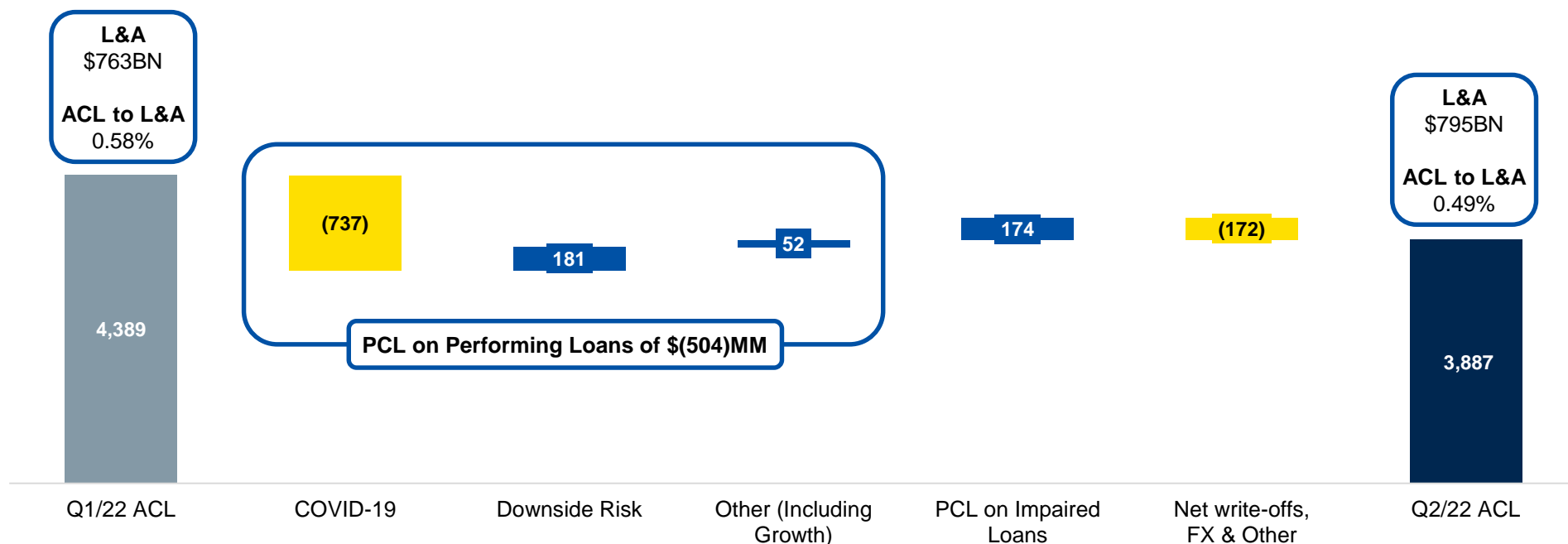
## Capital Markets (\$ millions, bps)



- Higher provisions QoQ, due primarily to provisions on an account in each of the Consumer Staples and Utilities sectors, and a reversal of provisions last quarter on an account in the Transportation sector

# Allowance for Credit Losses: COVID uncertainty subsides but new risks emerge

## Movement in Allowance for Credit Losses (ACL) on Loans (\$ millions)



- ACL on loans decreased \$502MM QoQ
  - With COVID-19 containment measures largely eliminated and economies fully re-opened in our core operating regions, the direct impacts of the pandemic on the portfolio have subsided, allowing us to release the majority of our remaining COVID-19-related reserves on performing loans
  - We added reserves on performing loans to account for increasing downside risks related to rising inflation, rising interest rates, and heightened geopolitical uncertainty
  - A majority of the net release of reserves on performing loans was from our Canadian Banking business, primarily in the commercial, personal lending, and credit card portfolios; we also released reserves in most of our other businesses
- ACL of 0.49% of loans and acceptances reflects our reserve releases over the last 6 quarters, as well as a shift in portfolio mix driven by strong growth in our residential mortgage portfolio through the pandemic

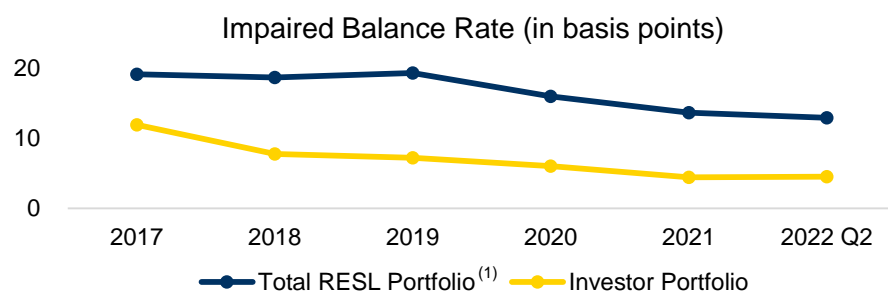
# Canadian residential portfolio: Strong underlying credit quality

## Portfolio Metrics

Metric	Total RESL Portfolio <sup>(1)</sup>	Investor Mortgages	Variable Rate Mortgages
Outstanding Balance (\$BN)	\$373	\$47	\$109
Average CCLTV <sup>(2)</sup>	47%	53%	52%
Average FICO	803	809	793
Average mortgage amortization	19	22	23
% of mortgages maturing NTM <sup>(3)</sup>	10%	8%	3%
% CCLTV > 80% and FICO < 680	0.6%	<0.1%	0.6%

## Investor Mortgages

- Investor mortgages represent mortgage properties used for rental purposes and are not owner-occupied
- Strong credit performance demonstrates our prudent underwriting standards



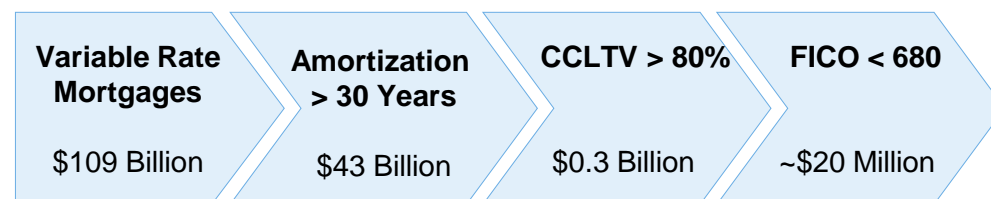
## Origination Metrics: Pre-Pandemic vs Today

- Maintained a disciplined approach to mortgage underwriting, applying a through-the-cycle view at origination
- Origination metrics remain in-line with pre-pandemic levels
  - Majority of new bookings have FICO > 720 and average amortization of 25 years
- FICO score typically improves from origination over time

Total Originations	LTM Q1/20	LTM Q2/22
Average LTV	72%	71%
Average FICO	762	760
Average Amortization (years)	25	25

## Variable Rate Mortgages

- In the event of a rate increase, monthly payments on variable rate mortgages would not change until the renewal date
  - Instead, the amortization period would increase temporarily
  - At the renewal date, the amortization would be reduced as originally scheduled resulting in higher monthly payments<sup>(4)</sup>
- Only ~\$20MM or <0.01% of the RESL portfolio<sup>(1)</sup> are higher-risk variable rate borrowers



(1) Real estate secured lending includes residential mortgages and HELOCs. See note 20 on slide 42. (2) Current Calculated Loan-To-Value (CCLTV) includes drawn HELOC balances associated with Variable Rate Mortgages. Weighted average is calculated using mortgage balances only. (3) NTM: Net twelve months. (4) Payment will be increased if a client's payment is less than the accrued interest.



# Appendices

# Diversified business model driving strong value creation through the cycle

## Premium growth in leading Canadian franchises



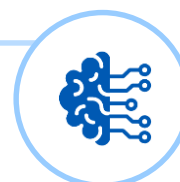
- #1 or #2** in key Canadian Banking product categories<sup>(1)</sup>
- Largest** retail mutual fund company
- #1** HNW & UHNW<sup>(2)</sup> market share
- Largest** Capital Markets franchise

## Deepening client relationships



- 19%** Canadian Banking clients with transaction accounts, investments, borrowing and credit card products<sup>(3)</sup>
- 45%** Canadian HNW<sup>(2)</sup> retail client base has a relationship with both Canadian Banking and Canadian Wealth Management

## Reimagining innovation



## Multi-pronged U.S. growth vectors



- Diversifying **City National growth** with mortgage-driven client acquisition and mid-market corporate banking
- Growing our U.S. wealth advisory firm, ranked **6<sup>th</sup> largest** by AUA<sup>(4)</sup>
- 9<sup>th</sup> largest** investment bank by fees globally<sup>(5)</sup>

## Strong balance sheet and disciplined risk management



- 13.2%** CET1 ratio
- 49 bps** ACL to loans ratio
- 121%** Liquidity Coverage Ratio<sup>(6)</sup>
- 40-50%** Medium-term dividend payout ratio objective

## Premium ROE and disciplined expense management



- 16%+** Medium-term ROE objective
- 42%** Canadian Banking efficiency ratio over last 12 months
- Well-positioned** to benefit from an increase in interest rates given leading Canadian franchise and growing U.S. Wealth Management platform

**Living our Purpose: Helping clients thrive and communities prosper**

(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 February 2022 and December 2021. Market share is of total Chartered Banks except where noted. (2) HNW: High Net Worth and UHNW: Ultra High Net Worth. (3) Canadian Financial Monitor by Ipsos – 18,000 Canadian individuals – data based on Financial Group results for the 12-month period ending January 2022. TFSA is considered an investment. (4) Source: U.S. wealth advisory firms quarterly earnings releases (10-Q). (5) Fiscal Q2/22 YTD, Dealogic. (6) Refer to Glossary on slides 44-45 for explanation of composition of this measure.

# ESG: 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

- **44%** women executives<sup>(1)</sup> and **46%** women<sup>(2)</sup> on RBC's Board of Directors
- **23%** of executives<sup>(1)(3)</sup> are BIPOC
- BIPOC accounted for **43%** of executive appointments in FY21, exceeding our goal of **30%**<sup>(3)(4)</sup>
- **#2** globally in the 2021 Refinitiv Diversity & Inclusion Index, ranking over **11,000** listed companies
- For the **sixth year** in a row, RBC has been named to the **Bloomberg Gender-Equality Index**



### Sustainable finance and responsible investment

- **\$84 billion**<sup>(5)</sup> in sustainable finance in 2021, building towards our target of **\$500 billion by 2025**
- Successfully completed a **US\$750 million** Green Bond offering in Q3/2021, in partnership with a syndicate of diverse-owned broker dealers
- Focused strategy to integrate ESG across all businesses in Capital Markets led by a dedicated Sustainable Finance Group
- Total value of assets under management by RBC GAM that integrate material ESG factors grew to **\$597.2 billion**<sup>(6)</sup>



### Committed to net-zero emissions and accelerating clean economic growth

- Enterprise climate change strategy, [RBC Climate Blueprint](#), aims to support clients in the net-zero transition
- Joined the **NZBA**<sup>(7)</sup>, **PCAF**<sup>(8)</sup> and a pilot project on climate risk scenarios stress testing led by the Bank of Canada and OSFI
- Published [The \\$2 Trillion Transition](#), RBC Economics research that lays out the cost and opportunities of Canada's journey to net-zero emissions
- Net-zero leadership in our own operations, where we will reduce absolute emissions by **70%** and source **100%** renewable and non-emitting electricity by 2025



### Preparing youth for the future of work

- Invested **\$265+ million**<sup>(9)</sup>, through [RBC Future Launch](#) to prepare Canadian youth
- **75%** of youth participants reported<sup>(9)</sup> feeling better prepared for the workforce, through mentorship, networking and work integrated learning
- In 2021, over **400,000** youth accessed tools such as RBC Upskill, Future Launch at Home, Magnet, Riipen and Prepped

RBC is recognized as an “**Outperformer**” or a “**Leader**” by our top tier ESG rating agencies<sup>(10)</sup> and indices, including:



FTSE4Good

**Banking industry ranking in 80<sup>th</sup> percentile**



**“AA” Rating**



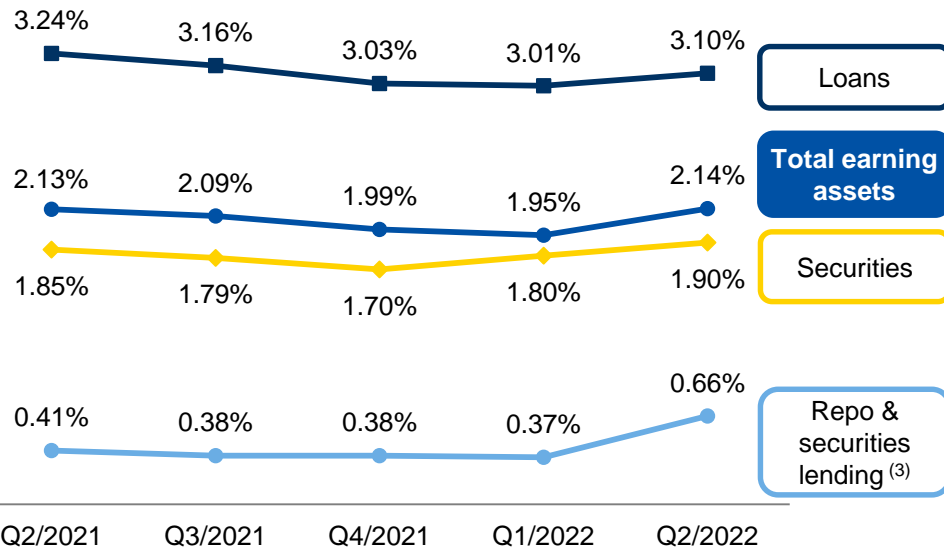
Now a Part of **S&P Global**

**Overall score 77 91<sup>st</sup> percentile**

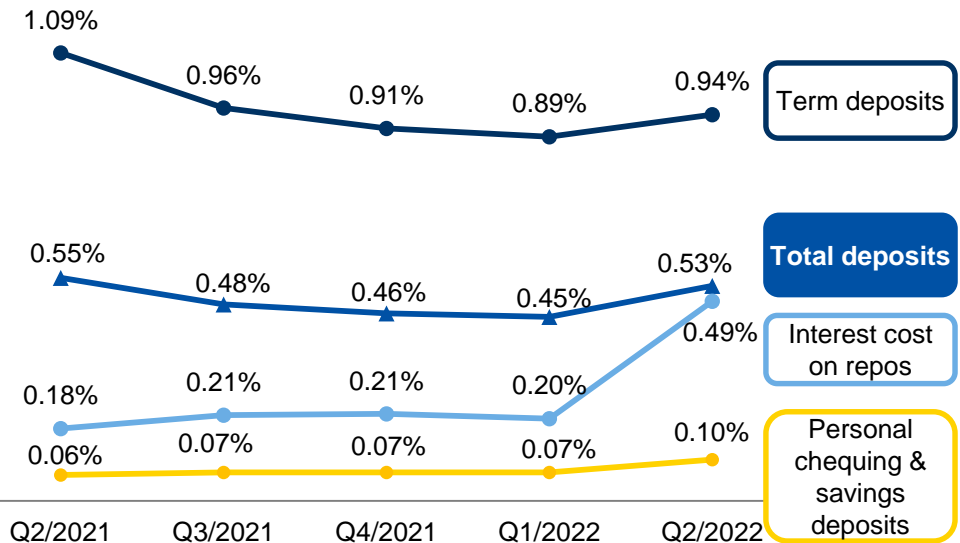
(1) Represents data as at October 31, 2021 for our businesses in Canada governed by the Employment Equity Act (Canada). (2) Board composition is reflective as of October 31, 2021. (3) Based on employee self-identification as at October 31, 2021 and aligned to the definitions of the Employment Equity Act (Canada). (4) RBC's Actions Against Systemic Racism. (5) As of FY2021. (6) See note 21 on slide 42. (7) Net-Zero Banking Alliance (NZBA). (8) The Partnership for Carbon Accounting Financials (PCAF). (9) Since Future Launch program inception in 2017. (10) See note 22 on slide 42.

# Net Interest Income: Average rates and balance sheet

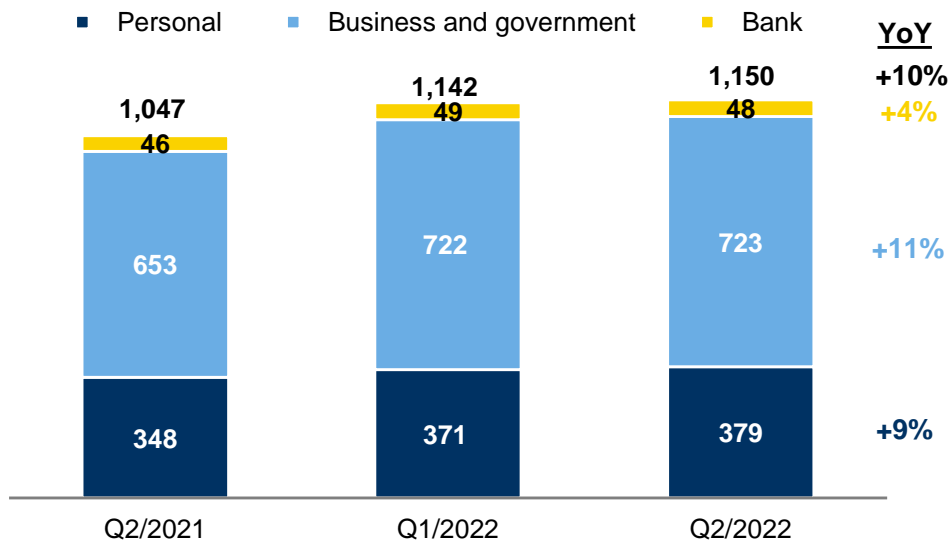
## Interest-Earning Asset Yields (1)



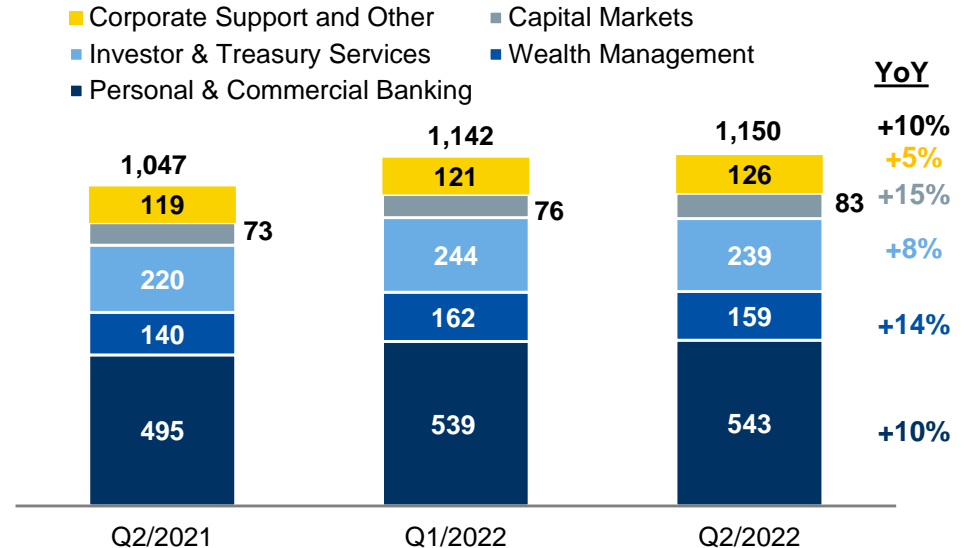
## Interest-Bearing Liability Costs(2)



## Average Deposits By Type (\$ billions)



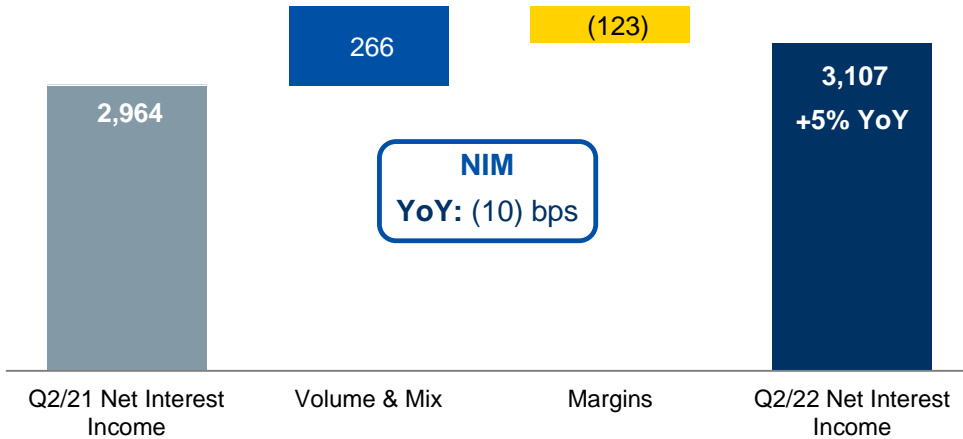
## Average Deposits By Segment (\$ billions)



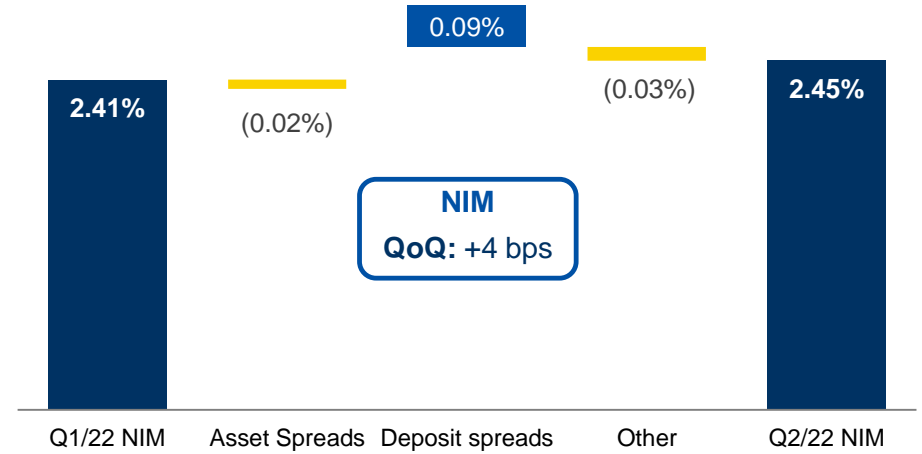
(1) See note 23 on slide 42. (2) See note 24 on slide 42. (3) Repos are assets purchased under reverse repurchase agreements and securities borrowed.

# Net Interest Income: Higher interest rates begin to benefit net interest margin

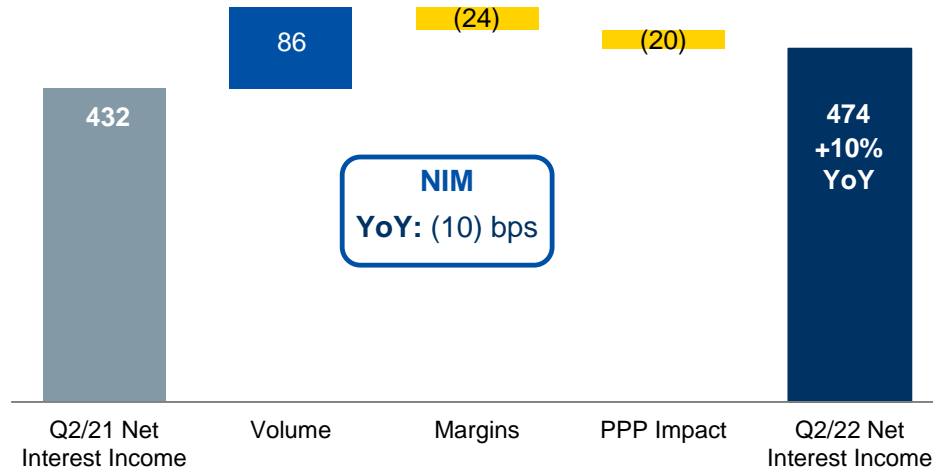
## Canadian Banking Net Interest Income (\$ millions)



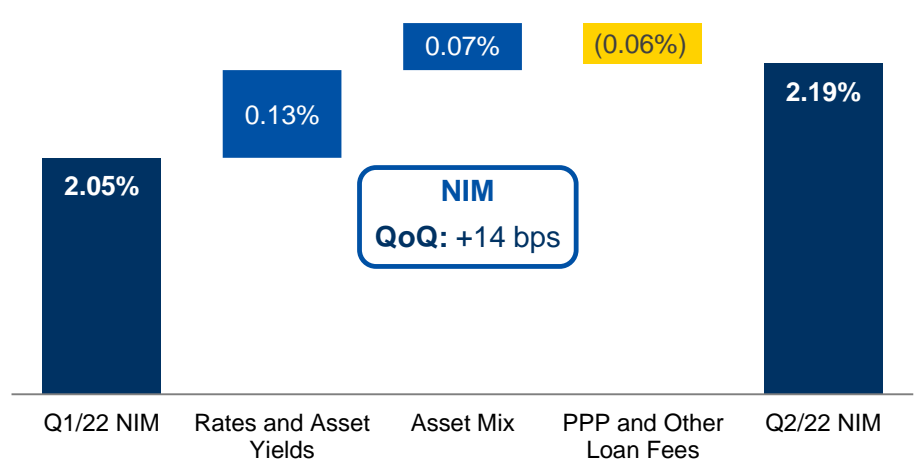
## Canadian Banking NIM on Average Earning Assets



## CNB Net Interest Income (US\$ millions)

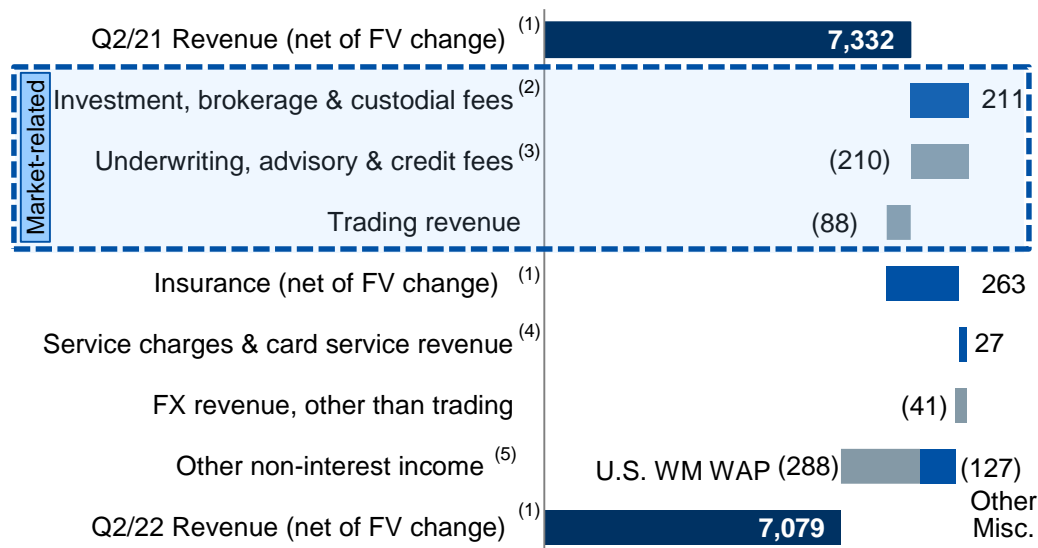


## CNB NIM on Average Earning Assets



# Non-interest income: Lower Capital Markets revenue from strong results last year

## Non-Interest Income (\$ millions)



## Q2/2022 Highlights

- **Non-interest income was down 12% YoY; down 3% net of Insurance FV change<sup>(1)</sup>**
- + Higher investment management & custodial fees and mutual fund revenue, largely in Wealth Management and Canadian Banking
- Lower Corporate and Investment Banking revenue reflecting softer equity and debt origination fees on global pool fee declines, partially offset by higher M&A and Loan Syndication fees
- Lower Global Markets revenue mainly in credit trading due to lower primary flow as well as unfavourable MTM movements amidst widening spreads, partially offset by robust client activity in commodities and FX trading
- + Higher insurance revenue (net of FV change)<sup>(1)</sup> reflecting higher group annuity sales and business growth
- Other non-interest income:
  - Unfavourable change in the fair value of hedges related to our U.S. share-based compensation plans in our Corporate Support segment (U.S. WM WAP gains / losses), which was largely offset in expenses
  - Lower gains on securities, largely in Capital Markets
- + Partially offset by gains on sale of certain non-core affiliates in U.S. Wealth Management (including CNB)

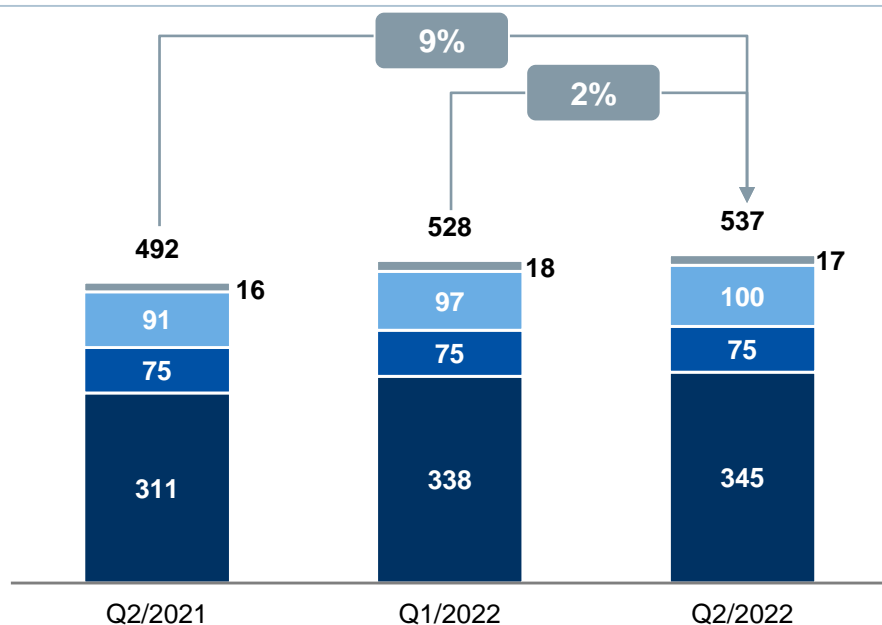
## Non-Interest Income by Segment (\$ millions)

\$ millions (unless otherwise stated)	Q2/2022	Reported	
		YoY	QoQ
Personal & Commercial Banking	1,505	4%	(4)%
Canadian Banking	1,424	3%	(5)%
Wealth Management <sup>(7)</sup>	2,825	9%	(1)%
Capital Markets	1,167	(27)%	(26)%
Insurance (Net of FV change) <sup>(1)</sup>	1,367	24%	(25)%
Investor & Treasury Services	403	(10)%	(5)%
Corporate Support (CS) <sup>(7)</sup>	(188)	(227)%	n.m. <sup>(9)</sup>
CS (Excl. U.S. WM WAP) <sup>(8)</sup>	(34)	n.m. <sup>(9)</sup>	(168)%
U.S. WM WAP	(154)	(215)%	73%
<b>Total (net of FV chg.) <sup>(1)</sup></b>	<b>7,079</b>	<b>(3)%</b>	<b>(14)%</b>
Total (net of FV chg. & Excl. U.S. WM WAP) <sup>(1)(6)</sup>	7,233	-%	(13)%

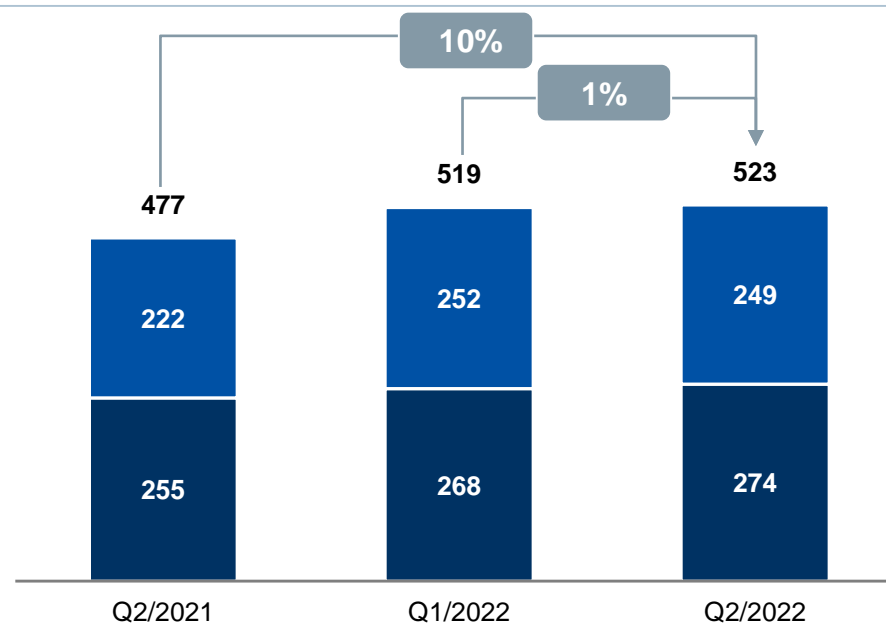
(1) This is a non-GAAP measure. See note 8 on slide 41. (2) Comprised of Investment management & custodial fees, Securities brokerage commissions and Mutual fund revenue. (3) Comprised of Underwriting and other advisory fees and Credit fees. (4) Comprised of Service charges and Card service revenue. (5) See note 25 on slide 42. (6) This is a non-GAAP measure. See note 9 on slide 41. (7) See note 16 on slide 41. (8) This is a non-GAAP measure. See note 26 on slide 42. (9) Not meaningful.

# Canadian Banking: Strong volume growth

## Average Gross Loans & Acceptances<sup>(1)</sup> (\$ billions)



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



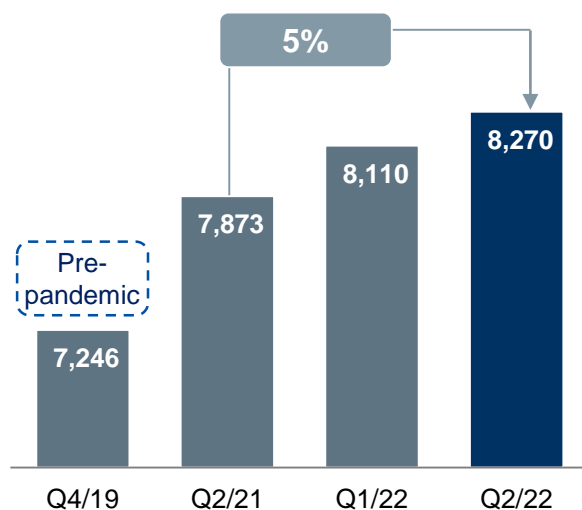
Percentage Change <sup>(1)</sup>	YoY		QoQ	
Residential Mortgages	11.0%	RESL <sup>(2)</sup>	2.0%	RESL <sup>(2)</sup>
HELOC <sup>(3)</sup>	0.6%		0.3%	
Other Personal	-		(0.3)%	
Credit Cards	8.1%		(1.7)%	
Business (Including Small Business)	10.1%		3.2%	

Percentage Change <sup>(1)</sup>	YoY		QoQ	
Personal Deposits	7.7%		2.4%	
Business Deposits	11.9%		(1.2)%	

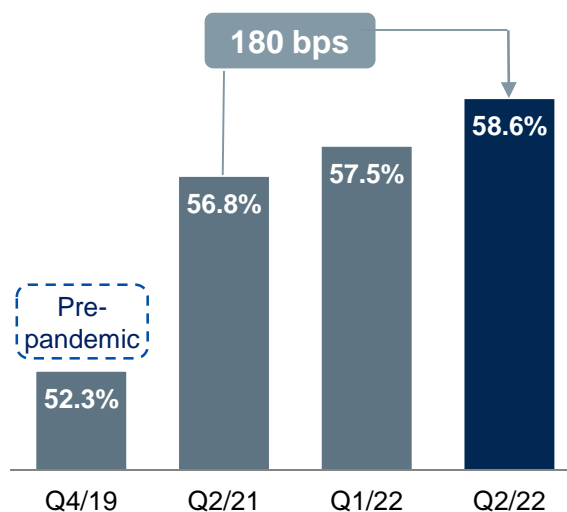
(1) Totals may not add and percentage change may not reflect actual change due to rounding. (2) Real estate secured lending (RESL) includes residential mortgages and HELOC. (3) Home Equity Line of Credit.

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

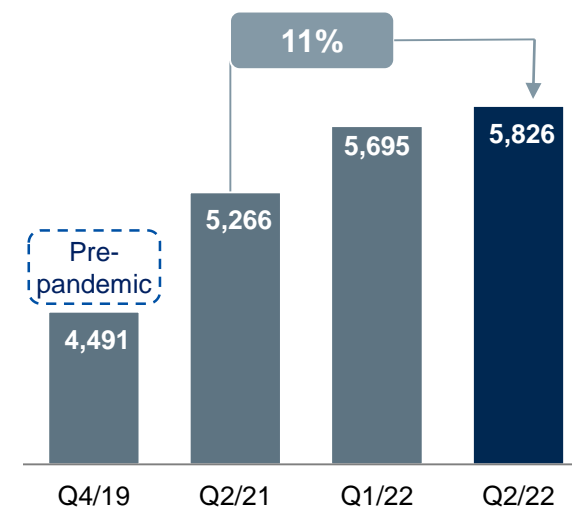
## Active Digital Users (000s)<sup>(1)</sup>



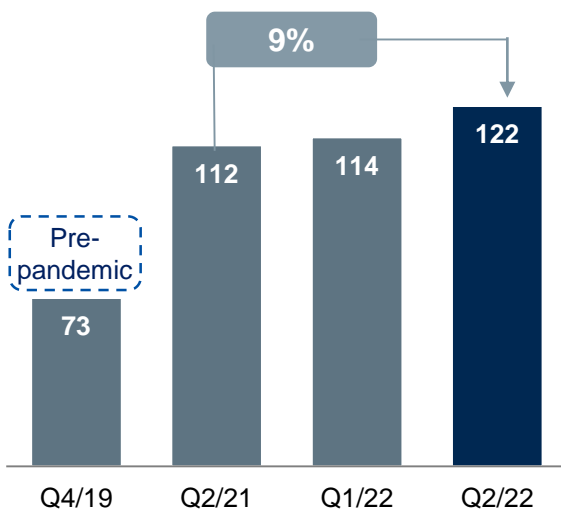
## Digital Adoption Rate<sup>(2)</sup>



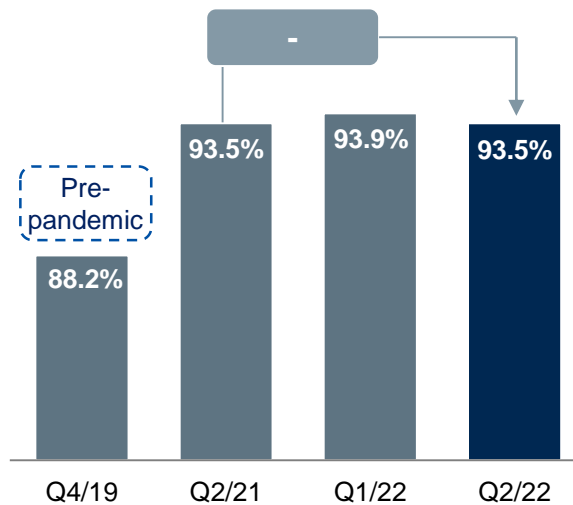
## Active Mobile Users (000s)<sup>(1)</sup>



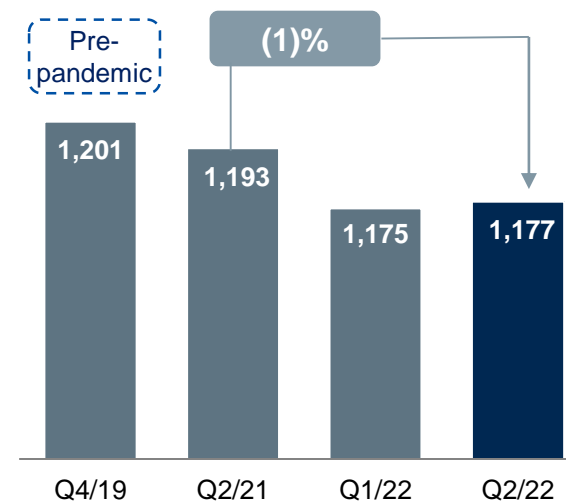
## Mobile Sessions (millions)<sup>(3)</sup>



## Self-Serve Transactions<sup>(4)</sup>



## Branches

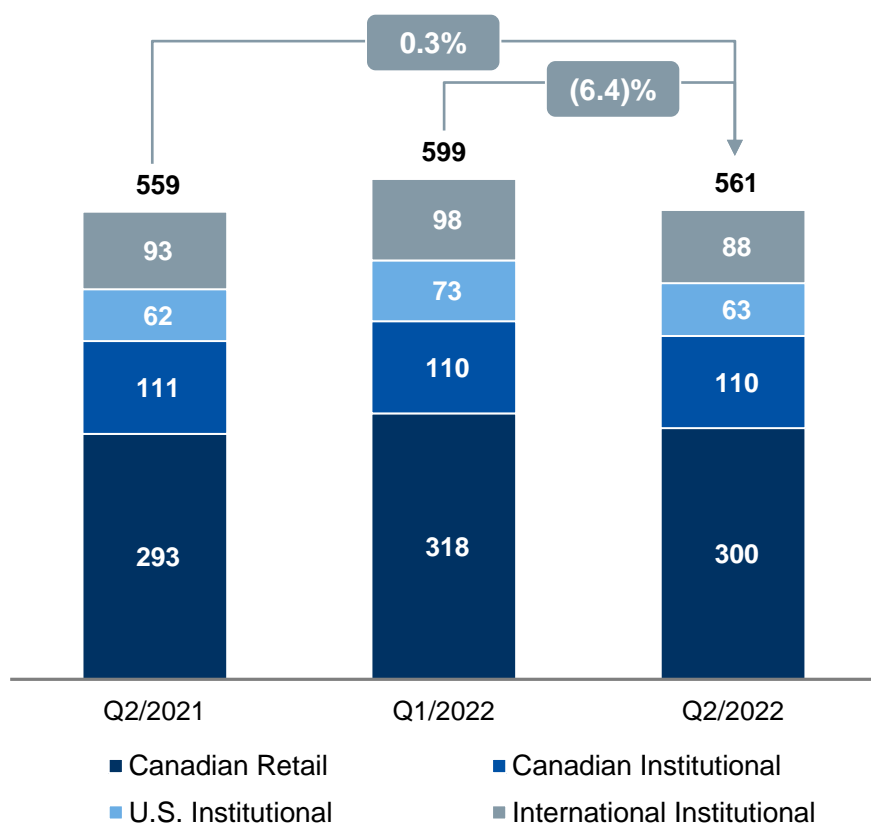


(1) These figures (in 000s) represent the 90-Day Active customers in Canadian Banking only and are spot values. (2) Digital Adoption rate calculated using 90-day active users. (3) These figures represent the total number of application logins using a mobile device. (4) Financial transactions only.

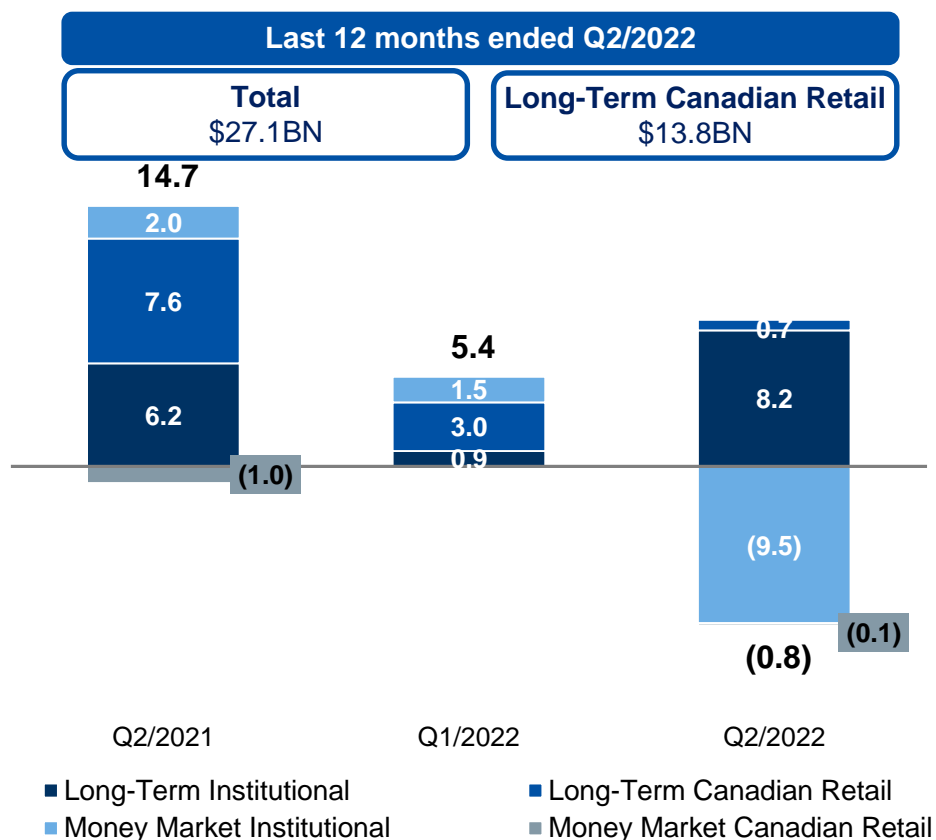


# Wealth Management: Strong long-term net sales at RBC GAM

## RBC Global Asset Management AUM<sup>(1)</sup> (\$ billions)



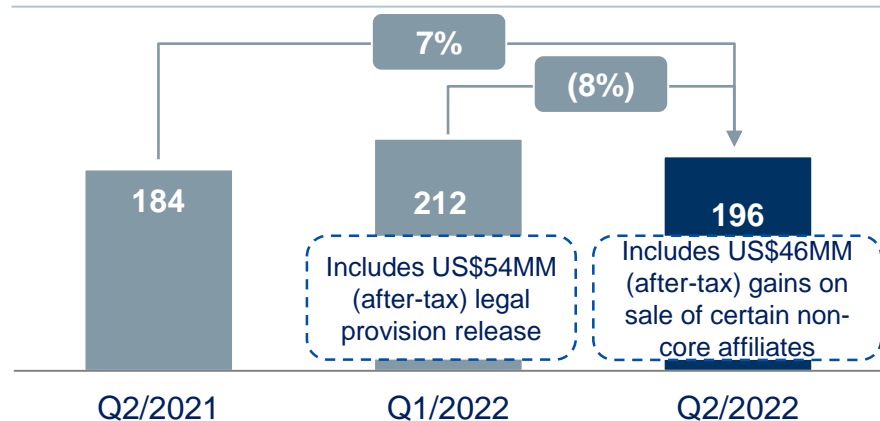
## RBC Global Asset Management Net Sales (\$ billions)



(1) Spot balances.

# U.S. Wealth Management (incl. CNB): Continued strong volume growth

## Net Income (US\$ millions)<sup>(1)</sup>



US\$ millions (unless otherwise stated) <sup>(2)</sup>	Q2/2022	YoY <sup>(1)</sup>	QoQ <sup>(1)</sup>
Revenue	1,399	12%	3%
Expenses	1,173	13%	6%
<b>Pre-Provision, Pre-Tax Earnings<sup>(3)</sup></b>	<b>226</b>	<b>6%</b>	<b>(12)%</b>
Adjusted Pre-Provision, Pre-Tax Earnings <sup>(3)(4)</sup>	261	4%	(11)%
Provision For Credit Losses	(24)	\$(22)	\$(18)
<b>Net Income</b>	<b>196</b>	<b>7%</b>	<b>(8)%</b>
Adjusted Net Income <sup>(4)</sup>	222	6%	(7)%
Assets Under Administration (AUA) \$BN	530	-	(6)%
Assets Under Management (AUM) \$BN <sup>(5)</sup>	162	(2)%	(10)%
<b>CNB Net Interest Income</b>	<b>474</b>	<b>10%</b>	<b>1%</b>
CNB NIM	2.19%	(10) bps	14 bps
CNB Average Wholesale Loans (\$BN)	36.9	-	2%
CNB Average Retail Loans (\$BN)	20.6	25%	5%
CNB Average Deposits (\$BN)	80.4	14%	(3)%
<b>CNB Net Income</b>	<b>146</b>	<b>27%</b>	-
CNB Adjusted Net Income <sup>(4)</sup>	172	22%	-

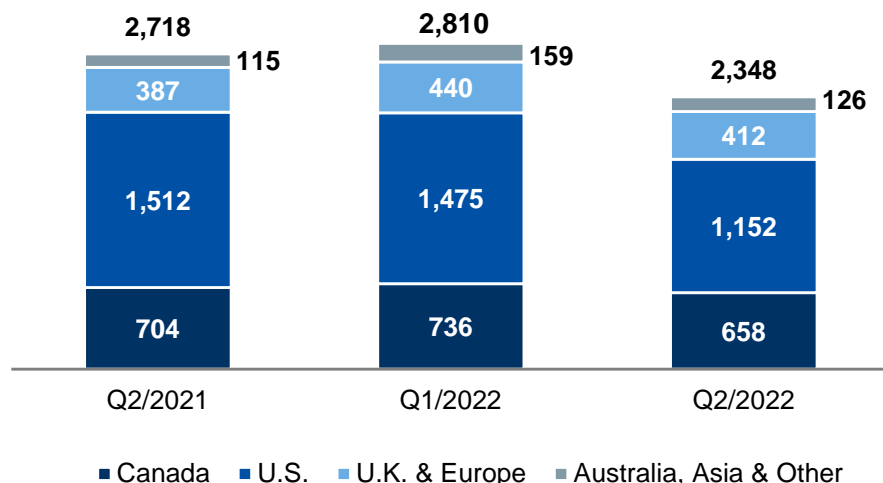
## Q2/2022 Highlights (US\$)

- **Net income up 7%YoY**
  - + Pre-provision, pre-tax earnings<sup>(3)</sup> up 6% YoY
- **Revenue up 12% YoY**
  - + Higher average fee-based client assets reflecting net sales and market appreciation
  - + US\$66MM (pre-tax) gains on the sale of certain non-core affiliates
  - + Net interest income at CNB up 10% YoY (see slide 28)
    - + CNB Wholesale loans flat YoY; excluding PPP loans, up 14% YoY<sup>(6)</sup>
    - + CNB Retail loans up 25% YoY, largely due to strong growth in residential mortgages
    - + CNB Deposits up 14% YoY
    - CNB NIM down 10 bps YoY, up 14 bps QoQ (see slide 28)
  - Lower transactional revenue, mainly driven by reduced client activity
- **Expenses up 13% YoY**
  - Higher variable compensation on higher revenue
  - Higher staff, technology-related and risk management costs to support underlying business growth
- **Lower PCL YoY (see slides 21 & 22)**

(1) See note 16 on slide 41. (2) All balance sheet figures (except for AUA and AUM) represent average balances. (3) This is a non-GAAP measure. See note 1 on slide 41 for more information. (4) This is a non-GAAP measure. See note 27 on slide 42 for more information. (5) Of the QoQ AUM decline of US\$19BN, US\$11BN is due to the sale of certain non-core affiliates. (6) This is a non-GAAP measure. See note 28 on slide 42 for more information.

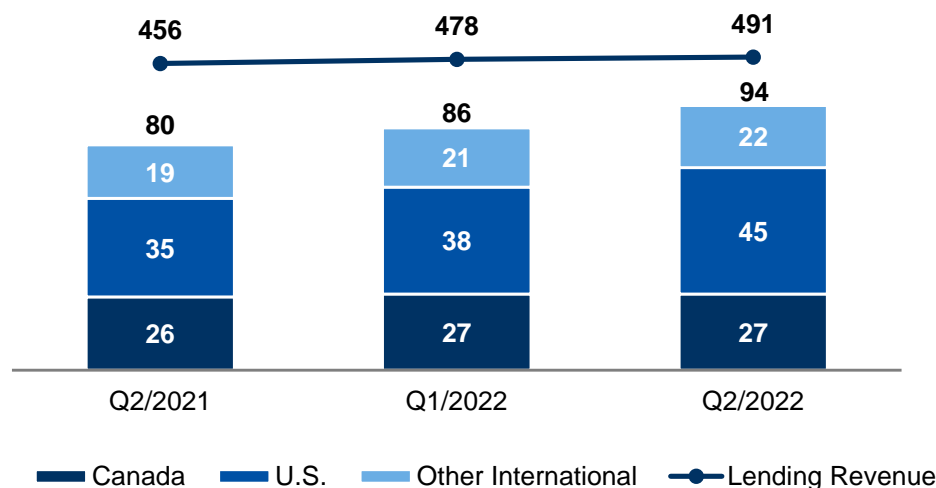
# Capital Markets: Revenue and loan breakdown by geography

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



- **Canada:** Down YoY, mainly driven by a decrease in equity and debt origination fees, as well as lending revenues; partially offset by higher commodities and fixed income trading
- **U.S.:** Down YoY, due to lower fixed income and equities trading, as well as softer equity and debt origination fees; partially offset by higher lending revenues
- **U.K. & Europe:** Up YoY, mainly due to higher M&A and Loan Syndication fees, as well as higher lending revenues
- **Australia, Asia & Other:** Up YoY, mainly driven by higher M&A activity, partially offset by lower equities trading

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



- We continue to deepen relationships with our clients, including financing to support their strategic objectives
- Diversification driven by strict limits on a single name basis, country, industry, and product levels across all businesses, portfolios, transactions, and products
- Record Lending revenues are underpinned by higher average loans outstanding, as well as favourable spreads
- Strong momentum in M&A activity continues to drive robust revenues in Loan Syndication
- Approximately 57% of our total Capital Markets exposure<sup>(2)</sup> is investment grade

<sup>(1)</sup> 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. <sup>(2)</sup> Total exposure represents exposure at default (EAD) which is the expected gross exposure upon the default of an obligor.

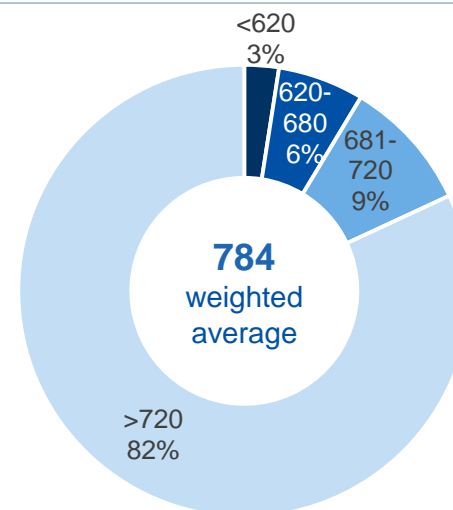
# Canadian Banking: Strong underlying credit quality

## Canadian Banking (CB) PCL on Impaired Loans and Gross Impaired Loans

	Q2/22 Avg Loan Balances (\$BN)	PCL on Impaired Loans (bps) <sup>(1)</sup>			Gross Impaired Loans (bps)			Avg FICO Score (Q2/22)
		Q2/21	Q1/22	Q2/22	Q2/21	Q1/22	Q2/22	
Residential Mortgages <sup>(2)</sup>	344.8	1	0	0	16	12	11	793
Personal Lending	75.0	37	31	29	28	22	22	781
Credit Cards	17.3	203	158	191	78 <sup>(3)</sup>	75 <sup>(3)</sup>	77 <sup>(3)</sup>	746
Small Business <sup>(4)</sup>	12.0	30	22	29	104	90	91	n.a.
Commercial <sup>(4)</sup>	87.9	18	23	0	69	56	49	n.a.
<b>Total</b>	<b>537.0</b>	<b>16</b>	<b>14</b>	<b>11</b>	<b>28</b>	<b>22</b>	<b>20</b>	<b>804 <sup>(6)</sup></b>

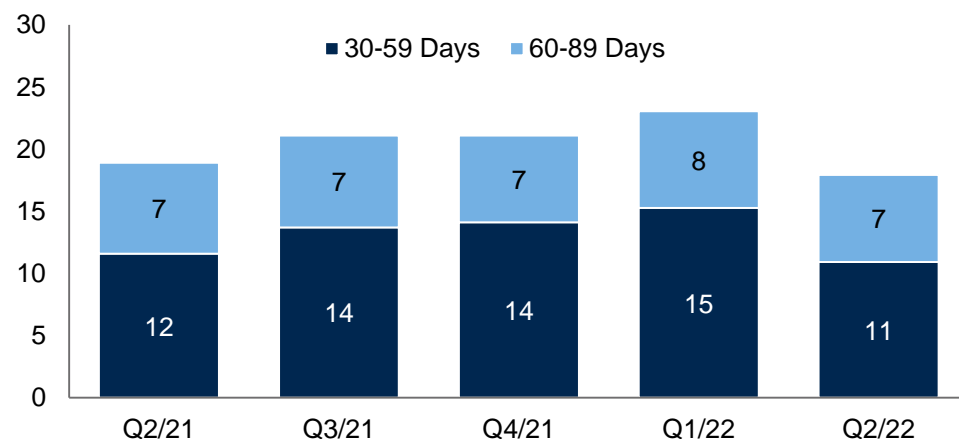
- PCL and GIL ratios were flat or lower QoQ for most portfolios, lower YoY for all portfolios, and remain below pre-pandemic levels and historical averages

## CB Retail FICO Score Distribution (Q2/22)

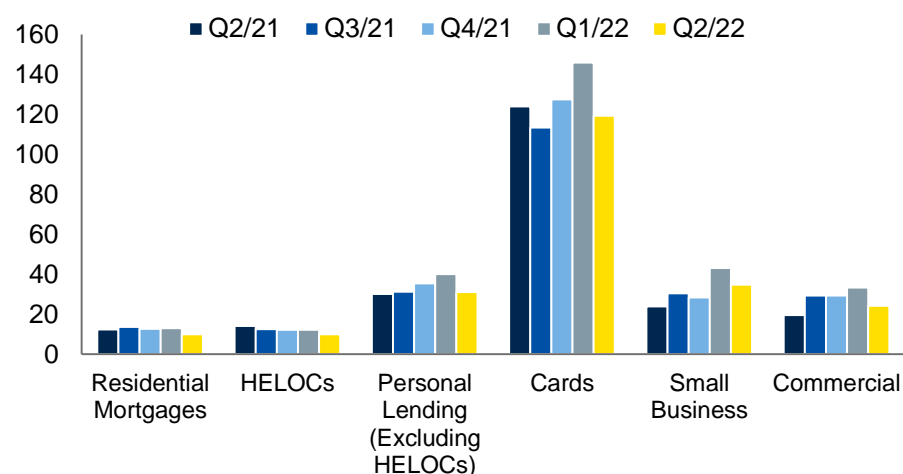


- Credit quality remains high with 2% of the portfolio with a FICO score below 620

## CB Delinquencies By Days Past Due (bps) <sup>(5)</sup>



## CB 30-89 Day Delinquencies by Product (bps) <sup>(5)</sup>



- Delinquencies were lower QoQ across all portfolios, and remain at or below pre-pandemic levels.

(1) See note 29 on slide 42. (2) Includes \$11BN of mortgages on multi-unit residential buildings originated in P&CB Business Banking. (3) Represents 90+ Days Past Due, as there are no GIL balances for Credit Cards. (4) In Q2/21, following capital treatment guideline change, ~\$5BN of exposure previously classified as Commercial was reclassified as Small Business exposure. (5) See note 30 on slide 42. (6) Average FICO is balance weighted for all retail products.

# Canadian residential portfolio: Strong underlying credit quality

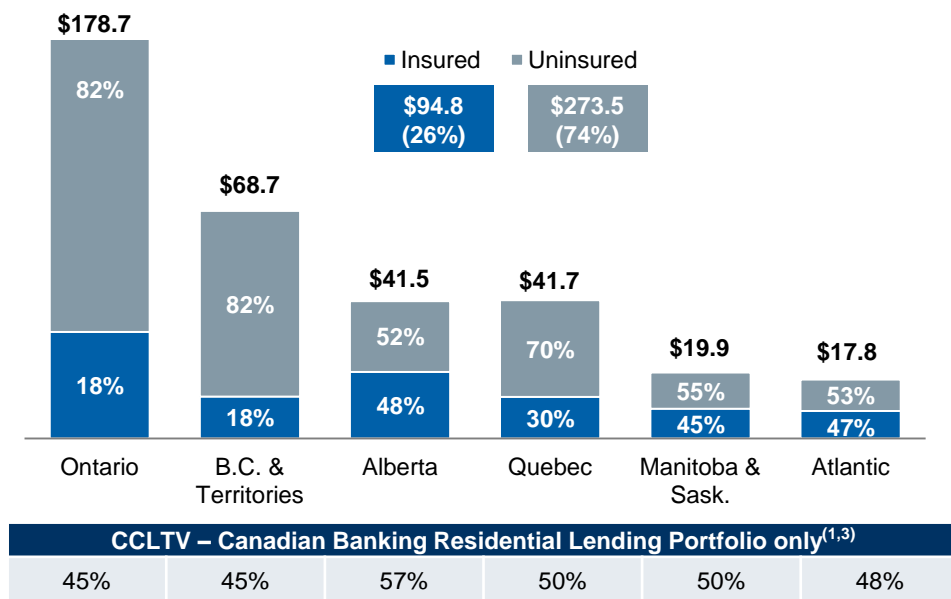
## Q2/2022 Highlights<sup>(1)</sup>

- Strong underlying quality of uninsured real estate secured lending (RESL) portfolio
  - 54% of uninsured portfolio have a FICO score >800
- GTA and GVA average FICO scores remain above the Canadian average
- 90-day impaired rate<sup>(4)</sup> of real estate secured lending (RESL) portfolio remains stable at low levels
- Condominium outstanding balance is 11.6% of residential lending portfolio, with 55% of the uninsured segment having a FICO score > 800

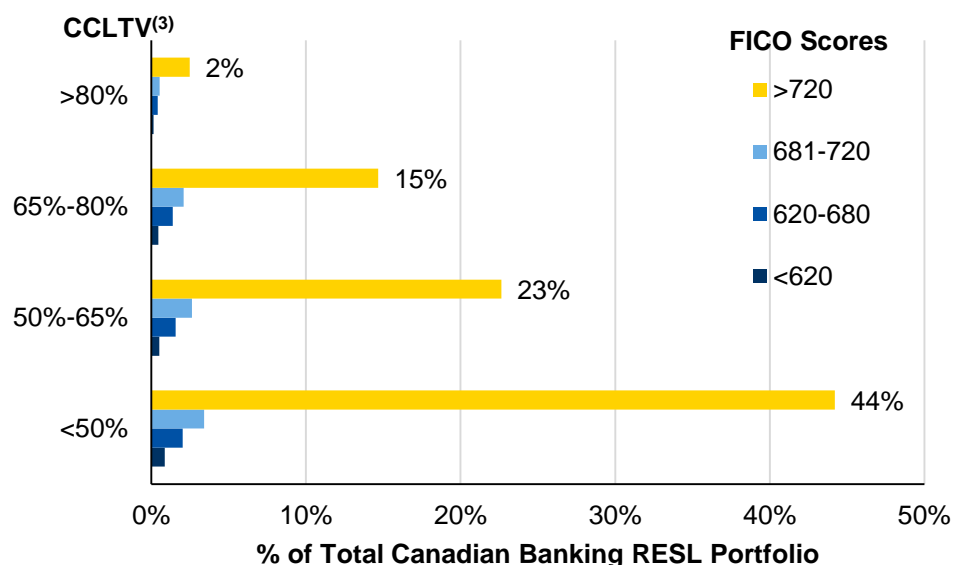
## Canadian Banking RESL Portfolio<sup>(1)</sup>

	Total \$373BN	Uninsured \$310BN
<b>Mortgage</b>	<b>\$337BN</b>	<b>\$274BN</b>
HELOC	\$36BN	\$36BN
<b>CCLTV<sup>(3)</sup></b>	<b>47%</b>	<b>46%</b>
GVA	44%	44%
GTA	45%	45%
<b>Average FICO Score</b>	<b>803</b>	<b>807</b>
<b>90+ Days Past Due<sup>(4)</sup></b>	<b>11 bps</b>	<b>8 bps</b>
GVA	6 bps	5 bps
GTA	4 bps	4 bps

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



## Canadian Banking RESL Portfolio<sup>(1)</sup>



(1) Real estate secured lending includes residential mortgages and HELOCs. See note 20 on slide 42. (2) See note 31 on slide 43. (3) Current Calculated Loan-To-Value (CCLTV). (4) The 90+ day past due rate includes all accounts that are either 90 days or more past due or are in impaired status.

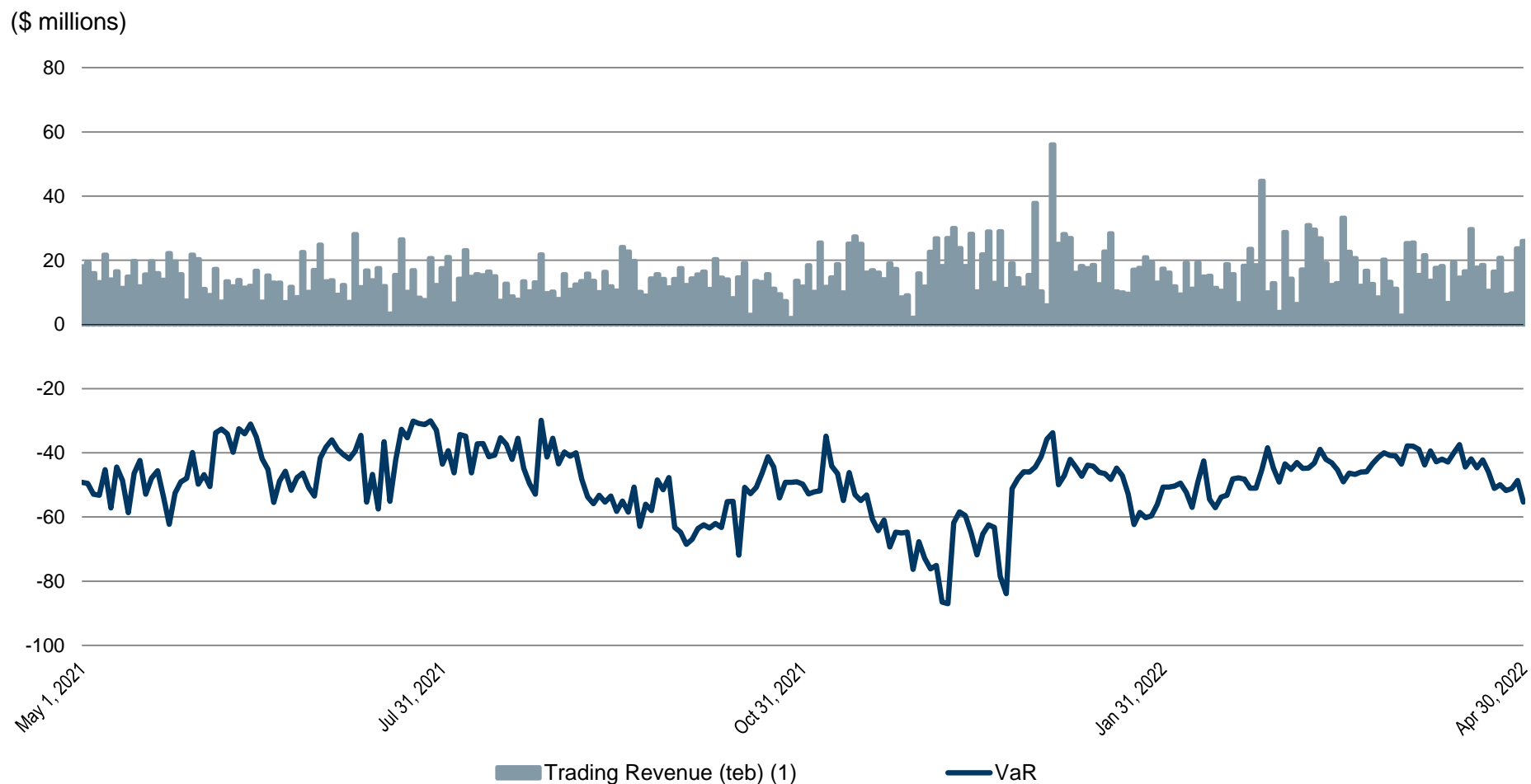
## Allowance for Credit Losses: Return to pre-pandemic levels

### Allocation of ACL by Product as a % of Loans & Acceptances

Product	Pre-Pandemic Q1/20	Q2/20	Q3/20	Peak Total ACL Ratio Q4/20	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22
Residential mortgages <sup>(1)</sup>	0.12%	0.15%	0.16%	0.15%	0.15%	0.14%	0.12%	0.11%	0.10%	0.10%
Other Retail	1.61%	2.19%	2.34%	2.34%	2.36%	2.20%	1.92%	1.73%	1.68%	1.51%
Personal	1.03%	1.39%	1.44%	1.42%	1.45%	1.41%	1.28%	1.15%	1.10%	0.98%
Credit cards	4.35%	6.58%	7.06%	7.07%	7.33%	6.84%	5.54%	4.91%	5.02%	4.26%
Small business <sup>(2)</sup>	1.19%	1.87%	1.92%	2.44%	2.48%	1.70%	1.55%	1.47%	1.50%	1.48%
Retail	0.52%	0.68%	0.72%	0.70%	0.68%	0.65%	0.56%	0.51%	0.49%	0.44%
Wholesale <sup>(1,2)</sup>	0.58%	1.15%	1.26%	1.33%	1.24%	1.14%	0.95%	0.83%	0.80%	0.61%
<b>Total ACL</b>	<b>0.53%</b>	<b>0.84%</b>	<b>0.89%</b>	<b>0.89%</b>	<b>0.85%</b>	<b>0.79%</b>	<b>0.67%</b>	<b>0.60%</b>	<b>0.58%</b>	<b>0.49%</b>

(1) See note 32 on slide 43. (2) In Q2/21, ~\$5BN of loans previously classified as Commercial was reclassified as Small Business loans.

# Market risk trading revenue and VaR



- Despite elevated market volatility during Q2/2022, there were no days with net trading losses
- Average VaR decreased from last quarter mainly due to the impact of the Q2/20 period of significant market volatility no longer being reflected in our two-year historical VaR period, partially offset by a reduced impact from diversification

(1) Includes loan underwriting commitments.

## Corporate Support: Market volatility leading to swings in U.S. WM WAP gains (losses)

	Q3/20	Q4/20	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22
U.S. WM WAP revenue gains/(losses)	156	7	168	134	51	41	(89)	(154)
U.S. WM WAP expense (gains)/losses	135	8	157	124	59	42	(71)	(122)
<b>Pre-Provision, Pre-Tax Earnings Impact <sup>(1)</sup></b>	<b>21</b>	<b>(1)</b>	<b>11</b>	<b>10</b>	<b>(8)</b>	<b>(1)</b>	<b>(18)</b>	<b>(32)</b>

### Associated market indicators driving gains (losses) value of economic hedges:

#### QoQ Price Change

RY Shares (NYSE)	12.2%	1.3%	15.5%	18.0%	6.0%	2.8%	9.6%	(11.4)%
S&P 500 Index	12.3%	- %	13.6%	12.6%	5.1%	4.8%	(2.0)%	(8.5)%

- **Wealth Accumulation Plan (WAP) revenue** includes gains (losses) on economic hedges of our U.S. Wealth Management (including City National) share-based compensation plans
- **Wealth Accumulation Plan (WAP) expense** is a share-based compensation expense that includes related variability driven by changes in the fair value of liabilities relating to these plans

*(1) This is a non-GAAP measure. See note 1 on slide 41 for more information*



## Items impacting results

2022 (\$ millions, except for EPS)	Segments	Before-Tax	After-Tax	Diluted EPS
<b>Q2/2022</b>				
Gains on the sale of certain non-core affiliates	Wealth Management	\$84	\$58	\$0.04
<b>Q1/2022</b>				
Partial release of legal provision taken in U.S. Wealth Management (including City National) in Q4/21	Wealth Management	\$80	\$69	\$0.05
<b>2021 (\$ millions, except for EPS)</b>				
<b>Q4/2021</b>				
Legal provision in U.S. Wealth Management (including City National)	Wealth Management	\$(116)	\$(96)	\$(0.07)

## Additional Notes (slides 3 to 13)

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### Slide 3

1. Pre-provision, pre-tax earnings is calculated as income before income taxes and PCL. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
2. Adjusted for (i) after-tax effect of amortization of other intangibles (Q2/22: \$46MM; Q1/22: \$47MM; Q2/21: \$46MM) and (ii) dilutive impact of exchangeable shares (Q2/22: \$nil; Q1/22: \$nil; Q2/21: \$nil). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
3. Revenue net of Insurance fair value change of investments backing policyholder liabilities (Q2/22: \$(1,133)MM; Q2/21: \$(568)MM). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
4. Non-interest expense YoY growth excluding variable and share-based compensation. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
5. PCL on loans ratio is calculated using PCL on loans as a percentage of average net loans and acceptances.
6. Return on average Tangible Common Shareholders' Equity (ROTCE) does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. ROTCE is calculated as net income available to shareholders excluding the after-tax impact of amortization and write down of other intangibles (excluding software) and goodwill divided by average tangible common equity. ROTCE is based on actual balances of average tangible common equity before rounding. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
7. Tangible book value per share is calculated as common equity excluding goodwill and other intangibles (excluding software) net of deferred tax on a spot basis divided by total outstanding shares. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.

### Slide 9

8. Revenue and non-interest income net of Insurance fair value change of investments backing policyholder liabilities (Q2/22: \$(1,133)MM; Q1/22: \$(430)MM; Q2/21: \$(568)MM). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
9. Revenue and non-interest income net of U.S. wealth accumulation plans (WAP) gains/(losses), which was \$(154)MM in Q2/22, \$(89)MM in Q1/22 and \$134MM in Q2/21. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
10. Effective tax rate adjusted for TEB (Q2/22: \$145MM, Q1/22: \$142MM, Q2/21: \$135MM). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
11. Net interest income (ex-trading) is calculated as net interest income less trading net interest income.
12. Compensation expense is calculated as the sum of salaries, variable compensation, benefits and retention compensation, and share-based compensation.
13. Non-compensation expense is calculated as total non-interest expense less salaries, variable compensation, benefits and retention compensation, and share-based compensation.

### Slide 11

14. NIM (ex-Trading Assets, Trading net interest income and Insurance Assets) on total average assets is calculated as net interest income ex trading divided by total average assets less trading assets and insurance assets.

### Slide 13

15. 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, Donations, Outsourced item processing, Impairment of other intangibles, Impairment of investments in joint ventures and associates and Other.
16. Effective Q4 2021, gains (losses) on economic hedges of our U.S. share-based compensation plans, which are reflected in revenue, and related variability in share-based compensation expense driven by changes in the fair value of liabilities relating to our U.S. share-based compensation plans have been reclassified from our Wealth Management segment to Corporate Support. Comparative amounts have been reclassified to conform with this presentation.
17. Variable & share-based comp YoY growth includes changes in U.S. Wealth Management wealth accumulation plans (WAP Q2/22: \$(122)MM; Q2/21: \$124MM). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
18. Corporate Support (ex-U.S. WM WAP) excludes impact of U.S. Wealth Management wealth accumulation plans (WAP Q2/22: \$(122)MM; Q2/21: \$124MM). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.

## Additional Notes (slides 20 to 35)

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### Slide 20

19. 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

20. Based on \$337BN in residential mortgages with non-commercial clients and \$36BN in HELOC in Canadian Banking. Based on spot balances. Totals may not add due to rounding. Weighted by mortgage balances and adjusted for property values based on the Teranet – National Bank National Composite House Price Index.

### Slide 26

21. Assets managed by RBC Global Asset Management that are beneficially owned by clients, as of October 31. All RBC GAM investment teams integrate material ESG factors as part of the investment approach and follow RBC GAM's approach to responsible investment. This figure includes investments in derivatives, cash, and money market instruments. Due to the nature of these instruments, ESG factors are less likely to impact the value of an investment compared to investments in asset classes like equities and fixed income. Where a material ESG risk or opportunity is identified, it is considered in the investment decision. This figure also includes funds that track an index. For funds where the investment manager does not exercise discretion, such as funds that track an index, there may be less opportunity to integrate ESG considerations as part of the investment process. This figure also includes externally subadvised assets under management. The level of ESG integration is assessed during the selection process of all new external subadvisors and the ESG integration approaches of existing external sub-advisors are monitored. However, these sub-advisors do not follow RBC GAM's approach to responsible investment. For further definitions, please refer to [rbcgam.com/cgri](http://rbcgam.com/cgri).
22. Includes FTSE4Good, MSCI, and S&P Global's Corporate Sustainability Assessment.

### Slide 27

23. Loan yield is calculated as interest income on loans as a percentage of average total net loans. Total earning asset yield is calculated as interest income on assets as a percentage of average total earning assets. Securities yield is calculated as interest and dividend income on securities as a percentage of average securities, net of applicable allowance. Repo & securities lending yield is calculated as interest and dividend income on repo & securities lending as a percentage of average repo & securities lending balances, net of applicable allowance. These metrics do not have a standardized meaning and may not be comparable to similar measures disclosed by other financial institutions. For more information, see slide 50.
24. Total deposit costs is calculated as interest expense on deposits and other as a percentage of average deposits. Term-deposit costs is calculated as interest expense on term-deposits as a percentage of average term-deposits. Personal chequing & savings deposit costs is calculated as interest expense on personal chequing & savings deposits as a percentage of average personal chequing & savings deposits. Interest cost on repos is calculated as interest expense on repos as a percentage of average repo liabilities. These metrics do not have a standardized meaning and may not be comparable to similar measures disclosed by other financial institutions. For more information, see slide 50.

### Slide 29

25. Comprised of Net gain on investment securities, Share of profit (loss) in joint ventures and associates and Other, including U.S. WM WAP gains/(losses).
26. Corporate Support (ex-U.S. WM WAP) excludes impact of U.S. Wealth Management wealth accumulation plans (WAP Q2/22: \$(154)MM; Q1/22: \$(89)MM Q2/21: \$134MM). This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.

### Slide 33

27. Adjusted net income and adjusted pre-provision, pre-tax earnings for every quarter excludes CNB's amortization of intangibles, which were US\$26MM/C\$33MM after-tax (US\$35MM/C\$45MM before-tax) in Q2/2022, US\$26MM/C\$33MM after-tax (US\$36MM/C\$45MM before-tax) in Q1/2022, and US\$26MM/C\$33MM after-tax (US\$36MM/C\$45MM before-tax) in Q2/2021. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.
28. Excludes PPP loans. This is a non-GAAP measure. For reconciliation, see slide 46-49. For more information, see slide 50.

### Slide 35

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

## Additional Notes (slides 36 to 37)

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### Slide 36

31. Canadian residential mortgage portfolio of \$368BN comprised of \$337BN of residential mortgages in Canadian Banking, \$3BN in other Canadian business platforms, \$11BN of mortgages with commercial clients (\$8BN insured) and \$17BN of residential mortgages in Capital Markets held for securitization purposes (all insured).

### Slide 37

32. Items not subject to impairment are loans held at FVTPL: Residential mortgages (Q2/22: \$298MM; Q1/22: \$240MM, Q4/21: \$241MM, Q3/21: \$252MM, Q2/21: \$243MM, Q1/21: \$255MM, Q4/20: \$253MM, Q3/20: \$256MM, Q2/20: \$405MM, Q1/20: \$534MM); Wholesale (Q2/22:\$11.4BN, Q1/22:\$13.2BN, Q4/21:\$11.2BN, Q3/21: \$10.6BN, Q2/21: \$8.6BN, Q1/21: \$10.4BN, Q4/20: \$8.6BN, Q3/20: \$8.3BN, Q2/20: \$10.1BN, Q1/20: \$10.7BN).

# Glossary (1/2)

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## **Assets under administration (AUA):**

- Assets administered by us, which are beneficially owned by clients. Services provided in respect of assets under administration are of an administrative nature, including safekeeping, collecting investment income, settling purchase and sale transactions, and record keeping.

## **Assets under management (AUM):**

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

## **Average balances (assets, loans and acceptances, deposits, risk capital etc.):**

- Calculated using methods intended to approximate the average of the daily balances for the period, as applicable.

## **Average earning assets, net:**

- Average earning assets include interest-bearing deposits with other banks, securities, net of applicable allowance, assets purchased under reverse repurchase agreements and securities borrowed, loans, net of allowance, cash collateral and margin deposits. Insurance assets, and all other assets not specified are excluded. The averages are based on the daily balances for the period.

## **Book value per share (BVPS):**

- Calculated as common equity divided by the number of common shares outstanding at the end of the period.

## **Common equity tier 1 (CET1) ratio:**

- A risk-based capital measure calculated as CET1 capital divided by risk-weighted assets. CET1 capital is a regulatory Basel III capital measure comprised mainly of common shareholders' equity less regulatory deductions and adjustments for goodwill and intangibles, defined benefit pension fund assets, shortfall in allowances and other specified items.

## **Dividend payout ratio:**

- Common dividends as a percentage of net income available to common shareholders.

## **Efficiency ratio:**

- Non-interest expense divided by total revenue.

## **Leverage ratio:**

- A Basel III regulatory measure, the ratio divides Tier 1 capital by the sum of total assets plus specified off-balance sheet items. Tier 1 capital comprises predominantly of CET1 capital, with additional Tier 1 items such as preferred shares, limited recourse capital notes and non-controlling interests in subsidiaries Tier 1 instruments.

## Glossary (2/2)

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### **Liquidity coverage ratio (LCR):**

- The Liquidity Coverage Ratio is a Basel III metric that measures the sufficiency of HQLA available to meet net short-term financial obligations over a thirty day period in an acute stress scenario.

### **Net interest margin (NIM) (average earning assets, net):**

- Calculated as net interest income divided by average earning assets, net.

### **Net yield:**

- Net yield is calculated as total repo revenue as a percentage of average reverse repo balances.

### **Operating leverage:**

- The difference between our revenue growth rate and non-interest expense growth rate.

### **Reported diluted earnings per share (EPS):**

- Calculated as net income available to common shareholders divided by the average number of shares outstanding adjusted for the dilutive effects of stock options and other convertible securities.

### **Return on common equity (ROE):**

- Net income available to common shareholders, expressed as a percentage of average common equity.

### **Risk-weighted assets (RWA) :**

- Assets adjusted by a regulatory risk-weight factor to reflect the riskiness of on and off balance sheet exposures. Certain assets are not risk-weighted, but deducted from capital. The calculation is defined by guidelines issued by OSFI.

### **Total payout ratio**

- Total shareholder distributions (common dividends + share repurchases) as a percentage of net income available to common shareholders.

### **Total shareholder distribution**

- Calculated as the total dollar value of common dividends plus total shares repurchased.

### **Trading net interest income (Trading NII):**

- Trading net interest income reflects net interest income arising from trading-related positions, including assets and liabilities that are classified or designated at fair value through profit or loss (FVTPL).

## Reconciliation for non-GAAP financial measures (1/4)

<b>Calculation of ROTCE</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
Net income available to common shareholders	3,938	4,039	4,182
Add: After-tax effect of amortization of other intangibles	46	47	46
Net income available to common shareholders excluding the after-tax effect of amortization of other intangibles	3,984	4,086	4,228
Average common equity	83,450	92,450	93,300
Less: Goodwill and Intangibles net of tax	11,950	11,800	11,750
Tangible common equity	71,500	80,650	81,550
ROTCE	22.9%	20.1%	21.3%

<b>Calculation of Tangible Book Value Per Share</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
Tangible common equity - end of period	73,804	82,687	85,299
Common shares outstanding (000s) - end of period	1,424,727	1,416,020	1,401,800
Tangible Book Value Per Share	\$ 51.80	\$ 58.39	\$ 60.85

<b>Calculation of adjusted diluted EPS</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
Net income available to common shareholders	3,938	4,039	4,182
Adjustments			
Add: After-tax effect of amortization of other intangibles	46	47	46
Net income available to common shareholders excluding the after-tax effect of amortization of other intangibles	3,984	4,086	4,228
Add: Dilutive impact of exchangeable shares	-	-	-
Net income available to common shareholders including dilutive impact of exchangeable shares	3,984	4,086	4,228
Common shares outstanding (000s) - average (diluted)	1,427,107	1,424,602	1,412,552
Adjusted diluted EPS	\$ 2.79	\$ 2.87	\$ 2.99

## Reconciliation for non-GAAP financial measures (2/4)

<b>Calculation of Effective Tax Rate (teb)</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
<u>Income Taxes (teb)</u>			
Income Taxes	1,171	1,289	1,055
Taxable equivalent basis (teb) adjustment	135	142	145
Income Taxes (teb)	1,306	1,431	1,200
<u>Net Income before taxes (teb)</u>			
Net Income before taxes	5,186	5,384	5,308
Taxable equivalent basis (teb) adjustment	135	142	145
Net Income before taxes (teb)	5,321	5,526	5,453
Effective tax rate	22.6%	23.9%	19.9%
Effective tax rate (teb)	24.5%	25.9%	22.0%

<b>Calculation of Corp. Support Non-Interest Income Excl. U.S. WM WAP</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
CS Non-Interest Income	148	(39)	(188)
Less: U.S. WM WAP	134	(89)	(154)
CS Non-Interest Income Excl. U.S. WM WAP	14	50	(34)

<b>Calculation of NIE excl. VC &amp; SBC</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
Expenses	6,379	6,580	6,434
Less: Variable compensation	1,874	1,941	1,754
Less: Share-based compensation	134	47	17
NIE excl. VC & SBC	4,371	4,592	4,663

<b>Calculation of Revenue Net of Insurance FV Change</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
<u>All-Bank</u>			
Revenue	11,618	13,066	11,220
Less: Insurance FV Change	(568)	(430)	(1,133)
Revenue Net of Insurance FV Change	12,186	13,496	12,353
<u>Insurance</u>			
Revenue	536	1,399	234
Less: Insurance FV Change	(568)	(430)	(1,133)
Revenue Net of Insurance FV Change	1,104	1,829	1,367

<b>Calculation of Corp. Support Non-Interest Expense Excl. U.S. WM WAP</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
CS Non-Interest Expense	110	(62)	(118)
Less: U.S. WM WAP	124	(71)	(122)
CS Non-Interest Expense Excl. U.S. WM WAP	(14)	9	4

<b>Calculation of Non-Interest Income net of FV chg. &amp; Excl. U.S. WM WAP</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
Non-Interest Income	6,764	7,795	5,946
Less: Insurance FV Change	(568)	(430)	(1,133)
Non-Interest Income net of FV chg.	7,332	8,225	7,079
Less: U.S. WM WAP	134	(89)	(154)
Non-Interest Income net of FV chg. & Excl. WAP	7,198	8,314	7,233



## Reconciliation for non-GAAP financial measures (3/4)

Calculation of PPPT			
\$ millions (unless otherwise stated)	Q2/21	Q1/22	Q2/22
<u>All-Bank</u>			
Net income	4,015	4,095	4,253
Income taxes	1,171	1,289	1,055
Provision for credit losses	(96)	105	(342)
PPPT	5,090	5,489	4,966
<u>Canadian Banking</u>			
Net income	1,872	1,914	2,140
Income taxes	664	673	752
Provision for credit losses	35	135	(230)
PPPT	2,571	2,722	2,662
<u>Wealth Management<sup>(1)</sup></u>			
Net income	683	795	750
Income taxes	208	249	241
Provision for credit losses	(2)	(12)	(30)
PPPT	889	1,032	961
<u>Insurance</u>			
Net income	187	197	206
Income taxes	60	58	63
Provision for credit losses	-	-	-
PPPT	247	255	269
<u>Investor &amp; Treasury Services</u>			
Net income	120	118	121
Income taxes	41	49	32
Provision for credit losses	(2)	-	-
PPPT	159	167	153
<u>Capital Markets</u>			
Net income	1,071	1,030	795
Income taxes	306	320	240
Provision for credit losses	(127)	(12)	(37)
PPPT	1,250	1,338	998

Calculation of PPPT			
\$ millions (unless otherwise stated)	Q2/21	Q1/22	Q2/22
<u>U.S. Wealth Management (incl. City National) (US\$)<sup>(1)</sup></u>			
Net income	184	212	196
Income taxes	32	51	54
Provision for credit losses	(2)	(6)	(24)
PPPT	214	257	226

Calculation of Wholesale Loans excl. PPP Loans			
\$ Billions	Q2/21	Q1/22	Q2/22
<u>CNB (US\$)</u>			
Average Wholesale Loans	37.0	36.3	36.9
Less: PPP Loans	5.3	1.6	0.8
Wholesale Loans excl. PPP Loans	31.7	34.7	36.1

(1) See note 16 on slide 41.

## Reconciliation for non-GAAP financial measures (4/4)

<b>Calculation of Adjusted PPPT</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
<u>U.S. Wealth Management (incl. City National) (US\$)<sup>(1)</sup></u>			
PPPT	214	257	226
Add: CNB's amortization of intangibles	36	36	35
Adjusted PPPT	250	293	261

<b>Calculation of Adjusted Net Income</b>			
<b>\$ millions (unless otherwise stated)</b>	<b>Q2/21</b>	<b>Q1/22</b>	<b>Q2/22</b>
<u>U.S. Wealth Management (incl. City National) (US\$)<sup>(1)</sup></u>			
Net Income	184	212	196
Add: CNB's amortization of intangibles	26	26	26
Adjusted Net Income	210	238	222
<u>City National (US\$)<sup>(1)</sup></u>			
Net Income	115	146	146
Add: CNB's amortization of intangibles	26	26	26
Adjusted Net Income	141	172	172

(1) See note 16 on slide 41.

## Note to users

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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:

- EPS excluding the dilutive impact of exchangeable shares enhances comparability as some institutions do not utilize such structures.
- Measures which exclude the impact of the amortization or impairment of intangibles (excluding software) and goodwill enhances comparability as transaction specific intangible assets and/or goodwill can differ widely between organizations and impairments can give rise to volatility in a particular period.
- Measures which exclude insurance fair value change of investments backing policy holder liabilities, U.S. WM WAP gains/(losses), trading net interest income, impact of FX and variable and share-based compensation enhance comparability as these excluded items can lead to volatility that could obscure trends in underlying business performance and reduce comparability with prior periods.
- Pre-provision, pre-tax earnings is used to assess our ability to generate sustained earnings growth outside of credit losses, which are impacted by the cyclical nature of the credit cycle.
- TEB adjusted amounts are useful to illustrate the impact of tax-advantaged revenue sources in our Capital Markets business on our effective tax rate.

Readers are cautioned that key performance measures, such as ROE and non-GAAP measures, including ROTCE, adjusted earnings per share, pre-provision, pre-tax earnings, adjusted pre-provision and pre-tax earnings, revenue and non-interest income net of insurance fair value change of investments backing policy holder liabilities, non-interest expense excluding variable and share-based compensation, tangible book value per share, revenue and non-interest income net of U.S. WM WAP gains/losses, TEB adjusted measures, loan yields, total deposit costs, and revenue, expenses, non-interest income and non-interest expense excluding various 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 key performance and non-GAAP measures can be found under the “Key performance and non-GAAP measures” sections of our Q2/2022 Report to Shareholders and 2021 Annual Report.

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