

# Royal Bank of Canada Investor Presentation

Q3/2023

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. Totals may not add and percentage changes may not reflect actual changes due to rounding. For an explanation of defined terms used in this presentation, refer to the Glossary on slides 57-58. Our Q3 2023 Report to Shareholders and Supplementary Financial Information are available on our website at: <http://www.rbc.com/investorrelations>.



## Caution regarding forward-looking statements

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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 reports to shareholders, and in other communications. Forward-looking statements in this presentation include, but are not limited to, statements relating to our financial performance objectives, vision and strategic goals, expected cost containment measures, as well as the economic, market, and regulatory review and outlook for Canadian, U.S. and European economies. 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”, “commit”, “target”, “objective”, “plan” and “project” and similar expressions of future or conditional verbs such as “will”, “may”, “might”, “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, that our financial performance, environmental & social or other objectives, vision and strategic goals will not be achieved, and that our actual results may differ materially from such predictions, forecasts, projections, expectations or conclusions.

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, model, legal and regulatory environment, systemic risks, and other risks discussed in the risk sections of our annual report for the fiscal year ended October 31, 2022 (the 2022 Annual Report) and the Risk management section of our Q3 2023 Report to Shareholders; including business and economic conditions in the geographic regions in which we operate, Canadian housing and household indebtedness, information technology and cyber risks, geopolitical uncertainty, environmental and social risk (including climate change), digital disruption and innovation, privacy, data and third party related risks, regulatory changes, culture and conduct risks, 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. Additional factors that could cause actual results to differ materially from the expectations in such forward-looking statements can be found in the risk section of our 2022 Annual Report and the Risk management section of our Q3 2023 Report to Shareholders.

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 2022 Annual Report, as updated by the Economic, market and regulatory review and outlook section of our Q3 2023 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 of our 2022 Annual Report and the Risk management section of our Q3 2023 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.

# About RBC



# The RBC story

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## ➤ Diversified business model with scale and market-leading franchises

- Well-diversified across businesses, geographies and client segments
- Able to capitalize on opportunities created by changing market dynamics and economic conditions
- A full suite of products, advice and services to meet our clients' financial needs and build deep, long-term relationships

## ➤ Leading presence in Canada and an established multi-platform U.S. strategy

- #1 or #2 market share in all key product categories in Canadian Banking with superior cross-sell ability
- Most branches and one of the largest mobile sales networks across Canada
- 9<sup>th</sup> largest global investment bank <sup>(1)</sup>, #1 in Canada and #1 Canadian investment bank in the U.S.<sup>(2)</sup>
- Largest retail mutual fund company in Canada based on assets under management (AUM)
- 6<sup>th</sup> largest full-service wealth advisory firm in the U.S. as measured by assets under administration (AUA)
- #1 High Net Worth and Ultra High Net Worth market share in Canada
- City National is a premier U.S. private and commercial bank
- Largest Canadian bank-owned insurance organization<sup>(3)</sup>

## ➤ Differentiated tech and innovation investments that go beyond banking

- Long history of innovation and proven ability to adapt to industry trends; ongoing investments in technology to deliver exceptional experiences and differentiated value for clients
- Focused on simplifying, digitizing and personalizing our products to make it easier for clients and employees to do business, and to lower costs
- RBCx™ supports 4,000 tech and innovation clients and in-house ventures like Mydoh™ (used by 100,000+ Canadians), Ownr® (trusted by 100,000+ Canadian businesses) and Dr. Bill® (serving 13,000+ physicians)

## ➤ Premium ROE and disciplined expense management

- Track record of earnings and dividend growth while maintaining a disciplined approach to risk and cost management
- 16%+ ROE<sup>(4)</sup> medium-term objective

## ➤ Strong balance sheet and prudent risk management

- Strong capital position and a high-quality liquid balance sheet; 40-50% dividend payout ratio<sup>(5)</sup> medium-term objective
- Credit ratings amongst the highest globally
- A disciplined approach and diversification have underpinned credit quality
- Leading Canadian core deposit franchise that serves as a stable source of funding

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(1) Dealogic, based on global investment banking fees LTM Q3/23. (2) Based on market share (fiscal 2022), Dealogic. (3) Based on FY22 Total Insurance Revenue. (4) Return on Equity (ROE) is calculated as net income available to common shareholders divided by average common equity for the period. For further information refer to slide 60. (5) Dividend payout ratio is calculated as common dividends as a percentage of net income available to common shareholders.

# Market leader with a focused strategy for growth

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## Largest in Canada<sup>(1)</sup>

A market leader across all key businesses

## Top 15 Globally<sup>(1)</sup>

One of the 15 largest global banks by market capitalization with operations in 29 countries

## 17 Million Clients

Served by 97,000+ employees worldwide

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## Purpose

Help clients thrive and communities prosper

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## Vision

To be among the world's most trusted and successful financial institutions

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## Strategic Goals



**In Canada:** To be the undisputed leader in financial services



**In the United States:** To be the preferred partner to corporate, institutional and high net worth clients and their businesses



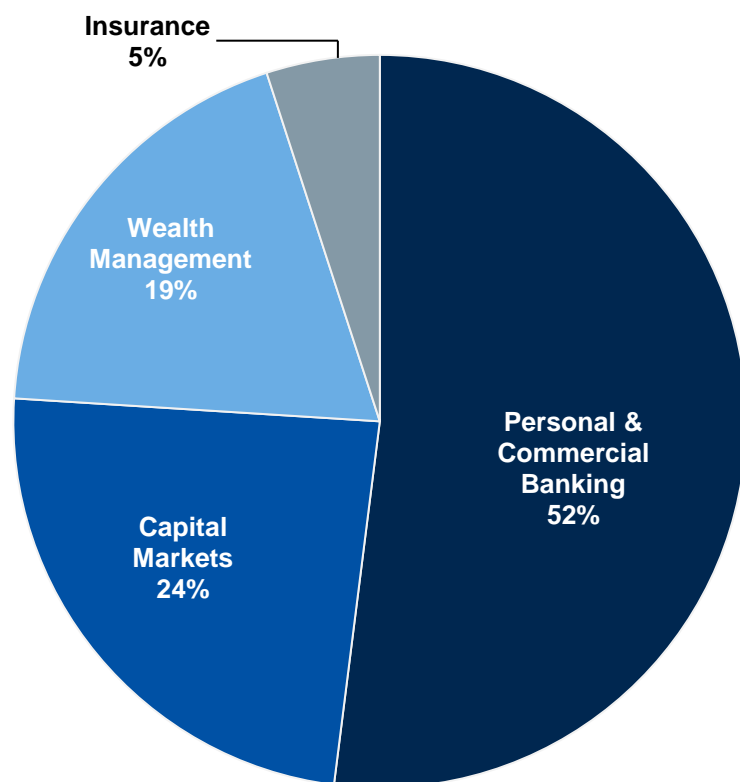
**In Select Global Financial Centres:** To be a leading financial services partner valued for our expertise

(1) Based on market capitalization as at July 31, 2023.

# Diversified business and geographic model with client-leading franchises

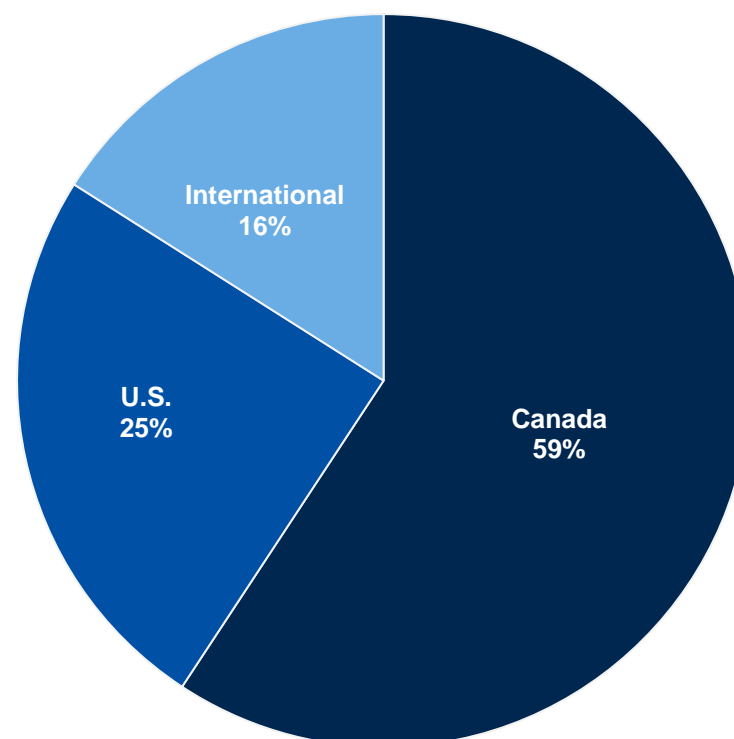
## Earnings by Business Segment<sup>(1)(2)</sup>

Last 12 months ended July 31, 2023



## Revenue by Geography

Last 12 months ended July 31, 2023



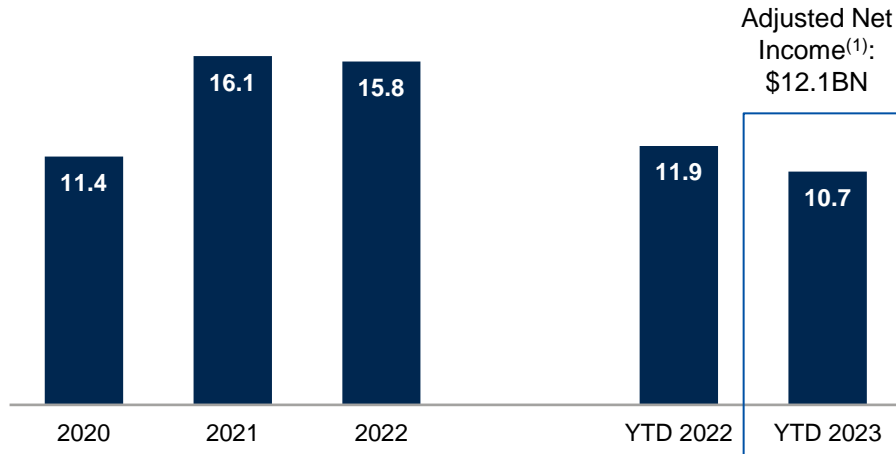
*(1) Amounts exclude Corporate Support. (2) Certain amounts have been revised from those previously presented to conform to our new basis of segment presentation.*

# Strong financial profile

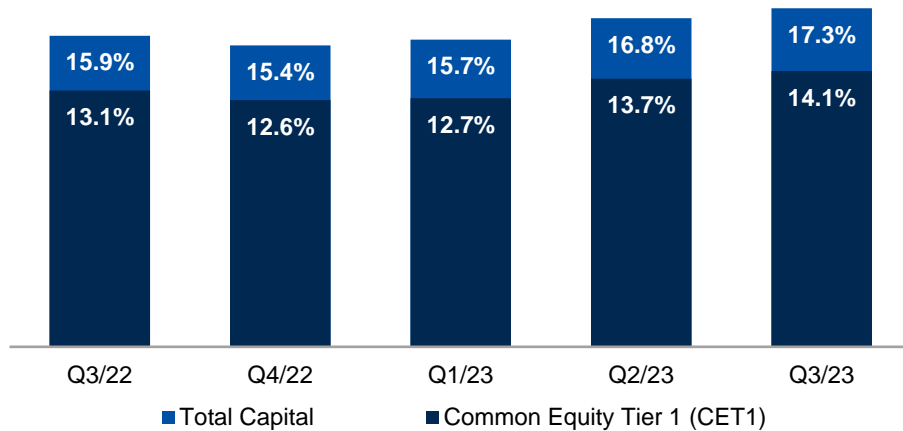
Maintaining a strong capital position with a disciplined approach to risk

## Resilient Earnings

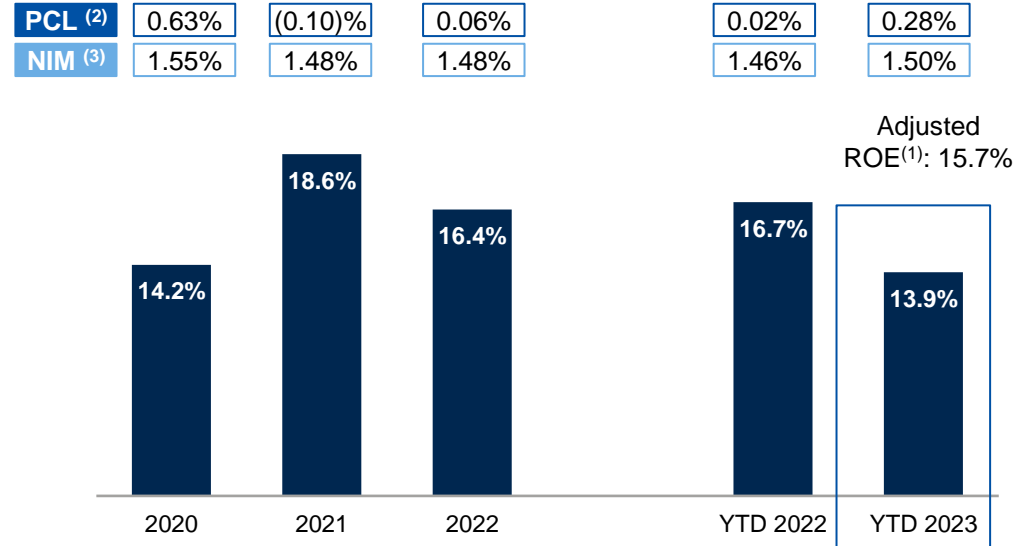
Net income (\$ billions)



## Strong Capital Position



## Premium Return on Equity



## Strong Leverage and Liquidity Ratios

Leverage Ratio **4.2%**  
Liquidity Coverage Ratio **134%**

## Credit Ratings Amongst the Highest Globally

	Moody's	S&P	DBRS	Fitch
Legacy senior long-term debt <sup>(4)</sup>	Aa1	AA-	AA (high)	AA
Senior long-term debt <sup>(5)</sup>	A1	A	AA	AA-
Outlook	Stable	Stable	Stable	Stable

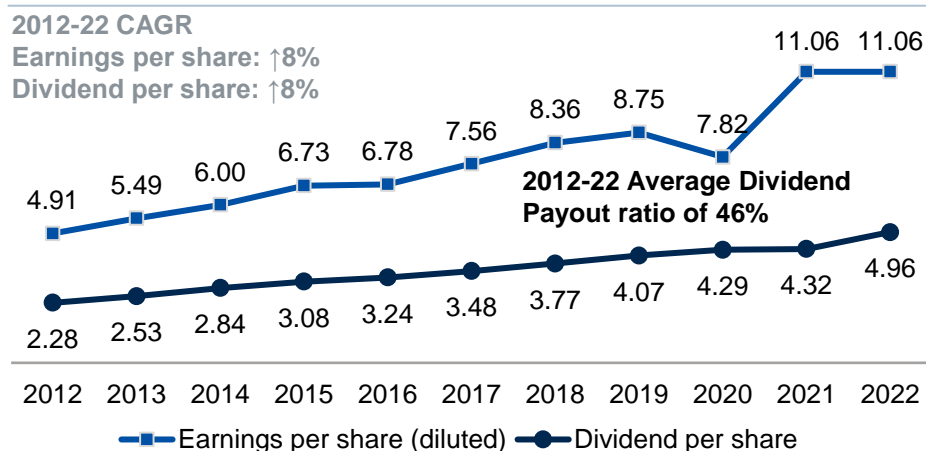
(1) Calculated by adding back to net income the after-tax amount of amortization of intangibles, any goodwill impairment, and other significant items that may impact a given period. This is a non-GAAP measure. Refer to slide 59 for reconciliation and slide 60 for more information. (2) Provision for credit losses (PCL) on loans as a % of average net loans and acceptances. (3) Net interest margin (NIM) (average earning assets, net). (4) Ratings (as at August 23, 2023) for senior long-term debt issued prior to September 23, 2018 and senior long-term debt issued on or after September 23, 2018, which is excluded from the Canadian Bank Recapitalization (Bail-in) regime. (5) Ratings (as at August 23, 2023) for senior long-term debt issued on or after September 23, 2018 which is subject to conversion under the Bail-in regime.

# FY2022: Track record of delivering value to our shareholders

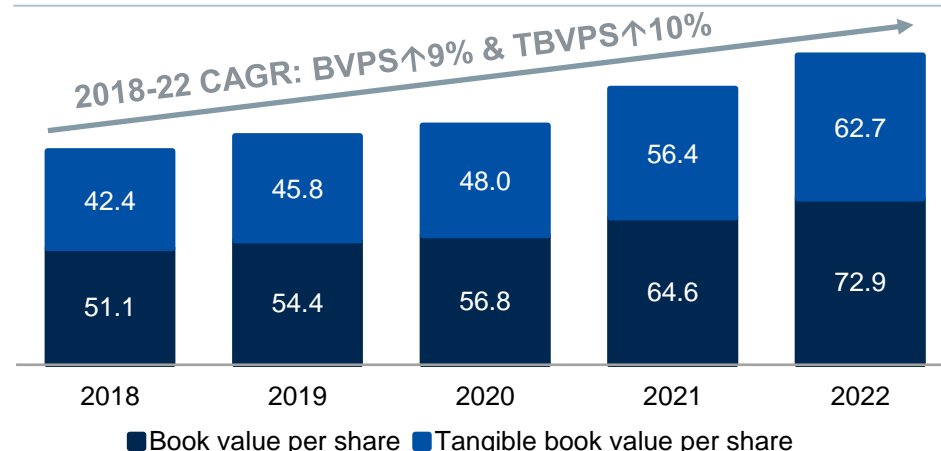
Financial performance objectives measure our performance against our goal of maximizing total shareholder returns

	Medium-Term Objectives <sup>(1)</sup>		Average as of 2022 <sup>(2)</sup>		
			3-Year	5-Year	
Profitability	Diluted EPS growth	7%+	✓	8%	8%
	ROE	16%+	✓	16.4%	16.7%
Capital Management	Capital ratios (CET1 ratio)	Strong	✓	12.9%	12.5%
	Dividend payout ratio	40% – 50%	✓	46%	46%

## Dividend<sup>(3)</sup> and Earnings per Share (\$)



## Book Value<sup>(4)</sup> & Tangible Book Value Per Share (\$)<sup>(5)</sup>



## Achieved Solid Total Shareholder Return (TSR)<sup>(6)</sup> Performance

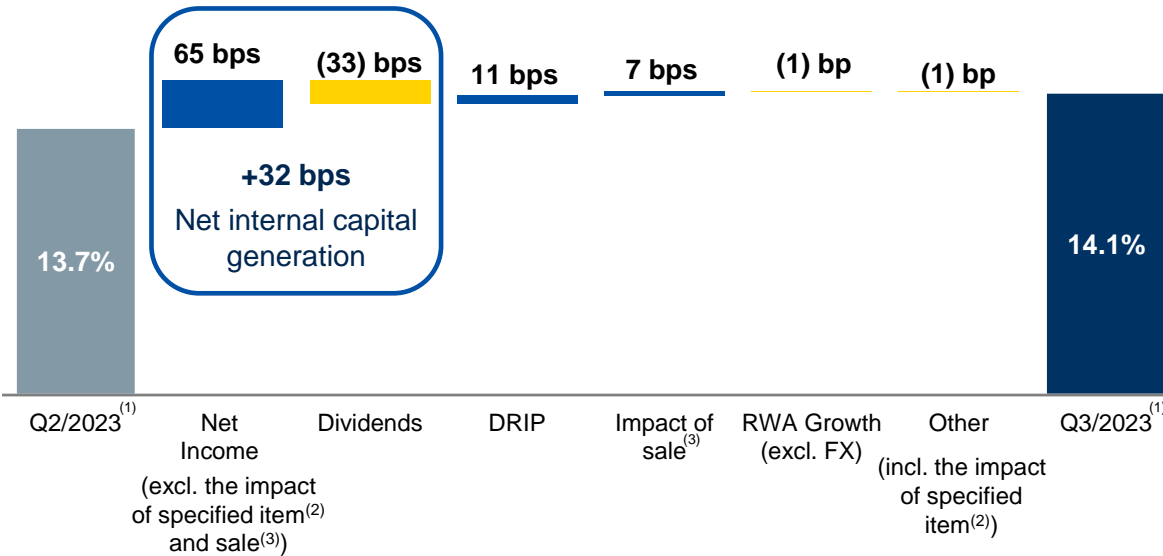
	3-Year	5-Year	10-Year	20-Year
RBC	17%	9%	12%	12%
Peer Average	19%	6%	9%	9%

(1) A medium-term (3-5 year) objective is considered to be achieved when the performance goal is met in either a 3- or 5-year period. These objectives assume a normal business environment and our ability to achieve them in a period may be adversely affected by the macroeconomic backdrop. (2) Diluted Earnings Per Share (EPS) growth is calculated using a Compound Annual Growth Rate (CAGR). ROE, CET1 and dividend payout ratio are calculated using an average. (3) Dividends declared per common share. Our current quarterly dividend is \$1.35. (4) Book Value Per Share (BVPS) is calculated as common equity divided by common shares outstanding. (5) Tangible Book Value Per Share (TBVPS) is calculated as common equity excluding goodwill and other intangibles (excluding software) net of deferred tax on spot basis divided by common shares outstanding. This is a non-GAAP measure. Refer to slide 59 for reconciliation and slide 60 for more information. (6) Source: Bloomberg, as of July 31, 2023. RBC is compared to our global peer group. The peer group average excludes RBC; for the list of peers, please refer to our 2022 Annual Report.



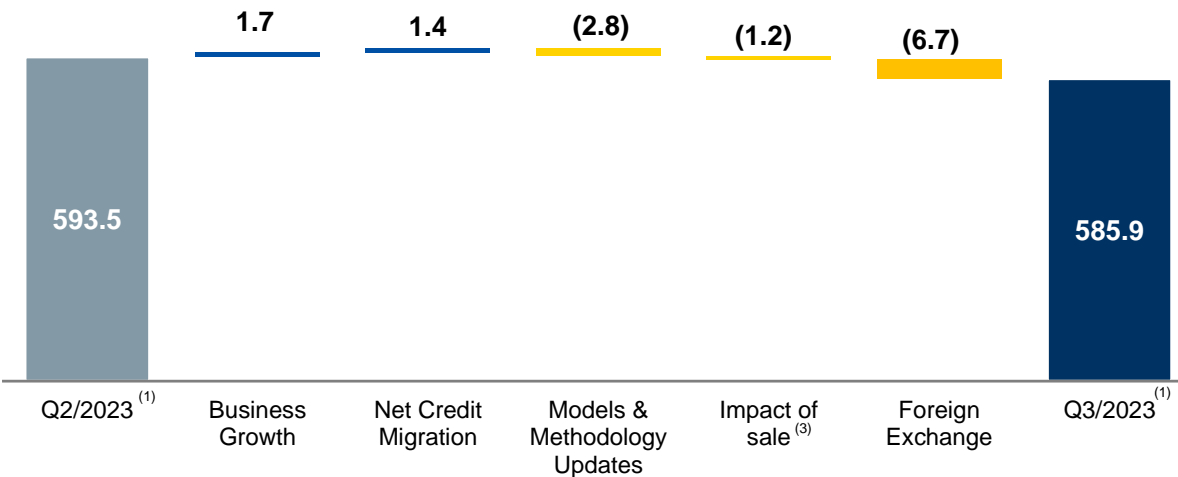
# Strong capital position supporting business growth and shareholder returns

## CET1 Movement



- CET1 ratio of 14.1%, up 40 bps QoQ, reflecting:
  - + Net internal capital generation of 32 bps (earnings net of dividends)
  - + DRIP impact of 11 bps
  - + Partial sale of RBC Investor Services operations<sup>(3)</sup>
  - RWA growth net of models & methodology updates
- TLAC ratio of 30.9%, down 10 bps QoQ

## RWA Movement (\$ billions)



- RWA decreased \$7.6BN, mainly reflecting:
  - + Favourable models & methodology updates, including CNB retail portfolio transitioning to AIRB<sup>(4)</sup>
  - + Partial sale of RBC Investor Services operations<sup>(3)</sup>
  - + Favourable FX translation
  - Continued business growth, primarily in personal and commercial lending in Canada, partly offset by lower trading activities
  - Net credit migration, mainly in wholesale portfolios

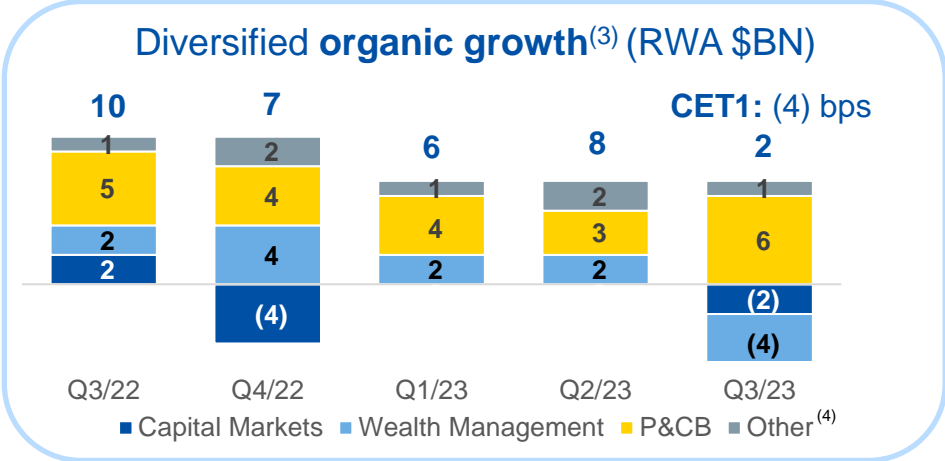
(1) Represents rounded figures. For more information, refer to the Capital Management section of our Q3/2023 Report to Shareholders. (2) Specified item for the transaction and integration costs relating to our planned acquisition of HSBC Canada. (3) On July 3, 2023, we completed the previously announced sale of the European asset servicing activities of RBC Investor Services® and its associated Malaysian centre of excellence (the partial sale of RBC Investor Services operations). (4) Advanced Internal Ratings Based approach under Basel III.

# Balanced capital deployment driving sustainable long-term shareholder value

**Strong capital ratio (CET1)**  
Medium-term objective

**ROE<sup>(1)</sup> of 16%+**  
Medium-term objective

**11%**  
3-Year BVPS<sup>(1)</sup> CAGR<sup>(2)</sup>



**Committed to sustainable dividend growth (Q3/23)**

Common share dividends	Dividend payout Ratio <sup>(1)</sup>
<b>\$1.9BN</b>	<b>49%</b>   <b>48%</b>
<b>+6% YoY</b>	reported   adjusted <sup>(5)</sup>

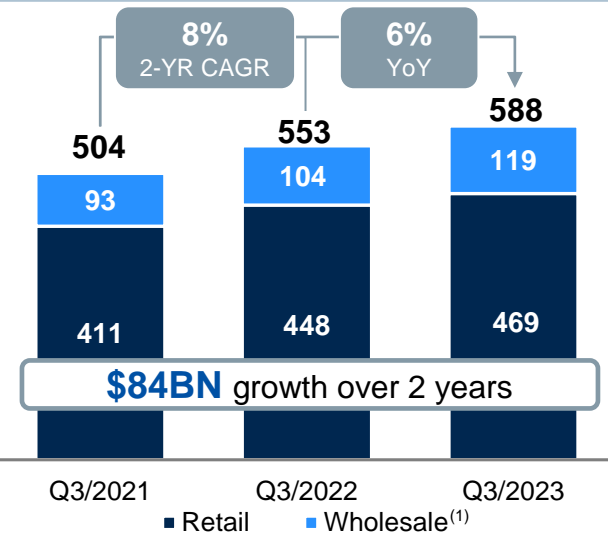
**Capital generation creates optionality**

<b>RBC Brewin Dolphin</b>	<b>HSBC Canada</b>
£1.6BN	\$13.5BN
completed acquisition	announced acquisition <sup>(6)</sup>

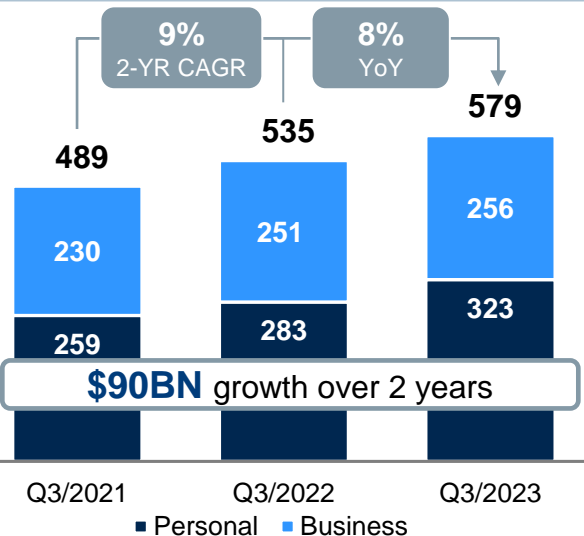
(1) Refer to Glossary on slides 57-58 for explanation of composition of this measure. (2) Compound Annual Growth Rate. (3) Organic growth reflects growth in RWA excluding impacts of model & methodology updates, asset quality, acquisitions & disposals and FX. (4) Includes Insurance and Corporate Support. (5) Calculated as common share dividends (\$1,885 million) divided by adjusted net income available to common shareholders (\$3,957 million). This is a non-GAAP measure. For more information, see slide 60. (6) Cash purchase price for acquisition of 100% of the common shares of HSBC Bank Canada (HSBC Canada).

# Solid average loan growth and stable deposits amidst a volatile backdrop

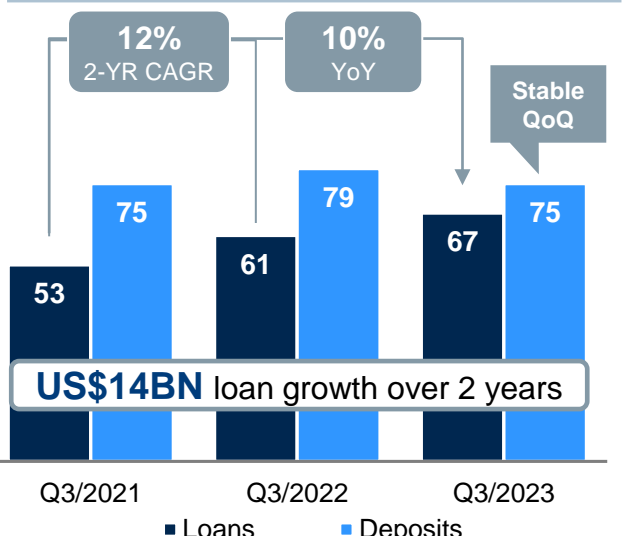
## Canadian Banking average loans and acceptances (\$ billions)



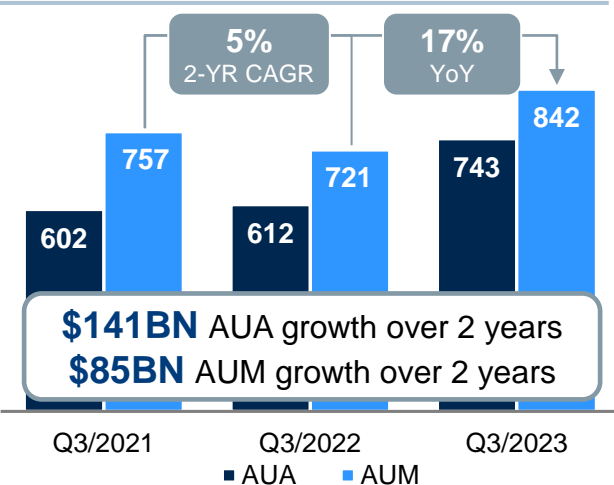
## Canadian Banking average deposits (\$ billions)



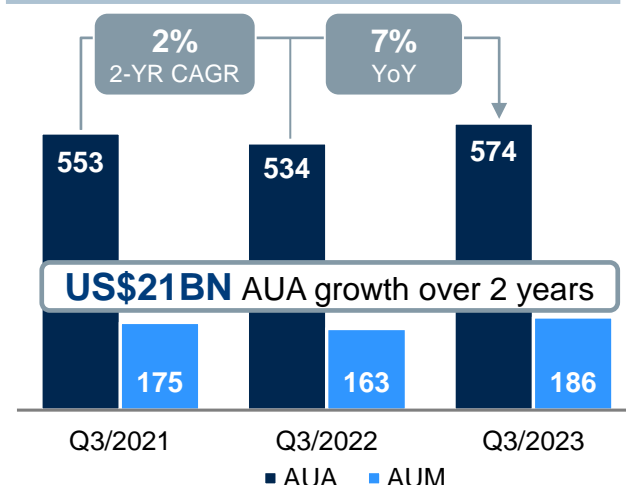
## City National (CNB) average loans and deposits (US\$ billions)



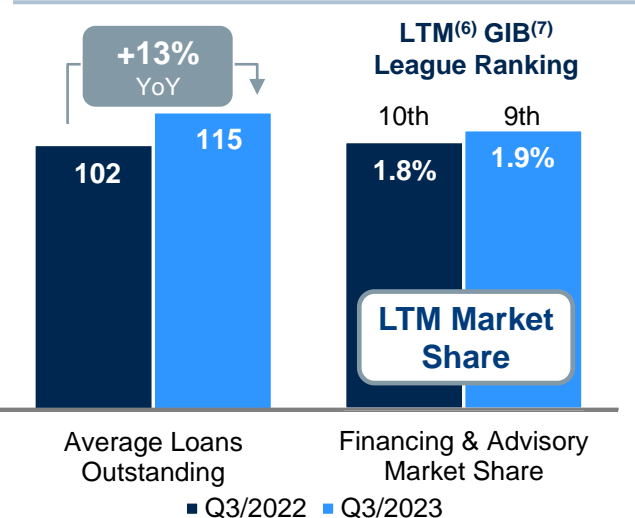
## Wealth Management (non-U.S.) AUA<sup>(2)(3)</sup> and AUM<sup>(2)(3)</sup> (\$ billions)



## U.S. Wealth Management (incl. CNB) AUA<sup>(3)</sup> and AUM<sup>(3)</sup> (US\$ billions)



## Capital Markets loans and market share (\$ billions; %)<sup>(4)(5)</sup>

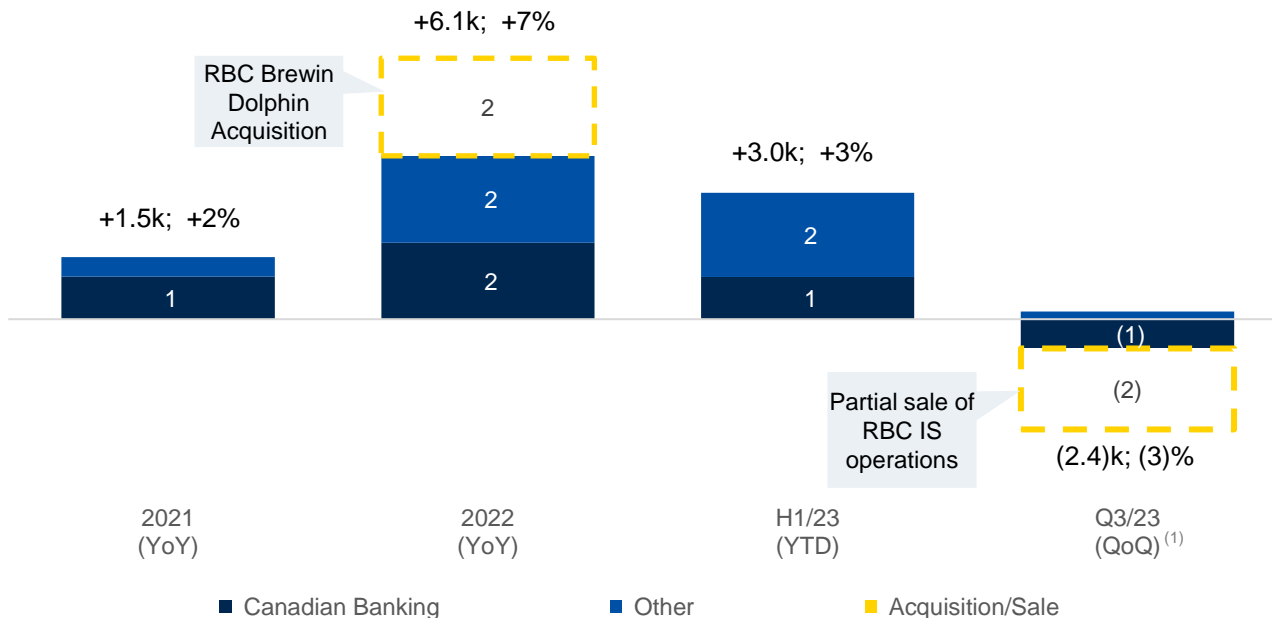


(1) Wholesale includes small business. (2) AUA and AUM reflect the inclusion of \$79.8BN and \$72.4BN, respectively, related to the acquisition of RBC Brewin Dolphin, which closed on September 27, 2022. Excludes Investor Services. (3) Spot balances. (4) Dealogic market share for ECM, DCM, loan syndications, and Advisory. (5) 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. (6) Last twelve months. (7) Global Investment Banking.

# Non-interest expense: Pulling the levers on cost containment

## Reducing employee base

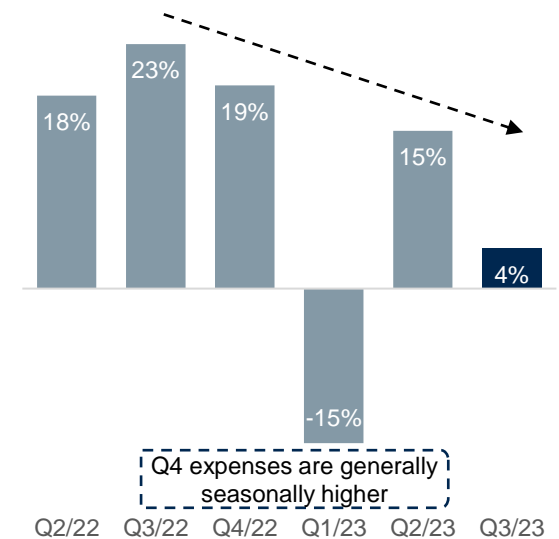
### Change in FTE (000s)



- **Total FTE was down 1% QoQ**
  - FTE excluding summer student hires was down 3% QoQ, largely due to the partial sale of RBC Investor Services operations
- **Canadian Banking FTE was down 1% QoQ**
  - FTE excluding summer student hires was down 2% QoQ largely driven by a slowdown in hiring and normal course attrition
- We expect to further reduce FTE by approximately 1 – 2% next quarter

## Managing discretionary spend<sup>(2)</sup>

### QoQ % change



- **Growth in marketing and travel expenses moderated to 4% QoQ**
- Introduced measures to reduce marketing and travel activities

(1) Excludes impact of Summer student hires. (2) Discretionary spend includes marketing, travel & relocation and employee training costs.

# Business Segments

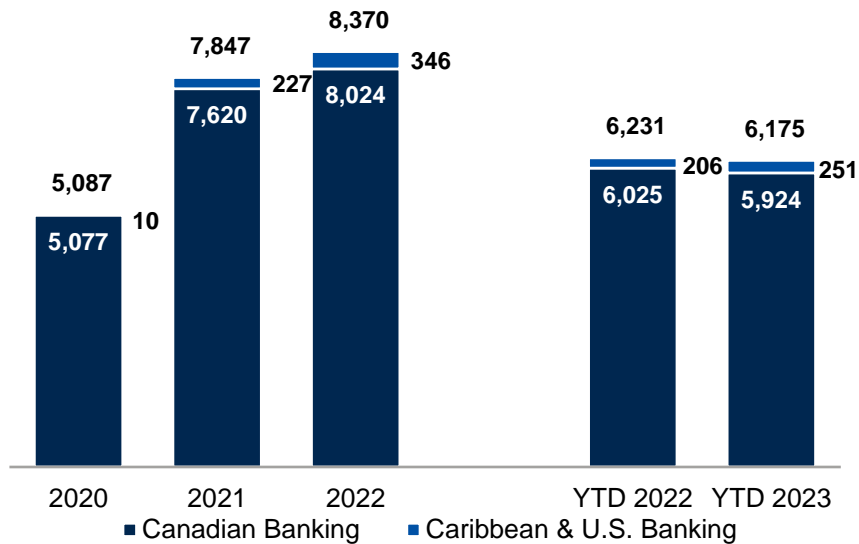
# Personal & Commercial Banking

- The financial services leader in Canada
  - #1 or #2 market share in all key product categories
  - Most branches and one of the largest mobile sales networks across Canada
  - Superior cross-sell ability
- In 9 countries and territories in the Caribbean
  - 3<sup>rd</sup> largest bank by assets<sup>(1)</sup> in English Caribbean
- Innovative direct banking to U.S. cross-border clients
- Ongoing investments to further digitize our banking channels

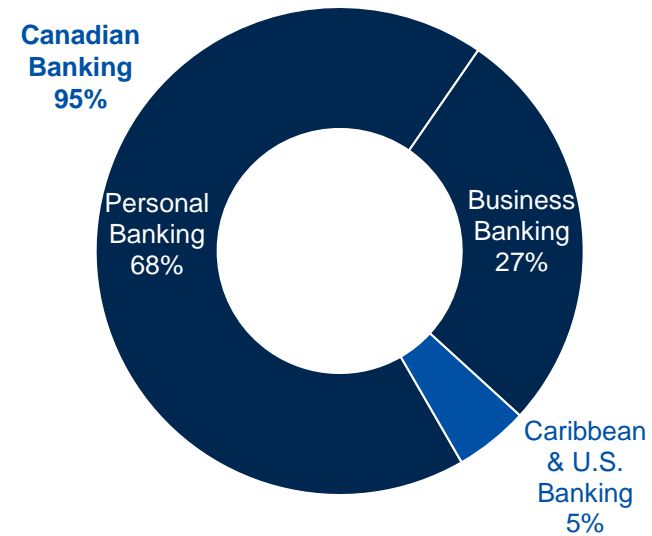
## Q3/2023 Highlights

Clients (MM)	~15
Branches	1,188
ATMs	4,281
Active Digital (Online and Mobile) Users <sup>(2)</sup> (MM)	8.8
Employees (FTE)	39,218
Net Loans & Acceptances <sup>(3)</sup> (\$BN)	596.0
Deposits <sup>(3)</sup> (\$BN)	601.1
AUA <sup>(4)</sup> (\$BN)	353.4

## Net Income (\$ millions)



## Revenue by Business Line<sup>(5)</sup>







(1) Based on spot balances. (2) This figure represents the 90-day active customers in Canadian Banking only. (3) Based on average balances (4) AUA represents period-end spot balances and includes securitized residential mortgages and credit card loans as at July 31, 2023 of \$13 billion and \$7 billion, respectively. (5) For quarter ended July 31, 2023.

# Personal & Commercial Banking

## Strategic Priorities – *Building A Digitally-Enabled Relationship Bank™*

<b>Transform How We Serve Our Clients</b>	<ul style="list-style-type: none"> <li>▪ Make it easier for clients to access products and services digitally</li> <li>▪ Create capacity and capability to focus on advice, complex servicing and sales, and problem resolution</li> <li>▪ Focus on innovating our branch network</li> </ul>
<b>Accelerate Client Growth</b>	<ul style="list-style-type: none"> <li>▪ Grow commercial market share through industry-specific credit strategies</li> <li>▪ Target high-growth retirement segment and business succession planning</li> <li>▪ Continue to increase client acquisitions including key segments: high net worth, newcomers and students and young adults while deepening existing client relationships</li> </ul>
<b>Rapidly Deliver Digital Solutions</b>	<ul style="list-style-type: none"> <li>▪ Continue to deliver leading digital capabilities and functionality through our award-winning mobile app</li> <li>▪ Create partnerships to innovate, making it easier to bank with RBC</li> <li>▪ Invest in research and development to understand and meet rapidly changing client expectations</li> </ul>
<b>Innovate to Become a More Agile and Efficient Bank</b>	<ul style="list-style-type: none"> <li>▪ Accelerate investments to simplify, digitize and automate for clients and employees</li> <li>▪ Change or eliminate products and processes that do not add economic or client value</li> <li>▪ Invest in employees to enhance digital, agile and change capabilities</li> </ul>

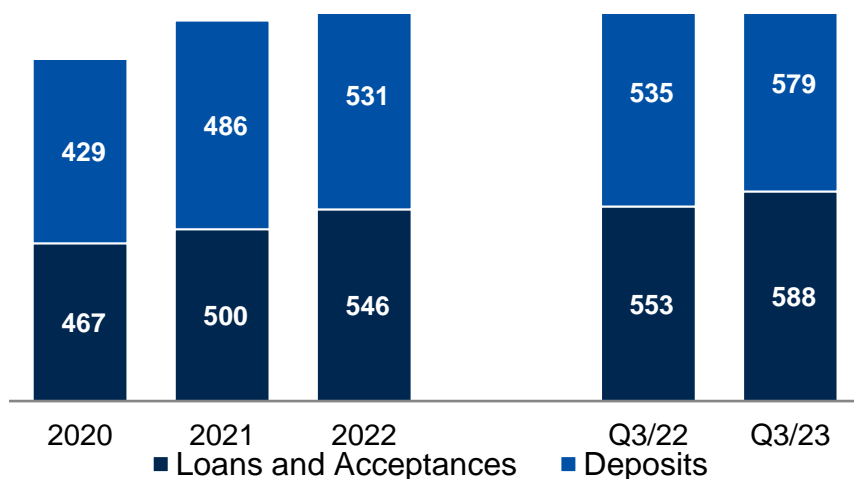
## Recent Awards

 <p>RBC received top ranks in 11 out of 11 Ipsos Financial Service Excellence Awards among the Big 5 Banks, including Customer Service Excellence <sup>(1)</sup></p>	 <p>RBC was awarded Best Global Retail Bank and Best Bank for SMEs by Retail Banker International <sup>(2)</sup></p>	 <p>Avion Rewards wins International Loyalty Program of the Year and Best Loyalty/Benefits in a Financial Product at the International Loyalty Awards <sup>(3)</sup></p>	 <p>RBC Wins Best Use of AI for Customer Experience for NOMI Forecast <sup>(4)</sup></p>
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<sup>(1)</sup> Ipsos, 2022. <sup>(2)</sup> RBCI, 2022. <sup>(3)</sup> Avion Rewards wins Two Prestigious Awards, 2023 <sup>(4)</sup> NOMI, 2023.

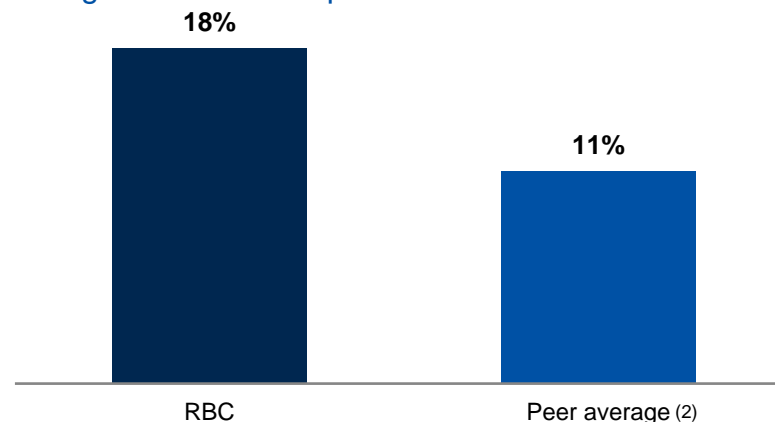
# Personal & Commercial Banking – Canadian Banking

## Solid Volume Growth (\$ millions)<sup>(1)</sup>



## Superior Cross-Sell Ability

Percentage of clients with transaction accounts, investments, borrowing and credit card products<sup>(2)</sup>



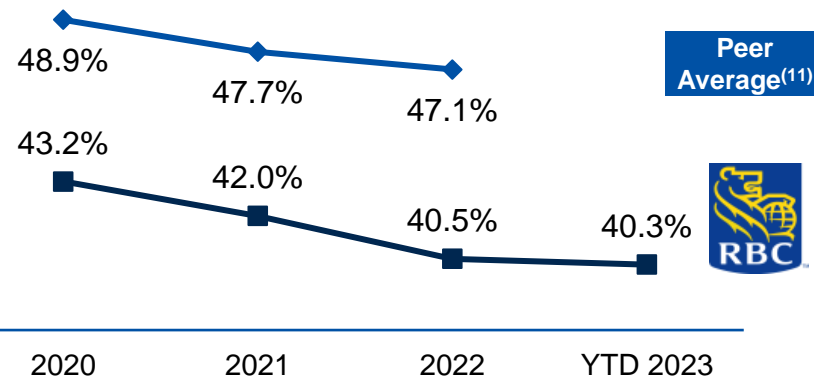
## Top Market Share in All Key Categories<sup>(3)</sup>

Product	Market share	Rank
Personal Lending <sup>(4)</sup>	24.6%	1
Personal Core Deposits + Guaranteed Investment Certificates (GICs)	21.6%	1
Credit Cards <sup>(5)</sup>	27.3%	1
Long-Term Mutual Funds <sup>(6)</sup>	32.1%	1
Business Loans (\$0-\$25MM) <sup>(7)</sup>	25.4%	1
Business Deposits <sup>(8)</sup>	24.2%	1

## Continued Efficiency Improvements While Investing For Growth

NIE CAGR <sup>(9)</sup>		FTE CAGR <sup>(10)</sup>	
RBC	Peer Average	RBC	Peer Average
5.0%	6.8%	4.4%	3.5%

## Efficiency ratio



(1) Based on average balances. (2) Canadian Financial Monitor by Ipsos – approx. 18,011 Canadian individuals – data based on Financial Group results for the 12-month period ending July 2023. TFSA is considered an investment. Peers include BMO, BNS, CIBC, TD, National Bank, Desjardins and HSBC Canada. (3) 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 as at June 2023 and April 2023 except where noted. Market share is of total Chartered Banks except where noted. (4) Personal Lending market share of 6 banks (RBC, BMO, BNS, CIBC, TD and NA) and includes residential mortgages (excl. acquired portfolios) and personal loans as at April 2023, excludes Credit Cards. (5) Credit cards market share is based on 6 banks (RBC, BMO, BNS, CIBC, TD and NA) as at June 2023. (6) Long-term mutual fund market share is compared to 7 banks (RBC, BMO, BNS, CIBC, TD, NA, and HSBC) and is as at June 2023. (7) Business Loans market share is of 6 Chartered Banks (RBC, BMO, BNS, CIBC, TD and NA) on a quarterly basis and is as at December 2022. (8) Business Deposits market share excludes Fixed Term, Government and Deposit Taking Institution balances and is as at June 2023. (9) Non-interest expense representing FY20 to LTM Q2/2023 CAGR. Peers include BMO, BNS, CIBC and TD. (10) Number of employees (full-time equivalent) representing FY20 to Q2/2023 CAGR. Peers include BMO, BNS, CIBC and TD. (11) Peers include BMO, BNS, CIBC, TD and NA; 2020 through 2022 reflects annual numbers.

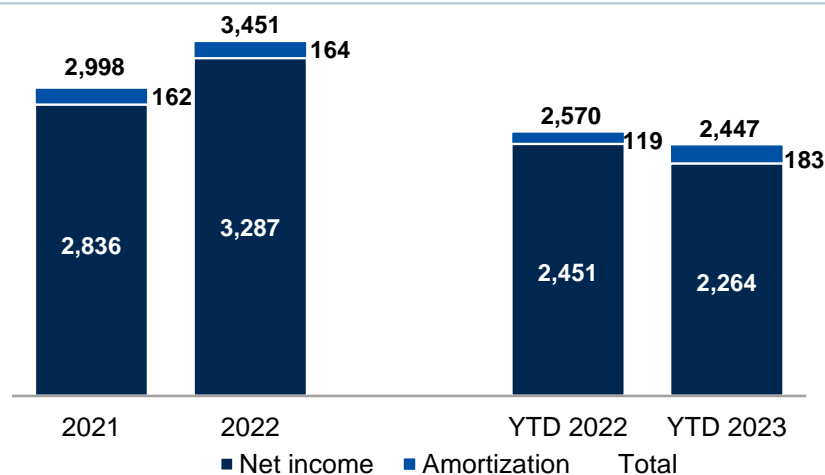


# Wealth Management

## Strategic Priorities

- **Global Asset Management:** Deliver investment performance and extend leadership position in Canada, while continuing to build and grow internationally
- **Canadian Wealth Management:** Continue to deepen client relationships and deliver a differentiated client experience that is increasingly digitally-enabled and supported by data-driven insights
- **U.S. Wealth Management:** Leverage the combined strengths of City National Bank, RBC Wealth Management U.S. and Capital Markets
- **International Wealth Management:** Successful integration of RBC Brewin Dolphin to enhance client value proposition and consolidate position in local market. Continue to drive growth in Asia's global families by leveraging the global strengths and capabilities of RBC
- **Investor Services:** Grow relationships with Canadian asset managers, investment counsellors, pension funds and insurance companies, deliver new products to meet growing client demand and enhance our core capabilities in Canada to improve the client experience

## Cash Earnings (\$ millions)<sup>(1) (2) (3)</sup>



<sup>(1)</sup> Cash earnings exclude the after-tax effect of amortization of intangibles. This is a non-GAAP measure. Refer to slide 59 for reconciliation and slide 60 for more information. <sup>(2)</sup> 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. <sup>(3)</sup> Certain amounts have been revised from those previously presented to conform to our new basis of segment presentation. <sup>(4)</sup> Spot Balances. <sup>(5)</sup> Decline in AUA this quarter includes the impact from the partial sale of RBC Investor Services operations which closed on July 3, 2023.

## Recent Awards

**Best Private Bank for Digitally Empowering RM's in N. America**  
(*Financial Times PWM Wealth Tech Awards, 2023*)

**Best Private Bank in N. America**  
(*Family Wealth Report Awards, 2023*)

**Best for HNW Individuals in N. America**  
(*Euromoney Global Private Banking Awards, 2023*)

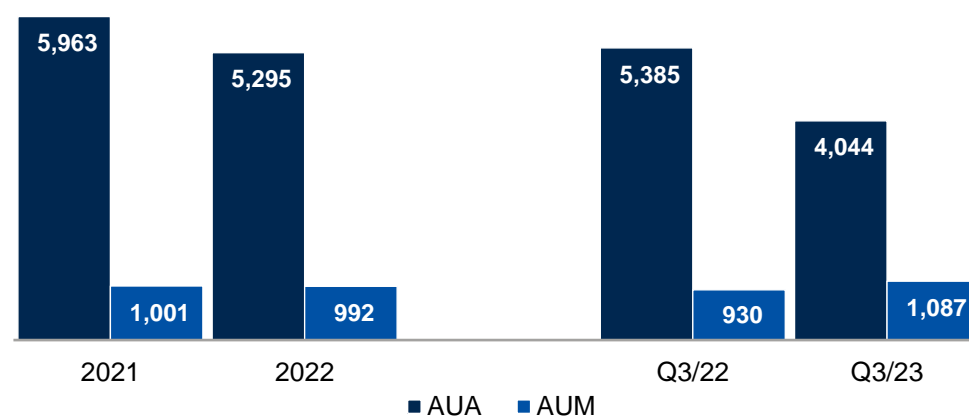
**Outstanding Global Private Bank**  
(*PBI Global Wealth Awards, 2022*)

**Best Private Bank in Canada – 11th consecutive year**  
(*PWM/The Banker Global Private Banking Awards, 2022*)

**Best Fund Recognition in 11 Refinitiv Individual Categories**  
(*Refinitiv Lipper Fund Awards Canada 2022*)

**RBC DS was rated #1 in advisor satisfaction amongst all bank-owned full-service brokerage firms**  
(*Investment Executive Brokerage Report Card, 2022*)

## AUA and AUM (\$ billions)<sup>(3) (4) (5)</sup>



# Wealth Management – Global Asset Management

## Building a high-performing global asset management business

- **Driving top-tier profitability in our largest Wealth Management business**

- \$560.0BN in client assets
- Investor asset mix of 52% Retail / 48% Institutional client assets

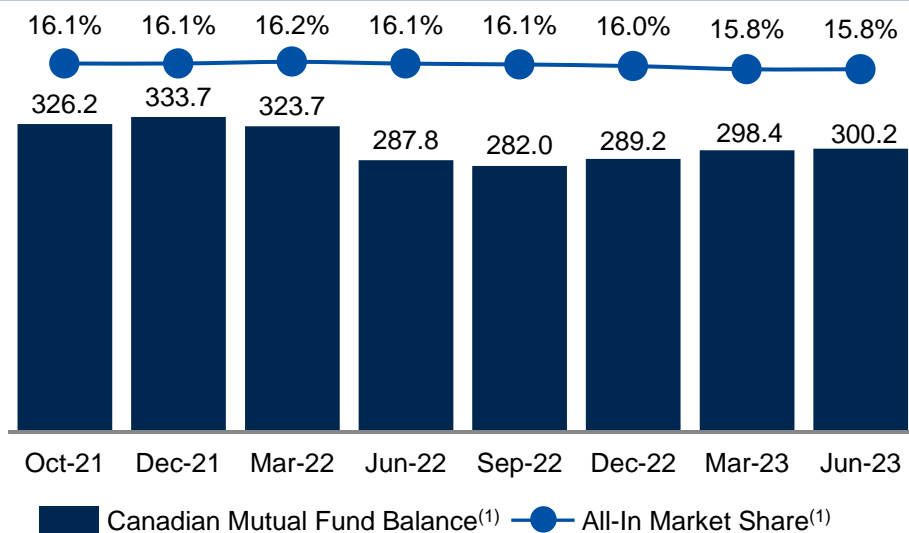
- **Extending our lead in Canada**

- Largest retail mutual fund company in Canada, ranked #1 in market share capturing 32.1% amongst banks and 15.8% all-in<sup>(1)(2)</sup>
- Strategic alliance between RBC Global Asset Management and BlackRock Canada connects clients to the largest and broadest ETF lineup in Canada
- 4<sup>th</sup> largest institutional manager of Canadian pension assets<sup>(3)</sup>

- **Delivering strong investment capabilities to support growth**

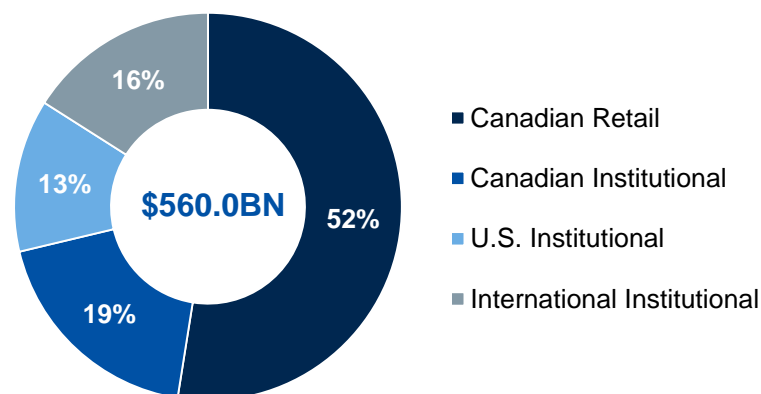
- Top performing investment firm with ~85% of AUM outperforming the benchmark on a 3-year basis<sup>(4)</sup>
- Continued growth of investment capabilities and innovative solutions for both institutional clients and retail investors

### Canadian Retail Mutual Fund AUM (\$ billions)



### Diversified Asset Mix

#### Q3/2023 AUM by Client Segment <sup>(5)</sup>



(1) Investment Funds Institute of Canada (IFIC) in June 2023 and RBC reporting. Comprised of long-term funds and money market prospectus-qualified mutual funds sold to Retail and Institutional clients. (2) Market share amongst entire industry (i.e. all fund companies in Canada that report to IFIC). (3) Benefits Canada, published in May 2023. (4) As at June 2023, gross of fees. (5) RBC GAM, based on period-end spot balances.

# Wealth Management

## Canadian Wealth Management

- Maintain profitable growth with strong pre-tax margin
- #1 High Net Worth and Ultra High Net Worth market share in Canada<sup>(1)</sup>
- Canadian leader in fee-based assets per advisor<sup>(1)</sup>
- Consistently driving revenue per advisor of over \$1.9MM per year, 30% above Canadian industry average<sup>(1)</sup>
- Strong asset growth complemented by favourable market conditions
- Leveraging enterprise linkages to extend market share gains

## U.S. Wealth Management (including City National)

### RBC Wealth Management-U.S.

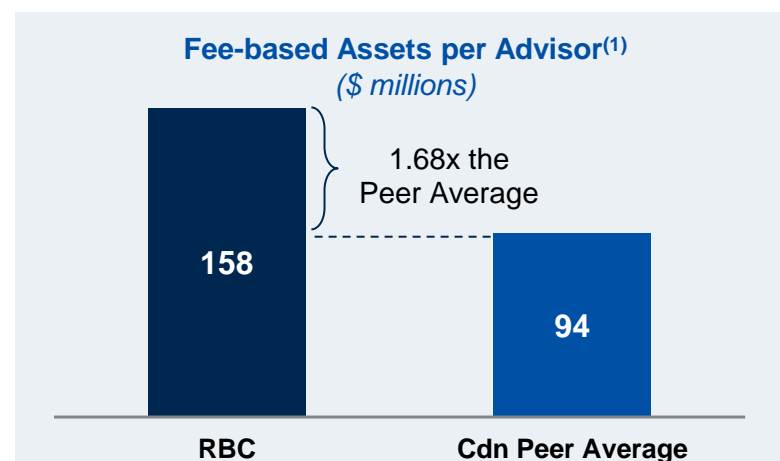
- 6<sup>th</sup> largest U.S. full-service wealth advisory firm ranked by assets under administration<sup>(2)</sup>
- Enhancing the client-advisor experience through a digitally-enabled, goals-based planning approach, and strengthening the range of advisory solutions and product offerings
- Continuing to attract and onboard new advisors, as well as new clearing relationships for our Clearing & Custody business, while enhancing advisor productivity and operational efficiency

### City National

- A premier U.S. private and commercial bank
- Operates with a high-touch, branch-light client service model in select markets, including: Los Angeles, the San Francisco Bay area, Orange County, San Diego, New York, Boston, Washington D.C., New Jersey, Atlanta, Philadelphia and Las Vegas
- Launched a National Corporate Banking division in 2021 that specializes in meeting the complex banking and corporate finance needs of mid-corporate-sized companies across the country

## International Wealth Management

- Growing market share in target markets by being advice-led and creating maximum value for clients with a broad suite of solutions
- Enhancing talent capabilities by unlocking meaningful career opportunities for our people and embedding an inclusive culture of trust and pride
- Enhancing business effectiveness and efficiency through digital enablement, including developing market-leading digital capabilities

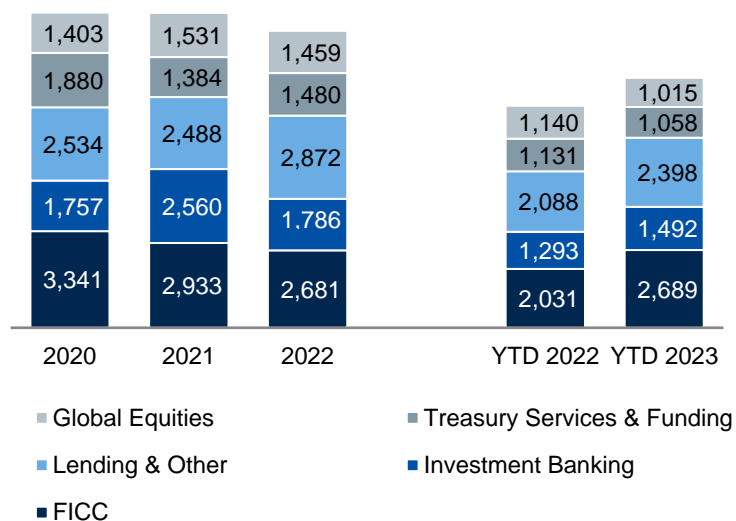


(1) Investor Economics, March 2023. (2) Source: U.S. wealth advisory firms quarterly earnings releases (10-Q).

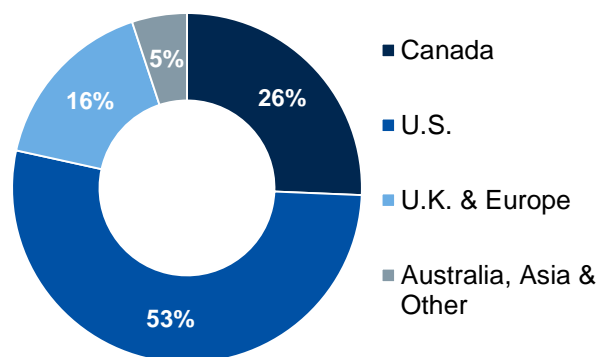
# Capital Markets

- A premier global investment bank with core operations across Canada, the U.S., the U.K., Europe and Asia-Pacific
  - 9<sup>th</sup> largest global investment bank by fees<sup>(1)</sup>
- Strategically positioned in the largest financial centres, focused on the world's largest and most mature capital markets encompassing ~81% of the global investment banking fee pool<sup>(1)</sup>
- Recognized by the most significant corporations, institutional investors, asset managers, private equity firms and governments around the globe as an innovative, trusted partner with in-depth expertise in capital markets, banking and finance

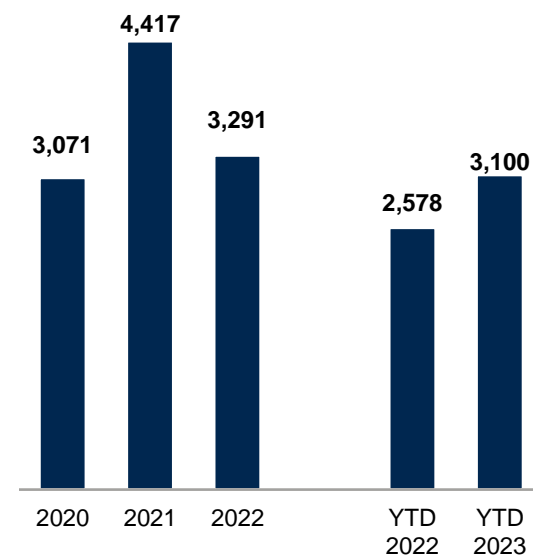
Revenue by Business (\$ millions) <sup>(3)</sup>



Revenue by Geography <sup>(2)</sup>



Net Income (\$ millions) <sup>(3)</sup>



(1) Dealogic, based on global investment banking fees LTM Q3/23. (2) For three months ended July 31, 2023. (3) Certain amounts have been revised from those previously presented to conform to our new basis of segment presentation. For more information, refer to the About Royal Bank of Canada section of our Q3/2023 Report to Shareholders.

# Capital Markets

## Strategic Priorities

<b>Grow and deepen client relationships</b>	<ul style="list-style-type: none"> <li>▪ Deliver holistic coverage to clients and drive multi-product client relationships</li> <li>▪ Expand client coverage in underpenetrated sectors and products</li> </ul>
<b>Lead with advice and extend capabilities</b>	<ul style="list-style-type: none"> <li>▪ Grow Advisory &amp; Origination capabilities inclusive of structured solutions</li> <li>▪ Lead on Sustainable Finance, Energy Transition and Private Capital solutions</li> </ul>
<b>Leverage digital and data to deliver innovative solutions</b>	<ul style="list-style-type: none"> <li>▪ Enhance Sales and Trading client value from scaled electronic and digital strategy</li> <li>▪ Generate differentiated insights and thought leadership leveraging data and analytics</li> </ul>
<b>Prioritize and align for impact</b>	<ul style="list-style-type: none"> <li>▪ Strategically deploy talent, technology and financial resources to areas of greatest opportunity</li> <li>▪ Align business and functional strategies to build scale and maximize impact</li> </ul>
<b>Drive agility and ease of doing business</b>	<ul style="list-style-type: none"> <li>▪ Improve processes, leveraging an end-to-end approach to enhance client outcomes</li> <li>▪ Accelerate execution and simplify procedures to improve employee experience</li> </ul>
<b>Engage, enable and empower our talent</b>	<ul style="list-style-type: none"> <li>▪ Invest in talent through scaled development programs, increased mobility, senior hiring and promotions</li> <li>▪ Deepen our culture of inclusion and accelerate progress on diverse representation</li> </ul>

## Notable Awards




**Awarded Best Investment Bank in Canada as part of Euromoney's Awards of Excellence in 2023**


## Notable Deal Highlights




**Exclusive Financial Advisor on the Sale of 20% of CI's U.S. Wealth Management Business for US\$1Bn**



**Lead Left Arranger (Term Loans) and Joint Lead Bookrunner (Senior Secured Notes) supporting Blackstone's US\$14Bn acquisition**



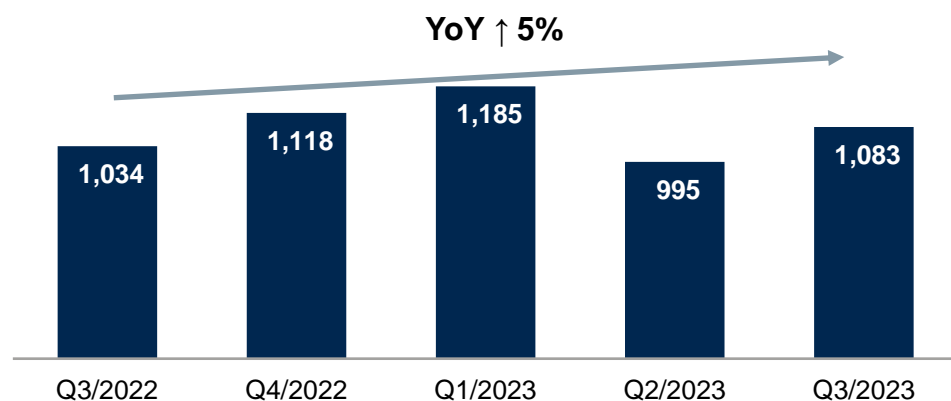
**Sole Bookrunner on Kimmeridge's Block Trade of US\$235MM Civitas Shares**



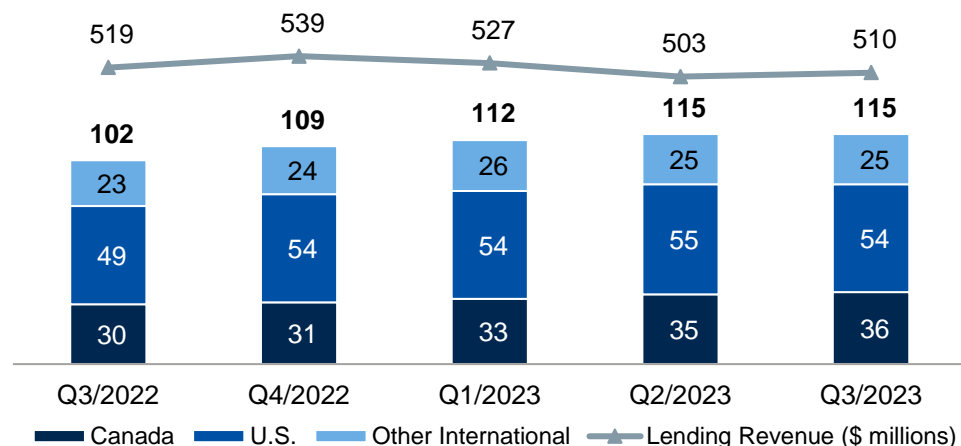
**Joint Active Bookrunner on €650MM Inaugural Sustainability-Linked Bond Offering**

# Capital Markets

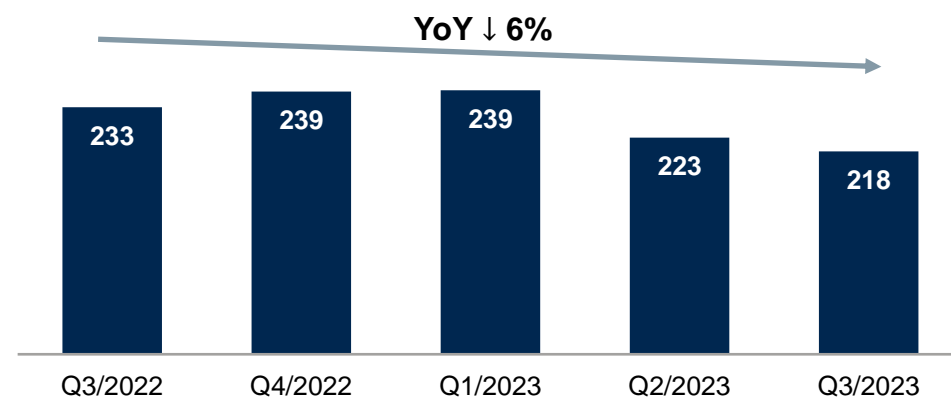
### Capital Markets Total Average Assets(\$ billions)<sup>(3)</sup>



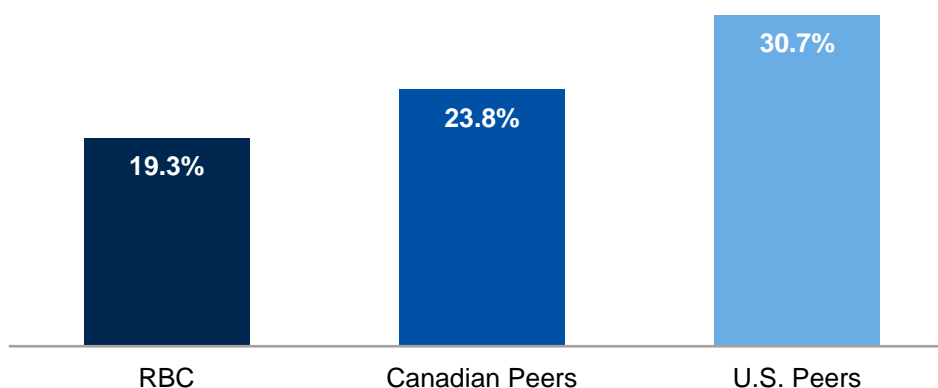
### Geographic Diversification Across Loan Book Average Loans Outstanding by Region (\$ billions)<sup>(1)(3)</sup>



### Risk-Weighted Assets, Spot (\$ billions)<sup>(3)</sup>



### Earnings Volatility vs. Canadian and U.S. Peers (Standard Deviation / Avg Earnings)<sup>(2)</sup>



(1) Average loans outstanding includes wholesale loans, acceptances, and off balance sheet letters of credit and guarantees for our Capital Markets portfolio, on single name basis. Excludes mortgage investments, securitized mortgages and other non-core items. This chart has been restated to exclude certain intergroup exposures that are not part of the corporate lending business. (2) Reflects pre-provision, pre-tax earnings, which is revenue net of PBCAE and non-interest expenses. This is a non-GAAP measure. Canadian peers include BMO, TD, CIBC, BNS and NA, US peers include JPM, GS, BAC, Citi and MS. (3) Certain amounts have been revised from those previously presented to conform to our new basis of segment presentation. For more information, refer to the About Royal Bank of Canada section of our Q3/2023 Report to Shareholders.

# Insurance

## Strategic Priorities

- Grow our **Insurance business** in Canada, and internationally
- Develop and sustain **excellence in distribution**
- Accelerate investments in **core competencies**
- Evolve our **risk culture**
- Attract and retain **top talent**

## Highlights

One of the largest Canadian bank-owned insurance organization serving 4.9 million clients globally<sup>(1)</sup>

#1 in individual disability (inforce business) with 35.3%<sup>(2)</sup> market share

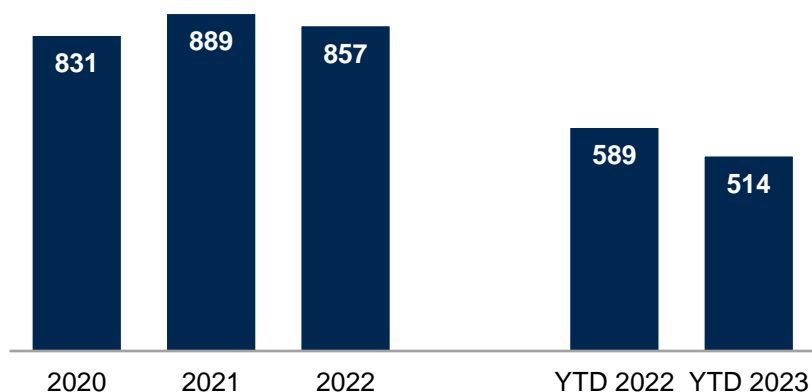
#1 in individual disability net new sales with 38.7%<sup>(2)</sup> market share

#1 in group annuity business with 31% market share<sup>(3)</sup>

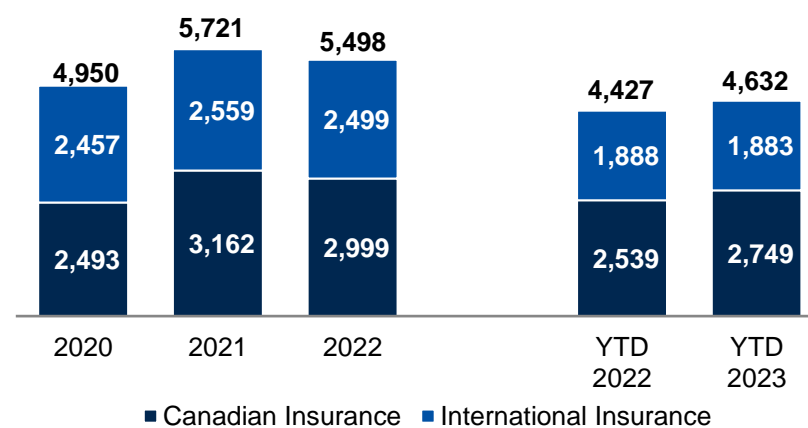
#4 in segregated fund net sales<sup>(4)</sup>

#4 in Term business with 11% market share<sup>(2)</sup>

## Net Income (\$ millions)



## Premiums and Deposits (\$ millions)



(1) Based on FY22 Total Insurance Revenue. (2) LIMRA Canadian Insurance Survey, 1<sup>st</sup> Quarter CY 2023. (3) LIMRA Canadian Insurance Survey, 2<sup>nd</sup> Quarter CY 2023. (4) Strategic Insights, Insurance Advisory Service Report, July 2023.

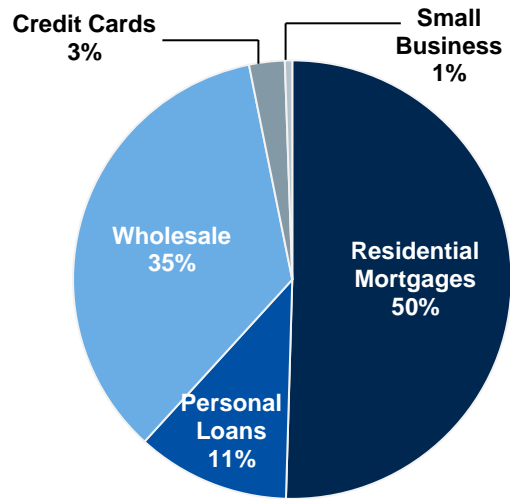
# Risk Review



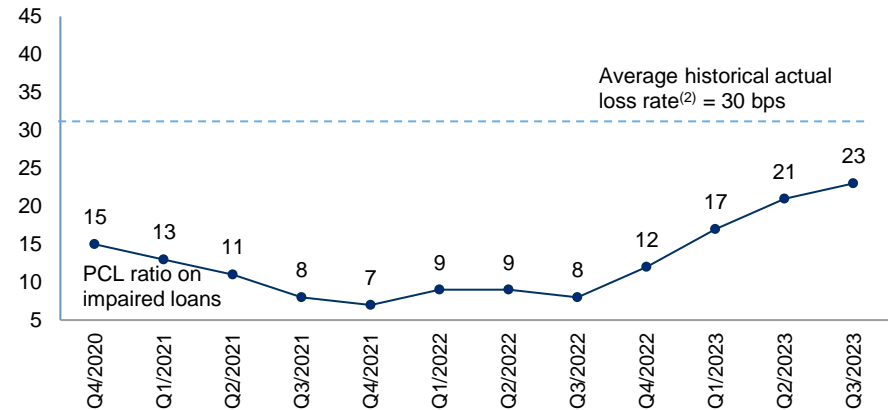
# Prudent risk management

A disciplined approach and diversification have underpinned credit quality

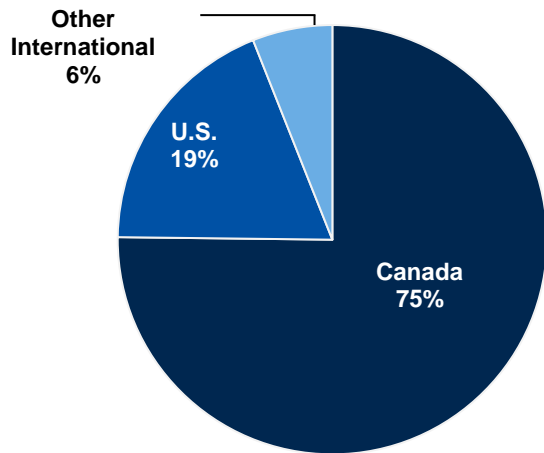
## Loan Book Diversified by Portfolio<sup>(1)</sup>



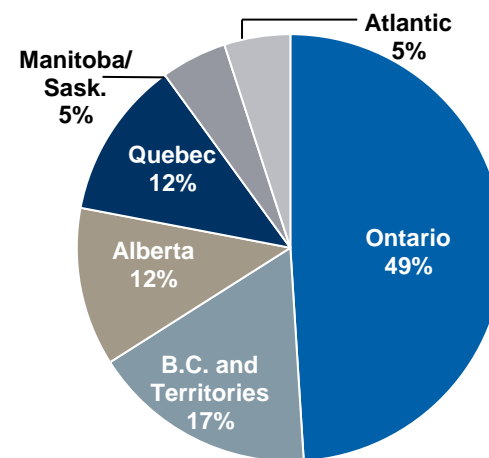
## PCL Ratio on Impaired Loans (bps)



## Breakdown by Region of Total Loans and Acceptances<sup>(1)</sup>



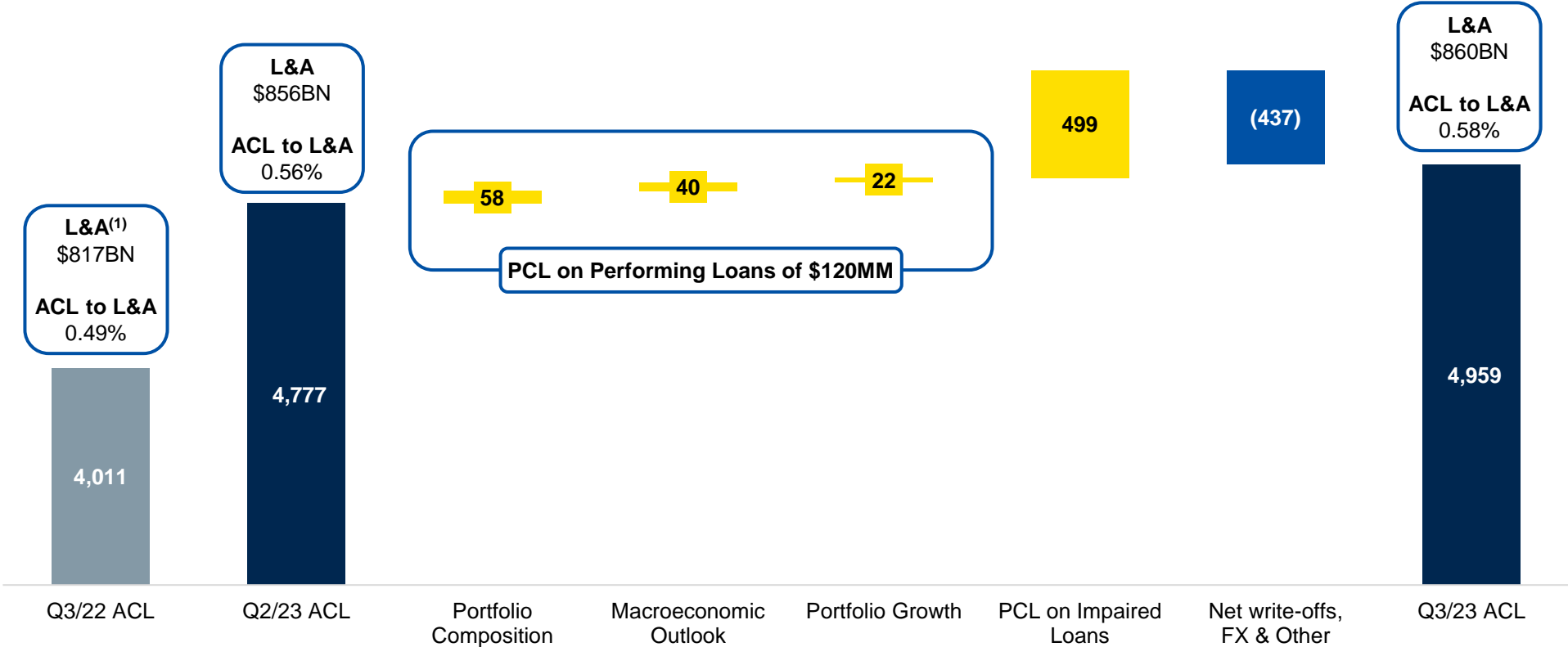
## Breakdown of Canadian Total Loans and Acceptances<sup>(1)</sup>



(1) Loans and acceptances outstanding as at July 31, 2023. Does not include letters of credit or guarantees. (2) Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information is updated on an annual basis and is based on consolidated results.

# Allowance for Credit Losses: Prudent reserve increases on performing loans

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

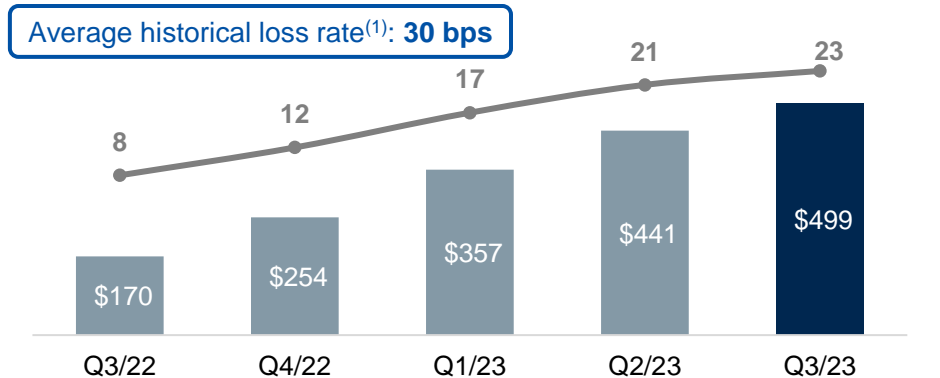


- ACL on loans and acceptances increased \$182MM or 2 bps QoQ
- We took \$120MM of provisions on performing loans this quarter (down \$53MM QoQ)
  - Provisions were taken to reflect: actual and anticipated credit downgrades, mostly in the wholesale portfolio; unfavorable changes to our macroeconomic forecast; and portfolio growth
  - PCL on performing loans was primarily in the CNB and Capital Markets portfolios
- We have increased our ACL on performing loans by 25% from Q2/22 trough levels

(1) Loans and acceptances.

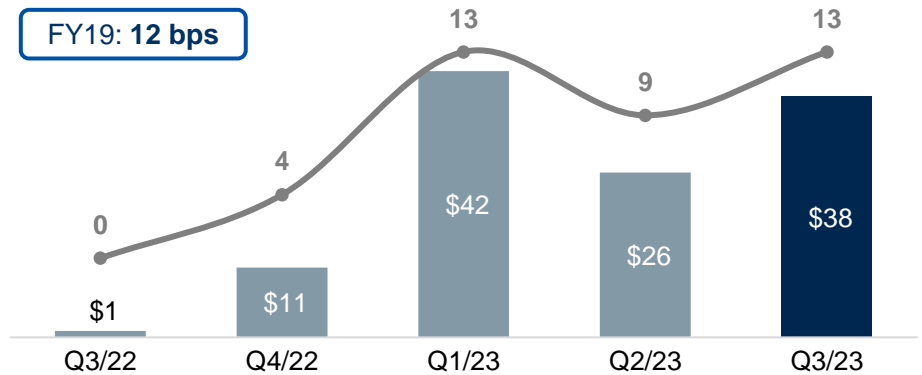
# PCL on impaired loans: Trending higher but remain below historical averages

## Total RBC (\$ millions, bps)



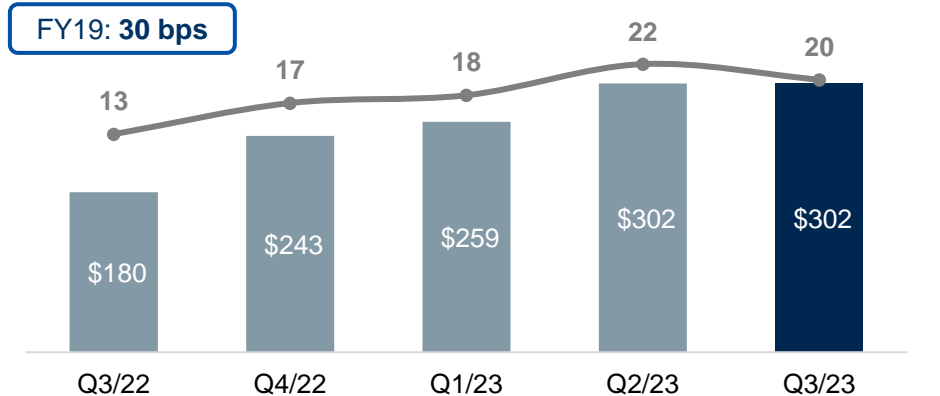
- Provisions were up \$58MM QoQ due to higher provisions in Capital Markets and CNB
- PCL ratio of 23 bps remains below the pre-pandemic 2019 PCL ratio of 27 bps

## Wealth Management (\$ millions, bps)



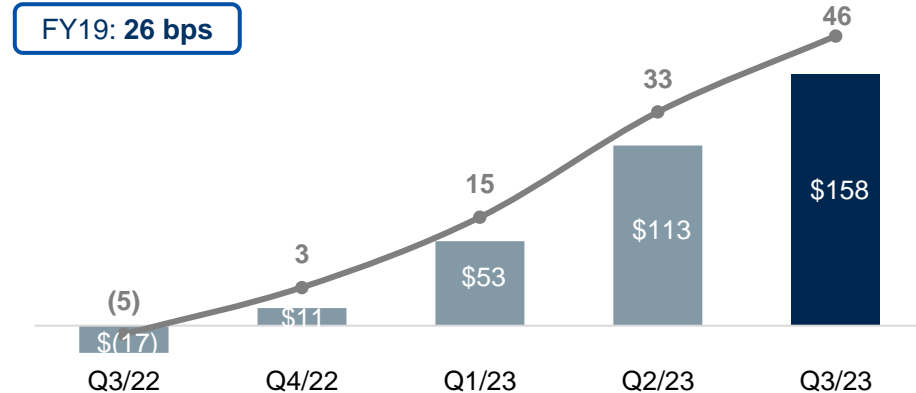
- Provisions were up \$12MM QoQ, mainly due to higher provisions in the Real Estate and Related, and Telecom and Media sectors, partially offset by a recovery on provisions in the Consumer Discretionary sector

## Canadian Banking (\$ millions, bps)



- Retail:** Provisions of \$265MM were up \$20MM QoQ, with higher provisions in Personal Lending and Residential Mortgages
- Commercial:** Provisions of \$37MM were down \$20MM QoQ. This quarter, provisions were taken across several sectors, led by Other Services

## Capital Markets (\$ millions, bps)

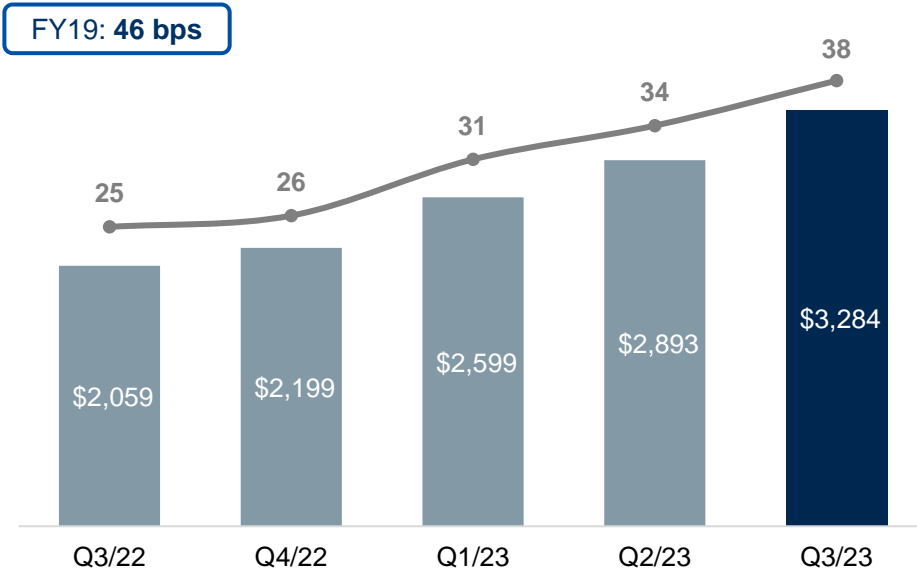


- Provisions were up \$45MM QoQ, with higher provisions across a number of sectors
- This quarter, we took a large provision on three related financings in the Commercial Real Estate sector, and a large provision on a loan in the Transportation sector

<sup>(1)</sup> Average annual actual loss rate from fiscal 2003 through to the most recent full year. The information is updated on an annual basis and is based on consolidated results.

# Gross Impaired Loans: Continues to normalize with higher new formations

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



## Key Drivers of GIL (QoQ)

- Total GIL increased \$391MM (up 4 bps QoQ)

### Canadian Banking

- GIL of \$1,385MM increased \$61MM QoQ, with increases primarily on Residential Mortgages and Small Business loans
  - New formations were relatively stable, while write-offs increased \$30MM QoQ (primarily due to Commercial and Personal Loans)

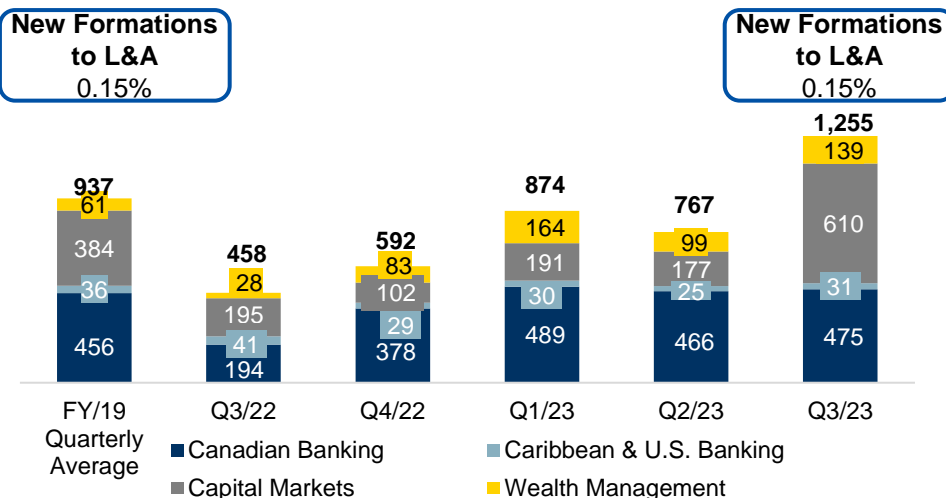
### Capital Markets

- GIL of \$1,187MM increased \$351MM QoQ. New formations were up \$433MM QoQ, primarily due to the impairment of loans to a client in the Real Estate and Related sector

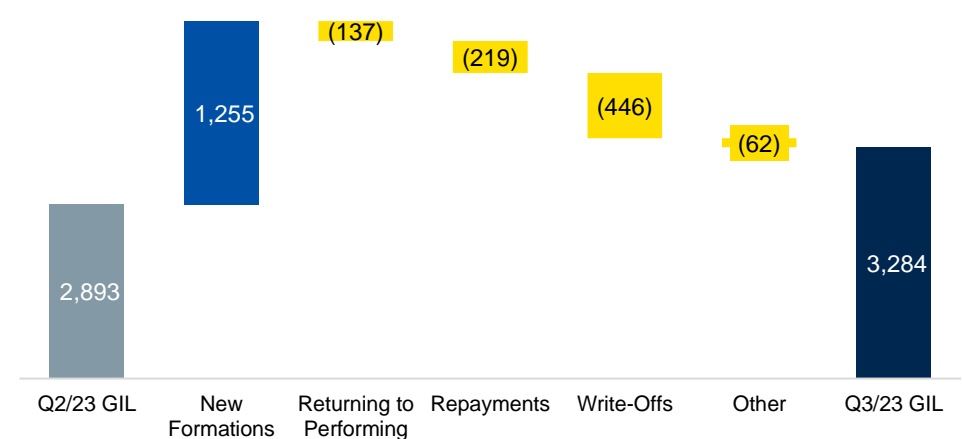
### Wealth Management (including CNB)

- GIL of \$396MM was relatively stable QoQ (-\$8MM). This quarter, new formations were led by the Real Estate and Related, Investments, and Telecom and Media sectors

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



## Net Formations (\$ millions)



(1) 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.

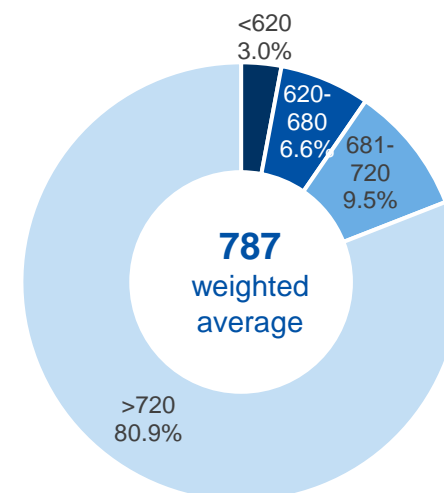
# Canadian Banking: Continuing to see signs of credit normalization

- PCL and GIL ratios were relatively stable QoQ, while delinquency rates continue to increase across most products

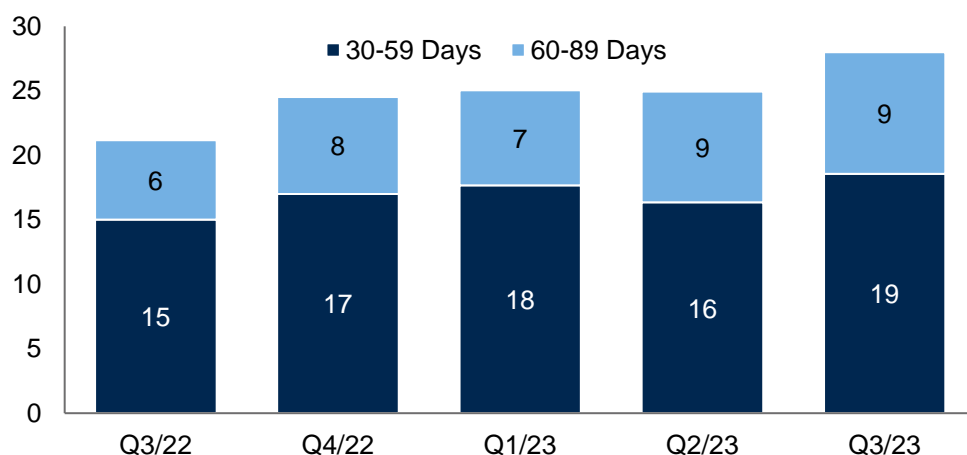
## Canadian Banking (CB) PCL on Impaired Loans and Gross Impaired Loans

	Q3/23 Avg Loan Balances (\$BN)	PCL on Impaired Loans (bps) <sup>(1)</sup>			Gross Impaired Loans (bps)			Avg FICO Score (Q3/23)
		Q3/22	Q2/23	Q3/23	Q3/22	Q2/23	Q3/23	
Residential Mortgages <sup>(2)</sup>	371.2	-	1	2	10	10	11	792
Personal Lending <sup>(6)</sup>	76.2	32	54	57	18	29	28	776
Credit Cards	21.2	185	231	212	68 <sup>(3)</sup>	70 <sup>(3)</sup>	66 <sup>(3)</sup>	742
Small Business	13.2	39	74	70	95	162	175	n.a.
Commercial	105.7	7	23	14	43	49	49	n.a.
<b>Total</b>	<b>587.5</b>	<b>13</b>	<b>22</b>	<b>20</b>	<b>18</b>	<b>23</b>	<b>23</b>	<b>787 <sup>(4)</sup></b>

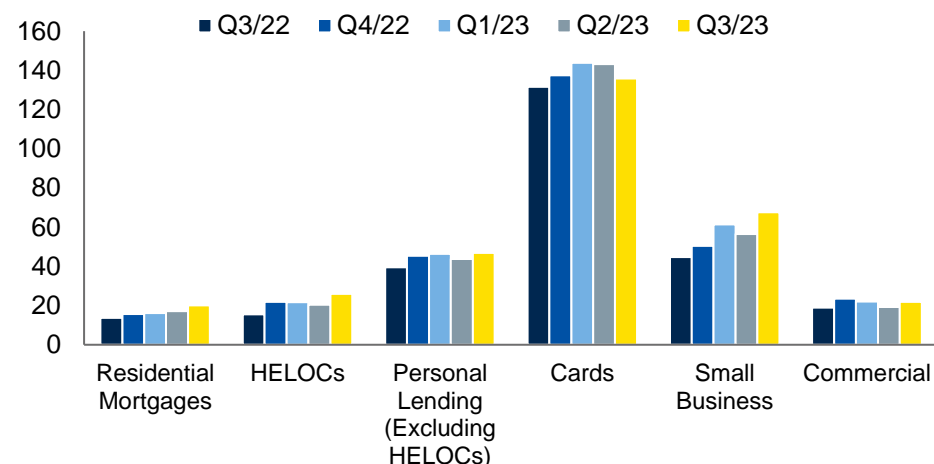
## CB Retail FICO Score Distribution (Q3/23)



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



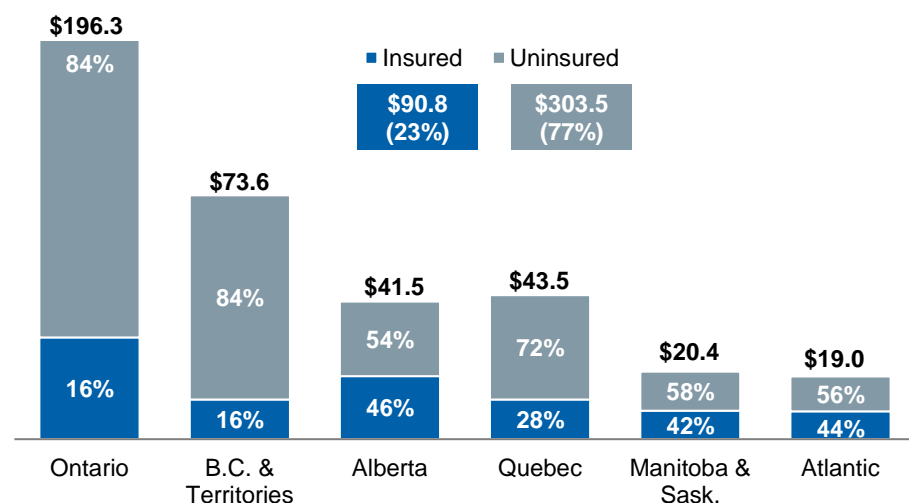
## CB 30-89 Day Delinquencies by Product (bps) <sup>(5)</sup>



(1) Calculated using average loans and acceptances, net of allowance. (2) Includes \$11.9BN 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) Average FICO is balance weighted for all retail products. (5) 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. (6) Personal Lending includes Indirect Lending, Overdraft, Personal Loans and HELOC.

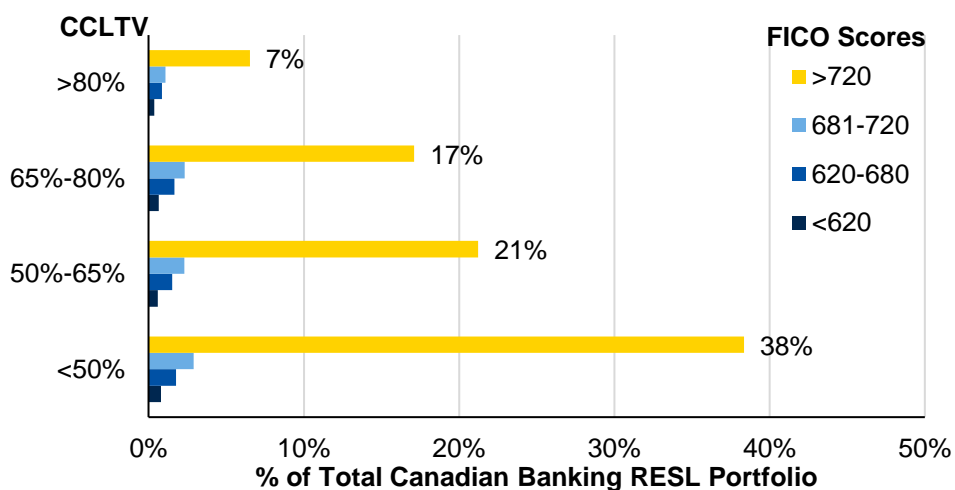
# Canadian residential portfolio: Strong underlying credit quality

## Canadian Residential Mortgage Portfolio<sup>(1)</sup> (\$ billions)



CCLTV – Canadian Banking Residential Lending Portfolio only <sup>(2)</sup>					
50%	48%	56%	52%	54%	53%

## Canadian Banking RESL Portfolio<sup>(2)</sup>



## Canadian Banking RESL Portfolio<sup>(2)</sup>

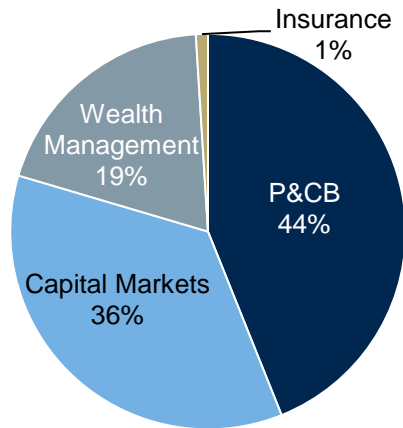
	Total \$398BN	Uninsured \$333BN
<b>Mortgage Balance</b>	<b>\$363BN</b>	<b>\$298BN</b>
HELOC Balance	\$35BN	\$35BN
<b>LTV at Origination</b>	<b>71%</b>	<b>69%</b>
<b>CCLTV</b>	<b>51%</b>	<b>50%</b>
GVA	48%	48%
GTA	50%	50%
<b>Average FICO Score</b>	<b>802</b>	<b>806</b>
FICO > 800	52%	53%
CCLTV > 80% & FICO < 680	1.21%	0.57%
<b>90+ Days Past Due<sup>(3)</sup></b>	<b>13 bps</b>	<b>11 bps</b>
GVA	10 bps	10 bps
GTA	10 bps	10 bps
<b>Average Duration</b>		
Remaining Mortgage Amortization <sup>(4)</sup>	<b>24 years</b>	<b>26 years</b>
Original Term <sup>(5)</sup>	39 months	38 months
Remaining Term	28 months	28 months
<b>Portfolio Mix</b>		
Variable Rate Mortgage	29%	32%
Fixed Rate Mortgage	71%	68%
Owner Occupied	86%	84%
Non-Owner Occupied	14%	16%
Detached	73%	73%
Condo	12%	12%

(1) Canadian residential mortgage portfolio of \$394BN comprised of \$363BN of residential mortgages in Canadian Banking, \$3BN in other Canadian business platforms, \$12BN of mortgages with commercial clients (\$9BN insured) and \$17BN of residential mortgages in Capital Markets held for securitization purposes (all insured). (2) Real estate secured lending includes residential mortgages and HELOCs. Based on \$363BN in residential mortgages with non-commercial clients and \$35BN in HELOC in Canadian Banking. Based on spot balances. Weighted by mortgage balances and adjusted for property values based on the Teranet-National Bank National House Price Index. (3) The 90+ day past due rate includes all accounts that are either 90 days or more past due or are in impaired status. (4) Excluding interest only mortgages. (5) Original term for booking during the quarter.

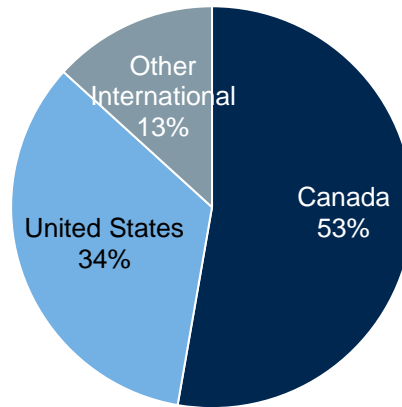
# Commercial Real Estate (CRE): Well-diversified portfolio

- CRE exposure of \$82.4 billion at Q3/2023 accounts for 9.6% of total Loans and Acceptances
- The portfolio was originated with sound lending standards, and remains well-diversified by geography, business and property type

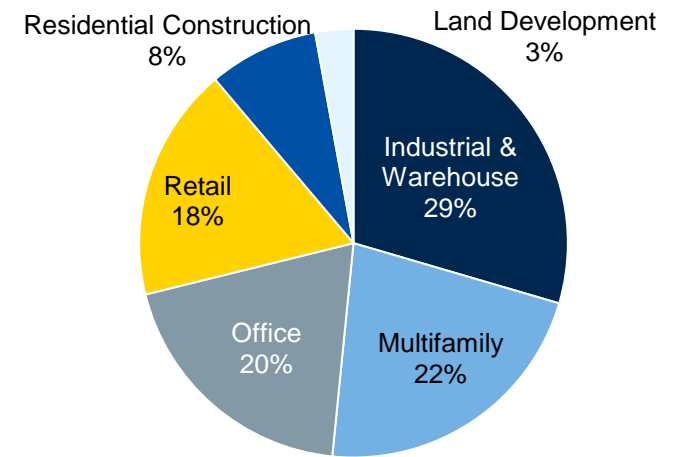
## Exposure by Business Segment



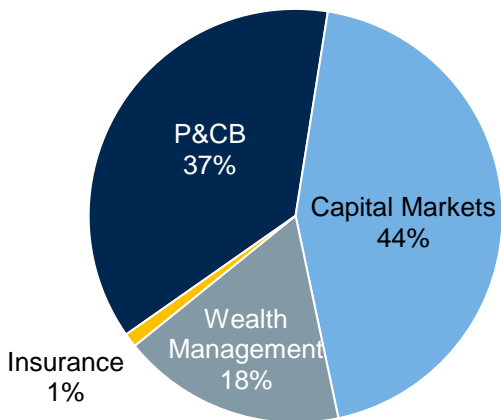
## Exposure by Geography



## Exposure by Property Type



## Spotlight on Office Property Exposure (1.9% of total L&A)



### Capital Markets

0.8% of total L&A

- Primarily Class A properties backed by strong financial sponsors
- Geographically diverse (52% U.S.; 21% Canada; 27% Other International)

### P&CB

0.7% of total L&A

- Primarily smaller suburban properties
- Average loan size: P&CB ~\$5MM; CNB <\$10MM
- Loans typically benefit from amortization and additional recourse outside of the asset (e.g., guarantees or other collateral)

### Wealth Management

0.3% of total L&A

- Late-stage delinquency rates are generally in-line with the broader portfolios

# Technology @ RBC





# Investors value RBC for its industry-leading franchises and innovative approach

## Creating More Value for Clients

- **8.8MM** active digital users<sup>(1)</sup>
- **3.7MM** clients connected through **MyAdvisor** to a personalized plan<sup>(2)</sup>
- **6.6MM** active mobile clients<sup>(1)</sup> on the **RBC Mobile** app

## Data & Artificial Intelligence Insights

- **4 Borealis AI** labs connected with top universities across Canada, with **40+** PhDs
- **3.8BN+** insights viewed by clients on **NOMI®** in the **RBC Mobile** app<sup>(3)</sup>

## Driving Efficiency & Operational Excellence

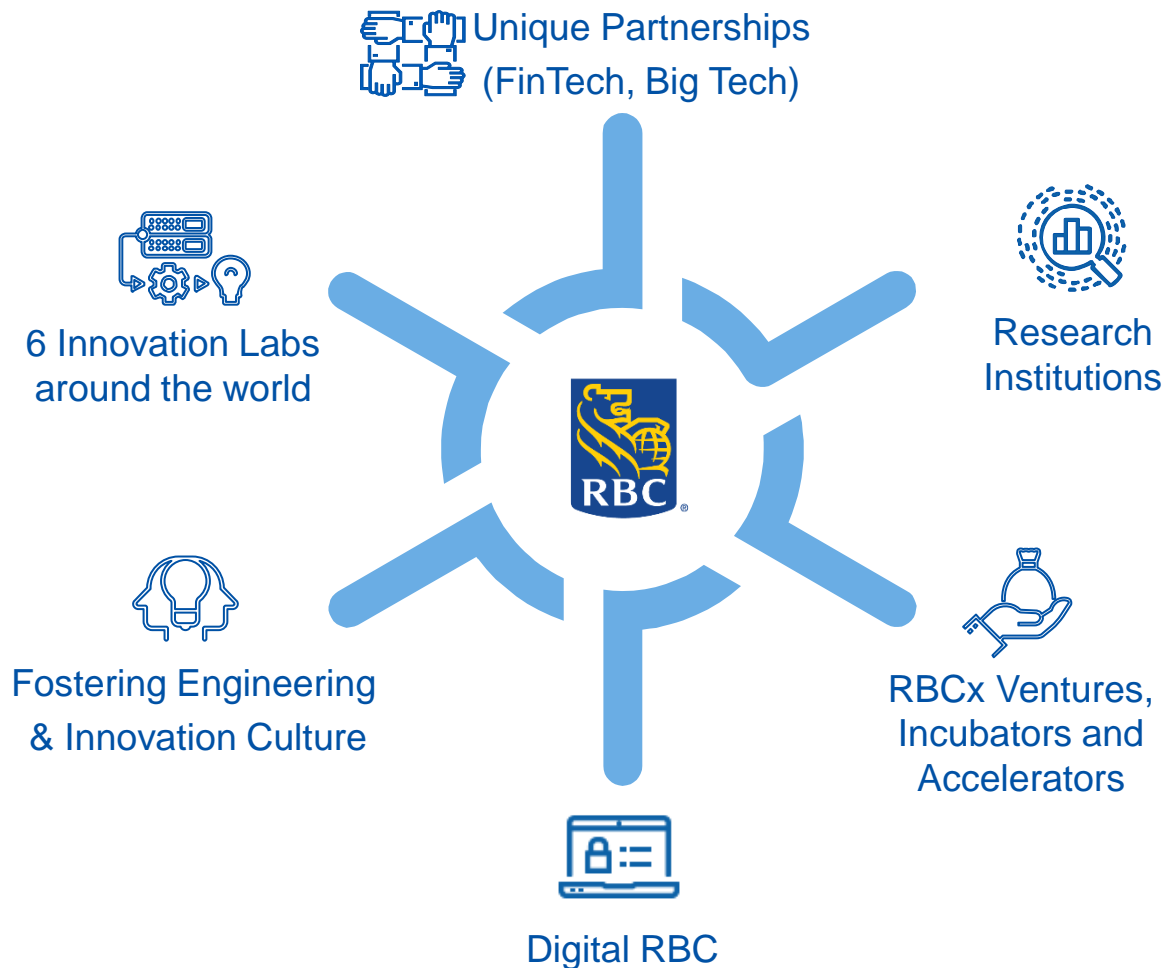
- **684MM** client transactions daily<sup>(4)</sup>

## Innovation Ecosystem & Partnerships

- **6** innovation labs globally
- **RBC<sup>X</sup> Ventures**, including **Ownr®**, **Dr.Bill®**, **Mydoh™** and **OJO®**
- **#1** workplace in Canada to grow your career<sup>(5)</sup>

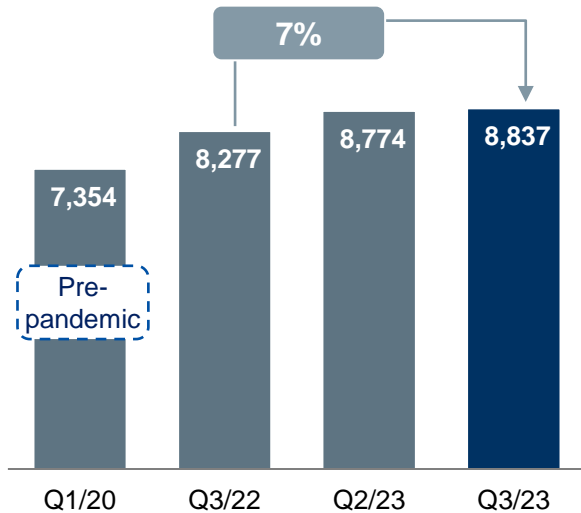
(1) These figures (in millions) represent the 90-Day Active customers in Canadian Banking only and are spot values. (2) As of June 2023. (3) Insights read on a launch-to-date basis. (4) Daily average number of transactions. (5) Based on LinkedIn's 2022 Top Companies in Canada list.

# We have developed a rich innovative ecosystem that attracts top talent

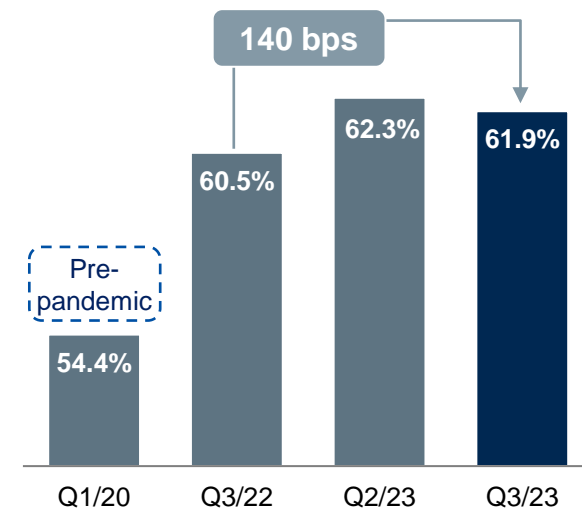


# Canadian Banking: Our 14MM+ clients continue to adopt our digital channels

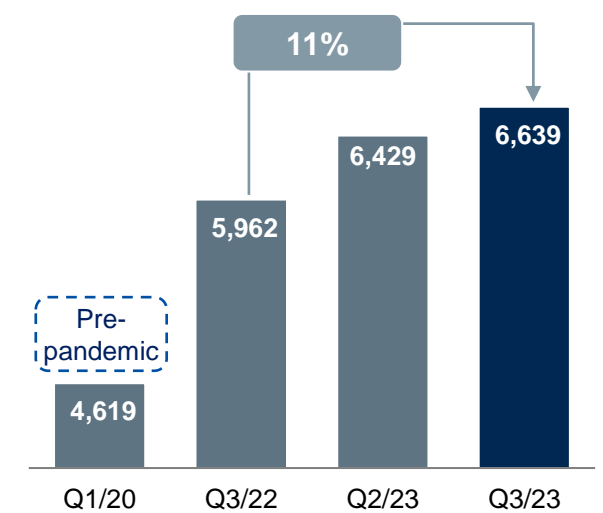
## Active Digital Users (000s)<sup>(1)</sup>



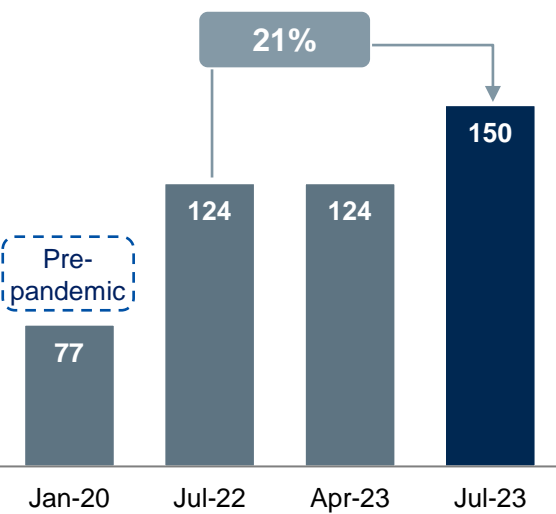
## Digital Personal Adoption Rate<sup>(2)</sup>



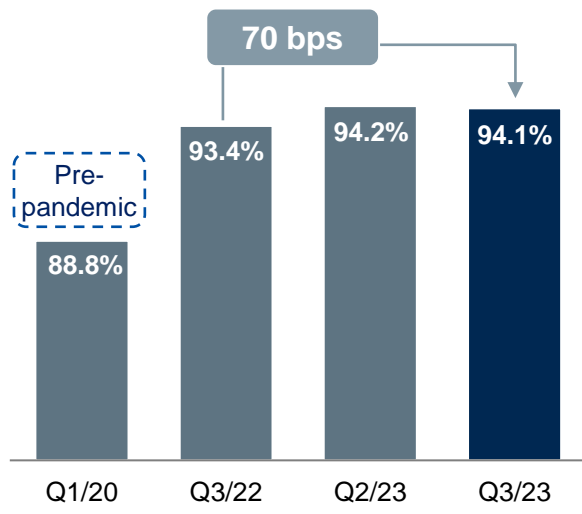
## Active Mobile Users (000s)<sup>(1)</sup>



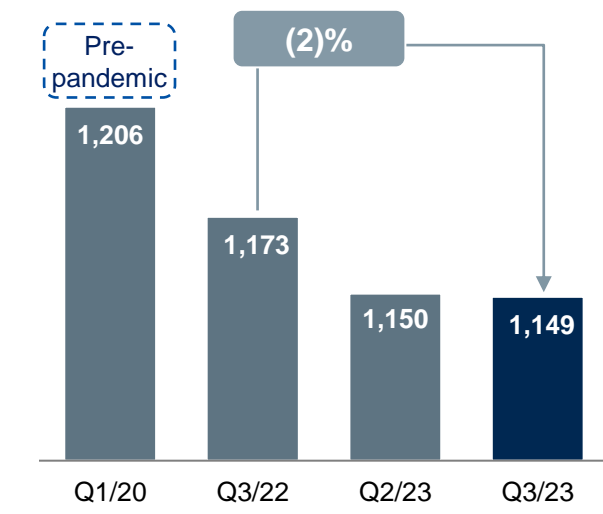
## Mobile Sessions (millions)<sup>(3)</sup>



## 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 Personal Adoption rate calculated using 90-day digital active personal clients. (3) These figures represent the total number of application logins using a mobile device. (4) Financial transactions only.

RBC<sup>X</sup>



# RBC<sup>X</sup> fuels innovation in Canadian tech ecosystem through four business pillars

## Banking

We support tech companies of all sizes, across all stages, with innovative products and services.

~4K

Tech clients, from startups to scale ups in areas such as fintech, cleantech, agtech and more

100+

Experienced bank advisors located coast-to-coast

## Capital

We offer a comprehensive suite of banking and financing solutions for venture capital and growth equity firms.

10

VC fund investments in Canadian software, life sciences, and climate funds, among other areas

7+

Direct investments backing Canada's top entrepreneurs, including Drop, League and more

## Platform

Our team of specialists and technologists help our portfolio companies scale and support banking clients in all things marketing, operations, design and technology.

150+

Engineers, architects and developers

75+

Growth marketers, CX researchers and product designers

50+

SMEs in data science, sales, finance and operations

## Ventures

We scale startups and high-growth companies that solve real-world problems and make lives better. The goal – redefine the role of a bank.



Launched 100,000+ Canadian small businesses since inception



Processed \$3.4 billion in medical billings for 13,000+ physicians since 2019



Helped 100,000+ Canadians build financial literacy since inception



Reaching millions of Canadians in their home ownership journey

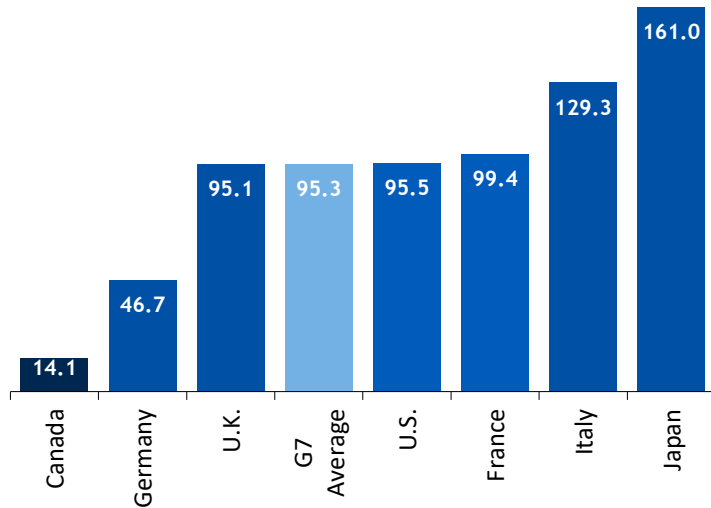
(1) OJO is a third party Ventures collaborator.

# Economic Backdrop

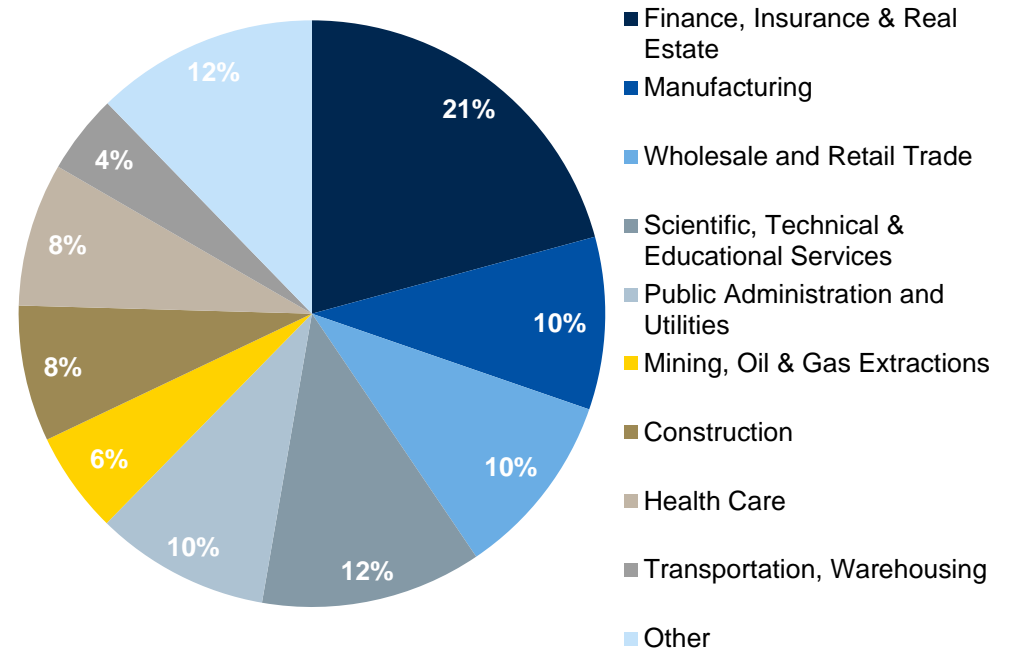
# Canada's strong fiscal position

- Strong rating as a result of fiscal prudence, conservative bank lending practices and a solid economy
- Lowest net debt-to-GDP ratio among G7 peers<sup>(1)</sup>

**Net Debt as % of GDP<sup>(1)</sup>**  
(2023 forecast as of April 2023)



**Canadian GDP by Industry<sup>(2)</sup>**  
(May 2023)

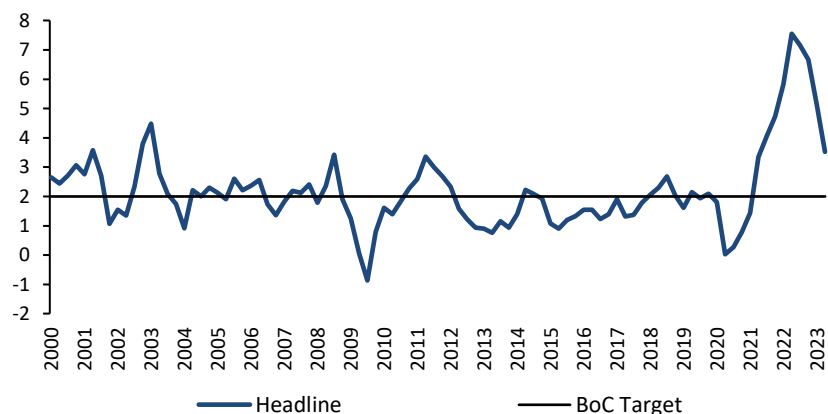


(1) Net debt refers to General Government net debt. International Monetary Fund April 2023 World Economic Outlook database. (2) Statistics Canada, RBC Economics

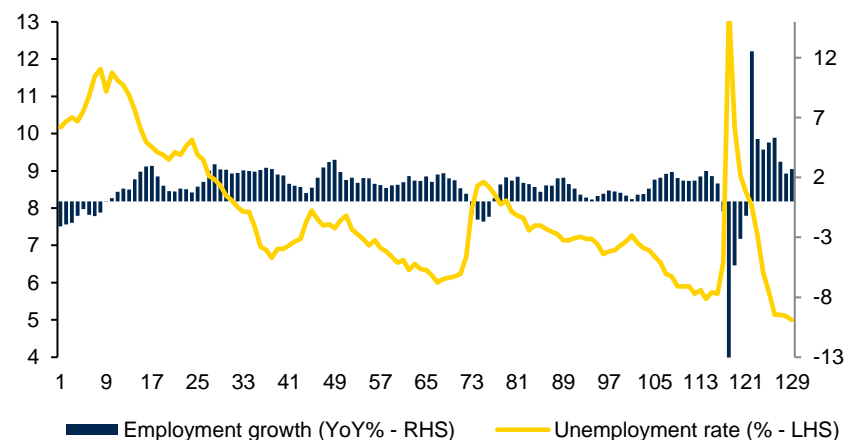
# Central bank interest rate hikes to slow consumer and business spending

- Inflation is still running above the Bank of Canada's (BoC) 2% target, but the pace has slowed and the breadth of price growth has narrowed after peaking earlier in calendar 2022. Global inflation pressures have dissipated on lower commodity prices and easing supply chain pressures. Three-month average growth in the BoC's preferred median and trim inflation measures are still running above the BoC's 1% to 3% target range.
- The BoC hiked the overnight rate by 25 basis points in July in response to resilient consumer spending and persistently above-target underlying inflation trends. Labour market conditions have softened with the unemployment rate ticking up by 0.5 percentage points from April to July this year (5% to 5.5%). The lagged impact of interest rate increases over the last calendar year has not yet fully passed through to household debt servicing costs. With interest rates at levels that will slow the economy further, we do not expect additional increases from the Bank of Canada.
- Home resales remain well-below levels in early calendar 2022 but increased more than expected in the spring. June saw slower pace of resale growth and we do not expect the initial spring rebound was sustainable. We expect the overall trajectory to be flatter through the remainder of 2023.
- We expect a mild recession in Canada and the United States with two consecutive declines in GDP expected in Q3 and Q4 of 2023 in Canada and in Q4 of 2023 and Q1 of 2024 in the United States. We expect moderate positive GDP growth to resume in the first calendar quarter in 2024 in Canada, with added support to growth coming from higher immigration and population growth.

## Canadian Inflation (YoY)<sup>(1)</sup>



## Canadian Labour Markets (YoY)<sup>(2)</sup>



(1) Statistics Canada, RBC Economics Research. (2) Statistics Canada, Bureau of Labor Statistics, RBC Economics Research.



# 2023 Economic Outlook

## Projected Economic Indicators for 2023<sup>(1)</sup>

	GDP Growth	Inflation	Unemployment Rate	Interest Rate (3 mth T-bills)	Current Account Balance/GDP <sup>(2)</sup>	Budget Surplus/GDP <sup>(3)</sup>
Canada	1.3%	3.6%	5.5%	5.0%	(1.1)%	(0.4)%
U.S.	2.0%	3.9%	3.7%	5.3%	(2.7)%	(6.3)%
Euro Area	0.6%	5.5%	6.8%	N.A.	0.6%	(3.7)%

### Canada

- Canadian headline inflation has slowed to 2.8% from a peak of 8.1% in June of 2022 alongside lower global commodity prices, easing supply chain pressures, and narrower breadth of price growth across goods and services.
- We expect the Bank of Canada's overnight rate to stay at the 5% level through 2023 as the lagged impact of past interest rate increases slow household spending and further ease inflation pressures.
- GDP is expected to decline in the third and fourth calendar quarters of 2023 as inflation and higher interest rates begin to weigh on consumer purchasing power and the unemployment rate drifts higher.

### U.S.

- The U.S. unemployment rate remains very low at 3.5% as of July. Wage growth has remained firm. We continue to expect higher interest rates will slow labour demand, pushing unemployment higher later this year.
- U.S. inflation is still running above the Federal Reserve's 2% inflation objective but the pace has slowed and the breadth of pressures has narrowed substantially from peak levels in calendar 2022. The lagged impact of aggressive central bank interest rate increases is expected to slow the economy this year, push the unemployment rate higher, and further slow price growth.
- We anticipate the U.S. economy will slip into a mild recession from the fourth quarter of calendar 2023 and the first quarter of 2024. We do not expect the Federal Reserve to hike interest rates further.

### Euro Area

- GDP in the Euro area is expected to grow but at a slow pace in calendar 2023 with higher interest rates adding to growth headwinds from inflation and disruptions from the war in Ukraine. We expect GDP to increase 0.6% in 2023. The European Central Bank delivered the 25bp hike at its July meeting, and we anticipate that was the final hike in current tightening cycle.

(1) RBC Economics as of August 10, 2023 and reflects forecasts for calendar 2023. (2) RBC Economics Research, IMF WEO (April 2023). (3) IMF Fiscal Monitor (April 2023).

# Canadian Housing Market

# Structural backdrop to the Canadian and U.S. housing markets

	Canada <sup>(1)</sup>	U.S. <sup>(1)</sup>
<b>Regulation</b>	<ul style="list-style-type: none"> <li>▪ Government influences mortgage underwriting policies primarily through control of insurance eligibility rules</li> <li>▪ Fully insured if loan-to-value (LTV) is over 80%                             <ul style="list-style-type: none"> <li>– Must meet 5-year fixed rate mortgage standards</li> <li>– Government-backed, on homes under \$1MM</li> <li>– Down-payment over 20% on non-owner occupied properties</li> <li>– Minimum down payment for new government-backed insured mortgages is 10% for portion of the value of a home being purchased that is between \$500,000 – \$999,000, and 5% below \$500,000</li> </ul> </li> <li>▪ Re-financing cap of 80% on non-insured</li> </ul>	<ul style="list-style-type: none"> <li>▪ Agency insured only if conforming and LTV under 80%</li> <li>▪ No regulatory LTV limit – can be over 100%</li> <li>▪ Not government-backed if private insurer defaults</li> </ul>
<b>Consumer Behaviour</b>	<ul style="list-style-type: none"> <li>▪ Mortgage interest not tax deductible</li> <li>▪ Greater incentive to pay off mortgage</li> </ul>	<ul style="list-style-type: none"> <li>▪ Mortgage interest is tax deductible</li> <li>▪ Less incentive to pay down mortgage</li> </ul>
<b>Lender Behaviour</b>	<ul style="list-style-type: none"> <li>▪ Strong underwriting discipline; extensive documentation</li> <li>▪ Most mortgages are held on lenders' balance sheet</li> <li>▪ Conservative lending policies have historically led to low delinquency rates</li> </ul>	<ul style="list-style-type: none"> <li>▪ Wide range of underwriting and documentation requirements</li> <li>▪ Most mortgages securitized</li> </ul>
<b>Lenders' Recourse</b>	<ul style="list-style-type: none"> <li>▪ Ability to foreclose on non-performing mortgages, with no stay periods</li> <li>▪ Full recourse against borrowers<sup>(2)</sup></li> </ul>	<ul style="list-style-type: none"> <li>▪ Stay period from 90 days to one year to foreclose on non-performing mortgages</li> <li>▪ Limited recourse against borrowers in key states</li> </ul>

(1) Current regulation and lenders recourse. (2) Alberta and Saskatchewan have some limited restrictions on full recourse.

# Legislation and policies – promoting a healthy Canadian housing market

---

## January 2023 – Government of Canada

- Two-year ban on foreign buyers of non-recreational residential properties came into effect
- Anti-flipping tax applying to capital gains made on principal residences bought and sold within less than 12 months came into effect

## October 2022 – Government of Ontario

- Raised the non-resident speculation tax from 20% to 25%

## April 2022 – Government of Canada

- All assignment sales of newly constructed homes became fully taxable for GST/HST purposes on May 7, 2022
- Federal government will engage with provinces and territories to develop and implement a buyer's bill of rights

## March 2022 – Government of Ontario

- Expanded the non-resident speculation tax to the entire province and raised the rate from 15% to 20%

## March 2022 – Government of Nova Scotia

- Introduced a 5% non-resident provincial deed transfer tax (effective April 1, 2022)

## June 2021 – OSFI, Department of Finance

- The stress test qualifying rate for insured and uninsured mortgages changed to the client rate plus 2 percentage points or 5.25%, whichever is greater

## July 2020 – CMHC

- Minimum credit score for CMHC insured mortgages raised from 600 to 680
- Gross debt service ratio reduced to 35%; total debt service ratio reduced to 42% to qualify for CMHC insured mortgage
- CMHC tightened rules on admissible down payment sources

# Legislation and policies – promoting a healthy Canadian housing market

## February 2018 – Government of British Columbia

- The BC government introduced a 30-point plan to address housing affordability issues. It included a new speculation tax (2% of assessed value) on homeowners who do not pay income tax in the province and increased the foreign buyer tax to 20% from 15%

## January 2018 – OSFI

- Qualifying rate for uninsured mortgages raised to 2 percentage points above the contract rate or the five-year posted rate, whichever is higher

## April 2017 – Government of Ontario

- Introduced the 'Fair Housing Plan': 16 measures to address risks in the housing market including a 15% speculation tax on non-residents purchasing homes in the Greater Golden Horseshoe region

## January 2017 – City of Vancouver

- Vancouver introduced a tax of 1% of the assessed value of each home which is vacant (principal residence is exempt)

## October 2016 – Department of Finance

- Qualifying rate for high-ratio mortgages with a term of five years or more is changed to the 5-year posted rate
- Portfolio-insured low-ratio mortgage loans must meet the eligibility criteria of high-ratio insured mortgage
- A principal residence sale must be reported in the seller's tax return, even if any capital gain is protected by the principal residence exemption

## July-August 2016 – OSFI & the Government of British Columbia

- OSFI increased scrutiny on mortgage underwriting standards: greater emphasis on internal controls, risk management practices and market developments
- BC government introduced a property transfer tax of 15% on foreign buyers registering the purchase of a home in Metro Vancouver

## December 2015 – Department of Finance

- Minimum down payment for new government-backed insured mortgages increased from 5% to 10% for portion of the value of a home being purchased that is between \$500,000 and \$999,999 (came into effect February 2016)

# Legislation and policies – promoting a healthy Canadian housing market

---

## April 2014 – CMHC

- Discontinued offering mortgage insurance on 2nd homes and to self-employed individuals without 3rd party income validation

## July 2012 – CMHC

- Maximum amortization on government-backed insured mortgages reduced to 25 years from 30 years
- Maximum amount that can be borrowed on a mortgage refinancing lowered to 80% from 85%
- CMHC insurance availability is limited to homes with a purchase price of <\$1 million lowered from \$3.5 million
- Set the borrower's maximum gross debt service ratio at 39% and maximum total debt service ratio at 44%

## March 2011 – CMHC

- Maximum amortization on government-backed insured mortgages reduced to 30 years from 35 years
- Maximum amount that can be borrowed on a mortgage refinancing lowered to 85% from 90%

## February 2010 – Department of Finance

- Borrowers with insured mortgage terms of less than five years must meet the standards for a five-year fixed rate mortgage
- Maximum amount that can be borrowed on a mortgage refinancing lowered to 90% from 95%
- Minimum 20% down payment is required in order to qualify for government-backed mortgage insurance on non-owner-occupied properties

## July 2008 – Department of Finance

- Maximum amortization on government-backed insured mortgages reduced to 35 years from 40 years
- A minimum 5% down payment is required in order to qualify for government-backed insured mortgages
- Minimum credit score requirements, new loan documentation standards, setting a maximum of 45% on borrowers' total debt service ratio

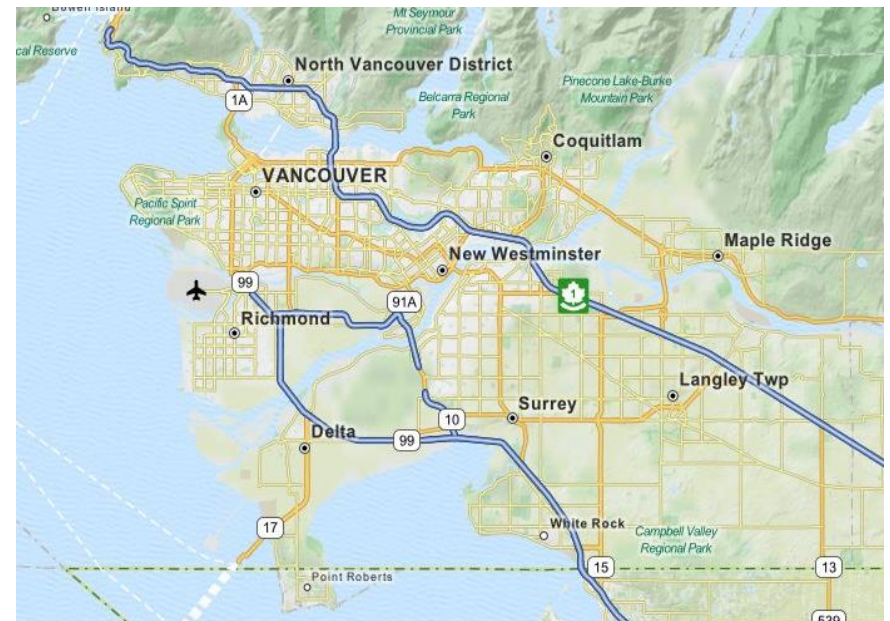
# The Toronto and Vancouver downtown condo markets

- Constraints on undeveloped land around Toronto / Vancouver have contributed to a shift to higher-density condo housing
  - Provincial growth plan, including ‘Green belt’ surrounding Toronto, contains urban sprawl and favours condo development
  - Vancouver is restricted in its ability for urban sprawl due to land constraints away from the city centre
- Canada has one of the highest per capita rates of permanent immigration in the world<sup>(1)</sup>
  - In 2021, 8.3+ million people, or almost one-quarter (23.0%) of the population, were, or had ever been, a landed immigrant or permanent resident in Canada – the highest among the G7<sup>(1)</sup>
  - 53.4% of recent immigrants to Canada settled in Toronto, Montreal or Vancouver<sup>(1)</sup>
- RBC’s exposure to condo development is limited – about 4.6% of our Canadian commercial loan book<sup>(2)</sup>
  - Condo exposure is 12% of Canadian residential lending portfolio<sup>(2)(3)</sup>

## “Green Belt” Surrounding Greater Toronto Area



## Vancouver Limited by Mountains, Sea, U.S. Border



(1) Statistics Canada, 2021 Census. (2) As at July 31, 2023. (3) Based on \$363BN in residential mortgages with non-commercial clients and \$35BN in HELOC in Canadian Banking. Based on spot balances.



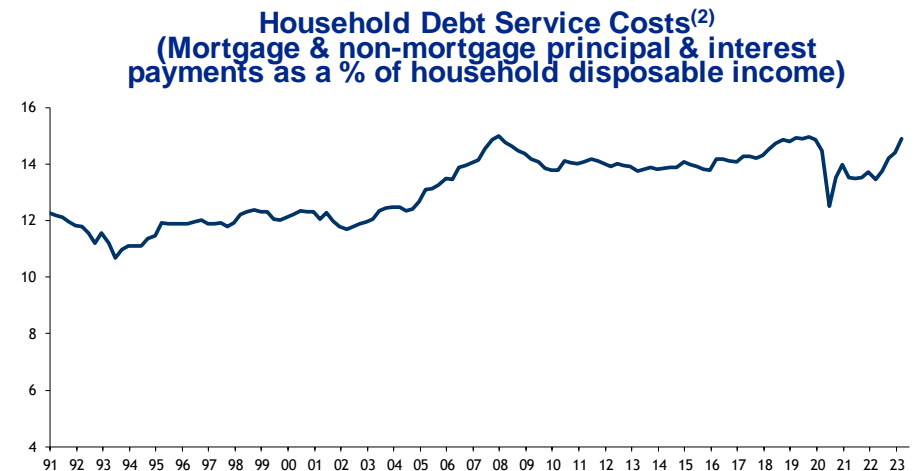
# Canada's housing market: in gradual recovery mode

- The market bottomed this spring following a sharp year-long correction triggered by the Bank of Canada's aggressive rate hike campaign since March 2022. Home resales rebounded surprisingly strongly at first as our central bank hit the pause button but back-to-back hikes in June and July have since cooled down the recovery's pace. The snapback in activity amid a continued dearth of inventory have tightened demand-supply conditions and ended the price slide earlier than anticipated this spring. That said, RBC Economics expects challenging affordability issues will contain the recovery's momentum until interest rates are lowered.
- Canada's longer-term housing market fundamentals remain solid. Immigration (for which targets will rise further to 500,000 annually by 2025) will be a major driver of housing demand for years to come. Already-low inventories could fall further if housing construction continues lag demand. Significantly boosting housing supply will be a challenge amid skilled trade shortages, lengthy (and costly) project approval processes and often restrictive zoning regulations across Canada.
- Lenders maintain strong underwriting discipline and require extensive documentation.
  - Most mortgages held on balance sheet and conservative lending policies have led to low delinquency rates.

## Demand-supply conditions are rebalancing



## Higher interest rates are now pushing up debt service costs

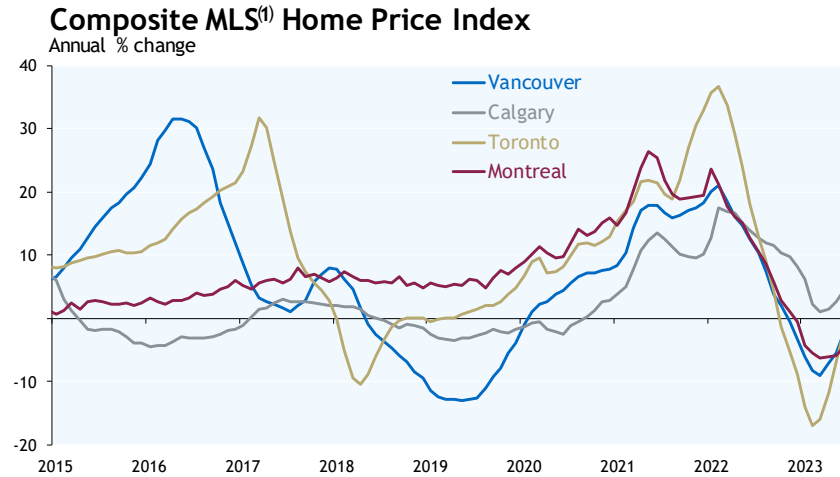


(1) Canadian Real Estate Association, RBC Economics. (2) Statistics Canada, RBC Economics.

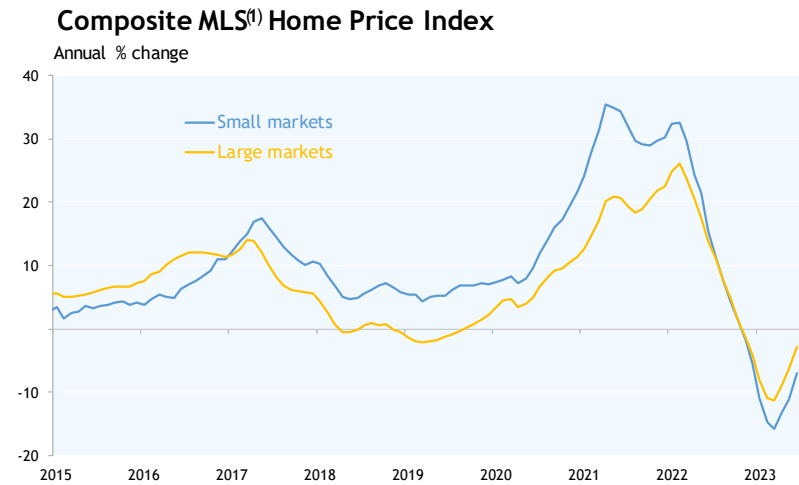


# Property values are rising again—will soon be above year-ago levels

## Home prices have bottomed this spring...



## ...in markets of all sizes



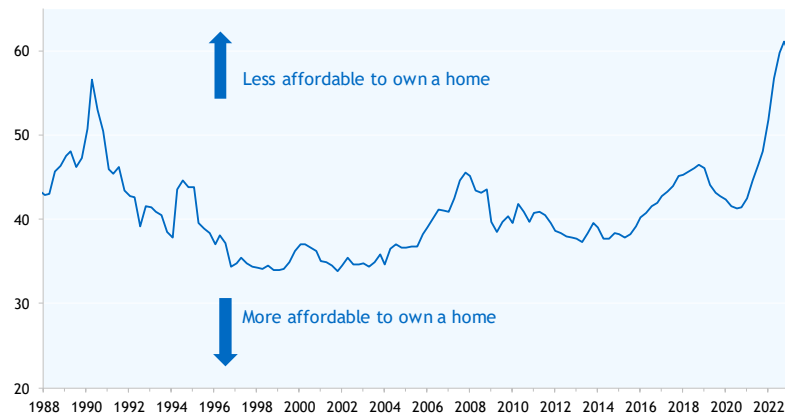
Source: Canadian Real Estate Association, RBC Economics

Source: Canadian Real Estate Association, RBC Economics

## Poor affordability is poised to restrain demand growth...

### Housing affordability: Canada

Ownership costs of an average home as % of median household income

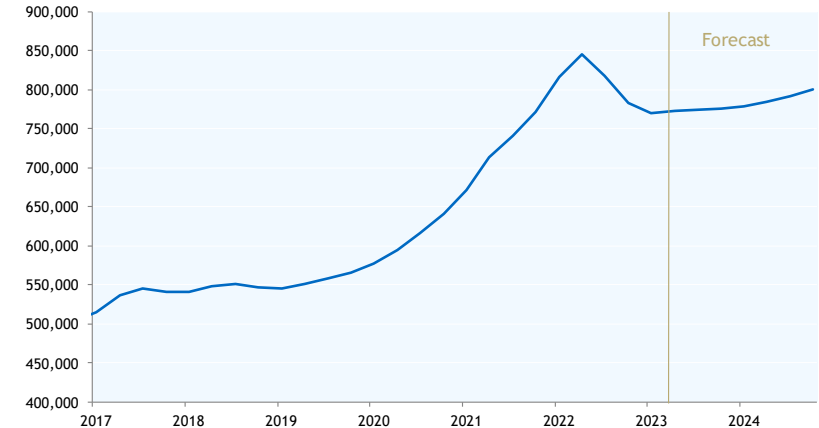


Source: RPS, Statistics Canada, Bank of Canada, RBC Economics

## ...and keep prices on a slight upward trajectory near term

### Home price forecast: Canada

RPS aggregate home price benchmark, \$



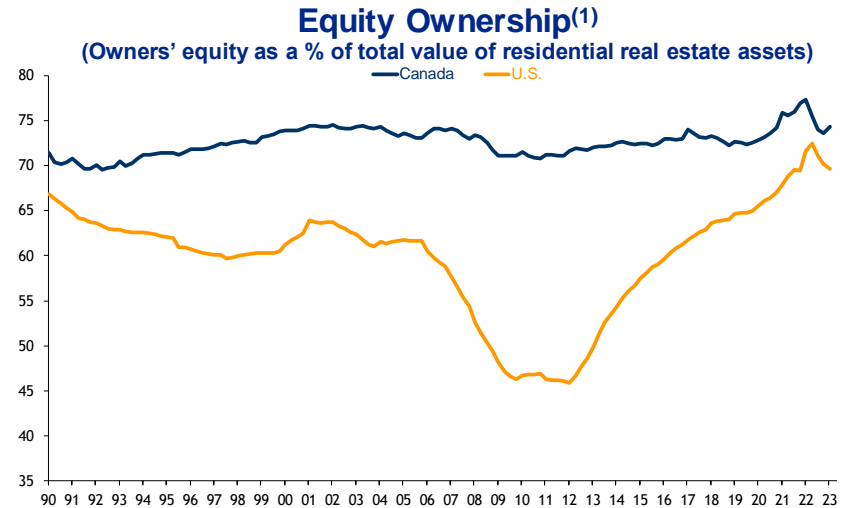
Source: RPS, RBC Economics

(1) MLS: Multiple Listing Service.

# Canadians have significant equity ownership in their homes

- Canadians carry a significant share of equity in their homes.
- Growth in residential mortgages reached a 14-year high in the early months of 2022, but the housing market downturn has since moderated the pace materially.
- Mortgage delinquency rates remain exceptionally low in Canada and have been stable through recent credit cycles.
- RBC monitors its residential mortgage and broader retail portfolios closely, and performs stress tests for dramatic movements in house prices, GDP, interest rates and unemployment rates.

## Canadians maintain high levels of equity in their homes



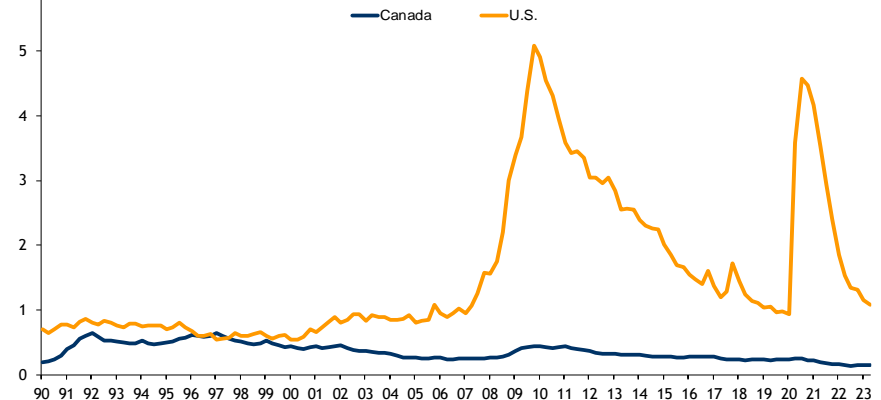
## Growth in residential mortgages is slowing again

**Residential Mortgage Growth<sup>(2)</sup>**  
(Year-over-year % change)



## The mortgage delinquency rate still near a 30-year low in Canada

**Mortgage Delinquencies<sup>(3)</sup>**  
(Mortgages 90+ days in arrears as a % of total mortgages)



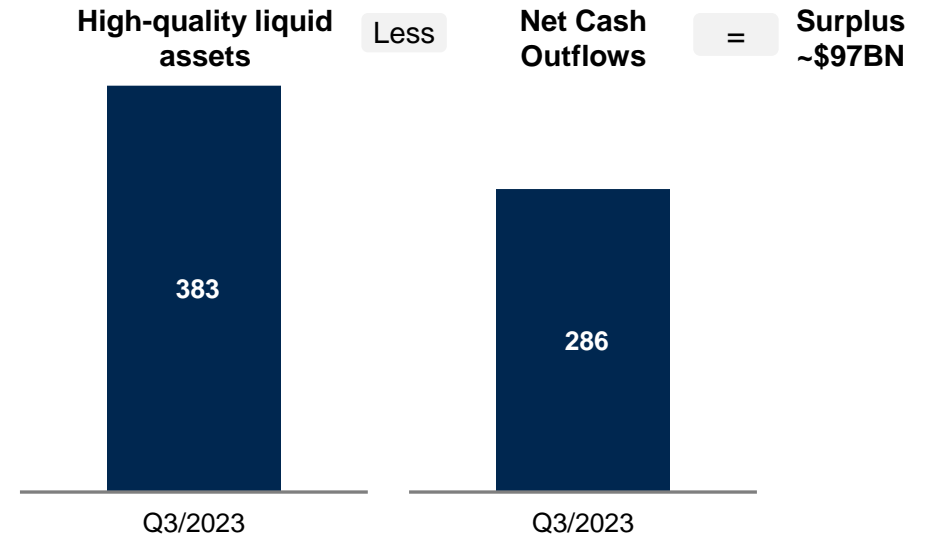
(1) Statistics Canada, Federal Reserve Board, RBC Economics. (2) Bank of Canada, RBC Economics. (3) Canadian Bankers Association, Mortgage Bankers Association, RBC Economics.

# Appendix A – Liquidity & Funding

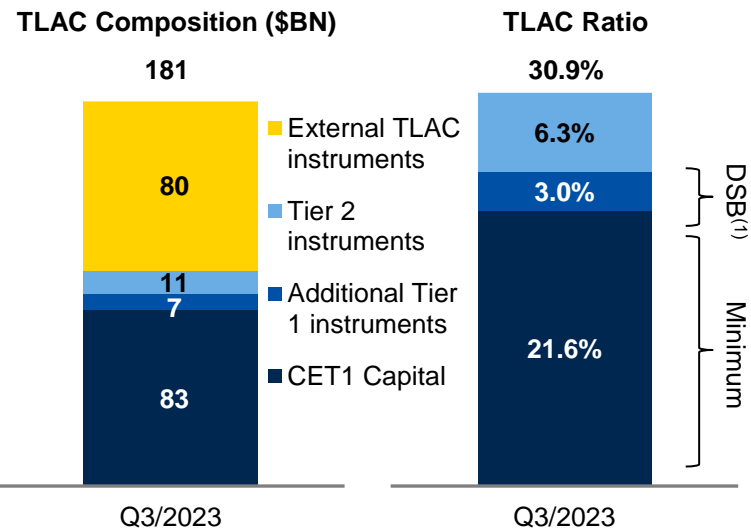
# Funding: Well-diversified

- As at July 31, 2023, relationship-based deposits, which are the primary source of funding for retail and commercial lending, were **\$822 billion or 51% of our total funding** (including short-term repo funding)
- Short and long-term wholesale funding comprises 35% of the total liabilities & capital** in both unsecured and secured formats
- Wholesale funding generally supports capital markets activity
- Wholesale funding is well-diversified across products, currencies, investor segments and geographic regions

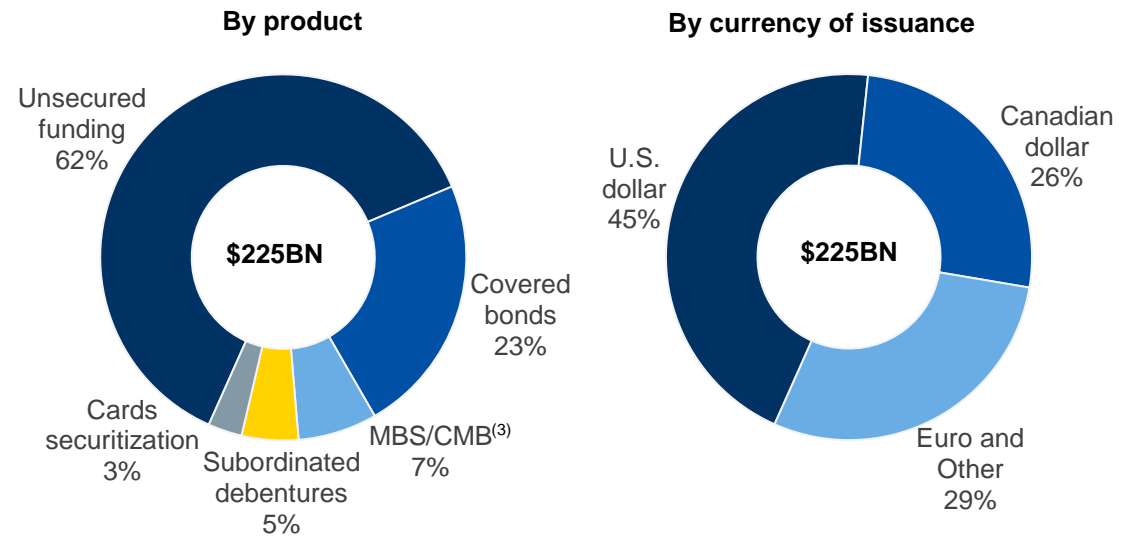
## LCR (total adjusted value, \$BN)



## Total Loss Absorbing Capacity



## Long-term debt <sup>(2)</sup> – funding mix



(1) Domestic Stability Buffer. (2) Includes unsecured and secured long-term funding and subordinated debentures with an original term to maturity greater than 1 year. (3) Mortgage-backed securities and Canada Mortgage Bonds.

# Interest rate sensitivity

All-Bank: Impact of 100 bps change across the curve <sup>(1)</sup>			Impact of 25 bps change <sup>(2)</sup>			
Net interest income (\$MM)	Increase	Decrease	Revenue (\$MM)	Increase in short-term rates <sup>(2)</sup>	Increase across the curve <sup>(2)</sup>	Decrease across the curve <sup>(2)</sup>
Canada	\$441	\$(475)	Canadian Banking	~\$50	~\$115	~\$(115)
U.S.	\$139	\$(173)	U.S. Wealth Management (incl. CNB)	~US\$40	~US\$40	~US\$(65)
<b>Total</b>	<b>\$580</b>	<b>\$(648)</b>				

- Quarter-over-quarter NII sensitivity decreased as a result of a marginal increase in fixed rate assets held within banking books
- Sensitivity for Canada includes segments other than Canadian Banking
- Interest rate risk measures are based on current on and off-balance sheet positions which can change over time in response to business activity and management actions

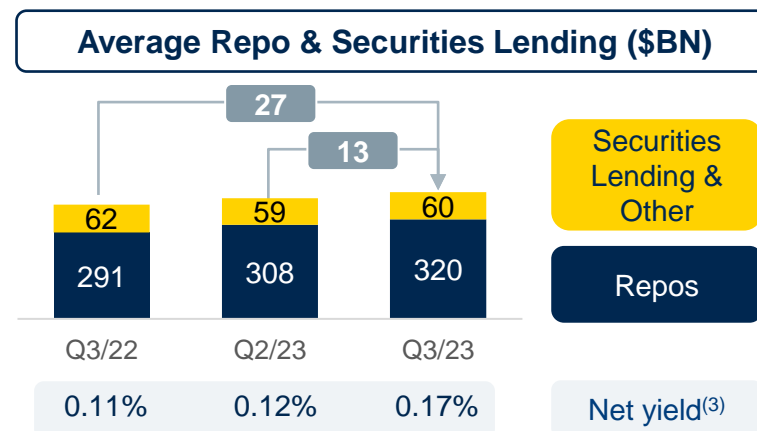
## Inter-connectedness with Non-Interest Income

### Capital Markets

- Repo gains in non-interest income is partly offset in interest expense
- The cost of funding of certain Capital Markets transactions is recorded in interest expense, while related gains are recorded in Other revenue in non-interest income

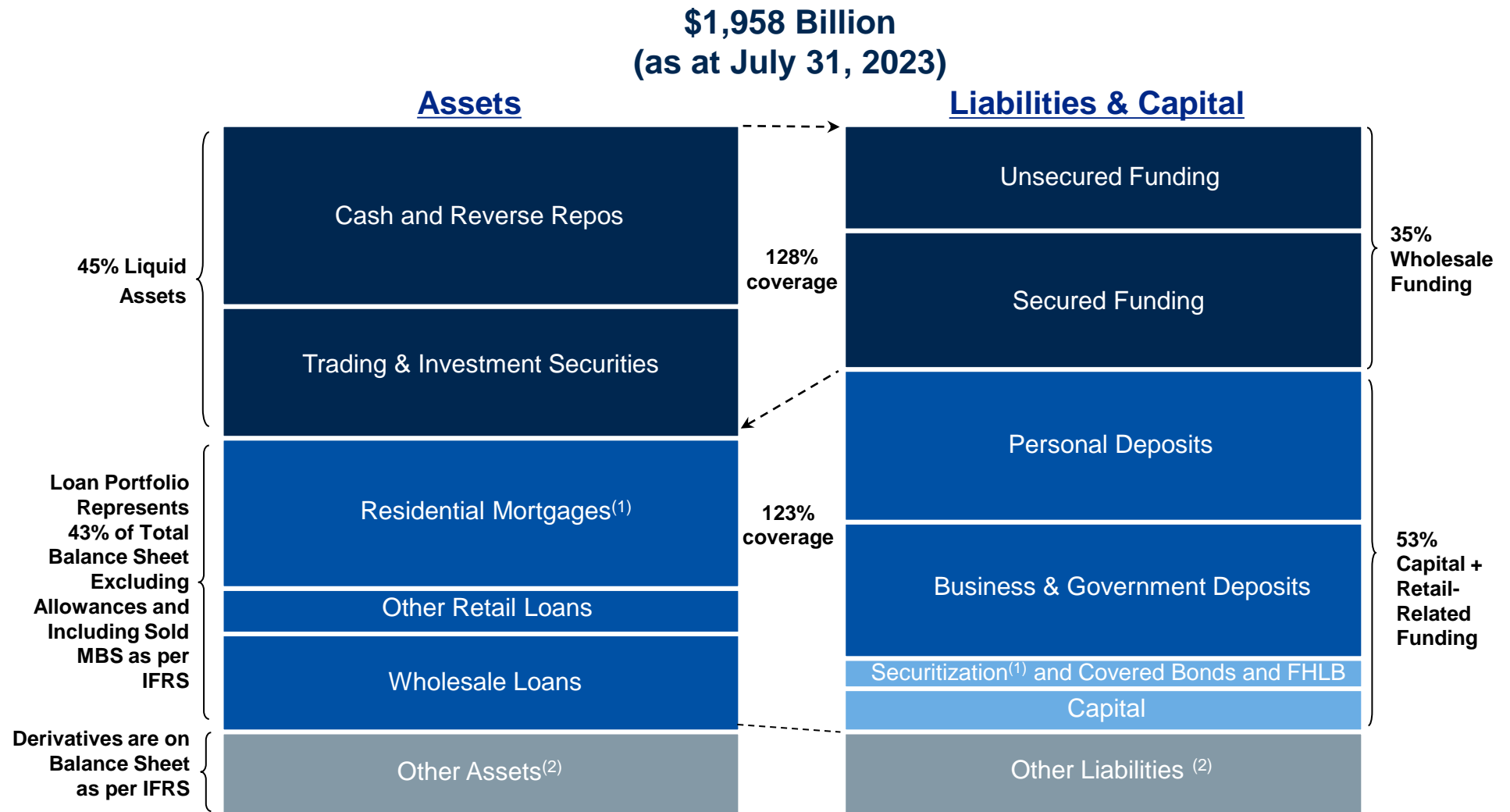
### Wealth Management (including CNB)

- U.S. Wealth Management sweep revenue is largely recorded in non-interest income
- The benefit of certain hedges is recognized in Other revenue



(1) Represents the 12-month revenue exposure (before-tax) to a 100bps immediate and sustained shift in interest rates. (2) Represents the 12-month revenue exposure (before-tax) to a 25bps immediate and sustained shift in interest rates. (3) Represents balances and net yield in the Capital Markets core fixed income repo business.

# Strength of a high-quality liquid balance sheet



(1) Securitized agency mortgage-backed securities (MBS) are on balance sheet as per IFRS. (2) Other assets include \$116BN of derivative-related assets, largely offset by derivative-related liabilities in Other liabilities. Under IFRS derivative amounts without master netting agreements cannot be offset and the gross derivative assets and liabilities are reported on balance sheet.

# Well-diversified wholesale funding platform

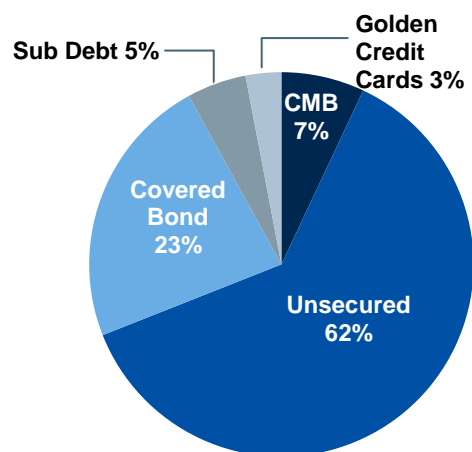
- Well-diversified across products, currencies, investor segments, and geographic regions
- Raise majority of funding in international markets, preserving significant domestic capacity which can be more readily tapped in stressed market conditions
- Regular issuance in all major markets to promote investor engagement and secondary market liquidity

Canada
<ul style="list-style-type: none"> <li>Canadian Shelf (C\$25BN)</li> <li>Securitizations (Canadian mortgage bonds, NHA MBS<sup>(1)</sup> and credit cards)</li> </ul>

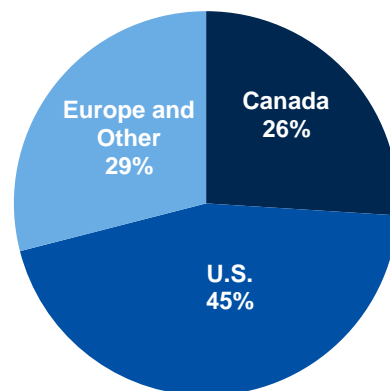
U.S.
<ul style="list-style-type: none"> <li>SEC Registered Shelf (US\$50BN)</li> </ul>

Europe and Asia
<ul style="list-style-type: none"> <li>European Debt Issuance Program (US\$75BN)</li> <li>Covered Bond Program (EUR 75BN)</li> <li>Japanese Issuance Programs (JPY 1 trillion)</li> </ul>

Well Diversified by Product<sup>(2)</sup>



Diversified by Geography<sup>(2)</sup>



Recent Deals

- USD \$1.35 Billion 3 year unsecured at UST+98bps / SOFR+108bps
- USD \$1 Billion 5 year unsecured at UST+128bps / SOFR+148bps
- CAD \$1.25 Billion 3 year unsecured at GOC+125bps / SOFR+107bps
- CAD \$1.25 Billion 7 year unsecured at GOC+174bps / SOFR+169bps
- EUR \$750 Million 5 year unsecured at EUR Mid-swap+105bps / SOFR+158bps
- EUR \$1.5 Billion 5 year Covered Bond at EUR Mid-swap+34bps / SOFR+83bps

(1) National Housing Act Mortgage Backed Securities. (2) As July 31, 2023.

# RBC Covered Bond Program

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## Globally Active

- Active program in six different currencies: EUR, CAD, USD, CHF, AUD and GBP
  - C\$69.8BN currently outstanding

## Strong Issuer

- Largest Canadian bank by market capitalization
- Strong credit ratings
- Well capitalized and consistent historical profitability
- Well diversified business mix

## Canadian Legislative Changes

- Canadian legislation protects claims of covered bond investors and overrides any other conflicting law related to bankruptcy and insolvency
  - Extensive regulatory oversight and pool audit requirements
  - Mandatory property value indexation

## U.S. Market

- Active U.S. dollar covered bond issuer
- Several benchmark bonds outstanding
- Broad U.S. investor base
  - Issued US\$24.1BN across twelve deals since September 2012
  - Trace eligible



# Glossary

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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.

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

- The Liquidity Coverage Ratio is a Basel III metric designed to ensure banks hold a sufficient reserve of high-quality liquidity assets to allow them to service a period of significant liquidity stress lasting 30 calendar days.

# Glossary

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## **Net interest margin (NIM):**

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

## **Net stable funding ratio (NSFR):**

- The Net Stable Funding Ratio is a Basel III metric defined as the amount of available stable funding relative to the amount of requested stable funding. The ratio should be at least equal to 100% on an ongoing basis.

## **Net yield:**

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

## **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 loss absorbing capacity (TLAC); TLAC ratio:**

- The aggregate of Tier 1 capital, Tier 2 capital, and external TLAC instruments, allow conversion in whole or in part into common shares under the Canada Deposit Insurance Corporation Act and meet all of the eligibility criteria under the guideline. The risk-based TLAC ratio is defined as TLAC divided by total risk-weighted assets.

## **Total shareholder return (TSR):**

- TSR is a concept used to compare the performance of our common shares over a period of time, reflecting share price appreciation and dividends paid to common shareholders.

## Reconciliation for non-GAAP financial measures

Calculation of Tangible Book Value Per Share					
\$ millions (unless otherwise stated)	2018	2019	2020	2021	2022
Common equity - end of period	73,552	77,816	80,719	91,983	100,746
Less: Goodwill and Intangibles net of tax - end of period	12,498	12,370	12,375	11,664	14,019
Tangible common equity - end of period	61,054	65,446	68,344	80,319	86,727
Common shares outstanding (000s) - end of period	1,438,794	1,430,096	1,422,473	1,424,525	1,382,911
Tangible Book Value Per Share	\$ 42.43	\$ 45.76	\$ 48.05	\$ 56.38	\$ 62.71

Calculation of Cash Earnings for Wealth Management <sup>(1)</sup>				
\$ millions (unless otherwise stated)	2021	2022	YTD 2022	YTD 2023
Net Income	2,836	3,287	2,451	2,264
Add: After-tax effect of amortization of other intangibles	162	164	119	183
Cash Earnings	2,998	3,451	2,570	2,447

Calculation of Adjusted Net Income and Diluted EPS, and Adjusted ROE	
\$ millions (unless otherwise stated)	YTD 2023
<b>Net income</b>	<b>10,735</b>
Less: Non-controlling interests (NCI)	(5)
Less: Dividends on preferred shares and distributions on other equity instruments	(169)
<b>Net income available to common shareholders</b>	<b>10,561</b>
<b>Adjusting items impacting net income (before tax)</b>	
Amortization of other intangibles	249
HSBC Canada transaction and integration costs	177
<b>Income taxes for adjusting items impacting net income</b>	
Amortization of other intangibles	(51)
HSBC Canada transaction and integration costs	(42)
Canada Recovery Dividend (CRD) and other tax related adjustments	1,050
<b>Adjusted net income</b>	<b>12,118</b>
<b>Adjusted net income available to common shareholders</b>	<b>11,944</b>
<b>Adjusted diluted EPS</b>	<b>\$ 8.59</b>
<b>Adjusted ROE</b>	<b>15.7%</b>
Average common equity	101,800
Common shares outstanding (000s) - average (diluted)	1,389,857

(1) Certain amounts have been revised from those previously presented to conform to our new basis of segment presentation. For more information, refer to the About Royal Bank of Canada section of our Q3/2023 Report to Shareholders.

## 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:

- Measures which exclude the amount of amortization of intangibles (excluding amortization of software), any goodwill impairment, and other significant items that may impact a given period enhances comparability as transaction specific intangible assets and/or goodwill can differ widely between organizations, and impairments and other significant items can give rise to volatility in a particular period.
- Measures which exclude the impact of amortization and write down of other intangibles (excluding software) and goodwill 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.

Readers are cautioned that key performance measures, such as ROE and non-GAAP measures, including adjusted basis measures, pre-provision, pre-tax earnings, cash earnings and tangible book value per share, 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 2022 Annual Report dated November 29, 2022 and Q3 2023 Report to Shareholders dated August 24, 2023, which sections are incorporated by reference herein and available on the Canadian Securities Administrators’ website at [sedar.com](http://sedar.com), as well as in our Q3 2023 Supplementary Financial Information.

Definitions can be found under the “Glossary” sections in our Q3 2023 Supplementary Financial Information and our 2022 Annual Report.

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