

RBC at a Glance – Q1/2018



Company Overview

- Canada's largest bank by market capitalization⁽¹⁾ with broad leadership in financial services
- One of North America's leading diversified financial services companies
- Top 15 bank globally based on market capitalization⁽¹⁾, with operations in 36 countries
- 81,000+ employees with more than 16 million clients worldwide

(1) As at January 31, 2018.

Strategic Goals

Canada	To be the undisputed leader in financial services
U.S.	To be the preferred partner to corporate, institutional and high net worth clients and their businesses
Global	To be a leading financial services partner valued for our expertise

Financial Highlights

Key Balance Sheet Items

\$ billions	Q1/2018	Q4/2017
Assets	1,276.3	1,212.9
Loans (Net of Allowance)	538.0	542.6
Deposits	800.0	789.6

Key Ratios⁽²⁾

	Q1/2018
Common Equity Tier 1 Ratio	11.0%
Liquidity Coverage Ratio	122%
Leverage Ratio	4.2%

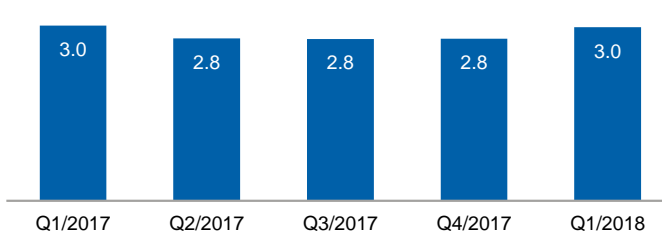
Credit Ratings⁽³⁾

Moody's	S&P	DBRS	Fitch
A1	AA-	AA	AA
Negative	Negative	Stable	Stable

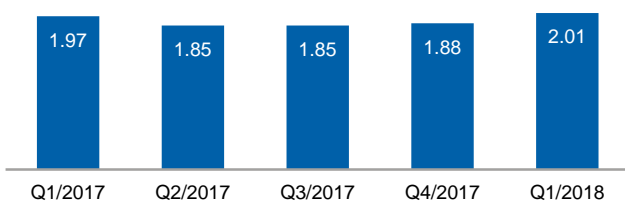
Revenue (\$ billions)



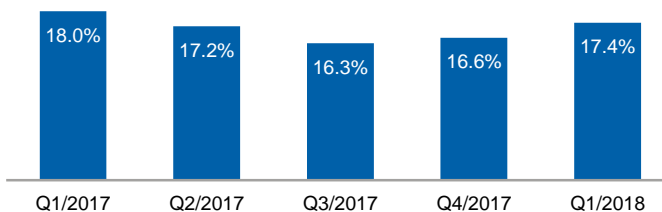
Net Income (\$ billions)



Diluted Earnings per Share (\$)



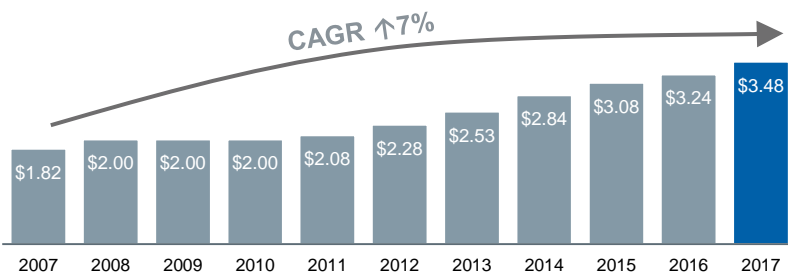
Return on Equity (ROE)⁽⁴⁾



(2) CET1 ratio and Leverage ratio calculated on an "All-In" Basel III basis. CET1 ratio calculated to include all regulatory adjustments required by 2019 retaining the phase-out rules of non-qualifying capital.
 (3) Based on senior long-term debt ratings as at January 31, 2018. (4) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For further information, refer to the Key performance and non-GAAP measures section of our Q1 2018 Report to Shareholders.

Shareholder Performance

- RBC declared a quarterly dividend of increase of \$0.03 or 3% to \$0.94 per share
- Q1/2018 payout ratio of 45% was in line with our target of 40-50%



Based on dividends declared per common share

Market Capitalization (US\$ billions) ⁽⁵⁾	124
Annualized TSR (3 and 5-years) ⁽⁵⁾⁽⁶⁾	
RBC	18% / 16%
Peer Average	15% / 14%
Current Quarterly Dividend (\$) ⁽⁵⁾	0.91
Dividend Yield ⁽⁵⁾	3.5%
Ticker Symbol	RY
Stock Exchanges	TSX / NYSE

(5) As at January 31, 2018.

(6) Based on the global peer group approved by our Board of Directors. For the list of peers, please refer to our 2017 Annual Report. Annualized TSR is calculated based on the TSX common share price appreciation plus reinvested dividend income.

All information is presented in Canadian dollars and is based on International Financial Reporting Standards (IFRS), and as at January 31, 2018 unless otherwise indicated.

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Business Segments Overview

Personal & Commercial Banking	<p>The financial services leader in Canada with a presence in the Caribbean and the U.S.</p> <ul style="list-style-type: none"> RBC is the market leading retail bank in Canada; 'Platinum Award in Customer Experience and Engagement', 'Bronze Award for Loyalty and Advocacy' and 'Customer Service Innovation Award for the RBC Rewards program'⁽¹⁾, 'Highest in Customer Satisfaction Among the Big Five Retail Banks' for the second consecutive year and 'Highest in Customer Satisfaction Among Canadian Mobile Banking Apps'⁽²⁾, and ranked 'Best Global Retail Bank of the Year' and 'Best Branch Strategy'⁽³⁾ 2nd largest bank by assets in English Caribbean, serving ~1 million clients in 16 countries and territories U.S. cross-border banking for Canadian clients through online channels Broad suite of products and financial services to individual and business clients
Wealth Management	<p>A leading global wealth and asset manager</p> <ul style="list-style-type: none"> Top 5 global wealth manager by assets⁽⁴⁾ #1 in Canada – Largest fund company⁽⁵⁾ and leader in high net worth market share⁽⁶⁾ Enhancing global solutions and capabilities; City National accelerates growth in the U.S. Investment, trust, banking, credit and other wealth management and asset management solutions
Insurance	<p>A market leader with a broad suite of products and strong distribution</p> <ul style="list-style-type: none"> Canadian market leader and among the fastest growing insurance organizations in the country⁽⁷⁾ Wide range of life, health, home, auto, travel and wealth accumulation solutions to individual and group clients across Canada, and offer reinsurance solutions for clients globally
Investor & Treasury Services	<p>A leading global asset servicer with an integrated client offering</p> <ul style="list-style-type: none"> Specialist provider of asset services, custody, payments and treasury services for financial and other institutional investors worldwide Canadian leader in cash management, correspondent banking and trade finance for financial institutions⁽⁸⁾ Short-term funding and liquidity management for RBC
Capital Markets	<p>A premier North American investment bank with select global reach in Europe and Asia-Pacific</p> <ul style="list-style-type: none"> 10th largest global investment bank by fees⁽⁹⁾ Best Investment Bank in Canada across Equity, Debt and M&A for 10th consecutive year⁽¹⁰⁾ Corporate lending, merger & acquisition advisory, equity & debt origination, sales & trading, and research

(1) Loyalty 360, 2017.

(2) J.D. Power, 2017.

(3) Retail Banker International, 2017.

(4) Scorpio Partnership Global Private Banking Benchmark, 2017.

(5) Investment Funds Institute of Canada (IFIC), December 2017.

(6) Investor Economics, December 2017.

(7) LIMRA, MSA and company market share data.

(8) SWIFT Watch, August 2017 & Global Finance, 2017.

(9) Dealogic – Trailing 12 Months

(February 2017 to January 2018).

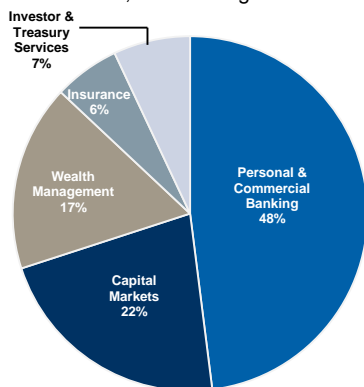
(10) Euromoney, 2017.

Financial Performance by Business Segment and Geography

(Latest 12 months ended January 31, 2018)

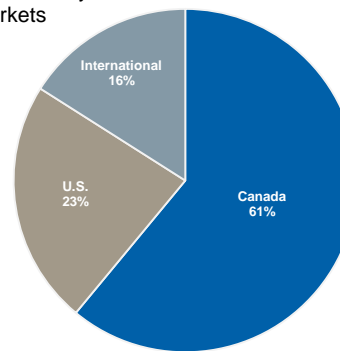
Earnings by Business Segments⁽¹¹⁾

- Diversified business mix, with leading client franchises



Revenue by Geography⁽¹¹⁾

- Almost two-thirds of revenue from Canada
- Strategic approach in key businesses in the U.S. and select international markets



(11) Excludes Corporate Support. These are non-GAAP measures.

Q1/2018 Financial Performance by Business Segments⁽¹²⁾

(\$ millions, unless otherwise noted)

	Personal & Commercial Banking	Wealth Management	Insurance	Investor & Treasury Services	Capital Markets
Revenue	\$4,165	Revenue \$2,783	Revenue \$1,144	Revenue \$676	Revenue \$2,175
Net Income	\$1,521	Net Income \$597	Net Income \$127	Net Income \$219	Net Income \$748
ROE ⁽¹³⁾	28.6%	ROE ⁽¹³⁾ 17.3%	ROE ⁽¹³⁾ 28.2%	ROE ⁽¹³⁾ 26.9%	ROE ⁽¹³⁾ 14.7%
		AUM (\$ billions) ⁽¹⁴⁾ \$651	Premiums & Deposits 1,095	AUA (\$ billions) ⁽¹⁴⁾ \$4,432	

(12) As reported. (13) ROE does not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions. For further information, refer to the Key performance and non-GAAP measures section of our Q1 2018 Report to Shareholders. (14) Represents period-end spot balances.

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