

# RBC at a Glance – Q1/2019



## Company Overview

- Canada's largest bank by market capitalization<sup>(1)</sup>, with broad leadership in financial services
- One of North America's leading diversified financial services companies
- Top 15 bank globally based on market capitalization<sup>(1)</sup>, with operations in 35 countries
- 84,000+ employees, with more than 16 million clients worldwide

(1) As at January 31, 2019.

## 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<sup>(2)</sup>

\$ billions	Q1/2019	Q4/2018
Assets	1,397.5	1,324.9
Loans (net of allowance)	587.5	570.5
Deposits	859.8	833.5

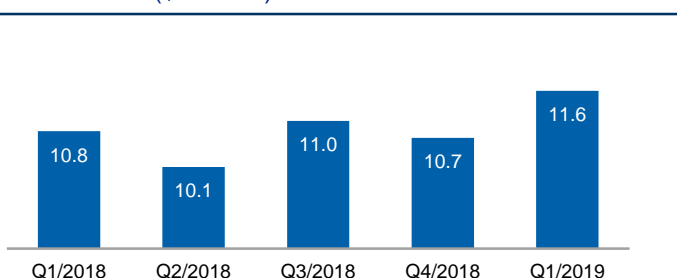
### Key Ratios<sup>(3)</sup>

	Q1/2019
Common Equity Tier 1 Ratio	11.4%
Liquidity Coverage Ratio	128%
Leverage Ratio	4.3%

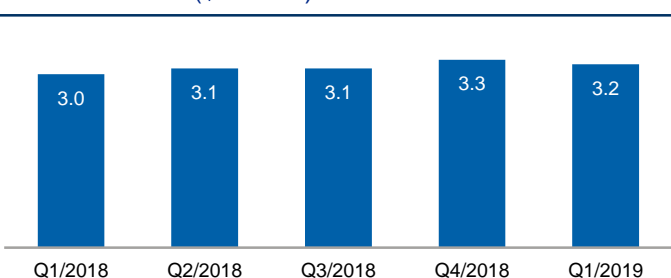
### Credit Ratings<sup>(4)</sup>

Moody's	S&P	DBRS	Fitch
A2	A	AA (low)	AA
Stable	Stable	Positive	Stable

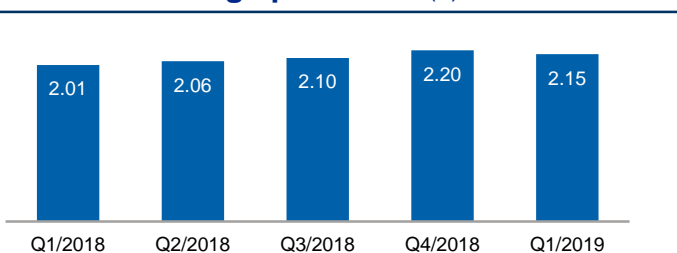
### Revenue (\$ billions)



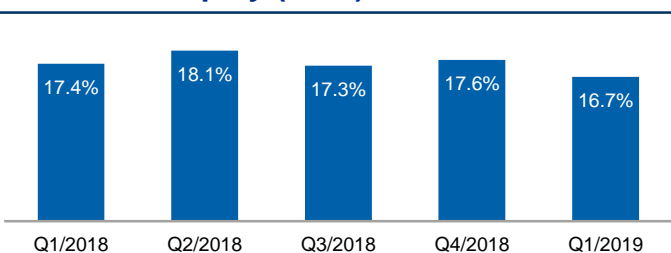
### Net Income (\$ billions)



### Diluted Earnings per Share (\$)



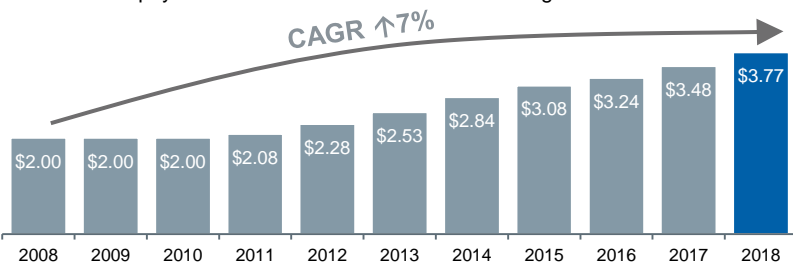
### Return on Equity (ROE)<sup>(5)</sup>



(2) Average balances. (3) CET1 ratio calculated to include all regulatory adjustments required by 2019 retaining the phase-out rules of non-qualifying capital. (4) Includes senior long-term debt issued on or after September 23, 2018 which is subject to conversion under the Bail-in regime (ratings as at February 21, 2019). (5) 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 2019 Report to Shareholders.

## Shareholder Performance

- RBC announced an increase to quarterly dividend of \$0.04 or 4% to \$1.02 per share
- Q1/2019 payout ratio of 45% was in line with our target of 40-50%



Based on dividends declared per common share

Market Capitalization (US\$ billions) <sup>(6)</sup>	109
Annualized TSR (3 and 5-years) <sup>(6)(7)</sup>	
RBC	16% / 12%
Peer Average	11% / 9%
Current Quarterly Dividend (\$) <sup>(6)</sup>	1.02
Dividend Yield <sup>(6)</sup>	4.1%
Ticker Symbol	RY
Stock Exchanges	TSX / NYSE

(6) As at January 31, 2019.

(7) Based on the global peer group approved by our Board of Directors. For the list of peers, please refer to our 2018 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, 2019 unless otherwise indicated.

# RBC at a Glance – Q1/2019



## Business Segments Overview

<b>Personal &amp; Commercial Banking</b>	<p><b>The financial services leader in Canada with a presence in the Caribbean and the U.S.</b></p> <ul style="list-style-type: none"> <li>RBC is the market leading retail bank in Canada; 'Highest in Customer Satisfaction Among the Big Five Retail Banks'<sup>(1)</sup> in Canada for the third consecutive year; 'Highest in Customer Satisfaction Among Canadian Mobile Banking Apps'<sup>(1)</sup> for the second consecutive year; 'North American Retail Bank of the year'; and 'Best Customer Facing Technology for MyAdvisor'<sup>(2)</sup></li> <li>2<sup>nd</sup> largest bank by assets in English Caribbean, serving ~1 million clients in 16 countries and territories</li> <li>U.S. cross-border banking for Canadian clients through online channels</li> <li>Broad suite of products and financial services to individual and business clients</li> <li>Ongoing investment in digitizing our banking channels</li> </ul>
<b>Wealth Management</b>	<p><b>A leading global wealth and asset manager</b></p> <ul style="list-style-type: none"> <li>Top 5 global wealth manager by assets<sup>(3)</sup></li> <li>#1 in Canada – Largest retail fund company<sup>(4)</sup> and leader in high net worth market share<sup>(5)</sup></li> <li>Increased investments in technology and talent; enhancing global solutions and capabilities</li> <li>Comprehensive suite of investment, estate and trust, banking, credit, and other wealth management and asset management solutions</li> </ul>
<b>Insurance</b>	<p><b>Among the largest Canadian bank-owned insurance organizations, serving more than four million clients globally</b></p> <ul style="list-style-type: none"> <li>Offers a wide range of life, health, home, auto, travel, creditor, and wealth accumulation solutions to individual and group clients</li> <li>Brings innovative, value-added services and solutions, second opinion medical and healthcare navigation services, and workplace wellness programs to our clients through partnerships with industry leaders</li> <li>Our reinsurance &amp; retrocession business (includes: life, longevity, disability &amp; accident) insures risks of other insurance &amp; reinsurance companies</li> </ul>
<b>Investor &amp; Treasury Services</b>	<p><b>A specialist asset servicer with an integrated client offering</b></p> <ul style="list-style-type: none"> <li>Provider of asset and treasury services to institutional clients worldwide</li> <li>Rated by clients as the #1 Global Custodian for the eighth consecutive year<sup>(6)</sup></li> <li>A leader in Canadian cash management and transaction banking services</li> </ul>
<b>Capital Markets</b>	<p><b>A leading North American investment bank with core markets across Canada, the U.S. and the U.K./Europe</b></p> <ul style="list-style-type: none"> <li>10<sup>th</sup> largest global investment bank by fees<sup>(7)</sup></li> <li>Best Investment Bank in Canada<sup>(8)</sup></li> <li>A leading North American investment bank providing expertise in banking, finance and capital markets to corporations, institutional investors, asset managers, governments, and central banks around the world</li> </ul>

(1) J.D. Power, 2018.

(2) Retail Banker International, 2018.

(3) Scorpio Partnership Global Private Banking Benchmark, 2018.

(4) Investment Funds Institute of Canada (IFIC),

December 2018.

(5) Based on data from Strategic Insight and internal data

from RBC Wealth Management (2018).

(6) Global Investor/ISF Global Custody Survey, 2018.

(7) Dealogic – Fiscal 2019 Q1.

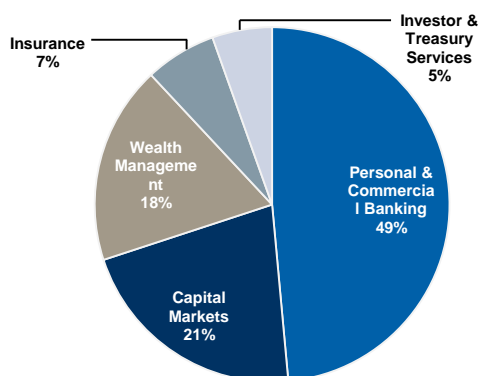
(8) Global Finance, 2018.

## Financial Performance by Business Segment and Geography

(Latest 12 months ended January 31, 2019)

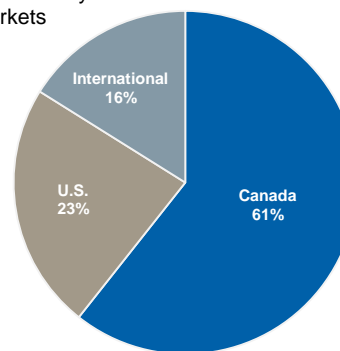
### Earnings by Business Segments<sup>(9)</sup>

- Diversified business mix with leading client franchises



### Revenue by Geography<sup>(9)</sup>

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



(9) Excludes Corporate Support. These are non-GAAP measures, for more information, refer to the Key performance and non-GAAP measures section of our Q1 2019 Report to Shareholders.

## Q1/2019 Financial Performance by Business Segments<sup>(10)</sup>

(\$ millions, unless otherwise noted)

	Personal & Commercial Banking	Wealth Management	Insurance	Investor & Treasury Services	Capital Markets
Revenue	\$4,418	Revenue \$2,948	Revenue \$1,579	Revenue \$631	Revenue \$2,098
Net Income	\$1,571	Net Income \$597	Net Income \$166	Net Income \$161	Net Income \$653
ROE <sup>(11)</sup>	26.6%	ROE <sup>(11)</sup> 16.4%	ROE <sup>(11)</sup> 34.7%	ROE <sup>(11)</sup> 17.3%	ROE <sup>(11)</sup> 10.8%
		AUM (\$ billions) <sup>(12)</sup> \$682	Premiums & Deposits \$1,314	AUA (\$ billions) <sup>(12)</sup> \$4,101	

(10) As reported. (11) 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 2019 Report to Shareholders. (12) Represents period-end spot balances.

### RBC Investor Relations

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