

RBC at a Glance – Q3/2018



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 10 bank globally based on market capitalization⁽¹⁾, with operations in 36 countries
- 84,000+ employees with more than 16 million clients worldwide

(1) As at July 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⁽²⁾

\$ billions	Q3/2018	Q2/2018
Assets	1,300.8	1,276.7
Loans (net of allowance)	558.2	546.2
Deposits	825.8	815.9

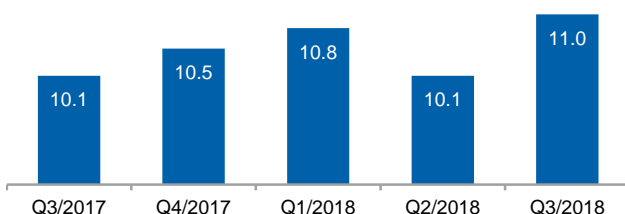
Key Ratios⁽³⁾

	Q3/2018
Common Equity Tier 1 Ratio	11.1%
Liquidity Coverage Ratio	120%
Leverage Ratio	4.3%

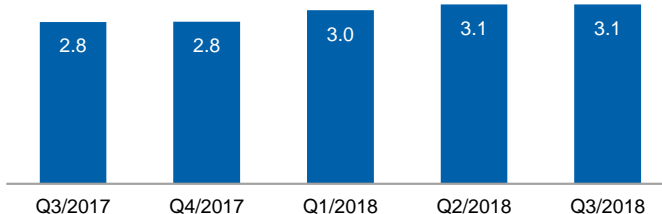
Credit Ratings⁽⁴⁾

Moody's	S&P	DBRS	Fitch
Aa2	AA-	AA	AA
Stable	Stable	Positive	Stable

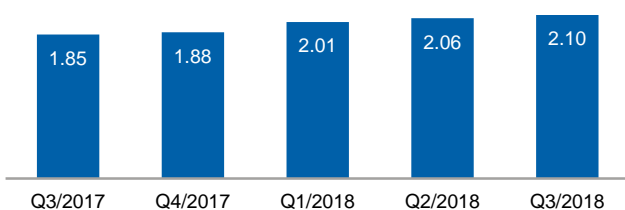
Revenue (\$ billions)



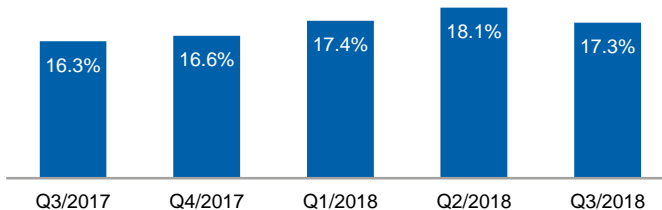
Net Income (\$ billions)



Diluted Earnings per Share (\$)



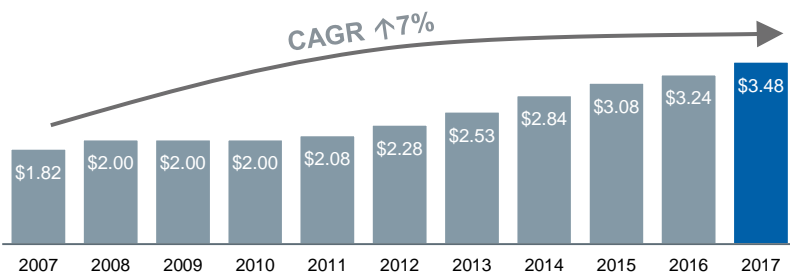
Return on Equity (ROE)⁽⁵⁾



(2) Average balances. (3) 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. (4) Based on senior long-term debt ratings as at July 16, 2018. (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 Q3 2018 Report to Shareholders.

Shareholder Performance

- RBC declared a quarterly dividend increase of \$0.04 or 4% to \$0.98 per share
- Q3/2018 payout ratio of 45% was in line with our target of 40-50%



Based on dividends declared per common share

Market Capitalization (US\$ billions) ⁽⁶⁾	113
Annualized TSR (3 and 5-years) ⁽⁶⁾⁽⁷⁾	
RBC	14% / 14%
Peer Average	11% / 12%
Current Quarterly Dividend (\$) ⁽⁶⁾	0.98
Dividend Yield ⁽⁶⁾	3.8%
Ticker Symbol	RY
Stock Exchanges	TSX / NYSE

(6) As at July 31, 2018.

(7) 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 July 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; 'Highest in Customer Satisfaction Among the Big Five Retail Banks' for the third consecutive year⁽¹⁾. 'Highest in Customer Satisfaction Among Canadian Mobile Banking Apps'⁽¹⁾ for the second consecutive year and 'Highest Satisfaction in Advice & Onboarding'⁽¹⁾ and ranked 'North American Retail Bank of the year & Best Customer Facing Technology for MyAdvisor'⁽²⁾ 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 Ongoing investment in digitizing our banking channels
Wealth Management	<p>A leading global wealth and asset manager</p> <ul style="list-style-type: none"> Top 5 global wealth manager by assets⁽³⁾ #1 in Canada – Largest fund company⁽⁴⁾ and leader in high net worth market share⁽⁵⁾ 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>Among the largest Canadian bank-owned insurance organizations, serving more than four million clients globally</p> <ul style="list-style-type: none"> Offer a wide range of life, health, home, auto, travel, creditor and wealth accumulation solutions to individual and group clients Bring innovative value-added services and solutions, second opinion medical and healthcare navigation services, and workplace wellness programs to clients through partnerships with industry leaders Operate in reinsurance and retrocession markets internationally through Royal Bank of Canada Insurance Company Ltd.
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, payments and treasury services for financial and other institutional investors worldwide Canadian leader in cash management, correspondent banking and trade finance for financial institutions⁽⁶⁾ Short-term funding and liquidity management for RBC
Capital Markets	<p>A leading North American investment bank with core markets across Canada, the U.S. and U.K./Europe</p> <ul style="list-style-type: none"> 11th largest global investment bank by fees⁽⁷⁾ 2017 Bank of the Year⁽⁸⁾ Corporate lending, merger & acquisition advisory, equity & debt origination, sales & trading, and research

(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), June 2018.

(5) Strategic Insight (formerly Investor Economics), January 2018.

(6) Payments Canada, 2017 & Global Finance, 2018.

(7) Dealogic – Trailing 12 Months (May 2017 to April 2018).

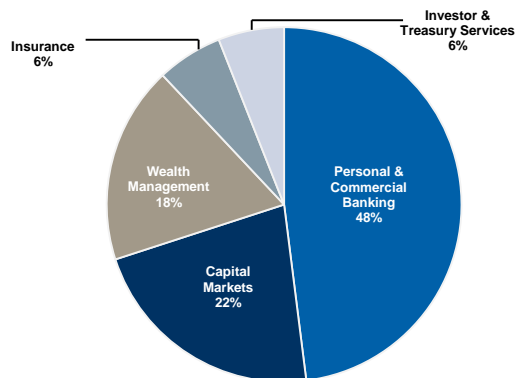
(8) Project Finance International, 2017.

Financial Performance by Business Segment and Geography

(Latest 12 months ended Jul 31, 2018)

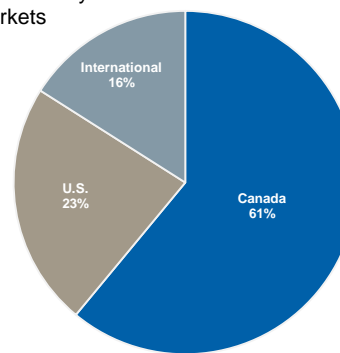
Earnings by Business Segments⁽⁹⁾

- Diversified business mix, with leading client franchises



Revenue by Geography⁽⁹⁾

- 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 Q3 2018 Report to Shareholders

Q3/2018 Financial Performance by Business Segments⁽¹⁰⁾

(\$ millions, unless otherwise noted)

	Personal & Commercial Banking	Wealth Management	Insurance	Investor & Treasury Services	Capital Markets
Revenue	\$4,284	\$2,798	\$1,290	\$620	\$2,157
Net Income	\$1,510	\$578	\$158	\$155	\$698
ROE ⁽¹²⁾	27.2%	ROE ⁽¹¹⁾ 16.4%	ROE ⁽¹¹⁾ 32.1%	ROE ⁽¹¹⁾ 19.8%	ROE ⁽¹¹⁾ 12.3%
	AUM (\$ billions) ⁽¹²⁾	\$681	Premiums & Deposits	\$1,197	AUA (\$ billions) ⁽¹²⁾ \$4,211

(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 Q3 2018 Report to Shareholders. (12) Represents period-end spot balances.

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