# RBC at a Glance – Q3/2015



### **Company Overview**

- Canada's largest bank by market capitalization<sup>(1)</sup> with broad leadership in financial services
- 18th largest bank globally based on market capitalization<sup>(1)</sup>, with operations in 40 countries
- ~79,000 employees with more than 16 million clients worldwide
- Announced acquisition of City National Corp (NYSE: CYN) in Jan/2015, expanding our presence in the U.S.; Expected closing in calendar Q4 2015

(1) As of August 25, 2015.

# Strategic Goals

Canada	Global	Targeted Markets		
To be the undisputed leader in financial services	To be a leading provider of capital markets, investor & wealth management solutions	To be a leading provider of select financial services complementary to our core strengths		

# Financial Highlights

# **Key Balance Sheet Items**

\$ in billions	Q3/2015	Q2/2015
Assets	1,085.2	1,032.2
Loans	462.6	448.3
Deposits	694.2	651.6

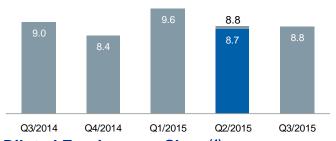
Key	Ratios(2)	

	Q3/2015
Common Equity Tier 1	10.1%
Liquidity Coverage Ratio	117%
Leverage Ratio	4.2%

# Credit Ratings(3)

Moody's	S&P	Fitch	DBRS
Aa3	AA-	AA	AA
Negative	Negative	Stable	Negative

### Revenue<sup>(4)</sup> (\$ billions)



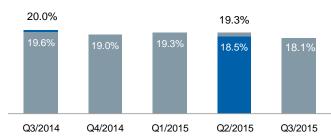
# Net Income<sup>(4)</sup> (\$ billions)



#### Diluted Earnings per Share<sup>(4)</sup>



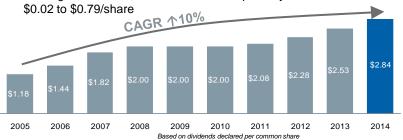
# Return on Equity (ROE)(4)(5)



(2) CET1 ratio and Leverage ratio calculated on an "All-In" Basel III basis. CET1 ratio calculated to include all regulatory adjustments that will be required by 2019 but retaining the phase-out rules of non-qualifying capital. (3) Based on senior long-term debt ratings as at Aug 24, 2015. (4) Adjusted for specified items which include a gain in Q2/2015 of \$108MM (before- and after-tax) from the wind-up of a U.S. based funding subsidiary that resulted in the release of foreign currency translation adjustment that was previously booked in other components of equity as well as \$40MM related to the loss on sale of RBC Jamaica in Q3/2014. (5) ROE may not have a standardized meaning under GAAP and may not be comparable to similar measures disclosed by other financial institutions.

### Shareholder Performance

- Q3/2015 payout ratio: 46% was in line with our target of 40-50%
- On August 26, 2015, RBC announced a quarterly dividend increase of



Market capitalization (US\$ billions) <sup>(6)</sup>	78
Annualized TSR (3 and 5-years) <sup>(6)(7)</sup>	
RBC	15% / 12%
Peer average	14% / 12%
Current quarterly dividend	\$0.77
Dividend yield <sup>(6)</sup>	4.3%
Ticker symbol	RY
Stock exchanges	TSX/NYSE

- (6) As of August 25, 2015.
- (7) Based on the global peer group approved by our Board of Directors. For the list of peers, please refer to our 2014 Annual Report to Shareholders.

# RBC at a Glance - Q3/2015



### **Business Segments Overview**

# Personal & Commercial **Banking**

#### The Canadian market leader continuing to gain solid earning growth

- RBC is the market leader and most profitable retail bank in Canada; named "Best Global Retail Bank" for the 2<sup>nd</sup> consecutive year and "Best Trade Finance Bank" for 3rd consecutive year(1)
- Second largest bank by assets in English Caribbean, with branches in 17 countries and territories
- U.S. cross-border banking for Canadian clients, through online channels, and U.S. Wealth Management clients
- Broad suite of products and financial services to individual and business clients

# Wealth Management

#### A leading global wealth and asset manager

- Top 5 global wealth manager by assets<sup>(2)</sup>; Top 50 global asset manager by AUM<sup>(3)</sup>
- Largest mutual fund company<sup>(4)</sup> and ranked #1 in high net worth market share<sup>(5)</sup> in Canada
- Enhancing global solutions and capabilities
- Investment, trust, banking, credit and other wealth management and asset management solutions

# Insurance

#### A market leader with a broad suite of products and strong distribution

- Canadian market leader in living benefits; one of Canada's largest bank-owned insurance companies;
- · Life, health, home, auto, travel, group and wealth accumulation solutions as well as reinsurance solutions

## Investor & **Treasury Services**

#### A top 10 global custodian with an integrated client offering

- Leading specialist provider of global custody, fund administration and asset servicing to institutional investors worldwide
- Canadian leader in cash management, correspondent banking and trade finance for financial institutions
- Funding and liquidity management for RBC

### Capital **Markets**

#### A premier North American investment bank with select global reach

- 10<sup>th</sup> largest by global investment bank fees<sup>(6)</sup>; Expanding capabilities to service global trading and investment banking clients
- · Corporate lending, merger & acquisition advisory, equity & debt origination, sales & trading, and research
- 2015 Retail Banker International and Global Finance.
- Scorpio Partnership. 2014 Global Private Banking Benchmark.
- Pensions and Investments, as of December 2014

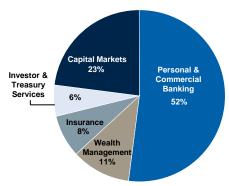
- Investment Funds Institute of Canada, as of June 2015.
- Investor Economics HNW report data 2013
- Thomson Reuters, H1 2015.

# Financial Performance by Business Segment and Geography

### (Latest 12 months ended July 31, 2015)

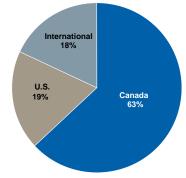
# Earnings by Business Segments<sup>(7)</sup>

Diversified business mix, with the right balance of retail and wholesale



## Revenue by Geography<sup>(7)</sup>

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



(7) Excludes Corporate Support. These are non-GAAP measures. For additional information, refer to our Q3/2015 Report to Shareholders.

# Q3/2015 Financial Performance by Business Segments (8)

(\$ millions, unless otherwise noted)

Personal & Commercial Banking		Wealth Management		Insurance		Investor & Treasury Services		Capital Markets	
Revenue	\$3,626	Revenue	\$1,708	Revenue	\$1,021	Revenue	\$556	Revenue	\$2,046
Net income	\$1,281	Net income	\$285	Net income	\$173	Net income	\$167	Net income	\$545
ROE	30.3%	ROE	18.6%	ROE	43.6%	ROE	24.5%	ROE	12.9%
		AUM (\$ billions)	\$503	Premiums &		AUA (\$ billions)	\$3,991		
		AUA (\$ billions)	\$778	Deposits	\$1,252				
(8) As reported.	•	·			<u> </u>		•	·	

**RBC Investor Relations** 

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