

# RBC Insurance at a Glance

## Strength, Stability & Expertise

### About RBC Insurance

RBC Insurance® offers a wide range of life, health, home, auto, travel, wealth, annuities and reinsurance advice and solutions, as well as creditor and business insurance services to individual, business and group clients. RBC Insurance is the brand name for the insurance operating entities of Royal Bank of Canada. Among the largest Canadian bank-owned insurance organizations, RBC Insurance has approximately 2,900 employees who serve more than five million clients globally. For more information, visit [rbcinurance.com](http://rbcinurance.com). The Canadian head office for RBC Insurance is in Mississauga, Ontario.

### About RBC

Royal Bank of Canada (RY on TSX and NYSE) and its subsidiaries operate under the master brand name RBC®. Royal Bank of Canada is a global financial institution with a purpose-driven, principles-led approach to delivering leading performance.

As Canada's biggest bank, and one of the largest in the world based on market capitalization, RBC has a diversified business model with a focus on innovation and providing exceptional experiences to 16 million clients in Canada, the U.S. and 33 other countries. RBC's success comes from the 84,000 employees who bring our vision, values and strategy to life so we can help our clients thrive and communities prosper. For more information, please visit [rbc.com](http://rbc.com).

### Canada

- RBC Insurance solutions, information, advice and services are offered through a wide variety of channels: advice centres, RBC Insurance stores, mobile advisors, digital, mobile and social platforms, independent brokers, and travel partners.
- We have a significant presence in individual **life and health** insurance markets with a product portfolio that includes various life, critical illness and disability insurance solutions. We are the only insurer in Canada to have a simplified process for purchasing up to \$1 million of term life insurance with flexible term lengths and point of sale approval. We are the first to offer a new Family Compassionate Care Rider.
- For **property and casualty** protection, we offer a wide variety of insurance solutions for individuals and groups, including home and auto, as well as leisure and lifestyle coverage for seasonal property, recreational vehicles, watercraft and more. RBC Private Insurance was launched in 2018 to meet the unique insurance needs of high net worth clients. These offerings are distributed by RBC Insurance Agency Ltd. and underwritten by Aviva General Insurance Company. We provide access to classic car coverage through an arrangement with Hagerty.
- To meet clients' investment, retirement and estate planning needs, we offer **wealth management** solutions including segregated funds, which help to grow, protect and preserve clients' money, and payout annuities, which provide retirees with guaranteed income for life.

- We offer support and solutions, such as **group annuities**, for companies that sponsor defined benefit pension plans, enabling those organizations to focus on their core business – while we help provide their employees with security during retirement.
- For businesses to help protect their employees, we offer tailored **group benefits plans** that include a comprehensive range of group life, disability, health and dental coverage options and flexible features. For **business owners**, we provide access to key person, buy-sell and business overhead insurance.
- Through partnerships with industry leaders, we bring innovative **value-added services and solutions**, second opinion medical and healthcare navigation services, and workplace wellness programs to our clients.
- We are a leading provider of emergency assistance services, with **travel insurance** offered through many channels including RBC Royal Bank®, select credit cards, airline partners, online access, RBC Insurance stores and advice centres. Clients can download our mobile app called PATH to access local emergency medical assistance anywhere in the world and receive up-to-date travel information.



Insurance

- RBC Insurance Services Inc. provides administrative support services for the **creditor insurance** products offered to RBC Royal Bank personal and business clients. These include life, disability and critical illness insurance for mortgages, personal loans, business loans and RBC Royal Bank credit card balances.

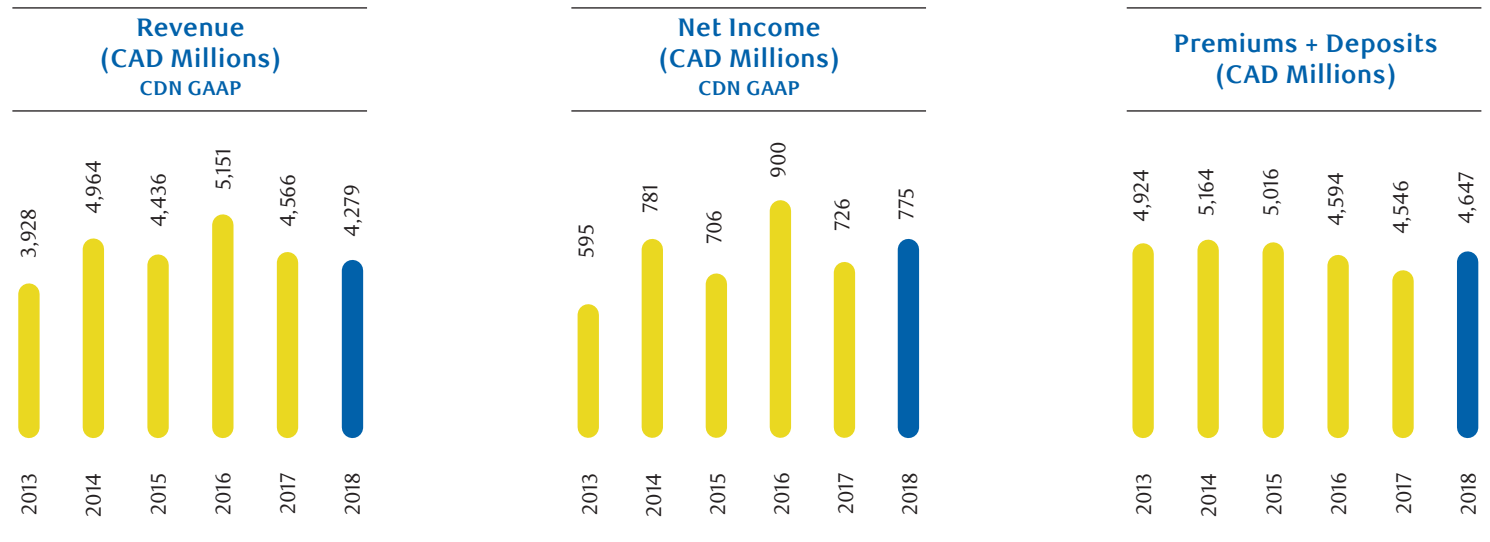
### International

- We operate in **reinsurance and retrocession markets** globally through Royal Bank of Canada Insurance Company Ltd. (a subsidiary of Royal Bank of Canada).

- Our reinsurance business (which includes life, longevity, disability and accident) insures risks of other insurance and reinsurance companies.
- In China, we maintain a presence through a life insurance representative office in Beijing.

## Selected Financial Highlights

As of October 31, 2018



On July 1, 2016, we completed the sale of RBC General Insurance Company to Aviva Canada Inc. (Aviva). The transaction involved the sale of our home and auto insurance manufacturing business and includes a 15-year strategic distribution agreement between RBC Insurance and Aviva.

## Ratings

Legal Entity	Standard & Poor's	A.M. Best
RBC Life Insurance Company	Not Rated	A+ (Excellent) (as of March 2, 2018)
Royal Bank of Canada Insurance Company Ltd.	AA- (Negative) (as of June 27, 2018)	A+ (Excellent) (as of April 20, 2018)

### Helping communities prosper

RBC is proud to support a broad range of community initiatives through donations, community investments and employee volunteer activities. See how at [rbc.com/community-sustainability](http://rbc.com/community-sustainability).

More information about RBC Insurance is available at [rbcinsurance.com](http://rbcinsurance.com) and in the Royal Bank of Canada 2018 Annual Report, which can be downloaded from the Investor Relations section of [rbc.com](http://rbc.com).

Unless otherwise stated, information is as of December 31, 2018.



Insurance