RBC Correspondent Services

Correspondent Services

For broker/dealer use only

Strength and stability you can trust

You seek a reliable clearing and custody professional. One you can entrust with the assets and financial records of clients who depend on you.

Consider the merits of RBC Correspondent Services. We are proud to be a values-based organization that shares the same stewardship principles as our parent company, Royal Bank of Canada (NYSE: RY), one of the world's leading diversified financial services companies.

RBC Correspondent Services is the third largest clearing provider in the United States based on broker-dealer clients serviced.[1] We specialize in providing comprehensive clearing, custody and execution services to varying types of broker-dealers, from full service wealth management firms to traditional and retail brokerages, from institutional and FinTech to dually registered firms.

We are a division of RBC Capital Markets, LLC, one of the largest full-service securities firms in the nation. And you may enjoy greater confidence knowing your dedicated clearing and custody professional is part of a respected institution distinguished by a long heritage of financial strength and steadfast dedication to clients.

About Royal Bank of Canada

Key facts

- Chartered in 1869
- Approximately 85,000 employees who serve more than 17 million clients worldwide
- Stock trades as RY on New York (NYSE) and Toronto (TSX) exchanges

Among the world's best

- One of North America's leading diversified financial services companies and Top 15 bank globally[2] as measured by market capitalization
- Global strength in wealth management and capital markets
- Named one of world's top 100 sustainable Companies in 2017 — Corporate Knights Global 100 Most Sustainable Corporations

Canada's leading financial institution

- Largest bank in Canada, with over C$1,522 billion[3] in total assets and a Common Equity Tier 1 capital ratio of 12.0% (Basel III)[3]
- #1 or #2 market share across all major financial products and services in Canada

Safe, sustainable and socially responsible

- Consistently high credit ratings — Moody's® Aa2, Standard & Poor's AA- and Fitch Ratings AA
- Consistently strong and stable with a high-quality balance sheet, proactive risk management and a strong liquidity position

Strong commitment to clearing business

Benefit from four levels of account protection for client assets:

1. Fiscal stewardship of RBC Capital Markets, LLC
2. Compliance with Securities and Exchange Commission requirements
3. Securities Investor Protection Corporation insurance
4. Excess SIPC insurance carried by Lloyd's of London

1. RBC Correspondent Services is ranked second by number of broker-dealer clients *(InvestmentNews 2019)*
2. As measured by market capitalization as of January 31, 2020.
3. As of January 31, 2020.

Focused on your success

You also seek a full-service wealth management platform to work with you. One who can deliver the broad range of solutions, tools and expertise to help address all aspects of your clients' financial needs. That's why we go beyond clearing and execution to offer best-in-class products, services, research, advisory accounts and more. And another important reason why our correspondents choose us.

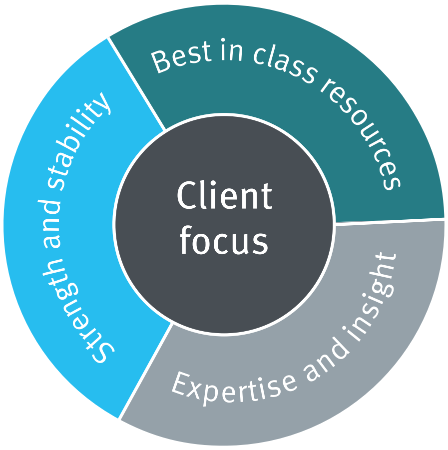
- Named one of Canada's Greenest Employers, according to Canada's Top 100 Employers project

Our clients often tell us that our capabilities are hard to find elsewhere and give them a significant competitive edge. They also go on to say our greatest strengths include the high level of personalized service we provide, our deep understanding of their unique businesses and our relationship-oriented approach to working with them to accomplish their goals.

Acting in this spirit of collaboration, we are committed to your long-term success and are well prepared to help you grow your business.

Our mutual success is further driven by our unique blend of small-firm culture with the resources of a leading global financial institution. This sets us apart from our competitors.

Our commitment to you



Best in class resources

Help your clients build, preserve, enjoy and share their wealth by delivering comprehensive wealth management capabilities.

Investment solutions

- **Managed Account Solutions —** includes our 3rd party money manager platform with access to 100+ managers, RBC traded specialty portfolios and turnkey asset management programs
- **Diversified investments —** including equities, fixed income, NTF mutual funds and NTF exchange traded funds
- **Credit and lending capabilities —** our credit specialists are located around the country to work with you on customized credit and lending recommendations
- **Retirement planning —** tools exclusively available from RBC help identify financial risks and opportunities that may affect your clients' retirement readiness

Financial professional tools

- **Integrated platform —** the BLACK platform features customer relationship management, risk management, content management, financial planning, account aggregation and more
- **Solutions for your business —** our Marketplace search tool showcases world-class offerings not only from RBC, but from an expanded network of over 100 best-in-class service providers and in many cases with preferred pricing
- **Productivity tools —** open and maintain accounts, access client documents and storage
- **Client marketing, education and communication materials —** deliver current, concise, and FINRA-reviewed materials via Broadridge Advisor Solutions

Technology resources for recordkeeping, reporting and supervision

- **Client access —** secure website that allows access to account information, market data, calculators and paperless functionality
- **Performance reporting —** financial professionals have more than 30 reports with over 150 tailored benchmark options
- **Record keeping —** electronic storage of client documents, including statements, confirms, account opening documents and disbursement requests
- **Compliance and surveillance —** standard and advanced supervisory capabilities

Transition services

We are committed to making your transfer as "seamless" as possible. We work with you to develop a detailed transition plan customized to your firm that will help guide you through the process as well as provide comprehensive training on our systems.

Conferences

Attend our events to connect with industry leaders, learn more about best-in-class resources available at RBC, gain actionable ideas for your business and network with your peers.

Expertise and insight

Benefit from wealth management expertise, insights and best practices to help you grow your business — the way you want it to grow.

Advisor development programs

We offer workshops and webinars as well as in-depth coaching programs to help advisors expand their businesses.

Research

- **Proprietary** — gain access to RBC's timely, independent fundamental research from more than 70 senior analysts covering more than 1,000 companies in select industry sectors
- **Third-party** — you may also access research from some of the industry's most respected research and product organizations covering a comprehensive range of topics

Sales ideas and marketing

Take advantage of complimentary programs and tools to help advisors build their businesses.

- **Build your brand** — add your personal brand to forms, performance reports, client statements, newsletters and our secure online client account access website
- **Broadridge Advisor Solutions** — access to more than 3,000 resources you can fully brand for clients
- **Marketing campaigns** — turnkey programs featuring service opportunities, how to take action, and tools

Informative newsletters and fact sheets are also available. Product brochures may be ordered and customized to firm name and contact information.

Relationship management

Your dedicated client service manager focuses on understanding your business, addressing your concerns and developing customized service solutions to help grow your business.

Business expanding capabilities

Offer truly comprehensive wealth management services by utilizing solutions and support that may not be easily available elsewhere.

Capital Markets access

Take advantage of the capabilities of RBC Capital Markets, one of the world's largest global investment banks.

- **Equities —** our desk will help you design and implement efficient trading strategies, including block trades, money manager trades, crossing stock, and pre- post-market trading
- **Fixed income —** talk directly with seasoned traders dedicated exclusively to you, access state of the art technology tools, browse the inventory of hundreds of dealers and provide your clients with exclusive products
- **Mutual funds —**choose from over 12,000 funds with more than 250 families; our no transaction fee program allows you to buy, sell and exchange funds with no transaction fee
- **Structured products** — offer clients exposure to an unlimited range of asset classes, terms and strategies; may be structured for any risk tolerance level

Professional trustee services

Develop deeper, longer-lasting relationships with your clients by offering them trust services to help preserve and transfer wealth. Work with a team of RBC trust consultants who can help you select an experienced third-party trustee that can administer a broad range of trusts to meet your clients' specific personal, family or business needs.

Cash, credit and lending solutions

- **Cash management tools** — including Visa Platinum Debit Card, check writing, automatic deposit/bill pay, dividend reinvestment and year-end summary reports
- **Cash sweep options** — including interest bearing FDIC-insured or tax exempt accounts
- **Lines of credit** — featuring LIBOR*-based rates on loans for qualified borrowers collateralized by eligible securities (non-margin lending)
- **Margin lending** — offering fast, easy access to cash and competitive interest rates

*LIBOR is derived from an average of daily self-estimates of borrowing costs supplied by a small group of large global banks. Royal Bank of Canada is a participant in the LIBOR-setting panels tied to the US dollar, the British pound, the euro, and the Canadian dollar.

Expect more from your clearing provider

Choosing a clearing and custody professional is an important decision—you will be doing business with that firm every day and in your clients' eyes, it is a reflection on you. Reputation, reliability and friendly support are just as critical as back office capabilities.

When thinking about the future of your business, consider a firm that shares your passion for delivering superior client service and understands how to help you accomplish your business goals—RBC Correspondent Services.

FPO

www.rbccorrespondentservices.com

Correspondent Services

20-10-02084_1067 (05/20)