



RBC Capital Markets®

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Q Describe your firm, its offerings and its mission.

RBC Capital Markets is the corporate and investment banking arm of Royal Bank of Canada (RBC), a leading provider of financial services. Operating since 1869, RBC has one of the highest credit ratings of any financial institution - Moody's Aa1 and Standard & Poor's AA-. RBC Capital Markets is a premier investment bank that provides a focused set of products and services to institutions, corporations, governments and high net worth clients around the world, and is active globally in debt origination, sales and trading, foreign exchange, infrastructure finance, structured products, metals and mining, and energy. RBC works with clients in over 100 countries to help them raise capital, access markets, mitigate risk, and acquire or dispose of assets.

Q Describe your investment strategy and how it might be unique.

RBC is among the leading issuers of structured investment products in North America. Structured investments are financial instruments designed and tailored to meet specific investor requirements. These packaged products can give clients exposure to a wide array of underlying assets including global equities, rates, currencies, commodities or custom indices. They can be customized to incorporate a wealth of features including capital protection, yield enhancement and leverage. Structured investments often provide greater precision and flexibility in implementing an investment strategy than traditional financial instruments.

Q Describe how your investment products fit into a well-rounded asset allocation strategy.

Structured investments are highly customizable and provide opportunities to enhance the risk-return profile of traditional asset allocation schemes. They can be incorporated into a diversified investment portfolio either as a portion of

an allocation to traditional asset classes or to alternative investments. Products can be designed to provide market exposure tailored to the investor's view, whether it's bullish, bearish or range-bound. Certain investments can be structured to benefit from upward or downward moves in interest rates or changes in the shape of the yield curve. Others can be linked to algorithmic indices that replicate common hedge fund strategies while avoiding the "2 and 20" fees often associated with direct investments.

Q How has your firm adapted during the recent economic downturn?

RBC Capital Markets avoided most of the fallout from the financial crisis and instead expanded its business in the U.S., UK, Europe and Asia. The firm benefited from being a part of the Canadian banking system, which the World Economic Forum has rated as the soundest in the world for three consecutive years. The continued strong performance during the financial crisis resulted in significant growth—RBC Capital Markets is now the 11th largest investment bank in the world (by fees).

AT A GLANCE

Firm name: RBC Capital Markets, LLC
Principals: Mark Standish, President and Co-CEO; Doug McGregor, Chairman and Co-CEO
Employees: Over 6,300 professional and support staff globally
Location: 75 offices in 15 countries
Years in business: 110 years
Assets under management: n/a
Minimum investment: n/a

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