

Ameriprise Financial, Inc.
Disclosed Items
2 Qtr 2011

Excluded from Operating Earnings

	Asset Management		Annuities		Protection		Corporate	
	Integration Charges ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Living Benefits ⁽³⁾	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	CIEs ⁽⁴⁾		
(in millions, unaudited)								
Revenues								
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-	-	-	-
Net investment income	-	1	-	3	2	-	17	-
Premiums	-	-	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-	-	18
Total revenues	-	1	-	3	2	-	35	-
Banking and deposit interest expense	-	-	-	-	-	-	-	-
Total net revenues	-	1	-	3	2	-	35	-
Expenses								
Distribution expenses	-	-	-	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-	-	-	-
Benefits, claims, losses and settlement expenses	-	-	7	-	-	-	-	-
Amortization of deferred acquisition costs	-	-	-	-	-	-	-	-
Interest and debt expense	-	-	-	-	-	-	-	51
General and administrative expense	21	-	-	-	-	-	-	12
Total expenses	21	-	7	-	-	-	-	63
Pretax segment income (loss)	(21)	1	(7)	3	2	-	-	(28)
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-	-	-	(28)
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ (21)	\$ 1	\$ (7)	\$ 3	\$ 2	\$ -	\$ -	\$ -

Included in Operating Earnings

	Asset Management		Annuities		Protection		Corporate	
	Threadneedle Compensation ⁽⁸⁾	Market Impacts to DAC/DSIC ⁽⁵⁾	Auto & Home Auto Liability Reserves ⁽⁹⁾	Auto & Home Catastrophe Losses ⁽⁶⁾	Gain on Interest Rate Hedge ⁽⁷⁾			
(in millions, unaudited)								
Revenues								
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-	-	-	-
Net investment income	-	-	-	-	-	-	-	-
Premiums	-	-	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-	-	27
Total revenues	-	-	-	-	-	-	-	27
Banking and deposit interest expense	-	-	-	-	-	-	-	-
Total net revenues	-	-	-	-	-	-	-	27
Expenses								
Distribution expenses	-	-	-	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-	-	-	-
Benefits, claims, losses and settlement expenses	-	-	10	15	-	-	-	-
Amortization of deferred acquisition costs	-	(3)	-	-	-	-	-	-
Interest and debt expense	-	-	-	-	-	-	-	-
General and administrative expense	7	-	-	-	-	-	-	-
Total expenses	7	(3)	10	15	-	-	-	-
Pretax segment income (loss)	(7)	3	(10)	(15)	-	-	-	27
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-	-	-	-
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ (7)	\$ 3	\$ (10)	\$ (15)	\$ -	\$ -	\$ -	\$ 27

(1) Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities

(2) Non-recurring integration charges related to Columbia Management acquisition

(3) Variable annuity guaranteed living benefit impacts include:

\$6 million net expense related to hedged variable annuity living benefits

\$1 million increase in DAC and DSIC amortization resulting from hedged living benefits

(4) Reflects revenues and expenses of Consolidated Investment Entities

(5) Decrease in DAC and DSIC amortization from higher period ending account values

(6) Catastrophe loss related to storms in April and May

(7) Gain on interest rate hedge put in place in anticipation of issuing debt. The company did not issue debt and recognized a gain.

(8) Higher equity-based compensation at Threadneedle vs. a year ago

(9) Higher auto liability reserves reflecting elevated reserve levels based on late 2010 experience

Ameriprise Financial, Inc.
Disclosed Items
1 Qtr 2011

Excluded from Operating Earnings

	Advice & Wealth Management	Asset Management	Annuities		Protection	Corporate	
	Securities Gains/(Losses) ⁽¹⁾	Integration Charges ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Living Benefits ⁽³⁾	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	CIEs ⁽⁴⁾
(in millions, unaudited)							
Revenues							
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-	-	-
Net investment income	1	-	(3)	-	1	2	27
Premiums	-	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-	20
Total revenues	1	-	(3)	-	1	2	47
Banking and deposit interest expense	-	-	-	-	-	-	-
Total net revenues	1	-	(3)	-	1	2	47
Expenses							
Distribution expenses	-	-	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-	-	-
Benefits, claims, losses and settlement expenses	-	-	-	27	-	-	-
Amortization of deferred acquisition costs	-	-	-	(10)	-	-	-
Interest and debt expense	-	-	-	-	-	-	50
General and administrative expense	-	29	-	-	-	-	15
Total expenses	-	29	-	17	-	-	65
Pretax segment income (loss)	1	(29)	(3)	(17)	1	2	(18)
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-	-	(18)
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 1	\$ (29)	\$ (3)	\$ (17)	\$ 1	\$ 2	\$ -

Included in Operating Earnings

	Asset Management	Asset Management	Annuities	Protection
	Threadneedle Valuation ⁽⁵⁾	Threadneedle FSA Regulatory Levy ⁽⁶⁾	Market Impacts to DAC/DSIC ⁽⁷⁾	Market Impacts to DAC/DSIC ⁽⁷⁾
(in millions, unaudited)				
Revenues				
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-
Net investment income	-	-	-	-
Premiums	-	-	-	-
Other revenues	-	-	-	-
Total revenues	-	-	-	-
Banking and deposit interest expense	-	-	-	-
Total net revenues	-	-	-	-
Expenses				
Distribution expenses	-	-	-	-
Interest credited to fixed accounts	-	-	-	-
Benefits, claims, losses and settlement expenses	-	-	(3)	-
Amortization of deferred acquisition costs	-	-	(13)	(2)
Interest and debt expense	-	-	-	-
General and administrative expense	5	5	-	-
Total expenses	5	5	(16)	(2)
Pretax segment income (loss)	(5)	(5)	16	2
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ (5)	\$ (5)	\$ 16	\$ 2

⁽¹⁾ Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities

⁽²⁾ Non-recurring integration charges related to Columbia Management acquisition

⁽³⁾ Variable annuity guaranteed living benefit impacts include:

\$29 million net expense related to hedged variable annuity living benefits

\$12 million decrease in DAC and DSIC amortization resulting from hedged living benefits offset

⁽⁴⁾ Reflects revenues and expenses of Consolidated Investment Entities

⁽⁵⁾ Impact related to Threadneedle's estimated change in market valuation attributable to its employee incentive compensation program

⁽⁶⁾ Impact related to an industry-wide Financial Services Authority levy

⁽⁷⁾ Decrease in DAC and DSIC amortization from higher period ending account values

Ameriprise Financial, Inc.
Disclosed Items
4 Qtr 2010

Excluded from Operating Earnings

	Advice & Wealth Management		Asset Management		Annuities		Protection	Corporate		
	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	Integration Charges ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Living Benefits ⁽³⁾	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	Restructuring Charges ⁽⁴⁾	CIEs ⁽⁵⁾	
Revenues										
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-	-	-	-	-	-
Net investment income	1	1	-	3	-	(1)	15	-	-	24
Premiums	-	-	-	-	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-	-	-	-	13
Total revenues	1	1	-	3	-	(1)	15	-	-	37
Banking and deposit interest expense	-	-	-	-	-	-	-	-	-	-
Total net revenues	1	1	-	3	-	(1)	15	-	-	37
Expenses										
Distribution expenses	-	-	-	-	-	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-	-	-	-	-	-
Benefits, claims, losses and settlement expenses	-	-	-	-	-	72	-	-	-	-
Amortization of deferred acquisition costs	-	-	-	-	-	(29)	-	-	-	-
Interest and debt expense	-	-	-	-	-	-	-	-	-	51
General and administrative expense	-	-	24	-	-	-	-	-	4	12
Total expenses	-	-	24	-	-	43	-	-	4	63
Pretax segment income (loss)	1	1	(24)	3	(43)	(1)	15	(4)	(4)	(26)
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-	-	-	-	-	(26)
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 1	\$ 1	\$ (24)	\$ 3	\$ (43)	\$ (1)	\$ 15	\$ (4)	\$ -	\$ -

Included in Operating Earnings

	Asset Management		Annuities		Protection	
	Hedge Fund Performance Fees ⁽⁶⁾	Market Impacts to DAC/DSIC ⁽⁷⁾	Market Impacts to DAC/DSIC ⁽⁷⁾	Auto Liability Reserve Increase ⁽⁸⁾	Phoenix Hail Storm Expense ⁽⁹⁾	
Revenues						
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-	-
Net investment income	-	-	-	-	-	-
Premiums	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-
Total revenues	-	-	-	-	-	-
Banking and deposit interest expense	-	-	-	-	-	-
Total net revenues	-	-	-	-	-	-
Expenses						
Distribution expenses	-	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-	-
Benefits, claims, losses and settlement expenses	-	(3)	-	16	11	-
Amortization of deferred acquisition costs	-	(20)	(3)	-	-	-
Interest and debt expense	-	-	-	-	-	-
General and administrative expense	-	-	-	-	-	-
Total expenses	-	(23)	(3)	16	11	-
Pretax segment income (loss)	22	23	3	(16)	(11)	(11)
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-	-
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 22	\$ 23	\$ 3	\$ (16)	\$ (11)	\$ -

(1) Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities

(2) Non-recurring integration charges related to Columbia Management acquisition

(3) Variable annuity guaranteed living benefit impacts include:

\$78 million net expense related to hedged variable annuity living benefits

\$35 million decrease in DAC and DSIC amortization resulting from hedged living benefits offset

(4) Severance and related expenses for ending variable annuity distribution through non-Ameriprise distribution channels

(5) Reflects revenues and expenses of Consolidated Investment Entities

(6) The company has chosen not to disclose the gross revenue and expense amounts for competitive reasons, but instead has shown the net PTI impact

(7) Decrease in DAC and DSIC amortization from higher period ending account values

(8) Reserve increase for higher auto liability claims in both the third and fourth quarters of 2010

(9) Higher claims driven by a hail storm in the Phoenix area

Ameriprise Financial, Inc.
Disclosed Items
3 Qtr 2010

Excluded from Operating Earnings

	Advice & Wealth Management	Asset Management		Annuities		Corporate	
	Integration Charges ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Integration Charges ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Living Benefits ⁽³⁾⁽⁴⁾	Securities Gains/(Losses) ⁽¹⁾	CIEs ⁽⁴⁾
(in millions, unaudited)							
Revenues							
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-	-	-
Net investment income	-	1	-	(1)	-	2	17
Premiums	-	-	-	-	-	-	-
Other revenues	-	-	-	-	-	-	9
Total revenues	-	1	-	(1)	-	2	26
Banking and deposit interest expense	-	-	-	-	-	-	-
Total net revenues	-	1	-	(1)	-	2	26
Expenses							
Distribution expenses	-	-	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-	-	-
Benefits, claims, losses and settlement expenses	-	-	-	-	(18)	-	-
Amortization of deferred acquisition costs	-	-	-	-	10	-	-
Interest and debt expense	-	-	-	-	-	-	45
General and administrative expense	1	-	18	-	-	-	13
Total expenses	1	-	18	-	(8)	-	58
Pretax segment income (loss)	(1)	1	(18)	(1)	8	2	(32)
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-	-	(32)
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ (1)	\$ 1	\$ (18)	\$ (1)	\$ 8	\$ 2	\$ -

Included in Operating Earnings

	Annuities			Protection	
	VA Death Benefit Impacts ⁽⁵⁾	Market Impacts to DAC/DSIC ⁽⁶⁾	Valuation Assumptions & Model Changes ⁽⁷⁾⁽⁸⁾	Market Impacts to DAC/DSIC ⁽⁶⁾	Valuation Assumptions & Model Changes ⁽⁷⁾
(in millions, unaudited)					
Revenues					
Management and financial advice fees	\$ -	\$ -	\$ -	\$ -	\$ -
Distribution fees	-	-	-	-	-
Net investment income	-	-	-	-	-
Premiums	-	-	-	-	-
Other revenues	-	-	-	-	(20)
Total revenues	-	-	-	-	(20)
Banking and deposit interest expense	-	-	-	-	-
Total net revenues	-	-	-	-	(20)
Expenses					
Distribution expenses	-	-	-	-	-
Interest credited to fixed accounts	-	-	-	-	-
Benefits, claims, losses and settlement expenses	(2)	(5)	261	-	44
Amortization of deferred acquisition costs	(2)	(24)	(332)	(10)	(15)
Interest and debt expense	-	-	-	-	-
General and administrative expense	-	-	-	-	-
Total expenses	(4)	(29)	(71)	(10)	29
Pretax segment income (loss)	4	29	71	10	(49)
Less: Net income (loss) attributable to noncontrolling interest	-	-	-	-	-
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 4	\$ 29	\$ 71	\$ 10	\$ (49)

(1) Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities

(2) Non-recurring integration charges related to H&R Block Financial Advisors and Columbia Management acquisitions

(3) Variable annuity guaranteed living benefit impacts include:

\$21 million net benefit related to hedged variable annuity living benefits

\$13 million increase in DAC and DSIC amortization resulting from hedged living benefits offset

(4) Reflects revenues and expenses of Consolidated Investment Entities

(5) Decrease in death and income benefit expenses due to higher equity market valuations

(6) Decrease in DAC and DSIC amortization from higher period ending account values

(7) Net pretax impact of annual review/updates of valuation assumptions and model changes. Net pretax impacts include:

\$132 million benefit from persistency improvements

\$85 million expense from resetting near-term equity return assumptions equal to the long-term assumptions and reducing both near- and long-term bond fund return assumptions

\$25 million expense from all other assumption and model changes

(8) \$34 million benefit in Market Impact on VA Guaranteed Living Benefits was originally classified as benefit in Annuities segment due to Valuation Assumptions & Model Changes

Exhibit B



Statistical Supplement Package

(unaudited)

Third Quarter 2011

Reconciliation of GAAP Metrics to Operating Metrics

Ameriprise Financial, Inc.
Reconciliation of GAAP Segment Income Statements to Segment Operating Income Statements
Third Quarter 2011

(in millions unless otherwise noted, unaudited)

	3 Qtr 2010	4 Qtr 2010	1 Qtr 2011	2 Qtr 2011	3 Qtr 2011	Year-to-Date	
						2010	2011
Advice & Wealth Management Segment							
Pretax operating earnings	\$ 89	\$ 96	\$ 99	\$ 108	\$ 116	\$ 226	\$ 323
Reconciling items:							
Net investment income							
Realized gains (losses)	-	1	1	-	(2)	-	(1)
General and administrative expense							
Integration and restructuring charges	(1)	-	-	-	-	(7)	-
Total reconciling items, before income taxes	(1)	1	1	-	(2)	(7)	(1)
Pretax segment income	<u>\$ 88</u>	<u>\$ 97</u>	<u>\$ 100</u>	<u>\$ 108</u>	<u>\$ 114</u>	<u>\$ 219</u>	<u>\$ 322</u>
Asset Management Segment							
Pretax operating earnings	\$ 121	\$ 163	\$ 136	\$ 146	\$ 119	\$ 247	\$ 401
Reconciling items:							
Net investment income							
Realized gains (losses)	1	1	-	-	2	2	2
General and administrative expense							
Integration and restructuring charges	(18)	(24)	(29)	(21)	(24)	(71)	(74)
Total reconciling items, before income taxes	(17)	(23)	(29)	(21)	(22)	(69)	(72)
Pretax segment income	<u>\$ 104</u>	<u>\$ 140</u>	<u>\$ 107</u>	<u>\$ 125</u>	<u>\$ 97</u>	<u>\$ 178</u>	<u>\$ 329</u>
Annuities Segment							
Pretax operating earnings	\$ 257	\$ 171	\$ 174	\$ 149	\$ 82	\$ 493	\$ 405
Reconciling items:							
Net investment income							
Realized gains (losses)	(1)	3	(3)	1	(2)	6	(4)
Benefits, claims, losses and settlement expenses							
Market impact on VA guaranteed living benefits	18	(72)	(27)	(7)	119	63	85
Amortization of deferred acquisition costs							
Market impact on VA guaranteed living benefits	(10)	29	10	-	(63)	(45)	(53)
Total reconciling items, before income taxes	7	(40)	(20)	(6)	54	24	28
Pretax segment income	<u>\$ 264</u>	<u>\$ 131</u>	<u>\$ 154</u>	<u>\$ 143</u>	<u>\$ 136</u>	<u>\$ 517</u>	<u>\$ 433</u>
Protection Segment							
Pretax operating earnings	\$ 67	\$ 84	\$ 106	\$ 87	\$ 65	\$ 318	\$ 258
Reconciling items:							
Net investment income							
Realized gains (losses)	-	(1)	1	3	(1)	2	3
Total reconciling items, before income taxes	-	(1)	1	3	(1)	2	3
Pretax segment income	<u>\$ 67</u>	<u>\$ 83</u>	<u>\$ 107</u>	<u>\$ 90</u>	<u>\$ 64</u>	<u>\$ 320</u>	<u>\$ 261</u>

Ameriprise Financial, Inc.
Reconciliation of GAAP Segment Income Statements to Segment Operating Income Statements
Third Quarter 2011

(in millions unless otherwise noted, unaudited)

	3 Qtr 2010	4 Qtr 2010	1 Qtr 2011	2 Qtr 2011	3 Qtr 2011	Year-to-Date	
						2010	2011
Corporate Segment							
Pretax operating loss	\$ (47)	\$ (68)	\$ (65)	\$ (41)	\$ (60)	\$ (156)	\$ (166)
Reconciling items:							
Net investment income							
Net investment income attributable to the CIEs	17	24	27	17	(65)	251	(21)
Realized gains (losses)	2	15	2	2	1	4	5
Other revenues							
Other revenues attributable to the CIEs	9	13	20	18	22	112	60
Interest and debt expense							
Interest and debt expense attributable to the CIEs	(45)	(51)	(50)	(51)	(47)	(130)	(148)
General and administrative expense							
Integration and restructuring charges	-	(4)	-	-	-	(5)	-
General and administrative expense attributable to the CIEs	(13)	(12)	(15)	(12)	(15)	(44)	(42)
Total reconciling items, before income taxes	(30)	(15)	(16)	(26)	(104)	188	(146)
Pretax segment income (loss)	<u>\$ (77)</u>	<u>\$ (83)</u>	<u>\$ (81)</u>	<u>\$ (67)</u>	<u>\$ (164)</u>	<u>\$ 32</u>	<u>\$ (312)</u>
Eliminations							
Pretax operating earnings	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Reconciling items:							
Management and financial advice fees							
Management fees earned by the Company from the CIEs	(9)	(10)	(10)	(10)	(9)	(28)	(29)
General and administrative expense							
General and administrative expense attributable to the CIEs	9	10	10	10	9	28	29
Total reconciling items, before income taxes	-	-	-	-	-	-	-
Pretax segment income	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

Ameriprise Financial, Inc.
Reconciliation of GAAP Metrics to Operating Metrics
Third Quarter 2011

(in millions unless otherwise noted, unaudited)

	Year-to-Date							
	3 Qtr 2010	4 Qtr 2010	1 Qtr 2011	2 Qtr 2011	3 Qtr 2011	2010	2011	
Total net revenues	\$ 2,334	\$ 2,558	\$ 2,532	\$ 2,623	\$ 2,455	\$ 6,954	\$ 7,610	
Less CIEs	17	27	37	25	(52)	335	10	
Plus Realized (gains) losses	(2)	(19)	(1)	(6)	2	(14)	(5)	
Operating total net revenues	<u>\$ 2,315</u>	<u>\$ 2,512</u>	<u>\$ 2,494</u>	<u>\$ 2,592</u>	<u>\$ 2,509</u>	<u>\$ 6,605</u>	<u>\$ 7,595</u>	
Pretax income ⁽²⁾	\$ 446	\$ 368	\$ 387	\$ 399	\$ 247	\$ 1,266	\$ 1,033	
Less CIEs	(32)	(26)	(18)	(28)	(105)	189	(151)	
Pretax earnings excluding CIEs	478	394	405	427	352	1,077	1,184	
Less income tax provision	132	88	93	114	81	262	288	
Plus income (loss) from discontinued operations, net of tax	(2)	(26)	(71)	(4)	2	2	(73)	
Net income attributable to Ameriprise Financial	344	280	241	309	273	817	823	
Integration/restructuring charges net of tax ⁽¹⁾	12	20	19	14	15	53	48	
Market impact on variable annuity guaranteed living benefits net of tax ⁽¹⁾	(5)	27	11	5	(37)	(11)	(21)	
Realized (gains) losses net of tax ⁽¹⁾	(1)	(13)	(1)	(4)	2	(9)	(3)	
Less income (loss) from discontinued operations, net of tax	(2)	(26)	(71)	(4)	2	2	(73)	
Operating earnings	<u>\$ 352</u>	<u>\$ 340</u>	<u>\$ 341</u>	<u>\$ 328</u>	<u>\$ 251</u>	<u>\$ 848</u>	<u>\$ 920</u>	
Pretax income ⁽²⁾	\$ 446	\$ 368	\$ 387	\$ 399	\$ 247	\$ 1,266	\$ 1,033	
Less CIEs	(32)	(26)	(18)	(28)	(105)	189	(151)	
Pretax earnings excluding CIEs	478	394	405	427	352	1,077	1,184	
Integration/restructuring charges	19	28	29	21	24	83	74	
Market impact on variable annuity guaranteed living benefits	(8)	43	17	7	(56)	(18)	(32)	
Realized (gains) losses	(2)	(19)	(1)	(6)	2	(14)	(5)	
Pretax operating earnings	<u>\$ 487</u>	<u>\$ 446</u>	<u>\$ 450</u>	<u>\$ 449</u>	<u>\$ 322</u>	<u>\$ 1,128</u>	<u>\$ 1,221</u>	
Margin	14.7%	10.9%	9.5%	11.8%	11.1%	11.7%	10.8%	
Pretax operating margin	21.0%	17.8%	18.0%	17.3%	12.8%	17.1%	16.1%	
Operating margin	15.2%	13.5%	13.7%	12.7%	10.0%	12.8%	12.1%	
Weighted average common shares outstanding								
Basic	255.3	252.7	251.6	245.5	238.0	259.0	245.0	
Diluted	259.9	258.9	257.7	251.0	242.0	263.4	250.2	
Basic earnings per share	\$ 1.36	\$ 1.21	\$ 1.24	\$ 1.28	\$ 1.14	\$ 3.14	\$ 3.66	
Earnings per diluted share	\$ 1.33	\$ 1.18	\$ 1.21	\$ 1.25	\$ 1.12	\$ 3.09	\$ 3.58	
Basic operating earnings per share	\$ 1.38	\$ 1.35	\$ 1.36	\$ 1.34	\$ 1.05	\$ 3.27	\$ 3.76	
Operating earnings per diluted share	<u>\$ 1.35</u>	<u>\$ 1.31</u>	<u>\$ 1.32</u>	<u>\$ 1.31</u>	<u>\$ 1.04</u>	<u>\$ 3.22</u>	<u>\$ 3.68</u>	

(1) Calculated using the statutory tax rate of 35%.

(2) Represents income from continuing operations before income tax provision (benefit)

Ameriprise Financial, Inc.
Reconciliation of GAAP Metrics to Operating Metrics
Third Quarter 2011

(in millions unless otherwise noted, unaudited)

	September 30, 2010	December 31, 2010	March 31, 2011	June 30, 2011	September 30, 2011
Long-term Debt Summary					
Senior notes	\$ 2,407	\$ 2,003	\$ 1,990	\$ 2,024	\$ 2,098
Junior subordinated notes	322	308	308	308	306
Non-recourse debt for inverse floaters	6	6	-	-	-
Total Ameriprise Financial long-term debt	2,735	2,317	2,298	2,332	2,404
Less non-recourse debt for inverse floaters	6	6	-	-	-
Less fair value of hedges and unamortized discount	117	53	40	74	148
Total Ameriprise Financial long-term debt excluding non-recourse debt for inverse floaters, fair value of hedges and unamortized discount	<u>\$ 2,612</u>	<u>\$ 2,258</u>	<u>\$ 2,258</u>	<u>\$ 2,258</u>	<u>\$ 2,256</u>
Total equity	\$ 11,504	\$ 11,285	\$ 11,189	\$ 11,228	\$ 10,987
Less noncontrolling interests	554	560	638	680	716
Total Ameriprise Financial shareholders' equity	10,950	10,725	10,551	10,548	10,271
Less equity of consolidated investment entities	561	529	501	464	347
Less assets and liabilities held for sale	105	94	(24)	(28)	105
Total Ameriprise Financial shareholders' equity from continuing operations excluding CIEs	<u>\$ 10,284</u>	<u>\$ 10,102</u>	<u>\$ 10,074</u>	<u>\$ 10,112</u>	<u>\$ 9,819</u>
Total Ameriprise Financial long-term debt	\$ 2,735	\$ 2,317	\$ 2,298	\$ 2,332	\$ 2,404
Total Ameriprise Financial shareholders' equity	10,950	10,725	10,551	10,548	10,271
Total Ameriprise Financial capital	13,685	13,042	12,849	12,880	12,675
Less non-recourse debt for inverse floaters	6	6	-	-	-
Less equity of consolidated investment entities	561	529	501	464	347
Less assets and liabilities held for sale	105	94	(24)	(28)	105
Less fair value of hedges and unamortized discount	117	53	40	74	148
Total Ameriprise Financial capital from continuing operations excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters, and equity of CIEs	<u>\$ 12,896</u>	<u>\$ 12,360</u>	<u>\$ 12,332</u>	<u>\$ 12,370</u>	<u>\$ 12,075</u>
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	20.0%	17.8%	17.9%	18.1%	19.0%
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital from continuing operations excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs	20.3%	18.3%	18.3%	18.3%	18.7%
Ameriprise Financial shareholders' equity	\$ 10,950	\$ 10,725	\$ 10,551	\$ 10,548	\$ 10,271
AOCI	897	565	542	633	636
Appropriated retained earnings of CIEs	590	558	530	494	380
AOCI attributable to CIEs	29	29	29	30	33
Assets and liabilities held for sale	105	94	(24)	(28)	105
Ameriprise Financial shareholders' equity	\$ 10,950	\$ 10,725	\$ 10,551	\$ 10,548	\$ 10,271
Less assets and liabilities held for sale	105	94	(24)	(28)	105
Less AOCI	897	565	542	633	636
Ameriprise Financial shareholders' equity from continuing operations excluding AOCI	<u>\$ 9,948</u>	<u>\$ 10,066</u>	<u>\$ 10,033</u>	<u>\$ 9,943</u>	<u>\$ 9,530</u>
Ameriprise Financial shareholders' equity	\$ 10,950	\$ 10,725	\$ 10,551	\$ 10,548	\$ 10,271
Less assets and liabilities held for sale	105	94	(24)	(28)	105
Less appropriated retained earnings of CIEs	590	558	530	494	380
Plus AOCI attributable to CIEs	29	29	29	30	33
Ameriprise Financial shareholders' equity from continuing operations excluding CIEs	<u>\$ 10,284</u>	<u>\$ 10,102</u>	<u>\$ 10,074</u>	<u>\$ 10,112</u>	<u>\$ 9,819</u>
Ameriprise Financial shareholders' equity	\$ 10,950	\$ 10,725	\$ 10,551	\$ 10,548	\$ 10,271
Less assets and liabilities held for sale	105	94	(24)	(28)	105
Less appropriated retained earnings of CIEs	590	558	530	494	380
Less AOCI	897	565	542	633	636
Ameriprise Financial shareholders' equity from continuing operations excluding CIEs and AOCI	<u>\$ 9,358</u>	<u>\$ 9,508</u>	<u>\$ 9,503</u>	<u>\$ 9,449</u>	<u>\$ 9,150</u>