

Section 1: 8-K (8-K)

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) **October 25, 2016**

AMERIPRISE FINANCIAL, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-32525
(Commission
File Number)

13-3180631
(IRS Employer
Identification No.)

55 Ameriprise Financial Center
Minneapolis, Minnesota
(Address of principal executive offices)

55474
(Zip Code)

Registrant's telephone number, including area code **(612) 671-3131**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02 Results of Operations and Financial Condition.

On October 25, 2016, Ameriprise Financial, Inc. (the "Company," "we," or "our") issued a press release announcing its financial results for the third quarter of 2016. A copy of the press release is attached as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference and furnished herewith. In addition, the Company furnishes herewith, as Exhibit 99.2, its Statistical Supplement for the quarterly period ended September 30, 2016.

We follow accounting principles generally accepted in the United States ("GAAP"). The press release furnished as Exhibit 99.1 and the financial information furnished as Exhibit 99.2 include information on both a GAAP and non-GAAP adjusted basis. Certain non-GAAP performance measures in these exhibits exclude the impact of consolidating certain investment entities ("CIEs"), as well as certain integration/restructuring charges, the impact of our annual review of insurance and annuity valuation assumptions and model changes ("unlocking"), market impact on variable annuity guaranteed benefits, market impact on indexed universal life benefits, market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments, net realized investment gains (losses) and income (loss) from discontinued operations. Management believes that the presentation of these non-GAAP financial measures better reflects the underlying performance of our 2016 and 2015 core operations and facilitates a more meaningful trend analysis. Exhibits 99.1 and 99.2 also contain certain non-GAAP debt, capital and shareholders' equity measures, along with financial ratios incorporating such measures that exclude amounts related to one or more of the following: accumulated other comprehensive income ("AOCI"), fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and the impact of consolidating the assets and liabilities of certain CIEs. Management believes that these non-GAAP debt, capital and shareholders' equity measures, and the corresponding ratios, better represent our capital structure. Management uses certain of these non-GAAP measures to evaluate our financial performance on a basis comparable to that used by some securities analysts and investors. Also, certain of these non-GAAP measures are taken into consideration, to varying degrees, for purposes of business planning and analysis and for certain compensation-related matters.

Our non-GAAP financial measures included in Exhibits 99.1 and 99.2, which our management views as important indicators of financial performance, include the following: adjusted net pretax operating margin; adjusted operating earnings; adjusted operating revenues; Ameriprise Financial shareholders' equity excluding AOCI; Ameriprise Financial shareholders' equity excluding CIEs; Ameriprise Financial shareholders' equity excluding CIEs and AOCI; basic operating earnings per share; effective tax rate excluding noncontrolling interests; operating earnings; operating earnings per diluted share; operating effective tax rate; operating expenses; operating general and administrative expense; operating return on equity excluding AOCI; operating total net revenues; pretax operating earnings; pretax operating margin; return on equity excluding AOCI; total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs; total Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations; total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs; and various financial measures that exclude the impact of unlocking.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
Exhibit 99.1	Press Release dated October 25, 2016 announcing financial results for the third quarter of 2016
Exhibit 99.2	Statistical Supplement for the quarterly period ended September 30, 2016

2

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

AMERIPRISE FINANCIAL, INC.
(Registrant)

Date: October 25, 2016

By /s/ Walter S. Berman

[\(Back To Top\)](#)

Section 2: EX-99.1 (EX-99.1)

Exhibit 99.1



Ameriprise Financial, Inc.
Ameriprise Financial Center
Minneapolis, MN 55474

News Release

Ameriprise Financial Reports Third Quarter 2016 Results

*Third quarter 2016 net income⁽¹⁾ per diluted share was \$1.30
Operating EPS was \$1.37*

*Third quarter 2016 return on equity excluding AOCI was 19.0 percent
Operating ROE excluding AOCI was 21.5 percent*

*Excluding annual unlocking⁽²⁾, operating EPS was \$2.29
Operating ROE excluding AOCI was 23.8 percent*

MINNEAPOLIS — October 25, 2016 — Ameriprise Financial, Inc. (NYSE: AMP) today reported third quarter 2016 net income⁽¹⁾ of \$215 million, or \$1.30 per diluted share. Operating earnings were \$227 million, with operating earnings per diluted share of \$1.37. Excluding the non-cash impact of annual unlocking⁽²⁾ in both periods, operating earnings per diluted share increased 4 percent to \$2.29 with operating earnings of \$380 million in the quarter.

GAAP Results

Net revenues of \$3.0 billion increased 4 percent reflecting the cumulative impact of wrap net inflows, higher average equity markets and an impact from annual unlocking, partially offset by asset management outflows and lower client transactional activity.

Expenses of \$2.8 billion increased 14 percent as a result of higher expenses related to unlocking as general and administrative expenses remained well controlled.

Operating Results

Operating net revenues of \$3.0 billion increased 3 percent. Excluding annual unlocking in both quarters, operating net revenues were essentially flat, reflecting the cumulative impact of wrap net inflows and higher average equity markets compared to the year ago, offset by the cumulative impact of asset management outflows and lower client transactional activity.

Operating expenses of \$2.7 billion increased 16 percent. Excluding annual unlocking in both quarters, operating expenses increased 1 percent from higher distribution expenses and well controlled general and administrative expenses.

In the quarter, the company continued to deliver a strong return to shareholders through share repurchases and dividends of \$502 million.

⁽¹⁾ Net income represents net income attributable to Ameriprise Financial.

⁽²⁾ Unlocking represents the company's annual review of insurance and annuity valuation assumptions and model changes and the long term care review.

"Ameriprise delivered solid results in the third quarter on an operating basis, led by Advice and Wealth Management," said Jim Cracchiolo, chairman and chief executive officer.

"With good inflows in investment advisory accounts, retail client assets grew to a record high. Experienced advisors continue to move their practices to Ameriprise as our advice value proposition, level of support and capital strength are attractive in this environment. In Asset Management, retail flows have improved in the U.S., and the July volatility in the UK and Europe subsided in the quarter."

"In a more volatile climate and period of change for the industry, we are managing expenses well and have a strong business to serve our clients and advisors while consistently delivering meaningful shareholder value."

Ameriprise Financial, Inc. Third Quarter Summary

(in millions, except per share amounts, unaudited)	Quarter Ended September 30,		% Better/ (Worse)	Per Diluted Share Quarter Ended September 30,		% Better/ (Worse)
	2016	2015		2016	2015	
Net income from continuing operations attributable to Ameriprise Financial	\$ 215	\$ 397	(46)%	\$ 1.30	\$ 2.17	(40)%
Adjustments, net of tax ⁽¹⁾ (see reconciliation on p. 14)	12	32		0.07	0.18	
Operating earnings ⁽²⁾	\$ 227	\$ 429	(47)%	\$ 1.37	\$ 2.35	(42)%
Less: annual unlocking impact, net of tax ⁽¹⁾	(153)	27		(0.92)	0.15	
Operating earnings, excluding annual unlocking	\$ 380	\$ 402	(5)%	\$ 2.29	\$ 2.20	4%
Weighted average common shares outstanding:						
Basic	164.0	180.4				
Diluted	165.8	182.7				

⁽¹⁾ After-tax is calculated using the statutory tax rate of 35%.

⁽²⁾ The company believes the presentation of operating earnings best represents the economics of the business. Operating earnings, after-tax, exclude the consolidation of certain investment entities; net realized investment gains or losses, net of deferred sales inducement costs ("DSIC") and deferred acquisition costs ("DAC") amortization, unearned revenue amortization and the reinsurance accrual; integration and restructuring charges; the market impact on variable annuity guaranteed benefits, net of hedges and related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; and income or loss from discontinued operations.

Ameriprise Financial, Inc.
Asset Management Segment Operating Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2016	2015	
Asset Management			
Net revenues	\$ 740	\$ 782	(5)%
Expenses	585	602	3%
Pretax operating earnings	<u>\$ 155</u>	<u>\$ 180</u>	(14)%
Pretax operating margin	20.9%	23.0%	
Adjusted net pretax operating margin ⁽¹⁾	35.8%	39.1%	
Total segment AUM (billions)			
	\$ 468	\$ 471	(1)%
Total segment net flows (billions)			
Global Retail net flows, excl. former parent flows	\$ (1.9)	\$ (3.5)	45%
Global Institutional net flows, excl. former parent flows	\$ (2.0)	\$ (1.3)	(53)%
Former parent company related flows	\$ (1.4)	\$ (2.6)	44%
Inflows from acquisitions	\$ 1.0	\$ —	NM

⁽¹⁾See reconciliation on page 16

NM Not Meaningful — variance equal to or greater than 100%

Asset Management pretax operating earnings decreased 14 percent to \$155 million, primarily from the cumulative impact of net outflows. The decline in the British pound resulted in lower revenues and expenses but had a minimal impact to pretax operating earnings.

Third quarter pretax operating margin was 20.9 percent compared to 23.0 percent a year ago. Adjusted net pretax operating margin was 35.8 percent compared to 39.1 percent a year ago.

Operating net revenues declined to \$740 million compared to a year ago, reflecting the impact of lower asset levels and foreign exchange rates. AUM declined 1 percent to \$468 billion from net outflows and unfavorable foreign exchange rates, partially offset by higher equity markets.

Operating expenses of \$585 million declined 3 percent due to well managed general and administrative expenses and lower distribution expenses.

Net outflows were \$4.3 billion in the quarter compared to outflows of \$7.4 billion a year ago. Global retail outflows, excluding former parent related assets, were \$1.9 billion reflecting improvement in intermediary and RIA distribution despite continued industry pressure on active equity strategies in the U.S., as well as lower retail activity among UK and European investors in July following the UK referendum. Global institutional outflows were \$2 billion, including \$0.7 billion from Acorn strategies. Funding of global institutional mandates slowed in the quarter and is expected to improve in the fourth quarter. In addition, flows in the quarter included \$1 billion of inflows related to the acquisition of Emerging Global Advisors and \$1.4 billion of former parent related outflows, primarily from legacy insurance mandates.

7

Ameriprise Financial, Inc.
Annuities Segment Operating Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2016	2015	
Annuities			
Net revenues	\$ 631	\$ 632	—
Expenses	699	456	(53)%
Pretax operating earnings	<u>\$ (68)</u>	<u>\$ 176</u>	NM
Variable Annuities:			
Pretax operating earnings	\$ (97)	\$ 151	NM
Annual unlocking	(220)	64	NM
Pretax operating earnings, excluding annual unlocking	123	87	41%
Fixed Annuities:			
Pretax operating earnings	29	25	16%
Annual unlocking	5	2	NM
Pretax operating earnings, excluding annual unlocking	24	23	4%
Total pretax operating earnings, excluding annual unlocking	<u>\$ 147</u>	<u>\$ 110</u>	34%
Item included in operating earnings:			
Market impact on DAC and DSIC (mean reversion)	\$ 9	\$ (29)	NM
Variable annuity ending account balances (billions)			
	\$ 75.9	\$ 72.8	4%
Variable annuity net flows (millions)	\$ (650)	\$ (259)	NM
Fixed annuity ending account balances (billions)	\$ 10.2	\$ 10.9	(7)%
Fixed annuity net flows (millions)	\$ (240)	\$ (375)	36%

NM Not Meaningful — variance equal to or greater than 100%

Annuities pretax operating loss was \$68 million compared to earnings of \$176 million a year ago, primarily reflecting the unfavorable unlocking. Excluding unlocking in both periods, operating earnings were \$147 million, up 34 percent, reflecting a favorable market impact on DAC and DSIC.

Variable annuity operating loss was \$97 million, reflecting an unfavorable \$220 million annual unlocking impact, which was primarily driven by continued low interest rates and policyholder behavior. Variable annuity cash sales declined to \$1.2 billion in the quarter, which is consistent with recent industry trends. Account balances increased 4 percent to \$76 billion, reflecting market appreciation, partially offset by net outflows.

Fixed annuity operating earnings increased to \$29 million from \$25 million, as a small benefit from annual unlocking was partially offset by continued older policy lapses and the interest rate environment remains challenging for investment yields and new product sales.

8

Ameriprise Financial, Inc.
Protection Segment Operating Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2016	2015	
Protection			
Net revenues	\$ 679	\$ 586	16%
Expenses	668	561	(19)%

Pretax operating earnings	\$	11	\$	25	(56)%
Annual unlocking — other life and health		17		(24)	NM
Annual long term care review		(37)		—	NM
Pretax operating earnings, excluding unlocking	\$	31	\$	49	(37)%
Items included in operating earnings:					
Market impact on DAC (mean reversion)	\$	1	\$	(2)	NM
Long term care claim reserve adjustment		(29)		13	NM
Life and health reinsurance premium correction		—		(11)	NM
Auto and Home catastrophe losses		(29)		(8)	NM
Auto and Home prior year reserve development		10		—	NM
Total protection impact	\$	(47)	\$	(8)	NM
		Quarter Ended September 30,			% Better/ (Worse)
		2016	2015		
Life insurance in force (billions)	\$	196	\$	196	—
VUL/UL ending account balances (billions)	\$	11.5	\$	10.9	5%
Auto & Home policies in force (thousands)		950		958	(1)%

NM Not Meaningful — variance equal to or greater than 100%

Protection pretax operating earnings were \$11 million compared to \$25 million a year ago.

Life and Health insurance earnings, excluding long term care and the items noted above, increased from a year ago. VUL/UL cash sales declined to \$70 million and VUL/UL account balances increased 5 percent.

Long term care had an operating loss of \$73 million in the quarter driven by \$66 million from two items: a \$37 million impact primarily from loss recognition and an unfavorable \$29 million correction related to a claim utilization assumption. The loss recognition related to low interest rates and higher reinsurance expense. Excluding these items, operating results were within expectations.

Auto & Home had a loss of \$8 million driven by higher than anticipated catastrophe losses. The quarter included a \$10 million favorable prior year reserve development reflecting improved trends from changes made to underwriting, claims and pricing. Management will continue to evaluate prior year and 2016 emerging loss experience to determine future actions.

9

Ameriprise Financial, Inc. Corporate & Other Segment Operating Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)		
	2016	2015			
Corporate & Other					
Net revenues	\$	(15)	\$	(4)	NM
Expenses		57		38	(50)%
Pretax operating loss	\$	(72)	\$	(42)	(71)%
Items included in operating earnings:					
DOL planning and implementation expenses	\$	(7)	\$	—	NM
Affordable housing investment adjustment		(7)		—	NM
Total corporate impact	\$	(14)	\$	—	NM

NM Not Meaningful — variance equal to or greater than 100%

Corporate & Other pretax operating loss was \$72 million for the quarter compared to a \$42 million loss a year ago. Included in the current quarter's results was an adjustment for an affordable housing investment to align it with the remaining tax benefit cash flows that lowered net investment income by \$7 million. Results in the quarter included \$7 million of incremental expenses related to the planning and implementation of the Department of Labor's fiduciary standard.

Taxes

The third quarter 2016 operating effective tax rate was 11.7 percent reflecting lower earnings in the quarter related to the unfavorable unlocking as well as discrete tax items, primarily from the finalization of the 2015 tax return. Excluding the impact from unlocking, the operating effective tax rate was 22.8 percent. The operating effective tax rate was 23.1 percent a year ago.

Contacts

Investor Relations:

Alicia A. Charity
Ameriprise Financial
(612) 671-2080
alicia.a.charity@ampf.com

Chad J. Sanner
Ameriprise Financial
(612) 671-4676
chad.j.sanner@ampf.com

Media Relations:

Paul W. Johnson
Ameriprise Financial
(612) 671-0625
paul.w.johnson@ampf.com

At Ameriprise Financial, we have been helping people feel confident about their financial future for more than 120 years. With a nationwide network of 10,000 financial advisors and extensive asset management, advisory and insurance capabilities, we have the strength and expertise to serve the full range of individual and institutional investors' financial needs. For more information, visit ameriprise.com.

10

Ameriprise Financial Services, Inc. offers financial planning services, investments, insurance and annuity products. Columbia Funds are distributed by Columbia Management Investment Distributors, Inc., member FINRA and managed by Columbia Management Investment Advisers, LLC. Threadneedle International Limited is an SEC- and FCA-registered investment adviser affiliate of Columbia Management Investment Advisers, LLC based in the U.K. Auto and home insurance is underwritten by IDS Property Casualty Insurance Company, or in certain states, Ameriprise Insurance Company, both in De Pere, WI. RiverSource insurance and annuity products are issued by RiverSource Life Insurance Company, and in New York only by RiverSource Life Insurance Co. of New York, Albany, New York. Only RiverSource Life Insurance Co. of New York is authorized to sell insurance and annuity products in the state of New York. These companies are all part of Ameriprise Financial, Inc. CA License #0684538. RiverSource Distributors, Inc. (Distributor), Member FINRA.

Forward-Looking Statements

This news release contains forward-looking statements that reflect management's plans, estimates and beliefs. Actual results could differ materially from those described in these forward-looking statements. Examples of such forward-looking statements include:

- statements in this news release concerning the expecting funding of mandates in the fourth quarter;
- the statements in this news release concerning the expected financial impact, and time during which impacts might be realized, of business trends in Auto and Home underwriting, pricing and claims practices;
- statements of the company's plans, intentions, positioning, expectations, objectives or goals, including those relating to asset flows, mass affluent and affluent client acquisition strategy, client retention and growth of our client base, financial advisor productivity, retention, recruiting and enrollments, the introduction, cessation, terms or pricing of new or existing products and services, acquisition integration, general and administrative costs, consolidated tax rate, return of capital to shareholders, and excess capital position and financial flexibility to capture additional growth opportunities;

- other statements about future economic performance, the performance of equity markets and interest rate variations and the economic performance of the United States and of global markets; and
- statements of assumptions underlying such statements.

The words “believe,” “expect,” “anticipate,” “optimistic,” “intend,” “plan,” “aim,” “will,” “may,” “should,” “could,” “would,” “likely,” “forecast,” “on pace,” “project” and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. Forward-looking statements are subject to risks and uncertainties, which could cause actual results to differ materially from such statements.

Such factors include, but are not limited to:

- conditions in the interest rate, credit default, equity market and foreign exchange environments, including changes in valuations, liquidity and volatility;
- changes in and the adoption of relevant accounting standards and securities rating agency standards and processes, as well as changes in the litigation and regulatory environment, including ongoing legal proceedings and regulatory actions, the frequency and extent of legal claims threatened or initiated by clients, other persons and regulators, and developments in regulation and legislation, including the rules, exemptions and regulations implemented or that may be implemented in connection with the Dodd-Frank Wall Street Reform and Consumer Protection Act or in light of the U.S. Department of Labor rule and exemptions pertaining to the fiduciary status of investment advice providers to 401(k) plan, plan sponsors, plan participants and the holders of individual retirement or health savings accounts;

11

- investment management performance and distribution partner and consumer acceptance of the company’s products;
- effects of competition in the financial services industry, including pricing pressure, the introduction of new products and services and changes in product distribution mix and distribution channels;
- changes to the company’s reputation that may arise from employee or advisor misconduct, legal or regulatory actions, perceptions of the financial services industry generally, improper management of conflicts of interest or otherwise;
- the company’s capital structure, including indebtedness, limitations on subsidiaries to pay dividends, and the extent, manner, terms and timing of any share or debt repurchases management may effect as well as the opinions of rating agencies and other analysts and the reactions of market participants or the company’s regulators, advisors, distribution partners or customers in response to any change or prospect of change in any such opinion;
- changes to the availability and cost of liquidity and the Company’s credit capacity that may arise due to shifts in market conditions, the Company’s credit ratings and the overall availability of credit;
- risks of default, capacity constraint or repricing by issuers or guarantors of investments the company owns or by counterparties to hedge, derivative, insurance or reinsurance arrangements or by manufacturers of products the company distributes, experience deviations from the company’s assumptions regarding such risks, the evaluations or the prospect of changes in evaluations of any such third parties published by rating agencies or other analysts, and the reactions of other market participants or the company’s regulators, advisors, distribution partners or customers in response to any such evaluation or prospect of changes in evaluation;
- experience deviations from the company’s assumptions regarding morbidity, mortality and persistency in certain annuity and insurance products, or from assumptions regarding market returns assumed in valuing or unlocking DAC and DSIC or market volatility underlying our valuation and hedging of guaranteed living benefit annuity riders, or from assumptions regarding interest rates assumed in our loss recognition testing of our Long Term Care business, or from assumptions regarding anticipated claims and losses relating to our automobile and home insurance products;
- changes in capital requirements that may be indicated, required or advised by regulators or rating agencies;
- the impacts of the company’s efforts to improve distribution economics and to grow third-party distribution of its products;
- the ability to pursue and complete strategic transactions and initiatives, including acquisitions, divestitures, restructurings, joint ventures and the development of new products and services;
- the ability to realize the financial, operating and business fundamental benefits of strategic transactions and initiatives the company has completed, is pursuing or may pursue in the future, which may be impacted by the ability to obtain regulatory approvals, the ability to effectively manage related expenses and by market, business partner and consumer reactions to such strategic transactions and initiatives;
- the ability and timing to realize savings and other benefits from re-engineering and tax planning;
- interruptions or other failures in our communications, technology and other operating systems, including errors or failures caused by third party service providers, interference or failures caused by third party attacks on our systems, or the failure to safeguard the privacy or confidentiality of sensitive information and data on such systems; and
- general economic and political factors, including consumer confidence in the economy and the financial industry, the ability and inclination of consumers generally to invest as well as their ability and inclination to invest in financial instruments and products other than cash and cash equivalents, the costs of products and services the company consumes in the conduct of its business, and applicable legislation and regulation and changes therein (such as the June 2016 UK referendum on membership in the European Union), including tax laws, tax treaties, fiscal and central government treasury policy, and policies regarding the financial services industry and publicly held firms, and regulatory rulings and pronouncements.

12

Management cautions the reader that the foregoing list of factors is not exhaustive. There may also be other risks that management is unable to predict at this time that may cause actual results to differ materially from those in forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. Management undertakes no obligation to update publicly or revise any forward-looking statements. The foregoing list of factors should be read in conjunction with the “Risk Factors” discussion under Part I, Item 1A of and elsewhere in our Annual Report on Form 10-K for the year ended December 31, 2015 available at ir.ameriprise.com and the “Risk Factors” discussion included in Part II, Item 1A and elsewhere in our Quarterly Reports on Form 10-Q for the quarters ended June 30, 2016 and March 31, 2016.

The financial results discussed in this news release represent past performance only, which may not be used to predict or project future results. The financial results and values presented in this news release and the below-referenced Statistical Supplement are based upon asset valuations that represent estimates as of the date of this news release and may be revised in the company’s Quarterly Report on Form 10-Q for the quarter ended September 30, 2016. For information about Ameriprise Financial entities, please refer to the Third Quarter 2016 Statistical Supplement available at ir.ameriprise.com and the tables that follow in this news release.

Ameriprise Financial announces financial and other information to investors through the company’s investor relations website at ir.ameriprise.com, as well as SEC filings, press releases, public conference calls and webcasts. Investors and others interested in the company are encouraged to visit the investor relations website from time to time, as information is updated and new information is posted. The website also allows users to sign up for automatic notifications in the event new materials are posted. The information found on the website is not incorporated by reference into this release or in any other report or document the company furnishes or files with the SEC.

13

Reconciliation Tables

Ameriprise Financial, Inc. Reconciliation Table: Earnings

(in millions, except per share amounts, unaudited)	Quarter Ended		Per Diluted Share	
	2016	September 30, 2015	2016	September 30, 2015
Net income attributable to Ameriprise Financial	\$ 215	\$ 397	\$ 1.30	\$ 2.17
Less: Net income (loss) attributable to consolidated investment entities	—	—	—	—
Add: Integration/restructuring charges ⁽¹⁾	—	3	—	0.02
Add: Market impact on variable annuity guaranteed benefits ⁽¹⁾	37	5	0.22	0.03
Add: Market impact on indexed universal life benefits ⁽¹⁾	(7)	1	(0.04)	0.01
Add: Market impact of hedges on investments ⁽¹⁾	(5)	31	(0.03)	0.17
Add: Net realized investment (gains) losses ⁽¹⁾	(6)	10	(0.04)	0.05
Add: Tax effect of adjustments ⁽²⁾	(7)	(18)	(0.04)	(0.10)
Operating earnings	227	429	1.37	2.35
Less: Pretax impact of unlocking	(235)	42	(1.42)	0.23
Less: Tax effect of unlocking ⁽²⁾	82	(15)	0.50	(0.08)
Operating earnings excluding unlocking	\$ 380	\$ 402	\$ 2.29	\$ 2.20
Weighted average common shares outstanding:				
Basic	164.0	180.4		
Diluted	165.8	182.7		

⁽¹⁾ Pretax operating adjustment.

⁽²⁾ Calculated using the statutory tax rate of 35%.

Ameriprise Financial, Inc.
Reconciliation Table: Total Net Revenues

(in millions, unaudited)	Quarter Ended September 30,	
	2016	2015
Total net revenues	\$ 2,998	\$ 2,886
Less: CIEs revenue	27	43
Less: Net realized investment gains (losses)	6	(10)
Less: Market impact on indexed universal life benefits	6	9
Less: Market impact of hedges on investments	5	(31)
Operating total net revenues	2,954	2,875
Less: Unlocking	64	(8)
Operating total net revenues excluding unlocking	\$ 2,890	\$ 2,883

14

Ameriprise Financial, Inc.
Reconciliation Table: Total Expenses

(in millions, unaudited)	Quarter Ended September 30,	
	2016	2015
Total expenses	\$ 2,760	\$ 2,423
Less: CIEs expenses	27	88
Less: Integration/restructuring charges	—	3
Less: Market impact on variable annuity guaranteed benefits	37	5
Less: Market impact on indexed universal life benefits	(1)	10
Operating expenses	2,697	2,317
Less: Unlocking	299	(50)
Operating expenses excluding unlocking	\$ 2,398	\$ 2,367

Ameriprise Financial, Inc.
Reconciliation Table: Pretax Operating Earnings

(in millions, unaudited)	Quarter Ended September 30,	
	2016	2015
Operating total net revenues	\$ 2,954	\$ 2,875
Operating expenses	2,697	2,317
Pretax operating earnings	\$ 257	\$ 558

Ameriprise Financial, Inc.
Reconciliation Table: General and Administrative Expense

(in millions, unaudited)	Quarter Ended September 30,	
	2016	2015
General and administrative expense	\$ 731	\$ 744
Less: CIEs expenses	2	20
Less: Integration/restructuring charges	—	3
Operating general and administrative expense	\$ 729	\$ 721

Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended September 30, 2016	
	GAAP	Operating
Pretax Income	\$ 238	\$ 257
Income tax provision	23	30
Effective tax rate	9.7%	11.7%

15

Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended September 30, 2016	
	Operating	
Pretax Income	\$ 257	\$ 257
Less: Pretax income attributable to unlocking	—	(235)
Pretax income excluding unlocking	\$ 492	\$ 492
Income tax provision	30	30
Less: Income tax provision attributable to unlocking	—	(82)
Income tax provision excluding unlocking	\$ 112	\$ 112
Effective tax rate	11.7%	11.7%
Effective tax rate excluding unlocking	22.8%	22.8%

Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended September 30, 2015	
	GAAP	Operating
Pretax Income	\$ 463	\$ 558
Less: Pretax income attributable to noncontrolling interests	(45)	—
Pretax income excluding consolidated investment entities	\$ 508	\$ 558
Income tax provision	111	129
Effective tax rate	24.1%	23.1%
Effective tax rate excluding noncontrolling interests	21.9%	23.1%

Ameriprise Financial, Inc.
Reconciliation Table: Asset Management Adjusted Net Pretax Operating Margin

(in millions, unaudited)	Quarter Ended September 30,	
	2016	2015
Operating total net revenues	\$ 740	\$ 782

Less: Distribution pass through revenues		211		214
Less: Subadvisory and other pass through revenues		85		95
Adjusted operating revenues		<u>\$ 444</u>		<u>\$ 473</u>
Pretax operating earnings	\$	155	\$	180
Less: Operating net investment income		1		1
Add: Amortization of intangibles		5		6
Adjusted operating earnings		<u>\$ 159</u>		<u>\$ 185</u>
Pretax operating margin		20.9%		23.0%
Adjusted net pretax operating margin		35.8%		39.1%

16

Ameriprise Financial, Inc.
Reconciliation Table: Return on Equity (ROE) Excluding Accumulated
Other Comprehensive Income "AOCI"

(in millions, unaudited)	Twelve Months Ended September 30,			
	2016		2015	
Net income attributable to Ameriprise Financial	\$	1,271	\$	1,630
Less: Loss from discontinued operations, net of tax		—		(1)
Net income from continuing operations attributable to Ameriprise Financial, as reported		1,271		1,631
Less: Adjustments ⁽¹⁾		(154)		(84)
Operating earnings		1,425		1,715
Less: Unlocking, net of tax ⁽²⁾		(153)		27
Operating earnings excluding unlocking	\$	<u>1,578</u>	\$	<u>1,688</u>
Total Ameriprise Financial, Inc. shareholders' equity	\$	7,165	\$	8,017
Less: Accumulated other comprehensive income, net of tax		478		615
Total Ameriprise Financial, Inc. shareholders' equity excluding AOCl		6,687		7,402
Less: Equity impacts attributable to the consolidated investment entities		62		250
Operating equity	\$	<u>6,625</u>	\$	<u>7,152</u>
Return on equity excluding AOCl		19.0%		22.0%
Operating return on equity excluding AOCl ⁽³⁾		21.5%		24.0%
Operating return on equity excluding AOCl and unlocking		23.8%		23.6%

⁽¹⁾ Adjustments reflect the trailing twelve months' sum of after-tax net realized investment gains/losses, net of deferred sales inducement costs ("DSIC") and deferred acquisition costs ("DAC") amortization, unearned revenue amortization and the reinsurance accrual; market impact on variable annuity guaranteed benefits, net of hedges and related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidating certain investment entities. After-tax is calculated using the statutory tax rate of 35%.

⁽²⁾ After-tax is calculated using the statutory tax rate of 35%.

⁽³⁾ Operating return on equity excluding accumulated other comprehensive income (AOCl) is calculated using the trailing twelve months of earnings excluding the after-tax net realized investment gains/losses, net of deferred sales inducement costs ("DSIC") and deferred acquisition costs ("DAC") amortization, unearned revenue amortization and the reinsurance accrual; market impact on variable annuity guaranteed benefits, net of hedges and related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; the impact of consolidating certain investment entities; and discontinued operations in the numerator, and Ameriprise Financial shareholders' equity excluding AOCl and the impact of consolidating investment entities using a five-point average of quarter-end equity in the denominator. After-tax is calculated using the statutory tax rate of 35%.

17

Ameriprise Financial, Inc.
Consolidated GAAP Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)		
	2016	2015			
Revenues					
Management and financial advice fees	\$	1,464	\$	1,465	—%
Distribution fees		455		451	1
Net investment income		387		321	21
Premiums		374		360	4
Other revenues		330		296	11
Total revenues		3,010		2,893	4
Banking and deposit interest expense		12		7	(71)
Total net revenues		<u>2,998</u>		<u>2,886</u>	4
Expenses					
Distribution expenses		798		806	1
Interest credited to fixed accounts		161		171	6
Benefits, claims, losses and settlement expenses		855		471	(82)
Amortization of deferred acquisition costs		163		133	(23)
Interest and debt expense		52		98	47
General and administrative expense		731		744	2
Total expenses		<u>2,760</u>		<u>2,423</u>	(14)
Pretax income		238		463	(49)
Income tax provision		23		111	79
Net income		<u>215</u>		<u>352</u>	(39)
Less: Net income attributable to noncontrolling interests		—		(45)	NM
Net income attributable to Ameriprise Financial	\$	<u>215</u>	\$	<u>397</u>	(46)

NM Not Meaningful — variance equal to or greater than 100%

18

[\(Back To Top\)](#)

Section 3: EX-99.2 (EX-99.2)

Exhibit 99.2



Statistical Supplement Package
(unaudited)

Third Quarter 2016

1

Ameriprise Financial, Inc.
Statistical Supplement Information
Table of Contents

	<u>Page</u>
Ameriprise Financial, Inc.	
Statistical Supplement Presentation	4
Consolidated GAAP Income Statements	5
Consolidated Operating Results and Highlights	6
Common Share and Capital Summary	8
Segment Summary	10
Advice & Wealth Management Segment	
Segment Operating Income Statements	12
Segment Metrics	13
Asset Management Segment	
Segment Operating Income Statements	15
Segment Metrics	16
Global Asset Management Products	17
Retail Fund Performance - Columbia	18
Retail Fund Performance - Threadneedle	19
Annuities Segment	
Segment Operating Income Statements	21
Segment Metrics	22
Protection Segment	
Segment Operating Income Statements	24
Segment Metrics	25
Corporate & Other Segment	
Segment Operating Income Statements	27
Eliminations	
Operating Income Statements	28
Balance Sheet and Ratings Information	
Consolidated Balance Sheets	30
Capital and Ratings Information	31
Investments	32
Non-GAAP Financial Information	33
Glossary of Selected Terminology	
Glossary of Selected Terminology - Segments	34
Glossary of Selected Terminology	35
Exhibit A	
Disclosed Items	38
Exhibit B	
Non-GAAP Financial Measure Reconciliations	44

2



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Consolidated Results

3

Ameriprise Financial, Inc.
Statistical Supplement Presentation
Third Quarter 2016

Ameriprise Financial, Inc. ("Ameriprise Financial" or "the Company") prepares its financial statements in accordance with generally accepted accounting principles ("GAAP"). Management believes that operating measures, which exclude net realized investment gains or losses, net of deferred sales inducement costs ("DSIC") and deferred acquisition costs ("DAC") amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits, net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration and restructuring charges; income (loss) from discontinued operations; and the impact of consolidating certain investment entities ("CIEs"), best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. The Company also uses a number of non-GAAP financial measures to evaluate its financial performance on a basis comparable to that used by some securities analysts and investors. However, these measures are not a substitute for GAAP. Therefore, reconciliations to GAAP measures are provided on page 6 and in Exhibit B "Non-GAAP Financial Measure Reconciliations" on pages 44 and 45.

The market impact on variable annuity guaranteed benefits and indexed universal life benefits includes changes in liability values caused by changes in financial market conditions, net of changes in economic hedge values. The market impact also includes certain valuation adjustments made in accordance with Financial Accounting Standards Board Accounting Standards Codification 820, *Fair Value Measurements and*

Disclosures ("ASC 820"), including the impact on liability values of discounting projected benefits to reflect a current estimate of RiverSource Life Insurance Company's nonperformance spread. Further, the market impact is net of related impacts on DAC, DSIC and unearned revenue amortization as well as a reinsurance accrual for indexed universal life. The market impact relates to guaranteed minimum accumulation benefits, non-life contingent guaranteed minimum withdrawal benefits and indexed universal life benefits accounted for at fair value as embedded derivatives.

Operating earnings is the measure of segment profit or loss management uses to evaluate segment performance. Operating earnings should not be viewed as a substitute for GAAP income from continuing operations before income tax provision. Management believes the presentation of segment operating earnings as we measure it for management purposes enhances the understanding of our business by reflecting the underlying performance of our core operations and facilitating a more meaningful trend analysis.

In addition, management uses adjusted net pretax operating margin in the Asset Management segment to evaluate segment performance on a basis comparable to other asset managers. In the Asset Management segment, operating revenues are adjusted to exclude distribution pass through revenues and subadvisory and other pass through revenues, and operating earnings are adjusted to exclude operating net investment income and amortization of intangibles.

4

Ameriprise Financial, Inc.
Consolidated GAAP Income Statements
Third Quarter 2016

(in millions, except per share amounts, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons					
						2015	2016	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Revenues													
Management and financial advice fees	\$ 1,465	\$ 1,499	\$ 1,386	\$ 1,439	\$ 1,464	\$ 4,451	\$ 4,289	\$ (1)	—	\$ (162)	(4)%	\$ 25	2%
Distribution fees	451	458	435	448	455	1,389	1,338	4	1%	(51)	(4)%	7	2%
Net investment income	321	460	331	372	387	1,228	1,090	66	21%	(138)	(11)%	15	4%
Premiums	360	374	368	372	374	1,081	1,114	14	4%	33	3%	2	1%
Other revenues	296	321	254	248	330	939	832	34	11%	(107)	(11)%	82	33%
Total revenues	2,893	3,112	2,774	2,879	3,010	9,088	8,663	117	4%	(425)	(5)%	131	5%
Banking and deposit interest expense	7	9	9	8	12	21	29	5	71%	8	38%	4	50%
Total net revenues	2,886	3,103	2,765	2,871	2,998	9,067	8,634	112	4%	(433)	(5)%	127	4%
Expenses													
Distribution expenses	806	816	770	803	798	2,460	2,371	(8)	(1)%	(89)	(4)%	(5)	(1)%
Interest credited to fixed accounts	171	165	146	158	161	503	465	(10)	(6)%	(38)	(8)%	3	2%
Benefits, claims, losses and settlement expenses	471	714	482	597	855	1,547	1,934	384	82%	387	25%	258	43%
Amortization of deferred acquisition costs	133	52	110	87	163	302	360	30	23%	58	19%	76	87%
Interest and debt expense	98	116	55	53	52	271	160	(46)	(47)%	(111)	(41)%	(1)	(2)%
General and administrative expense	744	794	727	763	731	2,288	2,221	(13)	(2)%	(67)	(3)%	(32)	(4)%
Total expenses	2,423	2,657	2,290	2,461	2,760	7,371	7,511	337	14%	140	2%	299	12%
Pretax income	463	446	475	410	238	1,696	1,123	(225)	(49)%	(573)	(34)%	(172)	(42)%
Income tax provision	111	66	111	75	23	389	209	(88)	(79)%	(180)	(46)%	(52)	(69)%
Net income	352	380	364	335	215	1,307	914	(137)	(39)%	(393)	(30)%	(120)	(36)%
Less: Net income (loss) attributable to noncontrolling interests	(45)	23	—	—	—	102	—	45	#	(102)	#	—	—
Net income attributable to Ameriprise Financial	\$ 397	\$ 357	\$ 364	\$ 335	\$ 215	\$ 1,205	\$ 914	\$ (182)	(46)%	\$ (291)	(24)%	\$ (120)	(36)%
Net Investment Income													
Investment income on fixed maturities	\$ 346	\$ 348	\$ 343	\$ 343	\$ 342	\$ 1,055	\$ 1,028	\$ (4)	(1)%	\$ (27)	(3)%	\$ (1)	—
Realized investment gains (losses)	(10)	(1)	(16)	5	6	5	(5)	16	#	(10)	#	1	20%
Affordable housing	(7)	7	(7)	(11)	(17)	(25)	(35)	(10)	#	(10)	(40)%	(6)	(55)%
Other (including seed money)	(10)	36	(17)	5	25	32	13	35	#	(19)	(59)%	20	#
Consolidated investment entities	2	70	28	30	31	161	89	29	#	(72)	(45)%	1	3%
Total net investment income	\$ 321	\$ 460	\$ 331	\$ 372	\$ 387	\$ 1,228	\$ 1,090	\$ 66	21%	\$ (138)	(11)%	\$ 15	4%
Earnings Per Share													
Basic earnings per share	\$ 2.20	\$ 2.02	\$ 2.11	\$ 1.99	\$ 1.31	\$ 6.57	\$ 5.43	\$ (0.89)	(40)%	\$ (1.14)	(17)%	\$ (0.68)	(34)%
Earnings per diluted share	\$ 2.17	\$ 2.00	\$ 2.09	\$ 1.97	\$ 1.30	\$ 6.48	\$ 5.37	\$ (0.87)	(40)%	\$ (1.11)	(17)%	\$ (0.67)	(34)%
Earnings per diluted share growth	—	(10.3)%	0.5%	(11.7)%	(40.1)%	6.4%	(17.1)%	(40.1)%		(23.5)%		(28.4)%	
Weighted average common shares outstanding													
Basic weighted average common shares outstanding	180.4	176.6	172.6	168.3	164.0	183.5	168.3	(16.4)	(9)%	(15.2)	(8)%	(4.3)	(3)%
Effect of potentially dilutive nonqualified stock options and other share-based awards	2.3	2.3	1.8	1.8	1.8	2.5	1.8	(0.5)	(22)%	(0.7)	(28)%	—	—
Diluted weighted average common shares outstanding	<u>182.7</u>	<u>178.9</u>	<u>174.4</u>	<u>170.1</u>	<u>165.8</u>	<u>186.0</u>	<u>170.1</u>	<u>(16.9)</u>	<u>(9)%</u>	<u>(15.9)</u>	<u>(9)%</u>	<u>(4.3)</u>	<u>(3)%</u>
Metrics													
Net revenue growth	(7.2)%	0.5%	(9.4)%	(8.2)%	3.9%	(1.2)%	(4.8)%	11.1%		(3.6)%		12.1%	
Pretax income margin	16.0%	14.4%	17.2%	14.3%	7.9%	18.7%	13.0%	(8.1)%		(5.7)%		(6.4)%	
Effective tax rate	24.1%	14.8%	23.3%	18.4%	9.7%	23.0%	18.6%	(14.4)%		(4.4)%		(8.7)%	
Effective tax rate excluding noncontrolling interests ⁽¹⁾	21.9%	15.6%	23.3%	18.4%	9.7%	24.4%	18.6%	(12.2)%		(5.8)%		(8.7)%	
Ameriprise Financial shareholders' equity / outstanding shares ⁽²⁾	\$ 42.76	\$ 41.33	\$ 41.65	\$ 42.76	\$ 41.92	\$ 42.76	\$ 41.92	\$ (0.84)	(2)%	\$ (0.84)	(2)%	\$ (0.84)	(2)%
Ameriprise Financial shareholders' equity excluding AOCI / outstanding shares ⁽¹⁾⁽³⁾	\$ 40.18	\$ 39.89	\$ 39.05	\$ 38.91	\$ 38.25	\$ 40.18	\$ 38.25	\$ (1.93)	(5)%	\$ (1.93)	(5)%	\$ (0.66)	(2)%

(1) See non-GAAP financial information on pg 33. Non-GAAP financial measure reconciliations can be found on pages 44 and 45.

(2) Calculated as Ameriprise Financial shareholders' equity divided by common shares outstanding plus common stock equivalents outstanding at period end.

(3) Calculated as Ameriprise Financial shareholders' equity excluding AOCI divided by common shares outstanding plus common stock equivalents outstanding at period end.

Variance equal to or greater than 100%.

5

Ameriprise Financial, Inc.
Consolidated Operating Results and Highlights
Third Quarter 2016

(in millions except per share amounts, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons					
						2015	2016	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Revenues													
Total net revenues	\$ 2,886	\$ 3,103	\$ 2,765	\$ 2,871	\$ 2,998	\$ 9,067	\$ 8,634	\$ 112	4%	(433)	(5)%	\$ 127	4%
Less revenues attributable to the CIEs	43	113	24	26	27	333	77	(16)	(37)%	(256)	(77)%	1	4%
Less net realized investment gains (losses) ⁽¹⁾	(10)	(1)	(16)	5	6	5	(5)	16	#	(10)	#	1	20%

Less market impact on indexed universal life benefits ⁽¹⁾	9	2	9	3	6	5	18	(3)	(33)%	13	#	3	#
Less market impact of hedges on investments	(31)	11	(40)	(19)	5	(32)	(54)	36	#	(22)	(69)%	24	#
Operating total net revenues ⁽²⁾	\$ 2,875	\$ 2,978	\$ 2,788	\$ 2,856	\$ 2,954	\$ 8,756	\$ 8,598	\$ 79	3%	\$ (158)	(2)%	\$ 98	3%
Earnings													
Net income attributable to Ameriprise Financial	\$ 397	\$ 357	\$ 364	\$ 335	\$ 215	\$ 1,205	\$ 914	\$ (182)	(46)%	\$ (291)	(24)%	\$ (120)	(36)%
Less net income (loss) attributable to the CIEs	—	—	(1)	—	—	—	(1)	—	—	(1)	—	—	—
Integration/restructuring charges ⁽³⁾	3	1	—	—	—	4	—	(3)	#	(4)	#	—	—
Market impact on variable annuity guaranteed benefits ⁽¹⁾	—	—	—	—	—	—	—	—	—	—	—	—	—
⁽³⁾	5	139	(17)	58	37	75	78	32	#	3	4%	(21)	(36)%
Market impact on indexed universal life benefits ⁽¹⁾⁽³⁾	1	(1)	(19)	(5)	(7)	2	(31)	(8)	#	(33)	#	(2)	(40)%
Market impact of hedges on investments ⁽³⁾	31	(11)	40	19	(5)	32	54	(36)	#	22	69%	(24)	#
Less net realized investment gains (losses) ⁽¹⁾⁽³⁾	(10)	(1)	(16)	5	6	5	(5)	16	#	(10)	#	1	20%
Tax effect of adjustments ⁽⁴⁾	(18)	(45)	(7)	(23)	(7)	(38)	(37)	11	61%	1	3%	16	70%
Operating earnings ⁽²⁾	\$ 429	\$ 441	\$ 378	\$ 379	\$ 227	\$ 1,275	\$ 984	\$ (202)	(47)%	\$ (291)	(23)%	\$ (152)	(40)%
Pretax Earnings													
Pretax income	\$ 463	\$ 446	\$ 475	\$ 410	\$ 238	\$ 1,696	\$ 1,123	\$ (225)	(49)%	\$ (573)	(34)%	\$ (172)	(42)%
Less pretax income (loss) attributable to the CIEs	(45)	23	(2)	1	—	102	(1)	45	#	(103)	#	(1)	#
Integration/restructuring charges	3	1	—	—	—	4	—	(3)	#	(4)	#	—	—
Market impact on variable annuity guaranteed benefits ⁽¹⁾	5	139	(17)	58	37	75	78	32	#	3	4%	(21)	(36)%
Market impact on indexed universal life benefits ⁽¹⁾	1	(1)	(19)	(5)	(7)	2	(31)	(8)	#	(33)	#	(2)	(40)%
Market impact of hedges on investments	31	(11)	40	19	(5)	32	54	(36)	#	22	69%	(24)	#
Less net realized investment gains (losses) ⁽¹⁾	(10)	(1)	(16)	5	6	5	(5)	16	#	(10)	#	1	20%
Pretax operating earnings ⁽²⁾	\$ 558	\$ 552	\$ 497	\$ 476	\$ 257	\$ 1,702	\$ 1,230	\$ (301)	(54)%	\$ (472)	(28)%	\$ (219)	(46)%
Pretax Operating Margin ⁽²⁾⁽⁵⁾	19.4%	18.5%	17.8%	16.7%	8.7%	19.4%	14.3%	(10.7)%		(5.1)%		(8.0)%	
Operating Effective Tax Rate ⁽²⁾⁽⁶⁾	23.1%	20.1%	23.9%	20.4%	11.7%	25.1%	20.0%	(11.4)%		(5.1)%		(8.7)%	
Weighted Average Common Shares Outstanding													
Basic	180.4	176.6	172.6	168.3	164.0	183.5	168.3	(16.4)	(9)%	(15.2)	(8)%	(4.3)	(3)%
Diluted	182.7	178.9	174.4	170.1	165.8	186.0	170.1	(16.9)	(9)%	(15.9)	(9)%	(4.3)	(3)%
Operating Earnings Per Share ⁽²⁾													
Basic operating earnings per share	\$ 2.38	\$ 2.50	\$ 2.19	\$ 2.25	\$ 1.38	\$ 6.95	\$ 5.85	\$ (1.00)	(42)%	\$ (1.10)	(16)%	\$ (0.87)	(39)%
Operating earnings per diluted share	\$ 2.35	\$ 2.47	\$ 2.17	\$ 2.23	\$ 1.37	\$ 6.85	\$ 5.78	\$ (0.98)	(42)%	\$ (1.07)	(16)%	\$ (0.86)	(39)%
Return on Equity													
Return on equity excluding AOCI ⁽²⁾⁽⁶⁾	22.0%	21.4%	21.5%	21.0%	19.0%	22.0%	19.0%	(3.0)%		(3.0)%		(2.0)%	
Operating return on equity excluding AOCI ⁽²⁾⁽⁶⁾	24.0%	24.3%	24.2%	23.9%	21.5%	24.0%	21.5%	(2.5)%		(2.5)%		(2.4)%	

⁽¹⁾ Operating adjustments for net realized investment gains (losses), market impact on indexed universal life benefits and market impact on variable annuity guaranteed benefits are net of the following impacts, as applicable: hedges, DAC and DSIC amortization, unearned revenue amortization and the reinsurance accrual.

⁽²⁾ See non-GAAP financial information on pg 33.

⁽³⁾ Pretax operating adjustments

⁽⁴⁾ Calculated using the statutory tax rate of 35%.

⁽⁵⁾ Defined as pretax operating earnings as a percentage of operating total net revenues.

⁽⁶⁾ Non-GAAP financial measure reconciliations can be found on pg 44.

Variance equal to or greater than 100%.

Ameriprise Financial, Inc.
Consolidated Operating Results and Highlights
Third Quarter 2016

(in millions except per share amounts, headcount and where noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Qtr Chg - 3Q	%	Diff.	%	Diff.	%
								Diff.	%	Diff.	%	Diff.	%
Book Value													
Ameriprise Financial shareholders' equity excluding CIEs / outstanding shares ⁽¹⁾⁽²⁾	\$ 41.86	\$ 40.58	\$ 41.64	\$ 42.76	\$ 41.92	\$ 41.86	\$ 41.92	\$ 0.06	—	\$ 0.06	—	\$ (0.84)	(2)%
Ameriprise Financial shareholders' equity excluding CIEs and AOCI / outstanding shares ⁽¹⁾⁽³⁾	\$ 39.20	\$ 39.10	\$ 39.05	\$ 38.91	\$ 38.25	\$ 39.20	\$ 38.25	\$ (0.95)	(2)%	\$ (0.95)	(2)%	\$ (0.66)	(2)%
Operating Metrics													
Operating total net revenue growth: Target 6 - 8%		(0.8)%	0.4%	(3.8)%	(4.3)%	2.7%	1.5%	(1.8)%	3.5%	(3.3)%		7.0%	
Operating earnings per diluted share growth: Target 12 - 15%		11.9%	7.4%	(0.5)%	(4.3)%	(41.7)%	10.0%	(15.6)%	(53.6)%	(25.6)%		(37.4)%	
Operating return on equity excluding AOCI: Target 19 - 23% ⁽¹⁾		24.0%	24.3%	24.2%	23.9%	21.5%	24.0%	21.5%	(2.5)%	(2.5)%		(2.4)%	
Debt to Capital													
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital		28.2%	27.2%	27.4%	25.7%	30.2%	28.2%	30.2%	2.0%	2.0%		4.5%	
Goodwill and Intangible Assets													
	\$ 1,982	\$ 1,981	\$ 1,965	\$ 1,936	\$ 1,939	\$ 1,982	\$ 1,939	\$ (43)	(2)%	\$ (43)	(2)%	\$ 3	—
Assets Under Management and Administration													
Advice & Wealth Management AUM	\$ 173,000	\$ 179,574	\$ 182,276	\$ 188,590	\$ 196,186	\$ 173,000	\$ 196,186	\$ 23,186	13%	\$ 23,186	13%	\$ 7,596	4%
Asset Management AUM	471,078	471,888	464,059	459,577	467,770	471,078	467,770	(3,308)	(1)%	(3,308)	(1)%	8,193	2%
Corporate AUM	693	670	372	367	354	693	354	(339)	(49)%	(339)	(49)%	(13)	(4)%
Eliminations	(22,200)	(23,074)	(23,087)	(24,056)	(24,737)	(22,200)	(24,737)	(2,537)	(11)%	(2,537)	(11)%	(681)	(3)%
Total Assets Under Management	622,571	629,058	623,620	624,478	639,573	622,571	639,573	17,002	3%	17,002	3%	15,095	2%
Total Assets Under Administration	143,183	147,677	149,113	152,107	156,072	143,183	156,072	12,889	9%	12,889	9%	3,965	3%
Total AUM and AUA	\$ 765,754	\$ 776,735	\$ 772,733	\$ 776,585	\$ 795,645	\$ 765,754	\$ 795,645	\$ 29,891	4%	\$ 29,891	4%	\$ 19,060	2%
Business Metrics													
Total Ameriprise client assets	\$ 433,458	\$ 447,120	\$ 451,417	\$ 461,740	\$ 475,662	\$ 433,458	\$ 475,662	\$ 42,204	10%	\$ 42,204	10%	\$ 13,922	3%
Total branded financial advisors	9,814	9,789	9,766	9,758	9,747	9,814	9,747	(67)	(1)%	(67)	(1)%	(11)	—
Net Flows and Net Deposits													
Branded advisor wrap	\$ 2,980	\$ 2,093	\$ 1,829	\$ 2,294	\$ 2,751	\$ 9,060	\$ 6,874	\$ (229)	(8)%	\$ (2,186)	(24)%	\$ 457	20%
Asset Management	(7,371)	(692)	(7,465)	(4,726)	(4,349)	(15,151)	(16,540)	3,022	41%	(1,389)	(9)%	377	8%
Annuities	(634)	(541)	(560)	(768)	(890)	(2,485)	(2,218)	(256)	(40)%	267	11%	(122)	(16)%
Variable universal life / Universal life	(46)	(19)	(48)	(61)	(57)	(138)	(166)	(11)	(24)%	(28)	(20)%	4	7%

Daily average	2,027	2,052	1,952	2,074	2,161	2,064	2,063	134	7%	(1)	—	87	4%
Period end	1,920	2,044	2,060	2,099	2,168	1,920	2,168	248	13%	248	13%	69	3%

Weighted Equity Index (WEI) ⁽⁴⁾

Daily average	1,523	1,519	1,428	1,516	1,579	1,555	1,508	56	4%	(47)	(3)%	63	4%
Period end	1,430	1,507	1,506	1,527	1,591	1,430	1,591	161	11%	161	11%	64	4%

⁽¹⁾ See non-GAAP financial information on pg 33. Non-GAAP financial measure reconciliations can be found on pages 44 and 45.

⁽²⁾ Calculated as Ameriprise Financial shareholders' equity excluding CIEs divided by common shares outstanding plus common stock equivalents outstanding at period end.

⁽³⁾ Calculated as Ameriprise Financial shareholders' equity excluding CIEs and AOCI divided by common shares outstanding plus common stock equivalents outstanding at period end.

⁽⁴⁾ Weighted Equity Index is an Ameriprise calculated proxy for equity market movements calculated using a weighted average of the S&P 500, Russell 2000, Russell Midcap and MSCI EAFE indices based on North America distributed equity assets.

7

Ameriprise Financial, Inc. Common Share and Capital Summary Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Qtr Chg - 3Q	%	Diff.	%	Diff.	%
Common shares													
Beginning balance	178.7	175.0	171.0	166.8	162.2	183.1	171.0	(16.5)	(9)%	(12.1)	(7)%	(4.6)	(3)%
Repurchases	(3.8)	(4.1)	(5.1)	(4.7)	(3.9)	(9.8)	(13.7)	(0.1)	(3)%	(3.9)	(40)%	0.8	17%
Issuances	0.2	0.1	1.1	0.2	0.3	2.6	1.6	0.1	50%	(1.0)	(38)%	0.1	50%
Other	(0.1)	—	(0.2)	(0.1)	(0.1)	(0.9)	(0.4)	—	—	0.5	56%	—	—
Total common shares outstanding	175.0	171.0	166.8	162.2	158.5	175.0	158.5	(16.5)	(9)%	(16.5)	(9)%	(3.7)	(2)%
Restricted stock units	3.4	3.6	3.5	3.6	3.6	3.4	3.6	0.2	6%	0.2	6%	—	—
Total basic common shares outstanding	178.4	174.6	170.3	165.8	162.1	178.4	162.1	(16.3)	(9)%	(16.3)	(9)%	(3.7)	(2)%
Total potentially dilutive shares	2.2	2.2	1.7	1.8	1.8	2.2	1.8	(0.4)	(18)%	(0.4)	(18)%	—	—
Total diluted shares	180.6	176.8	172.0	167.6	163.9	180.6	163.9	(16.7)	(9)%	(16.7)	(9)%	(3.7)	(2)%
Capital Returned to Shareholders													
Dividends paid	\$ 121	\$ 119	\$ 117	\$ 127	\$ 124	\$ 355	\$ 368	\$ 3	2%	\$ 13	4%	\$ (3)	(2)%
Common stock share repurchases	\$ 450	\$ 450	\$ 451	\$ 444	\$ 378	\$ 1,224	\$ 1,273	\$ (72)	(16)%	\$ 49	4%	\$ (66)	(15)%
Allocated Capital ⁽¹⁾													
Advice & Wealth Management	\$ 528	\$ 543	\$ 597	\$ 610	\$ 624	\$ 528	\$ 624	\$ 96	18%	\$ 96	18%	\$ 14	2%
Asset Management	1,836	1,847	1,833	1,829	1,827	1,836	1,827	(9)	—	(9)	—	(2)	—
Annuities	1,900	1,893	1,897	1,895	1,950	1,900	1,950	50	3%	50	3%	55	3%
Protection	2,009	2,045	2,104	2,105	2,095	2,009	2,095	86	4%	86	4%	(10)	—
Corporate & Other	3,674	3,094	2,799	2,362	2,555	3,674	2,555	(1,119)	(30)%	(1,119)	(30)%	193	8%
Total allocated capital	\$ 9,947	\$ 9,422	\$ 9,230	\$ 8,801	\$ 9,051	\$ 9,947	\$ 9,051	\$ (896)	(9)%	\$ (896)	(9)%	\$ 250	3%

⁽¹⁾ Allocated capital equals Ameriprise Financial shareholders' equity excluding consolidated investment entities less AOCI plus Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations. Allocated capital is not adjusted for non-operating items except for CIEs.

8



Statistical Supplement Package (unaudited)

Third Quarter 2016

Segment Results

9

Ameriprise Financial, Inc. Segment Summary Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Qtr Chg - 3Q	%	Diff.	%	Diff.	%
Segment Summary													
Advice & Wealth Management													
Operating total net revenues	\$ 1,245	\$ 1,266	\$ 1,198	\$ 1,250	\$ 1,272	\$ 3,747	\$ 3,720	\$ 27	2%	\$ (27)	(1)%	\$ 22	2%
Operating expenses	1,026	1,056	993	1,029	1,041	3,098	3,063	15	1%	(35)	(1)%	12	1%
Pretax operating earnings	\$ 219	\$ 210	\$ 205	\$ 221	\$ 231	\$ 649	\$ 657	\$ 12	5%	\$ 8	1%	\$ 10	5%
Allocated capital	\$ 528	\$ 543	\$ 597	\$ 610	\$ 624	\$ 528	\$ 624	\$ 96	18%	\$ 96	18%	\$ 14	2%
Operating return on allocated capital ⁽¹⁾	126.8%	125.0%	121.3%	119.4%	121.2%	126.8%	121.2%	(5.6)%	(5.6)%	(5.6)%	(5.6)%	1.8%	1.8%
Pretax operating margin	17.6%	16.6%	17.1%	17.7%	18.2%	17.3%	17.7%	0.6%	0.4%	0.4%	0.4%	0.5%	0.5%
Asset Management													
Operating total net revenues	\$ 782	\$ 833	\$ 724	\$ 739	\$ 740	\$ 2,421	\$ 2,203	\$ (218)	(9)%	\$ (218)	(9)%	\$ 1	—
Operating expenses	602	640	575	591	585	1,853	1,751	(102)	(6)%	(102)	(6)%	(6)	(1)%
Pretax operating earnings	\$ 180	\$ 193	\$ 149	\$ 148	\$ 155	\$ 568	\$ 452	\$ (116)	(20)%	\$ (116)	(20)%	\$ 7	5%
Allocated capital	\$ 1,836	\$ 1,847	\$ 1,833	\$ 1,829	\$ 1,827	\$ 1,836	\$ 1,827	\$ (9)	—	\$ (9)	—	\$ (2)	—
Operating return on allocated capital ⁽¹⁾	31.2%	31.2%	29.9%	28.5%	28.5%	31.2%	28.5%	(2.7)%	(2.7)%	(2.7)%	(2.7)%	—	—
Pretax operating margin	23.0%	23.2%	20.6%	20.0%	20.9%	23.5%	20.5%	(2.1)%	(3.0)%	(3.0)%	(3.0)%	0.9%	0.9%

Operating total net revenues	\$ 782	\$ 833	\$ 724	\$ 739	\$ 740	\$ 2,421	\$ 2,203	\$ (42)	(5)%	\$ (218)	(9)%	\$ 1	—
Distribution pass thru revenues	(214)	(211)	(199)	(203)	(211)	(651)	(613)	3	1%	38	6%	(8)	(4)%
Subadvisory and other pass thru revenues	(95)	(107)	(87)	(88)	(85)	(300)	(260)	10	11%	40	13%	3	3%
Adjusted operating revenues ⁽²⁾	<u>\$ 473</u>	<u>\$ 515</u>	<u>\$ 438</u>	<u>\$ 448</u>	<u>\$ 444</u>	<u>\$ 1,470</u>	<u>\$ 1,330</u>	<u>\$ (29)</u>	(6)%	<u>\$ (140)</u>	(10)%	<u>\$ (4)</u>	(1)%
Pretax operating earnings	\$ 180	\$ 193	\$ 149	\$ 148	\$ 155	\$ 568	\$ 452	\$ (25)	(14)%	\$ (116)	(20)%	\$ 7	5%
Operating net investment income	(1)	(12)	(3)	(5)	(1)	(11)	(9)	—	—	2	18%	4	80%
Amortization of intangibles	6	6	6	5	5	21	16	(1)	(17)%	(5)	(24)%	—	—
Adjusted operating earnings ⁽²⁾	<u>\$ 185</u>	<u>\$ 187</u>	<u>\$ 152</u>	<u>\$ 148</u>	<u>\$ 159</u>	<u>\$ 578</u>	<u>\$ 459</u>	<u>\$ (26)</u>	(14)%	<u>\$ (119)</u>	(21)%	<u>\$ 11</u>	7%
Adjusted net pretax operating margin ⁽²⁾⁽³⁾	39.1%	36.3%	34.7%	33.0%	35.8%	39.3%	34.5%	(3.3)%	(4.8)%			2.8%	
Annuities													
Operating total net revenues	\$ 632	\$ 627	\$ 596	\$ 619	\$ 631	\$ 1,914	\$ 1,846	\$ (1)	—	\$ (68)	(4)%	\$ 12	2%
Operating expenses	456	475	472	473	699	1,416	1,644	243	53%	228	16%	226	48%
Pretax operating earnings	<u>\$ 176</u>	<u>\$ 152</u>	<u>\$ 124</u>	<u>\$ 146</u>	<u>\$ (68)</u>	<u>\$ 498</u>	<u>\$ 202</u>	<u>\$ (244)</u>	#	<u>\$ (296)</u>	(59)%	<u>\$ (214)</u>	#
Allocated capital	\$ 1,900	\$ 1,893	\$ 1,897	\$ 1,895	\$ 1,950	\$ 1,900	\$ 1,950	\$ 50	3%	\$ 50	3%	\$ 55	3%
Operating return on allocated capital ⁽¹⁾	25.6%	25.5%	24.1%	24.5%	14.3%	25.6%	14.3%	(11.3)%		(11.3)%		(10.2)%	
Pretax operating margin	27.8%	24.2%	20.8%	23.6%	(10.8)%	26.0%	10.9%	(38.6)%		(15.1)%		(34.4)%	
Protection													
Operating total net revenues	\$ 586	\$ 608	\$ 608	\$ 604	\$ 679	\$ 1,776	\$ 1,891	\$ 93	16%	\$ 115	6%	\$ 75	12%
Operating expenses	561	573	539	567	668	1,628	1,774	107	19%	146	9%	101	18%
Pretax operating earnings	<u>\$ 25</u>	<u>\$ 35</u>	<u>\$ 69</u>	<u>\$ 37</u>	<u>\$ 11</u>	<u>\$ 148</u>	<u>\$ 117</u>	<u>\$ (14)</u>	(56)%	<u>\$ (31)</u>	(21)%	<u>\$ (26)</u>	(70)%
Allocated capital	\$ 2,009	\$ 2,045	\$ 2,104	\$ 2,105	\$ 2,095	\$ 2,009	\$ 2,095	\$ 86	4%	\$ 86	4%	\$ 10	—
Operating return on allocated capital ⁽¹⁾	6.8%	6.9%	7.6%	6.3%	5.8%	6.8%	5.8%	(1.0)%		(1.0)%		(0.5)%	
Pretax operating margin	4.3%	5.8%	11.3%	6.1%	1.6%	8.3%	6.2%	(2.7)%		(2.1)%		(4.5)%	
Corporate & Other													
Operating total net revenues	\$ (4)	\$ 15	\$ 2	\$ (7)	\$ (15)	\$ (12)	\$ (20)	\$ (11)	#	\$ (8)	(67)%	\$ (8)	#
Operating expenses	38	53	52	69	57	149	178	19	50%	29	19%	(12)	(17)%
Pretax operating loss	<u>\$ (42)</u>	<u>\$ (38)</u>	<u>\$ (50)</u>	<u>\$ (76)</u>	<u>\$ (72)</u>	<u>\$ (161)</u>	<u>\$ (198)</u>	<u>\$ (30)</u>	(71)%	<u>\$ (37)</u>	(23)%	<u>\$ 4</u>	5%

(1) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator.

(2) See non-GAAP financial information on pg 33.

(3) Calculated as adjusted operating earnings as a percentage of adjusted operating revenues.

Variance equal to or greater than 100%.



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Advice & Wealth Management Segment

Ameriprise Financial, Inc.
Advice & Wealth Management Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 3Q			
						2015	2016	Qtr Chg - 3Q	YTD Chg - 3Q	Diff.	%	Diff.	%
Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 658	\$ 668	\$ 631	\$ 669	\$ 689	\$ 1,961	\$ 1,989	\$ 31	5%	\$ 28	1%	\$ 20	3%
Distribution fees	540	551	514	524	531	1,644	1,569	(9)	(2)%	(75)	(5)%	7	1%
Net investment income	38	38	44	47	47	108	138	9	24%	30	28%	—	—
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	16	18	18	18	17	55	53	1	6%	(2)	(4)%	(1)	(6)%
Total revenues	<u>1,252</u>	<u>1,275</u>	<u>1,207</u>	<u>1,258</u>	<u>1,284</u>	<u>3,768</u>	<u>3,749</u>	<u>32</u>	3%	<u>(19)</u>	(1)%	<u>26</u>	2%
Banking and deposit interest expense	7	9	9	8	12	21	29	5	71%	8	38%	4	50%
Operating total net revenues	<u>1,245</u>	<u>1,266</u>	<u>1,198</u>	<u>1,250</u>	<u>1,272</u>	<u>3,747</u>	<u>3,720</u>	<u>27</u>	2%	<u>(27)</u>	(1)%	<u>22</u>	2%
Expenses													
Distribution expenses	764	777	732	762	781	2,304	2,275	17	2%	(29)	(1)%	19	2%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	2	2	2	2	2	6	6	—	—	—	—	—	—
General and administrative expense	260	277	259	265	258	788	782	(2)	(1)%	(6)	(1)%	(7)	(3)%
Operating expenses	<u>1,026</u>	<u>1,056</u>	<u>993</u>	<u>1,029</u>	<u>1,041</u>	<u>3,098</u>	<u>3,063</u>	<u>15</u>	1%	<u>(35)</u>	(1)%	<u>12</u>	1%
Pretax operating earnings	<u>\$ 219</u>	<u>\$ 210</u>	<u>\$ 205</u>	<u>\$ 221</u>	<u>\$ 231</u>	<u>\$ 649</u>	<u>\$ 657</u>	<u>\$ 12</u>	5%	<u>\$ 8</u>	1%	<u>\$ 10</u>	5%
Pretax operating margin	17.6%	16.6%	17.1%	17.7%	18.2%	17.3%	17.7%	0.6%		0.4%		0.5%	
Return on Capital													
Allocated capital	\$ 528	\$ 543	\$ 597	\$ 610	\$ 624	\$ 528	\$ 624	\$ 96	18%	\$ 96	18%	\$ 14	2%
Operating return on allocated capital ⁽¹⁾	126.8%	125.0%	121.3%	119.4%	121.2%	126.8%	121.2%	(5.6)%		(5.6)%		1.8%	

Brokerage cash balance ⁽²⁾	\$ 21,410	\$ 23,491	\$ 23,374	\$ 23,181	\$ 24,047	\$ 21,410	\$ 24,047	\$ 2,637	12%	\$ 2,637	12%	\$ 866	4%
Brokerage sweep fee	0.23%	0.25%	0.44%	0.46%	0.48%	0.22%	0.45%	0.25%		0.23%		0.02%	
On-balance sheet deposits	\$ 8,049	\$ 8,638	\$ 8,883	\$ 9,141	\$ 9,452	\$ 8,049	\$ 9,452	\$ 1,403	17%	\$ 1,403	17%	\$ 311	3%

- (1) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator.
- (2) Brokerage cash includes both off-balance sheet and on-balance sheet deposits. In the 3rd quarter of 2015 through the 3rd quarter of 2016, on-balance sheet deposits included in brokerage cash are \$3.5B, \$3.8B, \$3.7B, \$3.7B, and \$3.8B, respectively.

12

Ameriprise Financial, Inc.
Advice & Wealth Management Segment
Third Quarter 2016

(in millions, except headcount and where noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Qtr Chg - 3Q	%	Diff.	%	Diff.	%
Product Information													
Certificates and Banking - Combined													
Pretax operating earnings	\$ 11	\$ 10	\$ 13	\$ 15	\$ 11	\$ 36	\$ 39	\$ —	—	\$ 3	8%	\$ (4)	(27)%
Allocated capital	\$ 251	\$ 268	\$ 287	\$ 298	\$ 311	\$ 251	\$ 311	\$ 60	24%	\$ 60	24%	\$ 13	4%
Operating return on allocated capital ⁽¹⁾	14.5%	14.1%	14.5%	14.2%	14.0%	14.5%	14.0%	(0.5)%		(0.5)%		(0.2)%	
Wealth Management & Distribution													
Pretax operating earnings	\$ 208	\$ 200	\$ 192	\$ 206	\$ 220	\$ 613	\$ 618	\$ 12	6%	\$ 5	1%	\$ 14	7%
Allocated capital	\$ 277	\$ 275	\$ 310	\$ 312	\$ 313	\$ 277	\$ 313	\$ 36	13%	\$ 36	13%	\$ 1	—
Operating return on allocated capital ⁽¹⁾	225.3%	224.5%	218.7%	216.9%	223.3%	225.3%	223.3%	(2.0)%		(2.0)%		6.4%	
Financial Plans													
Branded financial plan net cash sales	\$ 62	\$ 74	\$ 64	\$ 66	\$ 67	\$ 189	\$ 197	\$ 5	8%	\$ 8	4%	\$ 1	2%
Financial Advisors													
Employee advisors	2,099	2,083	2,046	2,054	2,047	2,099	2,047	(52)	(2)%	(52)	(2)%	(7)	—
Franchisee advisors	7,715	7,706	7,720	7,704	7,700	7,715	7,700	(15)	—	(15)	—	(4)	—
Total branded financial advisors	9,814	9,789	9,766	9,758	9,747	9,814	9,747	(67)	(1)%	(67)	(1)%	(11)	—
Operating total net revenues per financial advisor (in thousands) ⁽²⁾	\$ 127	\$ 129	\$ 123	\$ 128	\$ 131	\$ 385	\$ 382	\$ 4	3%	\$ (3)	(1)%	\$ 3	2%
Operating total net revenues per financial advisor-trailing twelve months (in thousands) ⁽³⁾	\$ 514	\$ 514	\$ 510	\$ 507	\$ 511	\$ 514	\$ 511	\$ (3)	(1)%	\$ (3)	(1)%	\$ 4	1%
Advisor Retention													
Employee	91.0%	91.0%	90.7%	90.4%	89.7%	91.0%	89.7%	(1.3)%		(1.3)%		(0.7)%	
Franchisee	94.2%	94.2%	93.8%	93.6%	93.1%	94.2%	93.1%	(1.1)%		(1.1)%		(0.5)%	
Total Client Assets (at period end)	\$ 433,458	\$ 447,120	\$ 451,417	\$ 461,740	\$ 475,662	\$433,458	\$475,662	\$ 42,204	10%	\$ 42,204	10%	\$ 13,922	3%
Total Wrap Accounts													
Beginning assets	\$ 181,853	\$ 173,788	\$ 180,488	\$ 183,359	\$ 189,739	\$174,670	\$180,488	\$ 7,886	4%	\$ 5,818	3%	\$ 6,380	3%
Net flows	2,980	2,093	1,829	2,294	2,751	9,060	6,874	(229)	(8)%	(2,186)	(24)%	457	20%
Market appreciation (depreciation) and other	(11,045)	4,607	1,042	4,086	4,995	(9,942)	10,123	16,040	#	20,065	#	909	22%
Total wrap ending assets	\$ 173,788	\$ 180,488	\$ 183,359	\$ 189,739	\$ 197,485	\$173,788	\$197,485	\$ 23,697	14%	\$ 23,697	14%	\$ 7,746	4%
Advisory wrap account assets ending balance ⁽⁴⁾	\$ 172,342	\$ 178,879	\$ 181,580	\$ 187,872	\$ 195,444	\$172,342	\$195,444	\$ 23,102	13%	\$ 23,102	13%	\$ 7,572	4%

- (1) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator.
- (2) Year-to-date is sum of current and prior quarters for the year under review.
- (3) Trailing twelve months is the sum of the last four quarters.
- (4) Advisory wrap account assets represent those assets for which clients receive advisory services and are the primary driver of revenue earned on wrap accounts. Clients may hold non-advisory investments in their wrap accounts that do not incur an advisory fee.
- # Variance equal to or greater than 100%.

13



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Asset Management Segment

14

Ameriprise Financial, Inc.
Asset Management Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Qtr Chg - 3Q	%	Diff.	%	Diff.	%
Operating Income Statements													

Revenues													
Management and financial advice fees	\$ 656	\$ 697	\$ 602	\$ 612	\$ 612	\$ 2,026	\$ 1,826	\$ (44)	(7)%	\$ (200)	(10)%	\$ —	—
Distribution fees	123	123	117	121	125	376	363	2	2%	(13)	(3)%	4	3%
Net investment income	1	12	3	5	1	11	9	—	—	(2)	(18)%	(4)	(80)%
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	2	1	2	1	2	8	5	—	—	(3)	(38)%	1	#
Total revenues	782	833	724	739	740	2,421	2,203	(42)	(5)%	(218)	(9)%	1	—
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	782	833	724	739	740	2,421	2,203	(42)	(5)%	(218)	(9)%	1	—
Expenses													
Distribution expenses	270	265	247	254	261	826	762	(9)	(3)%	(64)	(8)%	7	3%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	4	5	4	5	4	12	13	—	—	1	8%	(1)	(20)%
Interest and debt expense	6	6	6	5	5	19	16	(1)	(17)%	(3)	(16)%	—	—
General and administrative expense	322	364	318	327	315	996	960	(7)	(2)%	(36)	(4)%	(12)	(4)%
Operating expenses	602	640	575	591	585	1,853	1,751	(17)	(3)%	(102)	(6)%	(6)	(1)%
Pretax operating earnings	\$ 180	\$ 193	\$ 149	\$ 148	\$ 155	\$ 568	\$ 452	\$ (25)	(14)%	\$ (116)	(20)%	\$ 7	5%
Pretax operating margin	23.0%	23.2%	20.6%	20.0%	20.9%	23.5%	20.5%	(2.1)%		(3.0)%		0.9%	
Operating total net revenues	\$ 782	\$ 833	\$ 724	\$ 739	\$ 740	\$ 2,421	\$ 2,203	\$ (42)	(5)%	\$ (218)	(9)%	\$ 1	—
Distribution pass thru revenues	(214)	(211)	(199)	(203)	(211)	(651)	(613)	3	1%	38	6%	(8)	(4)%
Subadvisory and other pass thru revenues	(95)	(107)	(87)	(88)	(85)	(300)	(260)	10	11%	40	13%	3	3%
Adjusted operating revenues ⁽¹⁾	\$ 473	\$ 515	\$ 438	\$ 448	\$ 444	\$ 1,470	\$ 1,330	\$ (29)	(6)%	\$ (140)	(10)%	\$ (4)	(1)%
Pretax operating earnings	\$ 180	\$ 193	\$ 149	\$ 148	\$ 155	\$ 568	\$ 452	\$ (25)	(14)%	\$ (116)	(20)%	\$ 7	5%
Operating net investment income	(1)	(12)	(3)	(5)	(1)	(11)	(9)	—	—	2	18%	4	80%
Amortization of intangibles	6	6	6	5	5	21	16	(1)	(17)%	(5)	(24)%	—	—
Adjusted operating earnings ⁽¹⁾	\$ 185	\$ 187	\$ 152	\$ 148	\$ 159	\$ 578	\$ 459	\$ (26)	(14)%	\$ (119)	(21)%	\$ 11	7%
Adjusted net pretax operating margin ⁽¹⁾⁽²⁾	39.1%	36.3%	34.7%	33.0%	35.8%	39.3%	34.5%	(3.3)%		(4.8)%		2.8%	
Performance Fees ⁽³⁾													
Net performance fees	\$ 1	\$ 32	\$ 6	\$ 1	\$ 1	\$ 16	\$ 8	\$ —	—	\$ (8)	(50)%	\$ —	—
Return on Capital													
Allocated capital	\$ 1,836	\$ 1,847	\$ 1,833	\$ 1,829	\$ 1,827	\$ 1,836	\$ 1,827	\$ (9)	—	\$ (9)	—	\$ (2)	—
Operating return on allocated capital ⁽⁴⁾	31.2%	31.2%	29.9%	28.5%	28.5%	31.2%	28.5%	(2.7)%		(2.7)%		—	—

(1) See non-GAAP financial information on pg 33.

(2) Calculated as adjusted operating earnings as a percentage of adjusted operating revenues.

(3) Performance fees, which are net of associated compensation, do not include CLO incentive fees.

(4) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator.

Variance equal to or greater than 100%.

15

Ameriprise Financial, Inc.
Asset Management Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)						Prior Year Comparisons							
	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Diff.	%	Diff.	%	Diff.	%
Total Managed Assets by Type													
Equity	\$ 248,925	\$ 255,466	\$ 244,653	\$ 241,001	\$ 245,939	\$ 248,925	\$ 245,939	\$ (2,986)	(1)%	\$ (2,986)	(1)%	\$ 4,938	2%
Fixed income	184,727	176,596	179,465	179,752	183,329	184,727	183,329	(1,398)	(1)%	(1,398)	(1)%	3,577	2%
Money market	6,524	7,467	7,548	7,292	6,600	6,524	6,600	76	1%	76	1%	(692)	(9)%
Alternative	8,272	8,198	8,227	7,221	7,264	8,272	7,264	(1,008)	(12)%	(1,008)	(12)%	43	1%
Hybrid and other	22,630	24,161	24,166	24,311	24,638	22,630	24,638	2,008	9%	2,008	9%	327	1%
Total managed assets by type	\$ 471,078	\$ 471,888	\$ 464,059	\$ 459,577	\$ 467,770	\$ 471,078	\$ 467,770	\$ (3,308)	(1)%	\$ (3,308)	(1)%	\$ 8,193	2%
Average Managed Assets by Type ⁽¹⁾													
Equity	\$ 266,179	\$ 257,682	\$ 241,769	\$ 244,996	\$ 244,636	\$ 274,715	\$ 243,997	\$ (21,543)	(8)%	\$ (30,718)	(11)%	\$ (360)	—
Fixed income	187,341	180,990	176,789	179,557	182,349	190,672	179,555	(4,992)	(3)%	(11,117)	(6)%	2,792	2%
Money market	6,715	7,267	7,746	7,225	6,946	6,630	7,282	231	3%	652	10%	(279)	(4)%
Alternative	7,912	8,297	8,139	7,650	7,228	7,724	7,662	(684)	(9)%	(62)	(1)%	(422)	(6)%
Hybrid and other	22,805	23,731	23,645	24,702	24,615	21,624	24,337	1,810	8%	2,713	13%	(87)	—
Total average managed assets by type	\$ 490,952	\$ 477,967	\$ 458,088	\$ 464,130	\$ 465,774	\$ 501,365	\$ 462,833	\$ (25,178)	(5)%	\$ (38,532)	(8)%	\$ 1,644	—

(1) Average ending balances are calculated using the average of the prior period's ending balance and all months in the current period.

16

Ameriprise Financial, Inc.
Asset Management Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)						Prior Year Comparisons							
	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2015	2016	Diff.	%	Diff.	%	Diff.	%
Managed Assets Rollforward													
Global Retail Funds													
Beginning assets	\$ 280,176	\$ 258,562	\$ 263,866	\$ 259,846	\$ 259,249	\$281,547	\$263,866	\$ (20,927)	(7)%	\$ (17,681)	(6)%	\$ (597)	—
Inflows	11,736	14,329	12,504	13,486	12,342	39,869	38,332	606	5%	(1,537)	(4)%	(1,144)	(8)%
Inflows from acquisitions ⁽¹⁾	—	—	—	—	976	—	976	976	—	976	—	976	—
Outflows	(16,274)	(16,352)	(15,579)	(15,869)	(14,239)	(50,977)	(45,687)	2,035	13%	5,290	10%	1,630	10%
Net VP/VIT fund flows	(163)	(101)	(187)	(501)	(617)	(636)	(1,305)	(454)	#	(669)	#	(116)	(23)%
Net new flows	(4,701)	(2,124)	(3,262)	(2,884)	(1,538)	(11,744)	(7,684)	3,163	67%	4,060	35%	1,346	47%
Reinvested dividends	641	8,621	407	2,726	582	4,733	3,715	(59)	(9)%	(1,018)	(22)%	(2,144)	(79)%
Net flows	(4,060)	6,497	(2,855)	(158)	(956)	(7,011)	(3,969)	3,104	76%	3,042	43%	(798)	#

Distributions	(858)	(10,482)	(575)	(3,125)	(851)	(5,894)	(4,551)	7	1%	1,343	23%	2,274	73%
Market appreciation (depreciation) and other ⁽²⁾⁽⁴⁾	(15,549)	10,081	(213)	4,653	9,464	(8,818)	13,904	25,013	#	22,722	#	4,811	#
Foreign currency translation ⁽³⁾⁽⁴⁾	(1,147)	(792)	(377)	(1,967)	(881)	(1,262)	(3,225)	266	23%	(1,963)	#	1,086	55%
Total ending assets	258,562	263,866	259,846	259,249	266,025	258,562	266,025	7,463	3%	7,463	3%	6,776	3%
% of total retail assets sub-advised	17.2%	16.0%	16.2%	16.7%	16.4%	17.2%	16.4%	(0.8)%		(0.8)%		(0.2)%	
Global Institutional													
Beginning assets	222,917	212,516	208,022	204,213	200,328	224,041	208,022	(22,589)	(10)%	(16,019)	(7)%	(3,885)	(2)%
Inflows	6,921	6,536	7,358	6,030	5,101	20,786	18,489	(1,820)	(26)%	(2,297)	(11)%	(929)	(15)%
Outflows	(10,232)	(13,725)	(11,968)	(10,598)	(8,494)	(28,926)	(31,060)	1,738	17%	(2,134)	(7)%	2,104	20%
Net flows	(3,311)	(7,189)	(4,610)	(4,568)	(3,393)	(8,140)	(12,571)	(82)	(2)%	(4,431)	(54)%	1,175	26%
Market appreciation (depreciation) and other ⁽⁴⁾⁽⁵⁾⁽⁶⁾	(4,037)	4,437	2,312	5,415	7,106	(618)	14,833	11,143	#	15,451	#	1,691	31%
Foreign currency translation ⁽³⁾⁽⁴⁾	(3,053)	(1,742)	(1,511)	(4,732)	(2,296)	(2,767)	(8,539)	757	25%	(5,772)	#	2,436	51%
Total ending assets	212,516	208,022	204,213	200,328	201,745	212,516	201,745	(10,771)	(5)%	(10,771)	(5)%	1,417	1%
Total managed assets	\$ 471,078	\$ 471,888	\$ 464,059	\$ 459,577	\$ 467,770	\$471,078	\$467,770	\$ (3,308)	(1)%	\$ (3,308)	(1)%	\$ 8,193	2%
Total net flows	\$ (7,371)	\$ (692)	\$ (7,465)	\$ (4,726)	\$ (4,349)	\$ (15,151)	\$ (16,540)	\$ 3,022	41%	\$ (1,389)	(9)%	\$ 377	8%
Former Parent Company Related ⁽⁷⁾													
Retail net new flows	\$ (572)	\$ (772)	\$ (256)	\$ (331)	\$ (26)	\$ (1,536)	\$ (613)	\$ 546	95%	\$ 923	60%	\$ 305	92%
Institutional net new flows	(2,017)	(5,943)	(4,079)	(1,929)	(1,412)	(6,508)	(7,420)	605	30%	(912)	(14)%	517	27%
Total net new flows	\$ (2,589)	\$ (6,715)	\$ (4,335)	\$ (2,260)	\$ (1,438)	\$ (8,044)	\$ (8,033)	\$ 1,151	44%	\$ 11	—	\$ 822	36%

(1) Inflows associated with acquisitions that closed during the quarter.

(2) Included in Market appreciation (depreciation) and other for retail funds in the 2nd quarter of 2015 are (\$0.5B) related to the sale of the Multi-Manager business.

(3) Amounts represent local currency to US dollar translation for reporting purposes.

(4) Prior to the 3rd quarter of 2016, the Foreign currency translation line represented British Pound to US dollar conversion, while the impact of translating assets from a local currency to British Pounds was included in Market appreciation (depreciation) and other. Beginning with the 3rd quarter of 2016, the impact of translating assets from a local currency to British Pounds has been reclassified to the Foreign currency translation line. All prior periods have been restated.

(5) Included in Market appreciation (depreciation) and other for Global Institutional in the 2nd quarter of 2015 are (\$0.1B) due to the transfer of assets from Separately Managed Accounts (SMAs) to Unified Managed Accounts (UMAs).

(6) Included in Market appreciation (depreciation) and other for Global Institutional is the change in the affiliated general account balance.

(7) Former parent company related assets and net new flows are included in the rollforwards above.

Variance equal to or greater than 100%.

Ameriprise Financial, Inc.
Asset Management Segment - Columbia
Third Quarter 2016

Mutual Fund Rankings in top 2 Lipper Quartiles

		3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016
Domestic Equity						
Equal weighted	1 year	57%	68%	68%	56%	62%
	3 year	65%	68%	62%	71%	68%
	5 year	57%	57%	57%	59%	67%
Asset weighted	1 year	59%	77%	80%	65%	74%
	3 year	72%	76%	74%	84%	78%
	5 year	70%	74%	68%	73%	84%
International Equity						
Equal weighted	1 year	68%	55%	55%	55%	55%
	3 year	73%	82%	68%	60%	60%
	5 year	70%	65%	60%	61%	80%
Asset weighted	1 year	35%	33%	37%	36%	73%
	3 year	42%	46%	39%	36%	44%
	5 year	40%	41%	41%	42%	52%
Taxable Fixed Income						
Equal weighted	1 year	58%	68%	63%	58%	78%
	3 year	59%	47%	59%	59%	71%
	5 year	71%	65%	71%	82%	76%
Asset weighted	1 year	72%	73%	70%	61%	82%
	3 year	82%	52%	77%	65%	76%
	5 year	85%	80%	83%	87%	85%
Tax Exempt Fixed Income						
Equal weighted	1 year	94%	83%	89%	89%	84%
	3 year	100%	100%	100%	100%	89%
	5 year	100%	100%	100%	94%	94%
Asset weighted	1 year	99%	97%	92%	92%	92%
	3 year	100%	100%	100%	100%	81%
	5 year	100%	100%	100%	87%	88%
Asset Allocation Funds						
Equal weighted	1 year	90%	90%	85%	77%	69%
	3 year	67%	78%	100%	100%	100%
	5 year	88%	88%	100%	88%	75%
Asset weighted	1 year	100%	100%	98%	97%	87%
	3 year	73%	79%	100%	100%	100%
	5 year	97%	98%	100%	98%	81%
Number of 4- or 5-star Morningstar rated funds						
Overall		51	55	51	51	54
3 year		52	57	50	55	54
5 year		44	45	46	45	52
Percent of 4- or 5-star Morningstar rated funds						
Overall		50%	54%	50%	53%	56%
3 year		51%	56%	50%	57%	56%
5 year		46%	47%	48%	49%	55%
Percent of 4- or 5-star Morningstar rated assets						
Overall		58%	66%	61%	66%	68%
3 year		57%	66%	61%	74%	75%
5 year		54%	57%	61%	64%	67%

expenses	89	143	144	138	346	339	628	257	#	289	85%	208	#
Amortization of deferred acquisition costs	66	37	45	48	66	168	159	—	—	(9)	(5)%	18	38%
Interest and debt expense	10	9	8	9	7	29	24	(3)	(30)%	(5)	(17)%	(2)	(22)%
General and administrative expense	55	52	53	52	52	168	157	(3)	(5)%	(11)	(7)%	—	—
Operating expenses	456	475	472	473	699	1,416	1,644	243	53%	228	16%	226	48%
Pretax operating earnings	\$ 176	\$ 152	\$ 124	\$ 146	\$ (68)	\$ 498	\$ 202	\$ (244)	#	\$ (296)	(59)%	\$ (214)	#
Pretax operating margin	27.8%	24.2%	20.8%	23.6%	(10.8)%	26.0%	10.9%	(38.6)%		(15.1)%		(34.4)%	
Return on Capital													
Allocated capital	\$ 1,900	\$ 1,893	\$ 1,897	\$ 1,895	\$ 1,950	\$ 1,900	\$ 1,950	\$ 50	3%	\$ 50	3%	\$ 55	3%
Operating return on allocated capital ⁽¹⁾	25.6%	25.5%	24.1%	24.5%	14.3%	25.6%	14.3%	(11.3)%		(11.3)%		(10.2)%	
Market impact on variable annuity guaranteed benefits ⁽²⁾													
Risk margin and nonperformance spread impact	\$ 98	\$ (61)	\$ 141	\$ 84	\$ 13	\$ 110	\$ 238	\$ (85)	(87)%	\$ 128	#	\$ (71)	(85)%
Other	(103)	(78)	(124)	(142)	(50)	(185)	(316)	53	51%	(131)	(71)%	92	65%
Total VA guaranteed benefit impact excluded from operating earnings	\$ (5)	\$ (139)	\$ 17	\$ (58)	\$ (37)	\$ (75)	\$ (78)	\$ (32)	#	\$ (3)	(4)%	\$ 21	36%
Total annuity net flows	\$ (634)	\$ (541)	\$ (560)	\$ (768)	\$ (890)	\$ (2,485)	\$ (2,218)	\$ (256)	(40)%	\$ 267	11%	\$ (122)	(16)%

(1) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator.

(2) Guaranteed Minimum Withdrawal Benefit (GMWB) and Guaranteed Minimum Accumulation Benefit (GMAB) only, net of variable annuity guarantee hedges, DSIC and DAC amortization.

Variance equal to or greater than 100%.

21

Ameriprise Financial, Inc.
Annuities Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons					
						2015	2016	Qtr Chg - 3Q	YTD Chg - 3Q	Seq Qtr Chg - 3Q			
								Diff.	%	Diff.	%	Diff.	%
Product Information													
Variable Annuities													
Pretax operating earnings	\$ 151	\$ 129	\$ 100	\$ 118	\$ (97)	\$ 415	\$ 121	\$ (248)	#	\$ (294)	(71)%	\$ (215)	#
Allocated capital ⁽¹⁾	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ —	—	\$ —	—	\$ —	—
Operating return on allocated capital ⁽²⁾	64.8%	63.9%	59.2%	59.9%	28.8%	64.8%	28.8%	(36.0)%		(36.0)%		(31.1)%	
Fixed Annuities ⁽³⁾													
Pretax operating earnings	\$ 25	\$ 23	\$ 24	\$ 28	\$ 29	\$ 83	\$ 81	\$ 4	16%	\$ (2)	(2)%	\$ 1	4%
Allocated capital	\$ 1,250	\$ 1,243	\$ 1,247	\$ 1,245	\$ 1,300	\$ 1,250	\$ 1,300	\$ 50	4%	\$ 50	4%	\$ 55	4%
Operating return on allocated capital ⁽²⁾	6.9%	6.2%	6.1%	6.2%	6.7%	6.9%	6.7%	(0.2)%		(0.2)%		0.5%	
Variable Annuities Rollforward													
Beginning balance	\$ 77,137	\$ 72,843	\$ 74,244	\$ 74,207	\$ 74,580	\$ 76,988	\$ 74,244	\$ (2,557)	(3)%	\$ (2,744)	(4)%	\$ 373	1%
Deposits	1,340	1,340	1,147	1,170	1,160	3,888	3,477	(180)	(13)%	(411)	(11)%	(10)	(1)%
Withdrawals and terminations	(1,599)	(1,585)	(1,458)	(1,682)	(1,810)	(4,870)	(4,950)	(211)	(13)%	(80)	(2)%	(128)	(8)%
Net flows	(259)	(245)	(311)	(512)	(650)	(982)	(1,473)	(391)	#	(491)	(50)%	(138)	(27)%
Investment performance and interest credited	(4,035)	1,646	274	885	1,936	(3,163)	3,095	5,971	#	6,258	#	1,051	#
Total ending balance - contract accumulation values	\$ 72,843	\$ 74,244	\$ 74,207	\$ 74,580	\$ 75,866	\$ 72,843	\$ 75,866	\$ 3,023	4%	\$ 3,023	4%	\$ 1,286	2%
Variable annuities fixed sub-accounts	\$ 4,913	\$ 4,911	\$ 4,966	\$ 5,060	\$ 5,152	\$ 4,913	\$ 5,152	\$ 239	5%	\$ 239	5%	\$ 92	2%
Fixed Annuities Rollforward													
Beginning balance	\$ 11,179	\$ 10,886	\$ 10,673	\$ 10,503	\$ 10,325	\$ 12,137	\$ 10,673	\$ (854)	(8)%	\$ (1,464)	(12)%	\$ (178)	(2)%
Deposits	52	63	66	53	38	123	157	(14)	(27)%	34	28%	(15)	(28)%
Withdrawals and terminations	(427)	(359)	(315)	(309)	(278)	(1,626)	(902)	149	35%	724	45%	31	10%
Net flows	(375)	(296)	(249)	(256)	(240)	(1,503)	(745)	135	36%	758	50%	16	6%
Policyholder interest credited	82	83	79	78	78	252	235	(4)	(5)%	(17)	(7)%	—	—
Total ending balance - contract accumulation values	\$ 10,886	\$ 10,673	\$ 10,503	\$ 10,325	\$ 10,163	\$ 10,886	\$ 10,163	\$ (723)	(7)%	\$ (723)	(7)%	\$ (162)	(2)%
Capitalized interest	\$ 1	\$ —	\$ 1	\$ —	\$ 1	\$ 2	\$ 2	\$ —	—	\$ —	—	\$ 1	—
Payout Annuities Reserve Balance	\$ 2,090	\$ 2,094	\$ 2,090	\$ 2,088	\$ 2,088	\$ 2,090	\$ 2,088	\$ (2)	—	\$ (2)	—	\$ —	—
Tax Equivalent Spread - Fixed Annuities ⁽⁴⁾													
Gross rate of return on invested assets ⁽⁵⁾	4.7%	4.7%	4.6%	4.6%	4.6%	4.7%	4.6%	(0.1)%		(0.1)%		—	—
Crediting rate excluding capitalized interest	(3.0)%	(3.0)%	(3.0)%	(3.0)%	(3.0)%	(3.0)%	(3.0)%	—		—		—	—
Tax equivalent margin spread	1.7%	1.7%	1.6%	1.6%	1.6%	1.7%	1.6%	(0.1)%		(0.1)%		—	—
Total Variable Annuities DAC													
Beginning balance	\$ 1,684	\$ 1,665	\$ 1,718	\$ 1,691	\$ 1,681	\$ 1,663	\$ 1,718	\$ (3)	—	\$ 55	3%	\$ (10)	(1)%
Capitalization	48	49	42	41	41	137	124	(7)	(15)%	(13)	(9)%	—	—
Non-operating amortization	(7)	26	(16)	2	8	1	(6)	15	#	(7)	#	6	#
Amortization per income statement	(62)	(32)	(40)	(43)	(64)	(146)	(147)	(2)	(3)%	(1)	(1)%	(21)	(49)%
Other	2	10	(13)	(10)	—	10	(23)	(2)	#	(33)	#	10	#
Total ending balance	\$ 1,665	\$ 1,718	\$ 1,691	\$ 1,681	\$ 1,666	\$ 1,665	\$ 1,666	\$ 1	—	\$ 1	—	\$ (15)	(1)%
Total Fixed Annuities DAC													
Beginning balance	\$ 69	\$ 72	\$ 87	\$ 70	\$ 57	\$ 67	\$ 87	\$ (12)	(17)%	\$ 20	30%	\$ (13)	(19)%
Capitalization	1	1	1	2	—	2	3	(1)	#	1	50%	(2)	#
Non-operating amortization	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization per income statement	(4)	(5)	(5)	(5)	(2)	(22)	(12)	2	50%	10	45%	3	60%
Other	6	19	(13)	(10)	1	25	(22)	(5)	(83)%	(47)	#	11	#
Total ending balance	\$ 72	\$ 87	\$ 70	\$ 57	\$ 56	\$ 72	\$ 56	\$ (16)	(22)%	\$ (16)	(22)%	\$ (1)	(2)%

(1) The variable annuity allocated capital calculation takes into account the capital necessary to support the business, recognizing the established reserves and potential future interest rate changes, and includes \$250M of additional contingent capital above required levels for all periods shown.

(2) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters

and current quarter in the denominator.

(3) Includes payout annuities.

(4) Attributable to interest sensitive products only, which has been approximately 99% of the total ending fixed annuities accumulation values in the periods reported. The asset earnings rate is a calculated yield based on specifically assigned assets.

(5) In the 3rd quarter of 2015 through the 3rd quarter of 2016, the Gross rates of return on invested assets were impacted by outstanding repurchase agreements. Without these positions, the Gross rates of return on invested assets would have been 4.6%, 4.6%, 4.5%, 4.6% and 4.6% respectively.

Variance equal to or greater than 100%.



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Protection Segment

Ameriprise Financial, Inc.
Protection Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons					
						2015	2016	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 14	\$ 13	\$ 13	\$ 12	\$ 13	\$ 42	\$ 38	\$ (1)	(7)%	\$ (4)	(10)%	\$ 1	8%
Distribution fees	24	26	23	25	24	71	72	—	—	1	1%	(1)	(4)%
Net investment income	118	118	119	121	124	350	364	6	5%	14	4%	3	2%
Premiums	339	348	345	345	350	1,015	1,040	11	3%	25	2%	5	1%
Other revenues	91	103	108	101	168	298	377	77	85%	79	27%	67	66%
Total revenues	586	608	608	604	679	1,776	1,891	93	16%	115	6%	75	12%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	586	608	608	604	679	1,776	1,891	93	16%	115	6%	75	12%
Expenses													
Distribution expenses	12	18	12	13	(14)	41	11	(26)	#	(30)	(73)%	(27)	#
Interest credited to fixed accounts	42	43	43	43	44	121	130	2	5%	9	7%	1	2%
Benefits, claims, losses and settlement expenses	384	406	371	399	464	1,132	1,234	80	21%	102	9%	65	16%
Amortization of deferred acquisition costs	50	34	39	34	97	121	170	47	94%	49	40%	63	#
Interest and debt expense	9	7	9	8	8	25	25	(1)	(11)%	—	—	—	—
General and administrative expense	64	65	65	70	69	188	204	5	8%	16	9%	(1)	(1)%
Operating expenses	561	573	539	567	668	1,628	1,774	107	19%	146	9%	101	18%
Pretax operating earnings	\$ 25	\$ 35	\$ 69	\$ 37	\$ 11	\$ 148	\$ 117	\$ (14)	(56)%	\$ (31)	(21)%	\$ (26)	(70)%
Pretax operating margin	4.3%	5.8%	11.3%	6.1%	1.6%	8.3%	6.2%	(2.7)%		(2.1)%		(4.5)%	
Return on Capital													
Allocated capital	\$ 2,009	\$ 2,045	\$ 2,104	\$ 2,105	\$ 2,095	\$ 2,009	\$ 2,095	\$ 86	4%	\$ 86	4%	\$ (10)	—
Operating return on allocated capital ⁽¹⁾	6.8%	6.9%	7.6%	6.3%	5.8%	6.8%	5.8%	(1.0)%		(1.0)%		(0.5)%	
Market impact on indexed universal life benefits ⁽²⁾													
Risk margin and nonperformance spread impact	\$ (6)	\$ 7	\$ (13)	\$ (2)	\$ —	\$ (7)	\$ (15)	\$ 6	#	\$ (8)	#	\$ 2	#
Other	5	(6)	32	7	7	5	46	2	40%	41	#	—	—
Total market impact on indexed universal life benefits excluded from operating earnings	\$ (1)	\$ 1	\$ 19	\$ 5	\$ 7	\$ (2)	\$ 31	\$ 8	#	\$ 33	#	\$ 2	40%
Product Information													
Long Term Care													
Pretax operating earnings	\$ 7	\$ (6)	\$ 1	\$ (1)	\$ (73)	\$ (9)	\$ (73)	\$ (80)	#	\$ (64)	#	\$ (72)	#
Allocated capital	\$ 568	\$ 591	\$ 600	\$ 600	\$ 579	\$ 568	\$ 579	\$ 11	2%	\$ 11	2%	\$ (21)	(4)%
Operating return on allocated capital ⁽¹⁾	(1.1)%	(1.9)%	2.2%	0.1%	(11.8)%	(1.1)%	(11.8)%	(10.7)%		(10.7)%		(11.9)%	
Protection excluding Long Term Care													
Pretax operating earnings	\$ 18	\$ 41	\$ 68	\$ 38	\$ 84	\$ 157	\$ 190	\$ 66	#	\$ 33	21%	\$ 46	#
Allocated capital	\$ 1,441	\$ 1,454	\$ 1,504	\$ 1,505	\$ 1,516	\$ 1,441	\$ 1,516	\$ 75	5%	\$ 75	5%	\$ 11	1%
Operating return on allocated capital ⁽¹⁾	9.9%	10.4%	9.7%	8.8%	12.7%	9.9%	12.7%	2.8%		2.8%		3.9%	

(1) Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator.

(2) Market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual.

Variance equal to or greater than 100%.

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons					
						2015	2016	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Cash Sales													
VUL / UL ⁽¹⁾	\$ 81	\$ 91	\$ 66	\$ 66	\$ 70	\$ 233	\$ 202	\$ (11)	(14)%	\$ (31)	(13)%	\$ 4	6%
Term and whole life	2	3	2	3	2	6	7	—	—	1	17%	(1)	(33)%
Disability insurance	1	2	1	1	1	3	3	—	—	—	—	—	—
Auto and home	288	267	256	276	294	820	826	6	2%	6	1%	18	7%
Total cash sales	\$ 372	\$ 363	\$ 325	\$ 346	\$ 367	\$ 1,062	\$ 1,038	\$ (5)	(1)%	\$ (24)	(2)%	\$ 21	6%
VUL / UL Policyholder Account Balances													
Beginning balance	\$ 11,408	\$ 10,931	\$ 11,170	\$ 11,170	\$ 11,236	\$ 11,283	\$ 11,170	\$ (172)	(2)%	\$ (113)	(1)%	\$ 66	1%
Premiums and deposits	255	281	240	246	245	761	731	(10)	(4)%	(30)	(4)%	(1)	—
Investment performance and interest	(431)	260	47	129	281	(215)	457	712	#	672	#	152	#
Withdrawals and surrenders	(301)	(300)	(288)	(307)	(302)	(899)	(897)	(1)	—	2	—	5	2%
Other	—	(2)	1	(2)	1	1	—	1	—	(1)	#	3	#
Total ending balance	\$ 10,931	\$ 11,170	\$ 11,170	\$ 11,236	\$ 11,461	\$ 10,931	\$ 11,461	\$ 530	5%	\$ 530	5%	\$ 225	2%
Premiums by Product													
Term and whole life	\$ 6	\$ 11	\$ 11	\$ 12	\$ 11	\$ 29	\$ 34	\$ 5	83%	\$ 5	17%	\$ (1)	(8)%
Disability insurance	37	37	36	37	37	112	110	—	—	(2)	(2)%	—	—
Long term care	27	29	27	27	27	81	81	—	—	—	—	—	—
Auto and home	264	266	265	264	270	777	799	6	2%	22	3%	6	2%
Intercompany premiums	5	5	6	5	5	16	16	—	—	—	—	—	—
Total premiums by product	\$ 339	\$ 348	\$ 345	\$ 345	\$ 350	\$ 1,015	\$ 1,040	\$ 11	3%	\$ 25	2%	\$ 5	1%
Auto and Home Insurance													
Policy count (thousands)	958	957	957	956	950	958	950	(8)	(1)%	(8)	(1)%	(6)	(1)%
Loss ratio	93.2%	109.7%	91.8%	99.6%	89.9%	93.6%	93.7%	(3.3)%	—	0.1%	—	(9.7)%	—
Expense ratio	16.8%	16.9%	18.4%	18.7%	18.3%	16.8%	18.5%	1.5%	—	1.7%	—	(0.4)%	—
Combined ratio	110.0%	126.6%	110.2%	118.3%	108.2%	110.4%	112.2%	(1.8)%	—	1.8%	—	(10.1)%	—
DAC Rollforward													
Life and Health													
Beginning balance	\$ 876	\$ 867	\$ 889	\$ 860	\$ 833	\$ 851	\$ 889	\$ (43)	(5)%	\$ 38	4%	\$ (27)	(3)%
Capitalization	22	24	20	19	46	62	85	24	#	23	37%	27	#
Non-operating amortization	(6)	(2)	(6)	(2)	(4)	(2)	(12)	2	33%	(10)	#	(2)	#
Amortization per income statement	(34)	(17)	(22)	(17)	(80)	(73)	(119)	(46)	#	(46)	(63)%	(63)	#
Other	9	17	(21)	(27)	(12)	29	(60)	(21)	#	(89)	#	15	56%
Total ending balance	\$ 867	\$ 889	\$ 860	\$ 833	\$ 783	\$ 867	\$ 783	\$ (84)	(10)%	\$ (84)	(10)%	\$ (50)	(6)%
Life Insurance in Force	\$ 195,862	\$ 196,339	\$ 196,153	\$ 196,065	\$ 195,987	\$ 195,862	\$ 195,987	\$ 125	—	\$ 125	—	\$ (78)	—
Net Amount at Risk	\$ 40,789	\$ 40,783	\$ 40,361	\$ 40,345	\$ 40,696	\$ 40,789	\$ 40,696	\$ (93)	—	\$ (93)	—	\$ 351	1%
Net Policyholder Reserves													
VUL / UL	\$ 10,148	\$ 10,380	\$ 10,379	\$ 10,461	\$ 10,700	\$ 10,148	\$ 10,700	\$ 552	5%	\$ 552	5%	\$ 239	2%
Term and whole life	213	207	206	206	205	213	205	(8)	(4)%	(8)	(4)%	(1)	—
Disability insurance	527	527	520	517	520	527	520	(7)	(1)%	(7)	(1)%	3	1%
Long term care and other	2,770	2,788	2,797	2,811	2,866	2,770	2,866	96	3%	96	3%	55	2%
Auto and home loss and LAE reserves	504	569	596	616	616	504	616	112	22%	112	22%	—	—
Total net policyholder reserves	\$ 14,162	\$ 14,471	\$ 14,498	\$ 14,611	\$ 14,907	\$ 14,162	\$ 14,907	\$ 745	5%	\$ 745	5%	\$ 296	2%

⁽¹⁾ Includes lump sum deposits.
Variance equal to or greater than 100%.

25



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Corporate & Other Segment

26

Ameriprise Financial, Inc.
Corporate & Other Segment
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons					
						2015	2016	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Operating Income Statements													
Revenues													
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	—	\$ —	—	\$ —	—
Distribution fees	—	—	—	—	—	—	—	—	—	—	—	—	—
Net investment income	(5)	12	1	(6)	(18)	(22)	(23)	(13)	#	(1)	(5)%	(12)	#
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	1	3	1	(1)	4	10	4	3	#	(6)	(60)%	5	#
Total revenues	(4)	15	2	(7)	(14)	(12)	(19)	(10)	#	(7)	(58)%	(7)	#
Banking and deposit interest expense	—	—	—	—	1	—	1	1	—	1	—	1	—

Operating total net revenues	(4)	15	2	(7)	(15)	(12)	(20)	(11)	#	(8)	(67)%	(8)	#
Expenses													
Distribution expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	3	10	4	5	5	12	14	2	67%	2	17%	—	—
General and administrative expense	35	43	48	64	52	137	164	17	49%	27	20%	(12)	(19)%
Operating expenses	38	53	52	69	57	149	178	19	50%	29	19%	(12)	(17)%
Pretax operating loss	\$ (42)	\$ (38)	\$ (50)	\$ (76)	\$ (72)	\$ (161)	\$ (198)	\$ (30)	(71)%	\$ (37)	(23)%	\$ 4	5%

Variance equal to or greater than 100%.

27

Ameriprise Financial, Inc.
Eliminations ⁽¹⁾
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 3Q			
						2015	2016	Qtr Chg - 3Q	%	YTD Chg - 3Q	%	Diff.	%
Operating Income Statements													
Revenues													
Management and financial advice fees	\$ (35)	\$ (34)	\$ (33)	\$ (34)	\$ (34)	\$ (103)	\$ (101)	\$ 1	3%	\$ 2	2%	\$ —	—
Distribution fees	(327)	(332)	(302)	(310)	(314)	(976)	(926)	13	4%	50	5%	(4)	(1)%
Net investment income	—	(1)	—	—	(1)	—	(1)	(1)	—	(1)	—	(1)	—
Premiums	(4)	(4)	(5)	(5)	(5)	(11)	(15)	(1)	(25)%	(4)	(36)%	—	—
Other revenues	—	—	—	—	—	—	—	—	—	—	—	—	—
Total revenues	(366)	(371)	(340)	(349)	(354)	(1,090)	(1,043)	12	3%	47	4%	(5)	(1)%
Banking and deposit interest expense	—	—	—	—	(1)	—	(1)	(1)	—	(1)	—	(1)	—
Operating total net revenues	(366)	(371)	(340)	(349)	(353)	(1,090)	(1,042)	13	4%	48	4%	(4)	(1)%
Expenses													
Distribution expenses	(351)	(355)	(324)	(333)	(336)	(1,046)	(993)	15	4%	53	5%	(3)	(1)%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	—	—	—	—	—	—	—	—	—	—	—	—	—
General and administrative expense	(15)	(16)	(16)	(16)	(17)	(44)	(49)	(2)	(13)%	(5)	(11)%	(1)	(6)%
Operating expenses	(366)	(371)	(340)	(349)	(353)	(1,090)	(1,042)	13	4%	48	4%	(4)	(1)%
Pretax operating earnings	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	—	\$ —	—	\$ —	—

⁽¹⁾ The majority of the amounts represent the impact of inter-segment transfer pricing for both revenues and expenses.

28



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Balance Sheet and Ratings Information

29

Ameriprise Financial, Inc.
Consolidated Balance Sheets
Third Quarter 2016

(in millions, unaudited)	September 30, 2015	December 31, 2015	March 31, 2016	June 30, 2016	September 30, 2016
Assets					
Cash and cash equivalents	\$ 2,780	\$ 2,357	\$ 2,649	\$ 2,819	\$ 3,075
Cash of consolidated investment entities	790	502	146	231	254
Investments	34,746	34,144	34,643	35,265	35,875
Investments of consolidated investment entities	6,977	6,570	2,511	2,605	2,573
Separate account assets	78,636	80,349	80,182	80,230	81,511
Receivables	5,187	5,167	5,232	5,171	5,322
Receivables of consolidated investment entities	102	107	63	19	14
Deferred acquisition costs	2,634	2,725	2,650	2,600	2,534
Restricted and segregated cash and investments	2,703	2,949	2,900	2,866	2,962
Other assets	8,609	8,384	9,274	10,877	9,502
Other assets of consolidated investment entities	2,129	2,065	—	1	1
Total Assets	\$ 145,293	\$ 145,319	\$ 140,250	\$ 142,684	\$ 143,623
Liabilities					
Policyholder account balances, future policy benefits and claims	\$ 30,046	\$ 29,699	\$ 30,515	\$ 31,242	\$ 31,469
Separate account liabilities	78,636	80,349	80,182	80,230	81,511
Customer deposits	8,046	8,634	8,876	9,132	9,442
Short-term borrowings	200	200	200	200	200
Long-term debt	3,003	2,692	2,683	2,452	2,934

Debt of consolidated investment entities	7,915	7,531	2,673	2,749	2,710
Accounts payable and accrued expenses	1,435	1,552	1,254	1,337	1,498
Accounts payable and accrued expenses of consolidated investment entities	62	54	—	—	—
Other liabilities	6,567	5,965	6,745	8,165	6,951
Other liabilities of consolidated investment entities	562	238	29	88	112
Total Liabilities	136,472	136,914	133,157	135,595	136,827
Equity					
Ameriprise Financial					
Common shares (\$.01 par)	3	3	3	3	3
Additional paid-in capital	7,557	7,611	7,610	7,659	7,709
Retained earnings	9,319	9,551	9,799	10,007	10,098
Appropriated retained earnings of consolidated investment entities	174	137	—	—	—
Treasury stock	(9,885)	(10,338)	(10,761)	(11,218)	(11,609)
Accumulated other comprehensive income, net of tax	461	253	442	638	595
Total Ameriprise Financial Shareholders' Equity	7,629	7,217	7,093	7,089	6,796
Noncontrolling interests	1,192	1,188	—	—	—
Total Equity	8,821	8,405	7,093	7,089	6,796
Total Liabilities and Equity	\$ 145,293	\$ 145,319	\$ 140,250	\$ 142,684	\$ 143,623

30

Ameriprise Financial, Inc.
Capital and Ratings Information
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	September 30, 2015	December 31, 2015	March 31, 2016	June 30, 2016	September 30, 2016
Long-term Debt Summary					
Senior notes	\$ 2,700	\$ 2,350	\$ 2,350	\$ 2,350	\$ 2,850
Junior subordinated notes	253	245	229	—	—
Capital lease obligations	—	60	58	55	52
Fair value of hedges, unamortized discount and debt issuance costs	50	37	46	47	32
Total Ameriprise Financial long-term debt	3,003	2,692	2,683	2,452	2,934
Non-recourse debt of consolidated investment entities	7,915	7,531	2,673	2,749	2,710
Total long-term debt	\$ 10,918	\$ 10,223	\$ 5,356	\$ 5,201	\$ 5,644
Total Ameriprise Financial long-term debt	\$ 3,003	\$ 2,692	\$ 2,683	\$ 2,452	\$ 2,934
Fair value of hedges, unamortized discount and debt issuance costs	(50)	(37)	(46)	(47)	(32)
Capital lease obligations	—	(60)	(58)	(55)	(52)
Total Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations ⁽¹⁾	\$ 2,953	\$ 2,595	\$ 2,579	\$ 2,350	\$ 2,850
Total equity ⁽²⁾	\$ 8,821	\$ 8,405	\$ 7,093	\$ 7,089	\$ 6,796
Noncontrolling interests	(1,192)	(1,188)	—	—	—
Total Ameriprise Financial shareholders' equity	7,629	7,217	7,093	7,089	6,796
Equity of consolidated investment entities	(162)	(131)	(1)	—	—
Total Ameriprise Financial shareholders' equity excluding CIEs ⁽¹⁾	\$ 7,467	\$ 7,086	\$ 7,092	\$ 7,089	\$ 6,796
Total Ameriprise Financial capital	\$ 10,632	\$ 9,909	\$ 9,776	\$ 9,541	\$ 9,730
Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs ⁽¹⁾	\$ 10,420	\$ 9,681	\$ 9,671	\$ 9,439	\$ 9,646
Debt to capital					
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	28.2%	27.2%	27.4%	25.7%	30.2%
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs ⁽¹⁾	28.3%	26.8%	26.7%	24.9%	29.5%
Ratings (as of September 30, 2016 earnings release date)					
	A.M. Best Company	Standard & Poor's Rating Services	Moody's Investors Service, Inc.		
Claims Paying Ratings ⁽³⁾					
RiverSource Life Insurance Company	A+	AA-	Aa3		
IDS Property Casualty Ins. Company	A	N/R	N/R		
Debt Ratings ⁽³⁾					
Ameriprise Financial, Inc.	a-	A	A3		

⁽¹⁾ See non-GAAP financial information on pg 33. Non-GAAP financial measure reconciliations can be found on page 45.

⁽²⁾ Includes accumulated other comprehensive income, net of tax.

⁽³⁾ For the most current ratings information, please see the individual rating agency's website.

N/R - Not Rated.

31

Ameriprise Financial, Inc.
Ameriprise Financial Investments ⁽¹⁾
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	September 30, 2015	December 31, 2015	March 31, 2016	June 30, 2016	September 30, 2016
Cash and cash equivalents	\$ 2,780	\$ 2,357	\$ 2,649	\$ 2,819	\$ 3,075
Investments - Ending Balances					
Available-for-Sale Securities					
Corporate debt securities	16,898	16,348	16,603	16,450	16,552
Residential mortgage backed securities	6,008	5,973	6,138	6,538	6,862
Commercial mortgage backed securities	2,499	2,456	2,617	2,964	3,089
Asset backed securities	1,302	1,296	1,389	1,419	1,504
Total mortgage and other asset backed securities	9,809	9,725	10,144	10,921	11,455
State and municipal obligations	2,259	2,290	2,385	2,480	2,488
US government and agencies obligations	72	68	59	13	10

Foreign government bonds and obligations	230	224	272	276	275
Common and preferred stocks	18	18	17	18	19
Total other	2,579	2,600	2,733	2,787	2,792
Total available-for-sale securities	29,286	28,673	29,480	30,158	30,799
Commercial mortgage loans	2,757	2,755	2,747	2,713	2,682
Allowance for loan losses	(22)	(21)	(21)	(21)	(21)
Commercial mortgage loans, net	2,735	2,734	2,726	2,692	2,661
Residential mortgage loans	649	627	330	326	314
Allowance for loan losses	(2)	(2)	(1)	(1)	(1)
Residential mortgage loans, net	647	625	329	325	313
Policy loans	824	824	828	830	835
Other investments	1,254	1,288	1,280	1,260	1,267
Total investments	34,746	34,144	34,643	35,265	35,875
Total cash, cash equivalents and investments	\$ 37,526	\$ 36,501	\$ 37,292	\$ 38,084	\$ 38,950
Net unrealized gain Available-for-Sale Securities	\$ 1,393	\$ 921	\$ 1,426	\$ 1,986	\$ 2,058
AFS Fixed Maturity Asset Quality - %					
AAA	25%	25%	26%	28%	29%
AA	6%	7%	6%	7%	7%
AFS securities AA and above	31%	32%	32%	35%	36%
A	20%	19%	19%	19%	19%
BBB	44%	43%	42%	41%	40%
Below investment grade	5%	6%	7%	5%	5%
Total AFS fixed maturity asset quality - %	100%	100%	100%	100%	100%
Fair Value of Below Investment Grade Investments as a % of Total Cash and Investments					
	5%	6%	7%	6%	5%

⁽¹⁾ Investments excluding investments of CIEs.

32

Ameriprise Financial, Inc.

Non-GAAP Financial Information

Ameriprise Financial, Inc. (the Company) prepares its financial statements in accordance with accounting principles generally accepted in the United States (U.S. GAAP). This report includes information on both a U.S. GAAP and non-GAAP basis. Management believes that the presentation of these non-GAAP financial measures best reflect the underlying performance of the Company and facilitate a more meaningful trend analysis. Management uses certain of these non-GAAP measures to evaluate our financial performance on a basis comparable to that used by some securities analysts and investors. Also, certain of these non-GAAP measures are taken into consideration, to varying degrees, for purposes of business planning and analysis and certain compensation-related matters. See the reconciliations on pages 6, 15, 44 and 45.

These non-GAAP measures include:

- Adjusted net pretax operating margin;
- Adjusted operating earnings;
- Adjusted operating revenues;
- Ameriprise Financial shareholders' equity excluding AOCI;
- Ameriprise Financial shareholders' equity excluding CIEs;
- Ameriprise Financial shareholders' equity excluding CIEs and AOCI;
- Basic operating earnings per share;
- Effective tax rate excluding noncontrolling interests;
- Operating earnings;
- Operating earnings per diluted share;
- Operating effective tax rate;
- Operating return on equity excluding AOCI;
- Operating total net revenues;
- Pretax operating earnings;
- Pretax operating margin;
- Return on equity excluding AOCI;
- Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs;
- Total Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations;
- Total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs

Reclassification

Certain prior period information has been restated to conform to current period presentation.

33

Ameriprise Financial, Inc. Glossary of Selected Terminology - Segments

Advice & Wealth Management - This segment provides financial planning and advice, as well as full service brokerage services, primarily to retail clients through our advisors. These services are centered on long-term, personal relationships between our advisors and our clients and focus on helping clients confidently achieve their financial goals. Our advisors provide a distinctive approach to financial planning and have access to a broad selection of both affiliated and non-affiliated products to help clients meet their financial needs. A significant portion of revenues in this segment is fee-based, driven by the level of client assets, which is impacted by both market movements and net asset flows. We also earn net investment income on owned assets primarily from certificate products. This segment earns revenues (distribution fees) for providing non-affiliated products and intersegment revenues (distribution fees) for providing our affiliated products and services to our retail clients. Intersegment expenses for this segment include expenses for investment management services provided by our Asset Management segment. This segment also includes the results of operation for Ameriprise National Trust Bank, which terminated its deposit-taking and credit-originating activities in the fourth quarter of 2012.

Asset Management - This segment provides investment advice and investment products to retail, high net worth and institutional clients on a global scale through Columbia Threadneedle Investments. We provide clients with U.S. domestic individual products through unaffiliated third-party financial institutions and through our Advice & Wealth Management segment, and we provide institutional products and services through our institutional sales force. International retail products are primarily distributed through third-party financial institutions and unaffiliated financial advisors. Individual products include U.S. mutual funds and their non-U.S. equivalents, exchange-traded funds and variable product funds underlying insurance and annuity separate accounts. Institutional asset management services are designed to meet specific client objectives and may involve a range of products, including those that focus on traditional asset classes, separately managed accounts, collateralized loan obligations, hedge funds, collective funds and property funds. Collateralized loan obligations, hedge funds and certain private funds are often classified as alternative assets. Revenues in this segment are primarily earned as fees based on managed asset balances, which are impacted by market movements, net asset flows, asset allocation and product mix. We may also earn performance fees from certain accounts where investment performance meets or exceeds certain pre-identified targets. In addition our Asset Management segment provides all intercompany asset management services for Ameriprise Financial subsidiaries. The fees for such services are reflected within the Asset Management segment results through intersegment transfer pricing. Intersegment expenses for this segment include distribution expenses for services provided by our Advice & Wealth Management, Annuities and Protection segments.

Annuities - This segment provides RiverSource variable and fixed annuity products to individual clients. RiverSource Life Insurance Company and RiverSource Life Insurance Co. of New York provide variable annuity products through our advisors, and our fixed annuity products are distributed through both affiliated and unaffiliated advisors and financial institutions. These products are designed to help individuals address their asset accumulation and income goals. Revenues for our variable annuity products are primarily earned as fees based on underlying account balances, which are impacted by both market movements and net asset flows. Revenues for our fixed annuity products are primarily earned as net investment income on assets supporting fixed account balances, with profitability significantly impacted by the spread between net investment income earned and interest credited on the fixed account balances. We also earn net investment income on owned assets supporting reserves for immediate annuities and for certain guaranteed benefits offered with variable annuities and on capital supporting the business. Intersegment revenues for this segment reflect fees paid by our Asset Management segment for marketing support and other services provided in connection with the availability of VIT Funds under the variable annuity contracts. Intersegment expenses for this segment include distribution expenses for services provided by our Advice & Wealth Management segment, as well as expenses for investment management services provided by our Asset Management segment.

Protection - This segment provides a variety of products to address the protection and risk management needs of our retail clients, including life, disability income and property-casualty insurance. These products are designed to provide a lifetime of solutions that allow clients to protect income, grow assets and give to loved ones or charity. Life and disability income products are primarily provided through our advisors. Our property-casualty products are sold primarily through affinity relationships. We issue insurance policies through our life insurance subsidiaries and property casualty companies (IDS Property Casualty Insurance Company and its subsidiary, Ameriprise Insurance Company). The primary sources of revenues for this segment are premiums, fees, and charges we receive to assume insurance-related risk. We earn net investment income on owned assets supporting insurance reserves and capital supporting the business. We also receive fees based on the level of assets supporting variable universal life separate account balances. This segment earns intersegment revenues from fees paid by our Asset Management segment for marketing support and other services provided in connection with the availability of VIT Funds under the variable universal life contracts. Intersegment expenses for this segment include distribution expenses for services provided by our Advice & Wealth Management segment, as well as expenses for investment management services provided by our Asset Management segment.

Corporate & Other - This segment consists of net investment income or loss on corporate level assets, including excess capital held in our subsidiaries and other unallocated equity and other revenues as well as unallocated corporate expenses.

Ameriprise Financial, Inc.
Glossary of Selected Terminology

Adjusted Net Pretax Operating Margin - An internal measure designed to calculate operating margins similar to how asset management companies define operating margins. A ratio representing adjusted operating earnings as a percentage of adjusted operating revenues for the asset management segment.

Adjusted Operating Earnings - Asset management segment pretax operating earnings less operating net investment income plus amortization of intangibles.

Adjusted Operating Revenues - Asset management segment operating total net revenues less pass through distribution revenue and subadvisory and other pass through revenues.

Affiliated General Account Assets - Balance sheet assets from various affiliates managed and reported by Columbia.

Allocated Capital - The internal allocation of Total Ameriprise Financial Capital, excluding accumulated other comprehensive income (loss), CIEs, and capital lease obligations, fair value of hedges, debt issuance costs and unamortized discount on Ameriprise Financial long-term debt, is based on management's best estimate of capital required to support the business. Estimates reflect the higher of regulatory or rating agency capital requirements, and include capital held for some stress contingencies. Capital is allocated to our operating segments for the purpose of measuring segment return on allocated capital. For the Corporate & Other segment, allocated capital also includes any capital available after capital has been allocated to the operating segments. Allocated capital is not adjusted for non-operating items except for CIEs.

Alternative Assets - Assets reported by the Company that include Hedge Funds and Collateralized Loan Obligations ("CLO").

Ameriprise Financial - Ameriprise Financial includes ownership interests in subsidiaries that are attributable, directly or indirectly, to Ameriprise Financial, Inc. and excludes noncontrolling interests.

AOCI - Accumulated other comprehensive income (loss), net of tax.

Assets Under Administration - Assets under administration include assets for which we provide administrative services such as client assets invested in other companies' products that we offer outside of our advisory wrap accounts. These assets include those held in clients' brokerage accounts. We generally record revenues received from administered assets as distribution fees. We do not exercise management discretion over these assets and do not earn a management fee. These assets are not reported on our Consolidated Balance Sheets. Assets under administration also include certain assets on our Consolidated Balance Sheets for which we do not provide investment management services and do not recognize management fees, such as investments in non-affiliated funds held in the separate accounts of our life insurance subsidiaries. These assets do not include assets under advisement, for which we provide model portfolios but do not have full discretionary investment authority.

Assets Under Management - Assets under management include external client assets for which we provide investment management services, such as the assets of the Columbia funds and Threadneedle funds, assets of institutional clients and advisory assets held in wrap accounts as well as assets managed by sub-advisors selected by us. Assets under management also include certain assets on our Consolidated Balance Sheets for which we provide investment management services and recognize management fees in our Asset Management segment, such as the assets of the general account, RiverSource Variable Product funds held in the separate accounts of our life insurance subsidiaries, and client assets of CIEs. These assets do not include assets under advisement, for which we provide model portfolios, but do not have full discretionary investment authority.

Auto & Home Insurance - Personal auto and home protection products marketed directly to customers through marketing affiliates such as Costco Wholesale Corporation and Ford Motor Credit Company. We sell these products through our auto and home subsidiary, IDS Property Casualty Insurance Company (doing business as Ameriprise Auto & Home Insurance).

Cash Sales - Cash sales are the dollar value volume indicator that captures gross new cash inflows which generate product revenue streams to our company. This includes primarily "client initiated" activity that results in an incremental increase in assets or premiums in force (but doesn't need to result in time of sale revenue), or activity that doesn't increase assets or premiums in force, but generates "fee revenue".

Consolidated Investment Entities ("CIEs") - CIEs include variable interest entities, such as property funds and CLOs, required to be consolidated under current accounting standards.

DAC Rollforward Other - We record unrealized securities gains (losses) in accumulated other comprehensive income (loss), net of income tax provision (benefit) and net of adjustments in other asset and liability balances, such as DAC, to reflect the expected impact on their carrying values had the unrealized securities gains (losses) been realized as of the respective balance sheet dates.

Deferred Acquisition Costs and Amortization - Deferred acquisition costs ("DAC") represent the direct costs of acquiring new protection and annuity contracts, principally direct sales commissions and other distribution and underwriting costs that have been deferred on the sale of life, disability income, long term care, auto, and home insurance and annuities. DAC also includes deferred direct sales commissions on certain mutual fund products. These costs are deferred to the extent they are directly related to the acquisition of new business and are recoverable from future profits.

Life Insurance in Force - The total amount of all life insurance death benefits currently insured by our company.

Market Impact of Hedges on Investments - The market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments.

Market Impact on Indexed Universal Life Benefits - The impact of changes in financial market conditions on benefit costs associated with indexed universal life benefits accounted for as embedded derivatives, net of changes in associated economic hedge values and net of related impacts on DAC amortization, unearned revenue amortization, and the reinsurance accrual. This market impact includes the risk margin and nonperformance spread impact.

Market Impact on Variable Annuity Guaranteed Benefits - The impact of changes in financial market conditions on benefit costs associated with variable annuity guaranteed living benefits accounted for as embedded derivatives, net of changes in economic hedge values and unhedged items including the difference between assumed and actual underlying separate account investment performance, fixed income credit exposures, transaction costs and certain policyholder contract elections, net of related impacts on DAC and DSIC amortization. The market impact includes the risk margin and nonperformance spread impact.

Net Amount at Risk - Life insurance in force less policyholder reserves net of reinsurance.

Ameriprise Financial, Inc.
Glossary of Selected Terminology

Net Flows - Sales less redemptions and miscellaneous flows which may include reinvested dividends.

Net New Flows - Retail fund inflows less outflows.

Net Realized Investment Gains (Losses) - The net of realized investment gains and realized investment losses, net of DSIC and DAC amortization, unearned revenue amortization and the reinsurance accrual.

Pretax segment gain (loss) attributable to Ameriprise Financial \$ 5 \$ 2 \$ (37) \$ (1) \$ 7 \$ — \$ 5

Included in Operating Earnings

(in millions, unaudited)	Annuities		Valuation Assumption & Model Changes ⁽⁶⁾	Auto & Home Catastrophe Losses ⁽⁸⁾	Protection		Market Impacts to DAC/DSIC ⁽⁷⁾	Corporate	
	Valuation Assumption & Model Changes ⁽⁶⁾	Market Impacts to DAC/DSIC ⁽⁷⁾			Auto & Home Prior Year Reserve Development ⁽⁹⁾	Long Term Care Claim Reserve Adjustment ⁽¹⁰⁾		Department of Labor Implementation Costs ⁽¹¹⁾	Affordable Housing Investment Adjustment ⁽¹²⁾
Revenues									
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—	—	—	—	—
Net investment income	—	—	—	—	—	—	—	—	(7)
Premiums	—	—	—	—	—	—	—	—	—
Other revenues	—	—	64	—	—	—	—	—	—
Total revenues	—	—	64	—	—	—	—	—	(7)
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—
Operating total net revenues	—	—	64	—	—	—	—	—	(7)
Expenses									
Distribution expenses	—	—	(27)	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	197	(2)	46	29	(10)	29	—	—	—
Amortization of deferred acquisition costs	18	(7)	65	—	—	—	(1)	—	—
Interest and debt expense	—	—	—	—	—	—	—	—	—
General and administrative expense	—	—	—	—	—	—	—	7	—
Operating expenses	215	(9)	84	29	(10)	29	(1)	7	—
Pretax operating earnings	\$ (215)	\$ 9	\$ (20)	\$ (29)	\$ 10	\$ (29)	\$ 1	\$ (7)	\$ (7)

- ⁽¹⁾ Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities
- ⁽²⁾ Variable annuity guaranteed benefit impacts include:
 - \$45 million net expense related to hedged variable annuity benefits
 - \$8 million decrease in DAC and DSIC amortization resulting from hedged benefits
- ⁽³⁾ Indexed universal life benefit impacts include:
 - \$5 million net benefit related to hedged indexed universal life benefits
 - \$4 million increase in DAC amortization resulting from hedged indexed universal life benefits
 - \$6 million increase in unearned revenue reserve amortization and reinsurance accrual from hedged indexed universal life benefits
- ⁽⁴⁾ Reflects revenues and expenses of Consolidated Investment Entities
- ⁽⁵⁾ The market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments
- ⁽⁶⁾ Net pretax impact of model changes and the annual review/updates of valuation assumptions, including the annual long term care review
- ⁽⁷⁾ Decrease in DAC and DSIC amortization from higher than projected separate account growth
- ⁽⁸⁾ Total auto and home catastrophe losses for the quarter, which were \$7M higher than expectations
- ⁽⁹⁾ Auto and home prior year reserve development
- ⁽¹⁰⁾ Long term care correction related to a claim utilization assumption
- ⁽¹¹⁾ Incremental expense related to the planning and implementation for the new Department of Labor fiduciary standard
- ⁽¹²⁾ Adjustment for an affordable housing investment to align it with the remaining tax benefit cash flows

**Ameriprise Financial, Inc.
Disclosed Items
2 Qtr 2016**

Excluded from Operating Earnings

(in millions, unaudited)	Annuities		Protection		Corporate and Eliminations	
	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Benefits ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Market Impact of Hedges on Investments ⁽⁵⁾
Revenues						
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ (4)	\$ —
Distribution fees	—	—	—	—	—	—
Net investment income	2	—	3	—	30	(19)
Premiums	—	—	—	—	—	—
Other revenues	—	—	—	3	—	—
Total revenues	2	—	3	3	26	(19)
Banking and deposit interest expense	—	—	—	—	—	—
Total net revenues	2	—	3	3	26	(19)
Expenses						
Distribution expenses	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	(4)	—	—
Benefits, claims, losses and settlement expenses	—	60	—	—	—	—
Amortization of deferred acquisition costs	—	(2)	—	2	—	—
Interest and debt expense	—	—	—	—	24	—
General and administrative expense	—	—	—	—	1	—
Total expenses	—	58	—	(2)	25	—
Pretax segment income (loss)	2	(58)	3	5	1	(19)
Less: Net income (loss) attributable to noncontrolling interest	—	—	—	—	—	—
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 2	\$ (58)	\$ 3	\$ 5	\$ 1	\$ (19)

Included in Operating Earnings

(in millions, unaudited)	Asset Management	Annuities	Protection	Corporate		Consolidated
	Resolution of Legal Matter ⁽⁶⁾	Market Impacts to DAC/DSIC ⁽⁷⁾	Auto & Home Catastrophe Losses ⁽⁸⁾	Resolution of Legal Matter ⁽⁶⁾	Department of Labor Implementation Costs ⁽⁹⁾	Loss on Sale of Real Estate ⁽¹⁰⁾
Revenues						
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—	—
Net investment income	—	—	—	—	—	—
Premiums	—	—	—	—	—	—
Other revenues	—	—	—	—	—	(4)
Total revenues	—	—	—	—	—	(4)
Banking and deposit interest expense	—	—	—	—	—	—
Operating total net revenues	—	—	—	—	—	(4)
Expenses						
Distribution expenses	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	37	—	—	—
Amortization of deferred acquisition costs	—	(1)	—	—	—	—
Interest and debt expense	—	—	—	—	—	—
General and administrative expense	9	—	—	14	7	—
Operating expenses	9	(1)	37	14	7	—

Pretax operating earnings	\$	(9)	\$	1	\$	(37)	\$	(14)	\$	(7)	\$	(4)	\$	—
Tax benefit														\$ 17

- (1) Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities
- (2) Variable annuity guaranteed benefit impacts include:
\$61 million net expense related to hedged variable annuity benefits
\$3 million decrease in DAC and DSIC amortization resulting from hedged benefits
- (3) Indexed universal life benefit impacts include:
\$4 million net benefit related to hedged indexed universal life benefits
\$2 million increase in DAC amortization resulting from hedged indexed universal life benefits
\$3 million increase in unearned revenue reserve amortization and reinsurance accrual from hedged indexed universal life benefits
- (4) Reflects revenues and expenses of Consolidated Investment Entities
- (5) The market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments
- (6) Resolution of a legacy legal matter related to the hedge fund business
- (7) Decrease in DAC and DSIC amortization from higher than projected separate account growth
- (8) Total auto and home catastrophe losses for the quarter
- (9) Incremental expense related to the planning and implementation for the new Department of Labor fiduciary standard
- (10) Loss associated with the sale of operations center real estate
- (11) Benefit from completion of tax audits from previous years

39

Ameriprise Financial, Inc.
Disclosed Items
1 Qtr 2016

Excluded from Operating Earnings

	Advice & Wealth Management		Asset Management		Annuities		Protection		Corporate and Eliminations	
	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Benefits ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Securities Gains/(Losses) ⁽¹⁾ on Investments ⁽⁵⁾
Revenues										
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (4)	\$ —
Distribution fees	—	—	—	—	—	—	—	—	—	—
Net investment income	(1)	(3)	(2)	—	—	1	—	—	28	(11)
Premiums	—	—	—	—	—	—	—	—	—	—
Other revenues	—	—	—	—	—	—	—	9	—	—
Total revenues	(1)	(3)	(2)	—	—	1	—	9	24	(11)
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—
Total net revenues	(1)	(3)	(2)	—	—	1	—	9	24	(11)
Expenses										
Distribution expenses	—	—	—	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—	—	—	(16)	—	—
Benefits, claims, losses and settlement expenses	—	—	—	(33)	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	16	—	—	—	6	—	—
Interest and debt expense	—	—	—	—	—	—	—	—	26	—
General and administrative expense	—	—	—	—	—	—	—	—	—	—
Total expenses	—	—	—	(17)	—	—	—	(10)	26	—
Pretax segment income (loss)	(1)	(3)	(2)	17	—	1	—	19	(2)	(11)
Less: Net income (loss) attributable to noncontrolling interest	—	—	—	—	—	—	—	—	—	—
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ (1)	\$ (3)	\$ (2)	\$ 17	\$ —	\$ 1	\$ —	\$ 19	\$ (2)	\$ (11)

Included in Operating Earnings

	Annuities		Protection		
	Market Impacts to DAC/DSIC ⁽⁶⁾	Market Impacts on SOP Reserves ⁽⁷⁾	Market Impacts to DAC/DSIC ⁽⁶⁾	Life & Health Reinsurance Recapture and Model Changes ⁽⁸⁾	Auto & Home Catastrophe Losses ⁽⁹⁾
Revenues					
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—
Net investment income	—	—	—	—	—
Premiums	—	—	—	—	—
Other revenues	—	—	—	—	6
Total revenues	—	—	—	—	6
Banking and deposit interest expense	—	—	—	—	—
Operating total net revenues	—	—	—	—	6
Expenses					
Distribution expenses	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—
Benefits, claims, losses and settlement expenses	1	3	—	—	(3)
Amortization of deferred acquisition costs	5	—	1	—	3
Interest and debt expense	—	—	—	—	—
General and administrative expense	—	—	—	—	—
Operating expenses	6	3	1	—	23
Pretax operating earnings	\$ (6)	\$ (3)	\$ (1)	\$ 6	\$ (23)

- (1) Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities
- (2) Variable annuity guaranteed benefit impacts include:
\$34 million net benefit related to hedged variable annuity benefits
\$17 million increase in DAC and DSIC amortization resulting from hedged benefits
- (3) Indexed universal life benefit impacts include:
\$16 million net benefit related to hedged indexed universal life benefits
\$6 million increase in DAC amortization resulting from hedged indexed universal life benefits
\$9 million increase in unearned revenue reserve amortization and reinsurance accrual from hedged indexed universal life benefits
- (4) Reflects revenues and expenses of Consolidated Investment Entities
- (5) The market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments
- (6) Increase in DAC and DSIC amortization from lower than projected separate account growth
- (7) Market impact on reserves for insurance features in non-traditional contracts
- (8) Reinsurance recapture and other actuarial model updates

Ameriprise Financial, Inc.
Disclosed Items
4 Qtr 2015

Excluded from Operating Earnings

(in millions, unaudited)	Advice & Wealth Management	Annuities		Protection		Corporate and Eliminations		
	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on VA Guaranteed Benefits ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Integration Charges ⁽⁵⁾	Market Impact of Hedges on Investments ⁽⁶⁾
Revenues								
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (31)	\$ —	\$ —
Distribution fees	—	—	—	—	—	—	—	—
Net investment income	1	(5)	—	3	—	70	—	11
Premiums	—	—	—	—	—	—	—	—
Other revenues	—	—	—	—	2	74	—	—
Total revenues	1	(5)	—	3	2	113	—	11
Banking and deposit interest expense	—	—	—	—	—	—	—	—
Total net revenues	1	(5)	—	3	2	113	—	11
Expenses								
Distribution expenses	—	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	(1)	—	—	—
Benefits, claims, losses and settlement expenses	—	—	165	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	(26)	—	2	—	—	—
Interest and debt expense	—	—	—	—	—	82	—	—
General and administrative expense	—	—	—	—	—	8	1	—
Total expenses	—	—	139	—	1	90	1	—
Pretax segment income (loss)	1	(5)	(139)	3	1	23	(1)	11
Less: Net income (loss) attributable to noncontrolling interest	—	—	—	—	—	23	—	—
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 1	\$ (5)	\$ (139)	\$ 3	\$ 1	\$ —	\$ (1)	\$ 11

Included in Operating Earnings

(in millions, unaudited)	Annuities Market Impacts to DAC/DSIC ⁽⁷⁾	Protection Life Insurance Assumption Change ⁽⁸⁾	Auto & Home Reserves ⁽⁹⁾	Consolidated Tax Benefit ⁽¹⁰⁾
	Revenues			
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—
Net investment income	—	—	—	—
Premiums	—	—	—	—
Other revenues	—	—	—	—
Total revenues	—	—	—	—
Banking and deposit interest expense	—	—	—	—
Operating total net revenues	—	—	—	—
Expenses				
Distribution expenses	—	—	—	—
Interest credited to fixed accounts	—	—	—	—
Benefits, claims, losses and settlement expenses	(1)	(28)	57	—
Amortization of deferred acquisition costs	(5)	—	—	—
Interest and debt expense	—	—	—	—
General and administrative expense	—	—	—	—
Operating expenses	(6)	(28)	57	—
Pretax operating earnings	\$ 6	\$ 28	\$ (57)	\$ —
Tax benefit	—	—	—	26

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

(2) Variable annuity guaranteed benefit impacts include:

\$168 million net expense related to hedged variable annuity benefits
\$29 million decrease in DAC and DSIC amortization resulting from hedged benefits

(3) Indexed universal life benefit impacts include:

\$1 million net benefit related to hedged indexed universal life benefits
\$2 million increase in DAC amortization resulting from hedged indexed universal life benefits
\$2 million increase in unearned revenue reserve amortization and reinsurance accrual from hedged indexed universal life benefits

(4) Reflects revenues and expenses of Consolidated Investment Entities

(5) Integration charges related to JHS Capital Advisors acquisition

(6) The market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments

(7) Decrease in DAC and DSIC amortization from higher than projected separate account growth

(8) Life insurance reserve reduction resulting from an assumption change

(9) Reserve strengthening primarily in auto line

(10) Dividends received deduction benefit

Ameriprise Financial, Inc.
Disclosed Items
3 Qtr 2015

Excluded from Operating Earnings

Advice & Wealth Management	Annuities Market Impact on	Protection Market Impact on	Corporate and Eliminations Market Impact
----------------------------	----------------------------	-----------------------------	--

(in millions, unaudited)	Securities Gains/(Losses) ⁽¹⁾	Securities Gains/(Losses) ⁽¹⁾	VA Guaranteed Benefits ⁽²⁾	Securities Gains/(Losses) ⁽¹⁾	Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Integration Charges ⁽⁵⁾	of Hedges on Investments ⁽⁶⁾
Revenues								
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (15)	\$ —
Distribution fees	—	—	—	—	—	—	—	—
Net investment income	(1)	(8)	—	(1)	—	—	2	(31)
Premiums	—	—	—	—	—	—	—	—
Other revenues	—	—	—	—	9	—	56	—
Total revenues	(1)	(8)	—	(1)	9	—	43	(31)
Banking and deposit interest expense	—	—	—	—	—	—	—	—
Total net revenues	(1)	(8)	—	(1)	9	—	43	(31)
Expenses								
Distribution expenses	—	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	4	—	—	—
Benefits, claims, losses and settlement expenses	—	—	(2)	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	7	—	6	—	—	—
Interest and debt expense	—	—	—	—	—	68	—	—
General and administrative expense	—	—	—	—	—	20	3	—
Total expenses	—	—	5	—	10	88	3	—
Pretax segment income (loss)	(1)	(8)	(5)	(1)	(1)	(45)	(3)	(31)
Less: Net income (loss) attributable to noncontrolling interest	—	—	—	—	—	(45)	—	—
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ (1)	\$ (8)	\$ (5)	\$ (1)	\$ (1)	\$ —	\$ (3)	\$ (31)

Included in Operating Earnings

(in millions, unaudited)	Annuities		Protection			
	Market Impacts to DAC/DSIC ⁽⁷⁾	Valuation Assumptions & Model Changes ⁽⁸⁾	Market Impacts to DAC/DSIC ⁽⁷⁾	Valuation Assumptions & Model Changes ⁽⁸⁾	Long Term Care Reserves ⁽⁹⁾	Life Reinsurance Premium Correction ⁽¹⁰⁾
Revenues						
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—	—
Net investment income	—	—	—	—	—	—
Premiums	—	—	—	(3)	—	(4)
Other revenues	—	—	—	(5)	—	(9)
Total revenues	—	—	—	(8)	—	(13)
Banking and deposit interest expense	—	—	—	—	—	—
Operating total net revenues	—	—	—	(8)	—	(13)
Expenses						
Distribution expenses	—	—	—	—	—	(2)
Interest credited to fixed accounts	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	6	(61)	—	6	(13)	—
Amortization of deferred acquisition costs	23	(5)	2	10	—	—
Interest and debt expense	—	—	—	—	—	—
General and administrative expense	—	—	—	—	—	—
Operating expenses	29	(66)	2	16	(13)	(2)
Pretax operating earnings	\$ (29)	\$ 66	\$ (2)	\$ (24)	\$ 13	\$ (11)

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

⁽²⁾ Variable annuity guaranteed benefit impacts include:
\$4 million net benefit related to hedged variable annuity benefits
\$9 million increase in DAC and DSIC amortization resulting from hedged benefits

⁽³⁾ Indexed universal life benefit impacts include:
\$4 million net expense related to hedged indexed universal life benefits
\$6 million increase in DAC amortization resulting from hedged indexed universal life benefits
\$9 million increase in unearned revenue reserve amortization and reinsurance accrual from hedged indexed universal life benefits

⁽⁴⁾ Reflects revenues and expenses of Consolidated Investment Entities

⁽⁵⁾ Integration charges related to JHS Capital Advisors acquisition

⁽⁶⁾ The market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments

⁽⁷⁾ Increase in DAC and DSIC amortization from lower than projected separate account growth

⁽⁸⁾ Net pretax impact of model changes and the annual review/updating of valuation assumptions

⁽⁹⁾ Reserve release related to our closed block of long term care insurance

⁽¹⁰⁾ Accrual established for ceded reinsurance

Exhibit B



Statistical Supplement Package
(unaudited)

Third Quarter 2016

Non-GAAP Financial Measure Reconciliations

Third Quarter 2016

(in millions unless otherwise noted, unaudited)	3 Qtr 2015	4 Qtr 2015	1 Qtr 2016	2 Qtr 2016	3 Qtr 2016	Year-to-date	
						2015	2016
Return on Equity							
Net income attributable to Ameriprise Financial (last twelve months)	\$ 1,630	\$ 1,562	\$ 1,533	\$ 1,453	\$ 1,271	\$ 1,630	\$ 1,271
Less income (loss) from discontinued operations, net of tax (last twelve months)	(1)	—	—	—	—	(1)	—
Net income from continuing operations attributable to Ameriprise Financial (last twelve months)	1,631	1,562	1,533	1,453	1,271	1,631	1,271
Less adjustments ⁽¹⁾	(84)	(154)	(149)	(174)	(154)	(84)	(154)
Operating earnings (last twelve months)	\$ 1,715	\$ 1,716	\$ 1,682	\$ 1,627	\$ 1,425	\$ 1,715	\$ 1,425
Total Ameriprise Financial shareholders' equity (five point quarter end average)	\$ 8,017	\$ 7,808	\$ 7,602	\$ 7,381	\$ 7,165	\$ 8,017	\$ 7,165
Less AOCI, net of tax (five point quarter end average)	615	516	472	459	478	615	478
Total Ameriprise Financial shareholders' equity excluding AOCI (five point quarter end average)	7,402	7,292	7,130	6,922	6,687	7,402	6,687
Less equity impacts attributable to the consolidated investment entities (five point quarter end average)	250	216	170	114	62	250	62
Operating equity (five point quarter end average)	\$ 7,152	\$ 7,076	\$ 6,960	\$ 6,808	\$ 6,625	\$ 7,152	\$ 6,625
Return on equity excluding AOCI	22.0%	21.4%	21.5%	21.0%	19.0%	22.0%	19.0%
Operating return on equity excluding AOCI	24.0%	24.3%	24.2%	23.9%	21.5%	24.0%	21.5%
Effective Tax Rate							
Pretax income	\$ 463	\$ 446	\$ 475	\$ 410	\$ 238	\$ 1,696	\$ 1,123
Less pretax income (loss) attributable to noncontrolling interests	(45)	23	—	—	—	102	—
Pretax income excluding noncontrolling interests	508	423	475	410	238	1,594	1,123
Less adjustments ⁽²⁾	(50)	(129)	(22)	(66)	(19)	(108)	(107)
Pretax operating earnings	\$ 558	\$ 552	\$ 497	\$ 476	\$ 257	\$ 1,702	\$ 1,230
Income tax provision	\$ 111	\$ 66	\$ 111	\$ 75	\$ 23	\$ 389	\$ 209
Operating income tax provision	\$ 129	\$ 111	\$ 119	\$ 97	\$ 30	\$ 427	\$ 246
Effective tax rate	24.1%	14.8%	23.3%	18.4%	9.7%	23.0%	18.6%
Effective tax rate excluding noncontrolling interests	21.9%	15.6%	23.3%	18.4%	9.7%	24.4%	18.6%
Operating effective tax rate	23.1%	20.1%	23.9%	20.4%	11.7%	25.1%	20.0%

⁽¹⁾ Adjustments reflect the trailing twelve months' sum of after-tax net realized investment gains/losses, net of DSIC and DAC amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits, net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and net income (loss) from consolidated investment entities. After-tax is calculated using the statutory tax rate of 35%.

(2) Adjustments reflect net realized investment gains/losses, net of DSIC and DAC amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidated investment entities.

Ameriprise Financial, Inc.
Non-GAAP Financial Measure Reconciliations
Third Quarter 2016

(in millions unless otherwise noted, unaudited)	September 30, 2015	December 31, 2015	March 31, 2016	June 30, 2016	September 30, 2016
Long-term Debt Summary					
Senior notes	\$ 2,700	\$ 2,350	\$ 2,350	\$ 2,350	\$ 2,850
Junior subordinated notes	253	245	229	—	—
Capital lease obligations	—	60	58	55	52
Fair value of hedges, unamortized discount and debt issuance costs	50	37	46	47	32
Total Ameriprise Financial long-term debt	3,003	2,692	2,683	2,452	2,934
Less fair value of hedges, unamortized discount and debt issuance costs	50	37	46	47	32
Less capital lease obligations	—	60	58	55	52
Total Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations	\$ 2,953	\$ 2,595	\$ 2,579	\$ 2,350	\$ 2,850
Equity Summary					
Total equity	\$ 8,821	\$ 8,405	\$ 7,093	\$ 7,089	\$ 6,796
Less noncontrolling interests	1,192	1,188	—	—	—
Total Ameriprise Financial shareholders' equity	7,629	7,217	7,093	7,089	6,796
Less equity of consolidated investment entities	162	131	1	—	—
Total Ameriprise Financial shareholders' equity excluding CIEs	\$ 7,467	\$ 7,086	\$ 7,092	\$ 7,089	\$ 6,796
Capital Summary					
Total Ameriprise Financial long-term debt	\$ 3,003	\$ 2,692	\$ 2,683	\$ 2,452	\$ 2,934
Total Ameriprise Financial shareholders' equity	7,629	7,217	7,093	7,089	6,796
Total Ameriprise Financial capital	10,632	9,909	9,776	9,541	9,730
Less equity of consolidated investment entities	162	131	1	—	—
Less fair value of hedges, unamortized discount and debt issuance costs	50	37	46	47	32
Less capital lease obligations	—	60	58	55	52
Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs	\$ 10,420	\$ 9,681	\$ 9,671	\$ 9,439	\$ 9,646
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	28.2%	27.2%	27.4%	25.7%	30.2%
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs	28.3%	26.8%	26.7%	24.9%	29.5%
Ameriprise Financial shareholders' equity	\$ 7,629	\$ 7,217	\$ 7,093	\$ 7,089	\$ 6,796
AOCI	461	253	442	638	595
Appropriated retained earnings of CIEs	174	137	—	—	—
AOCI attributable to CIEs	(12)	(6)	1	—	—
Ameriprise Financial shareholders' equity	\$ 7,629	\$ 7,217	\$ 7,093	\$ 7,089	\$ 6,796
Less AOCI	461	253	442	638	595
Ameriprise Financial shareholders' equity excluding AOCI	\$ 7,168	\$ 6,964	\$ 6,651	\$ 6,451	\$ 6,201
Ameriprise Financial shareholders' equity	\$ 7,629	\$ 7,217	\$ 7,093	\$ 7,089	\$ 6,796
Less appropriated retained earnings of CIEs	174	137	—	—	—
Less AOCI	461	253	442	638	595
Ameriprise Financial shareholders' equity excluding CIEs and AOCI	\$ 6,994	\$ 6,827	\$ 6,651	\$ 6,451	\$ 6,201