

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 24, 2017**

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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On October 24, 2017, Ameriprise Financial, Inc. (the "Company," "we," or "our") issued a press release announcing its financial results for the third quarter of 2017. 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, 2017.

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 2017 and 2016 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; basic operating earnings per share; 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; total equity excluding AOCI; total equity excluding CIEs; total equity excluding CIEs and AOCI; 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 24, 2017 announcing financial results for the third quarter of 2017
Exhibit 99.2	Statistical Supplement for the quarterly period ended September 30, 2017

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 24, 2017

By /s/ Walter S. Berman
Walter S. Berman
Executive Vice President and
Chief Financial Officer

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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 2017 Results

*Third quarter 2017 net income per diluted share was a record \$3.24
Operating EPS was a record \$3.53*

*Third quarter 2017 return on equity excluding AOCI was 28.1 percent
Operating ROE excluding AOCI was 30.8 percent*

*Excluding annual unlocking⁽¹⁾, operating EPS was \$3.12
Operating ROE excluding AOCI was 29.8 percent*

MINNEAPOLIS — October 24, 2017 — Ameriprise Financial, Inc. (NYSE: AMP) today reported third quarter 2017 net income of \$503 million, up \$288 million compared to a year ago, or \$3.24 per diluted share, up \$1.94. Operating earnings were \$548 million, up \$321 million compared to a year ago, with operating earnings per diluted share of \$3.53, up \$2.16. Excluding the non-cash impact of annual unlocking⁽¹⁾ in both periods, operating earnings were up 27 percent to \$484 million in the quarter and operating earnings per diluted share increased 36 percent to \$3.12.

GAAP Results — Third quarter

Net revenues were \$3.0 billion driven by strong growth in Advice & Wealth Management that was more than offset by impacts from unlocking and 12b-1 fees. Normalizing for those items, net revenues increased 5 percent due to a strong increase in net revenue in Advice & Wealth Management from growth in client assets.

Expenses of \$2.4 billion decreased 15 percent, or \$407 million, from a year ago, reflecting the year-over-year benefit from annual unlocking, partially offset by increased distribution expenses from increased advisor productivity. General and administrative expenses increased 3 percent.

Operating Results — Third quarter

Operating net revenue increased 6 percent to \$3.0 billion after normalizing for the net impacts of unlocking and 12b-1 fees. Advice & Wealth Management net revenues increased 14 percent driven by growth in client assets.

Operating expenses of \$2.3 billion decreased 16 percent, or \$428 million, from a year ago, largely due to unlocking impacts. General and administrative expenses increased 3 percent reflecting the timing of accruals for performance-related compensation.

The company continued to deliver a strong return to shareholders through share repurchases and dividends of \$462 million in the quarter.

“Ameriprise delivered a record third quarter driven by significant momentum in our Advice & Wealth Management business and asset growth across the firm,” said Jim Cracchiolo, chairman and chief executive officer.

⁽¹⁾ Unlocking represents the company’s annual review of insurance and annuity valuation assumptions and model changes and the long term care review conducted in the third quarter.

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“We reported new highs in retail client flows, assets and advisor productivity, and for the sixth consecutive quarter, increased client net inflows into fee-based investment advisory accounts. We’re serving more clients in our target markets of the affluent and mass affluent, as well as attracting quality advisors to Ameriprise.

“In Asset Management, we’re consistently delivering strong investment performance for clients while managing industry change and generating competitive financial results.

“We’re benefiting from our scale and effective expense management and investing for near-and long-term growth. We’re also consistently returning capital to shareholders through dividends and share repurchases and achieved a new high for return on equity at nearly 30 percent.”

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)
	2017	2016		2017	2016	
GAAP net income	\$ 503	\$ 215	NM	\$ 3.24	\$ 1.30	NM
Operating earnings ⁽¹⁾						

(see reconciliation on page 13)	\$	548	\$	227	NM	\$	3.53	\$	1.37	NM
Less: annual unlocking impact, net of tax ⁽²⁾		64		(153)			0.41		(0.92)	
Operating earnings, excluding annual unlocking	\$	484	\$	380	27%	\$	3.12	\$	2.29	36%
Weighted average common shares outstanding:										
Basic		153.0		164.0						
Diluted		155.4		165.8						

⁽¹⁾ 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.

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

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

In the third quarter of the year, the company conducts its annual review of insurance and annuity valuation assumptions relative to current experience and management expectations. To the extent that expectations change as a result of this review, the company updates valuation assumptions and models and the impact is reflected as part of annual unlocking.

Operating results in the quarter included certain notable items that are discussed in the segment commentary.

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Third Quarter 2017 Highlights

Ameriprise is transforming its business mix

- Total assets under management and administration increased 9 percent to \$869 billion reflecting ongoing strength in Ameriprise advisor client net inflows.
- Advice and Wealth Management and Asset Management generated 68 percent of pretax operating earnings this quarter, excluding unlocking.
- The company delivered a differentiated level of capital return to shareholders while maintaining strong balance sheet fundamentals and excess capital position. In the quarter, the company repurchased 2.3 million shares of common stock for \$333 million and paid \$129 million in quarterly dividends.

Wealth manager generating strong results

- Advice & Wealth Management client assets increased to a record \$539 billion reflecting strong client engagement and net inflows, as well as its acquisition of Investment Professionals, Inc. (IPI).
- Fee-based investment advisory (wrap) net inflows were \$6.1 billion in the quarter, bringing platform AUM to \$235 billion, one of the largest in the industry. Wrap inflows grew for the sixth consecutive quarter and reached a new high.
- Operating net revenue per advisor increased 14 percent normalizing for net 12b-1 impacts and IPI reflecting the full service financial planning advisors provide clients with industry-leading technology and tools, as well as dedicated field leadership and support. The company is an attractive destination for productive advisors, with 88 experienced advisors joining the firm during the quarter.
- On July 1, the company closed its acquisition of IPI, an independent broker-dealer specializing in the on-site delivery of investment programs for financial institutions, including banks and credit unions. The acquisition added 215 financial advisors and \$8 billion in assets.

Global asset manager with broad capabilities and competitive margins

- Asset Management AUM grew to \$484 billion, reflecting market appreciation partially offset by net outflows.
- Investment performance in retail and institutional equity, fixed income and multi-asset portfolios and strategies remains strong. At quarter end, the company had 115 four- and five-star Morningstar-rated funds.
- On September 20, the company announced its acquisition of Lionstone Investments, a leading national real estate investment firm. The acquisition will add approximately \$6 billion in assets and is expected to close later this year.
- Columbia Threadneedle continues to build upon its multi-asset and strategic beta product offerings. The Columbia Adaptive Risk Allocation Fund and the Threadneedle Dynamic Real Return Fund had approximately \$500 million in gross sales in the U.S. and U.K., and in October, the company launched its first fixed income strategic beta ETF — the Columbia Diversified Fixed Income Allocation ETF.

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Annuities and Protection businesses focused on our wealth management clients

- Variable annuity account balances increased 4 percent to \$79 billion.
- Variable universal life/universal life insurance sales grew 3 percent with ending account balances up 7 percent to \$12 billion.
- The Auto & Home combined ratio improved 5 points reflecting improved underlying loss performance and effective risk mitigation of the recent hurricanes.

Values-based, client-focused firm

- Ameriprise advisors continue to earn industry recognition: 12 Ameriprise advisors were named to the 2017 Barron's Top 100 Independent Financial Advisors ranking, 13 Ameriprise advisors were named to Forbes America's Top Next-Generation Wealth Advisors list, seven Ameriprise advisors were named to the 2017 Barron's Top 100 Women Financial Advisors list and eight Ameriprise advisors were recognized on a new ranking, Working Mother Top Wealth Advisor Moms.
- Ameriprise has long supported hunger and disaster relief efforts through ongoing philanthropic partnerships with Feeding America, The American Red Cross and other nonprofits, which is complemented by high levels of employee and advisor volunteerism in the communities where we live and work.

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Ameriprise Financial, Inc. Advice & Wealth Management Segment Operating Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2017	2016	
Advice & Wealth Management			
Net revenues	\$ 1,383	\$ 1,272	9%
Expenses	1,085	1,041	(4)%
Pretax operating earnings	\$ 298	\$ 231	29%

	2017		2016		
	Quarter Ended September 30,				% Better/ (Worse)
	2017	2016	2017	2016	
Pretax operating margin			21.5%	18.2%	
Retail client assets (billions)	\$	539	\$	476	13%
Wrap net flows (billions)	\$	6.1	\$	2.8	NM
Brokerage cash balance (billions)	\$	25.5	\$	24.0	6%
Operating net revenue per advisor normalizing for the net impact of 12b-1 fee changes ⁽¹⁾ (trailing 12 months - thousands)	\$	541	\$	484	12%
Operating net revenue per advisor normalizing for the net impact of 12b-1 fee changes ⁽¹⁾ (quarterly - thousands)	\$	141	\$	124	14%

⁽¹⁾ Excludes IPI

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

Advice & Wealth Management pretax operating earnings increased 29 percent to \$298 million driven by asset growth, higher earnings on cash balances and well-controlled expenses. This resulted in strong 330 basis points of margin expansion and a pretax operating margin of 21.5 percent, up from 18.2 percent a year ago.

Operating net revenues of \$1.4 billion grew 14 percent, normalizing for the 12b-1 fee net impacts, reflecting strong net inflows into wrap accounts, higher earnings on cash balances and market appreciation. Client asset growth remains strong with growth in fee-based wrap accounts outpacing growth in brokerage account balances.

Operating expenses increased 4 percent to \$1.1 billion primarily from higher distribution expenses related to growth in client assets. General and administrative expenses were up 5 percent compared to a year ago, reflecting the timing of accruals for performance-related compensation, the addition of IPI in the current quarter and investments in the business.

Total retail client assets increased to a high of \$539 billion driven by client net inflows, client acquisition, market appreciation and the acquisition of IPI. Wrap net inflows reached a new high of \$6.1 billion in the quarter, which contributed to a 19 percent year-over-year increase in balances to \$235 billion. Client cash balances were \$25.5 billion, up from a year ago, and certificates balances grew 13 percent to \$6.4 billion.

Operating net revenue per advisor on a trailing 12-month basis increased to \$541,000 after normalizing for the net impact from eliminating 12b-1 fees in advisory accounts and IPI. Operating net revenue per advisor on a quarterly basis increased 14 percent after normalizing for those items.

Total advisors increased to 9,890 reflecting good recruiting and retention of advisors, with 88 experienced advisors moving their practices to Ameriprise in the quarter and 215 joining through the IPI acquisition.

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Ameriprise Financial, Inc.
Asset Management Segment Operating Results

(in millions, unaudited)	2017		2016		% Better/ (Worse)
	Quarter Ended September 30,				
	2017	2016	2017	2016	
Asset Management					
Net revenues	\$	778	\$	740	5%
Expenses		578		585	1%
Pretax operating earnings	\$	200	\$	155	29%
Pretax operating margin		25.7%		20.9%	
Adjusted net pretax operating margin ⁽¹⁾		40.4%		35.8%	
Total segment AUM (billions)	\$	484	\$	468	3%
Net Flows (billions)					
Former parent company related net new flows	\$	(3.0)	\$	(1.5)	(98)%
Global Retail net flows, excl. former parent flows		(1.1)		(1.9)	42%
Global Institutional net flows, excl. former parent flows		(0.6)		(1.9)	69%
Inflows from acquisitions		—		1.0	NM
Total segment net flows	\$	(4.7)	\$	(4.3)	(7)%

⁽¹⁾ See reconciliation on page 17

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

Asset Management pretax operating earnings increased 29 percent to \$200 million, reflecting market appreciation and expense discipline, partially offset by the cumulative impact of net outflows. Earnings in the quarter also included \$18 million in performance fees from property funds in the U.K. and the unwinding of several CLOs. Third quarter adjusted net pretax operating margin grew to 40.4 percent from 35.8 percent a year ago.

Operating net revenues grew 5 percent to \$778 million driven by asset growth from market appreciation, partially offset by the cumulative impact of net outflows. Normalizing for the 12b-1 fee change, operating net revenues grew 7 percent. AUM increased 3 percent to \$484 billion.

Operating expenses of \$578 million decreased 1 percent reflecting well managed general and administrative expenses, lower distribution expenses from the 12b-1 fee change and ongoing investments in the business.

Net outflows of \$4.7 billion in the quarter included \$3.0 billion of former-parent assets, which represented 64 percent of total outflows. Global retail net outflows were \$1.1 billion, excluding former parent relationships, and included net inflows of \$400 million in EMEA wholesale. Global third party institutional net outflows were \$600 million.

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Ameriprise Financial, Inc.
Annuities Segment Operating Results

(in millions, unaudited)	2017		2016		% Better/ (Worse)
	Quarter Ended September 30,				
	2017	2016	2017	2016	
Annuities					
Net revenues	\$	626	\$	631	(1)%
Expenses		345		699	51%
Pretax operating earnings	\$	281	\$	(68)	NM
Excluding unlocking:					
Net revenues	\$	626	\$	631	(1)%

Expenses	465	484	4%
Pretax operating earnings	\$ 161	\$ 147	10%
Variable Annuities:			
Pretax operating earnings	\$ 262	\$ (97)	NM
Annual unlocking	120	(220)	NM
Pretax operating earnings, excluding annual unlocking	142	123	15%
Fixed Annuities:			
Pretax operating earnings	19	29	(34)%
Annual unlocking	—	5	NM
Pretax operating earnings, excluding annual unlocking	19	24	(21)%
Total pretax operating earnings, excluding annual unlocking	\$ 161	\$ 147	10%
Item included in operating earnings:			
Market impact on DAC and DSIC (mean reversion)	\$ 12	\$ 9	33%
	Quarter Ended September 30,		
	2017	2016	% Better/ (Worse)
Variable annuity ending account balances (billions)	\$ 78.7	\$ 75.9	4%
Variable annuity net flows (millions)	\$ (885)	\$ (650)	(36)%
Fixed deferred annuity ending account balances (billions)	\$ 9.5	\$ 10.2	(7)%
Fixed deferred annuity net flows (millions)	\$ (213)	\$ (240)	11%

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

Annuities pretax operating earnings were \$281 million compared to a pretax loss of \$68 million a year ago. Adjusting for unlocking, earnings increased 10 percent to \$161 million. The year-over-year improvement in unlocking was primarily related to client behavioral experience that was more in line with our expectations and updated market-related assumptions.

Variable annuity earnings, excluding unlocking, increased 15 percent to \$142 million from growth in account balances and market appreciation. Variable annuity account balances increased 4 percent to \$79 billion due to market appreciation, partially offset by net outflows.

Fixed annuity operating earnings decreased to \$19 million reflecting continued spread compression given the extended period of low interest rates and lower account balances. Account balances declined 7 percent from limited new product sales and continued lapses.

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**Ameriprise Financial, Inc.
Protection Segment Operating Results**

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2017	2016	
Protection			
Net revenues	\$ 478	\$ 613	(22)%
Expenses	423	529	20%
Pretax operating earnings	\$ 55	\$ 84	(35)%
Excluding unlocking:			
Net revenues	\$ 525	\$ 549	(4)%
Expenses	450	482	7%
Pretax operating earnings	\$ 75	\$ 67	12%
Life and Health insurance:			
Net revenues	\$ 209	\$ 327	(36)%
Expenses	161	235	31%
Pretax operating earnings	48	92	(48)%
Annual unlocking	(20)	17	NM
Pretax operating earnings, excluding annual unlocking	\$ 68	\$ 75	(9)%
Auto and Home:			
Operating net revenues	\$ 269	\$ 286	(6)%
Expenses	262	294	11%
Pretax operating earnings/(loss)	\$ 7	\$ (8)	NM
Items included in operating earnings:			
Market impact on DAC (mean reversion)	\$ 1	\$ 1	—
Auto and Home catastrophe losses	(15)	(29)	48%
Auto and Home prior year reserve development	—	10	NM
Total protection impact	\$ (14)	\$ (18)	22%
	Quarter Ended September 30,		
	2017	2016	% Better/ (Worse)
Life insurance in force (billions)	\$ 196	\$ 196	—
VUL/UL ending account balances (billions)	\$ 12.2	\$ 11.5	7%
Auto and Home policies in force (thousands)	939	950	(1)%

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

Protection pretax operating earnings were \$55 million compared to \$84 million a year ago. Pretax operating earnings increased 12 percent to \$75 million excluding unlocking.

Life and Health insurance earnings, excluding unlocking, declined to \$68 million from \$75 million a year ago reflecting the low interest rate environment. Overall claims experience remains within expected ranges. VUL/UL cash sales increased 3 percent to \$72 million. The unfavorable year-over-year impact from unlocking was primarily related to updates to mortality experience.

Auto & Home results improved, with earnings of \$7 million in the quarter compared to an \$8 million loss a year ago that included \$10 million of favorable reserve development. Results reflected the benefit of continued rate increases, enhanced underwriting and claims processing, as well as additional use of reinsurance to manage catastrophe risk. Net catastrophe losses in the quarter were

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\$15 million, primarily related to Hurricanes Harvey and Irma. There was a substantial benefit in the period from the reinsurance arrangements established earlier this year.

**Ameriprise Financial, Inc.
Corporate & Other Segment Operating Results**

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2017	2016	
Corporate & Other, Excluding Long Term Care			
Pretax operating loss	\$ (78)	\$ (72)	(8)%

Long Term Care

Pretax operating loss	\$	(58)	\$	(73)	21%
Loss recognition/annual unlocking		(58)		(37)	(57)%
Pretax operating loss excluding loss recognition/annual unlocking	\$	—	\$	(36)	NM
Items included in operating earnings:					
DOL planning and implementation expenses	\$	(5)	\$	(7)	29%
Affordable housing investment adjustment		(4)		(7)	43%
Long term care reserve adjustment		—		(29)	NM
Total corporate & other impact	\$	(9)	\$	(43)	79%

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

Corporate & Other pretax operating loss excluding long term care was \$78 million for the quarter. Incremental DOL expenses were \$5 million, down from \$7 million a year ago.

Long Term Care pretax operating loss was \$58 million in the quarter due to a reserve increase driven by loss recognition testing.

Taxes

The operating effective tax rate in the quarter was 21.5 percent compared to 11.7 percent a year ago. Taxes in the current quarter reflect the adoption of stock compensation accounting guidance in the first quarter of 2017, which had a favorable \$25 million impact in the quarter. Excluding this impact, the operating effective tax rate was 25.1 percent. The company estimates that its full year 2017 operating effective tax rate will be approximately 22 percent.

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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:

- the statement in this news release that the acquisition of Lionstone Investments is expected to close later this year;
- the statement that the company estimates that its full year 2017 operating effective tax rate will be approximately 22 percent;
- 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

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- 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 or modified 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;
- 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;

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- the ability to pursue and complete strategic transactions and initiatives, including acquisitions, divestitures, restructurings, joint ventures and the development of new products and services (such as the pending acquisition of Lionstone Investments which is subject to customary closing conditions);
- 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 and the uncertain regulatory environment in the U.S. after the recent U.S. election), 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.

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, 2016 available at ir.ameriprise.com.

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 Quarter Report on Form 10-Q for the quarter ended September 30, 2017. For information about Ameriprise Financial entities, please refer to the Third Quarter 2017 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.

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Ameriprise Financial, Inc.
Reconciliation Table: Earnings

(in millions, except per share amounts, unaudited)	Quarter Ended September 30,		Per Diluted Share Quarter Ended September 30,	
	2017	2016	2017	2016
Net income	\$ 503	\$ 215	\$ 3.24	\$ 1.30
Less: Net income (loss) attributable to consolidated investment entities	—	—	—	—
Add: Integration/restructuring charges ⁽¹⁾	1	—	0.01	—
Add: Market impact on variable annuity guaranteed benefits ⁽¹⁾	55	37	0.35	0.22
Add: Market impact on indexed universal life benefits ⁽¹⁾	10	(7)	0.06	(0.04)
Add: Market impact of hedges on investments ⁽¹⁾	1	(5)	0.01	(0.03)
Add: Net realized investment (gains) losses ⁽¹⁾	3	(6)	0.02	(0.04)
Add: Tax effect of adjustments ⁽²⁾	(25)	(7)	(0.16)	(0.04)
Operating earnings	548	227	3.53	1.37
Less: Pretax impact of unlocking	99	(235)	0.64	(1.42)
Less: Tax effect of unlocking ⁽²⁾	(35)	82	(0.23)	0.50
Operating earnings excluding unlocking	\$ 484	\$ 380	\$ 3.12	\$ 2.29
Weighted average common shares outstanding:				
Basic	153.0	164.0		
Diluted	155.4	165.8		

⁽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,	
	2017	2016
Total net revenues	\$ 2,981	\$ 2,998
Less: CIEs revenue	23	27
Less: Net realized investment gains (losses)	(3)	6
Less: Market impact on indexed universal life benefits	(5)	6
Less: Market impact of hedges on investments	(1)	5
Operating total net revenues	2,967	2,954
Less: Unlocking	(47)	64
Less: Net impacts of transitioning advisory accounts to share classes without 12b-1 fees	10	64
Operating total net revenues excluding unlocking and 12b-1 impact	\$ 3,004	\$ 2,826

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Ameriprise Financial, Inc.
Reconciliation Table: Total Net Revenues

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Total net revenues	\$ 2,981	\$ 2,998
Less: Unlocking	(47)	64
Less: Net impacts of transitioning advisory accounts to share classes without 12b-1 fees	10	64

Total net revenues excluding unlocking and 12b-1 impact	\$ 3,018	\$ 2,870
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Ameriprise Financial, Inc.
Reconciliation Table: Total Expenses

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Total expenses	\$ 2,353	\$ 2,760
Less: CIEs expenses	23	27
Less: Integration/restructuring charges	1	—
Less: Market impact on variable annuity guaranteed benefits	55	37
Less: Market impact on indexed universal life benefits	5	(1)
Less: DAC/DSIC offset to net realized investment gains (losses)	—	—
Operating expenses	2,269	2,697
Less: Unlocking	(146)	299
Operating expenses excluding unlocking	\$ 2,415	\$ 2,398

Ameriprise Financial, Inc.
Reconciliation Table: Pretax Operating Earnings

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating total net revenues	\$ 2,967	\$ 2,954
Operating expenses	2,269	2,697
Pretax operating earnings	\$ 698	\$ 257

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

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
General and administrative expense	\$ 753	\$ 731
Less: CIEs expenses	1	2
Less: Integration/restructuring charges	1	—
Operating general and administrative expense	\$ 751	\$ 729

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Ameriprise Financial, Inc.
**Reconciliation Table: Advice & Wealth Management and Asset Management
Percent of Pretax Operating Earnings⁽¹⁾**

(in millions, unaudited)	Quarter Ended September 30,	
	2017	
Advice & Wealth Management and Asset Management pretax operating earnings	\$	498
Less: Unlocking	—	—
Advice & Wealth Management and Asset Management pretax operating earnings excluding unlocking	\$	498
Annuities and Protection pretax operating earnings	\$	336
Less: Unlocking	—	100
Annuities and Protection pretax operating earnings excluding unlocking	\$	236
Percent pretax operating earnings from Advice & Wealth Management and Asset Management		60%
Percent pretax operating earnings from Annuities and Protection		40%
Percent pretax operating earnings from Advice & Wealth Management and Asset Management excluding unlocking		68%
Percent pretax operating earnings from Annuities and Protection excluding unlocking		32%

⁽¹⁾ Excludes Corporate & Other segment

Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended September 30, 2017	
	GAAP	Operating
Pretax income	\$ 628	\$ 698
Income tax provision	\$ 125	\$ 150
Effective tax rate	19.9%	21.5%

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%

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Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended September 30,	
	2017	
Pretax operating earnings	\$	698
Operating income tax provision	\$	150
Benefit from adoption of stock compensation accounting guidance	—	(25)

Operating income tax provision excluding benefit		\$	175
Operating effective tax rate			21.5%
Operating effective tax rate excluding income tax benefit			25.1%

Ameriprise Financial, Inc.
Reconciliation Table: Advice & Wealth Management Operating Net Revenues

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating net revenues	\$ 1,383	\$ 1,272
Less: Net impact of transitioning advisory accounts to share classes without 12b-1 fees	10	64
Operating total net revenues normalized for 12b-1 impact	1,373	1,208
Less: IPI	12	—
Operating total net revenues normalized for 12b-1 impact and IPI	<u>\$ 1,361</u>	<u>\$ 1,208</u>

Ameriprise Financial, Inc.
Reconciliation Table: Advice & Wealth Management Operating Net Revenues (trailing 12 months)

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating net revenues	\$ 5,342	\$ 4,986
Less: IPI	12	—
Less: Net impact of transitioning advisory accounts to share classes without 12b-1 fees	111	260
Operating total net revenues normalized for IPI and 12b-1 impact	<u>\$ 5,219</u>	<u>\$ 4,726</u>

Ameriprise Financial, Inc.
Reconciliation Table: Asset Management Operating Net Revenues

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating net revenues	\$ 778	\$ 740
Less: Net impact of transitioning advisory accounts to share classes without 12b-1 fees	—	13
Operating total net revenues normalized for 12b-1 impact	<u>\$ 778</u>	<u>\$ 727</u>

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

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating total net revenues	\$ 778	\$ 740
Less: Distribution pass through revenues	197	211
Less: Subadvisory and other pass through revenues	91	85
Adjusted operating revenues	<u>\$ 490</u>	<u>\$ 444</u>
Pretax operating earnings	\$ 200	\$ 155
Less: Operating net investment income	6	1
Add: Amortization of intangibles	4	5
Adjusted operating earnings	<u>\$ 198</u>	<u>\$ 159</u>
Pretax operating margin	25.7%	20.9%
Adjusted net pretax operating margin	40.4%	35.8%

Ameriprise Financial, Inc.
Reconciliation Table: Annuities Excluding Unlocking

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating net revenues	\$ 626	\$ 631
Less: Unlocking	—	—
Operating net revenues excluding unlocking	<u>\$ 626</u>	<u>\$ 631</u>
Operating expenses	\$ 345	\$ 699
Less: Unlocking	(120)	215
Operating expenses excluding unlocking	<u>\$ 465</u>	<u>\$ 484</u>
Pretax operating earnings	\$ 281	\$ (68)
Less: Unlocking	120	(215)
Pretax operating earnings excluding unlocking	<u>\$ 161</u>	<u>\$ 147</u>

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Ameriprise Financial, Inc.
Reconciliation Table: Protection Excluding Unlocking

(in millions, unaudited)	Quarter Ended September 30,	
	2017	2016
Operating net revenues	\$ 478	\$ 613
Less: Unlocking	(47)	64
Operating total net revenues excluding unlocking	<u>\$ 525</u>	<u>\$ 549</u>
Operating expenses	\$ 423	\$ 529
Less: Unlocking	(27)	47
Operating expenses excluding unlocking	<u>\$ 450</u>	<u>\$ 482</u>
Pretax operating earnings	\$ 55	\$ 84
Less: Unlocking	(20)	17
Pretax operating earnings excluding unlocking	<u>\$ 75</u>	<u>\$ 67</u>

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

(in millions, unaudited)	Twelve Months Ended	
	2017	2016
Net income	\$ 1,699	\$ 1,271
Less: Adjustments ⁽¹⁾	(165)	(154)
Operating earnings	1,864	1,425
Less: Unlocking, net of tax ⁽²⁾	64	(153)
Operating earnings excluding unlocking	<u>\$ 1,800</u>	<u>\$ 1,578</u>
Total Ameriprise Financial, Inc. shareholders' equity	\$ 6,369	\$ 7,139
Less: Accumulated other comprehensive income, net of tax	325	478
Total Ameriprise Financial, Inc. shareholders' equity excluding AOCI	6,044	6,661
Less: Equity impacts attributable to the consolidated investment entities	1	62
Operating equity	<u>\$ 6,043</u>	<u>\$ 6,599</u>
Return on equity excluding AOCI	28.1%	19.1%
Operating return on equity excluding AOCI ⁽³⁾	30.8%	21.6%
Operating return on equity excluding AOCI and unlocking	29.8%	23.9%

⁽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 (AOCI) 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 AOCI 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%.

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Ameriprise Financial, Inc.
Consolidated GAAP Results

(in millions, unaudited)	Quarter Ended September 30,		% Better/ (Worse)
	2017	2016	
Revenues			
Management and financial advice fees	\$ 1,626	\$ 1,464	11%
Distribution fees	437	455	(4)
Net investment income	372	387	(4)
Premiums	348	374	(7)
Other revenues	210	330	(36)
Total revenues	2,993	3,010	(1)
Banking and deposit interest expense	12	12	—
Total net revenues	2,981	2,998	(1)
Expenses			
Distribution expenses	850	798	(7)
Interest credited to fixed accounts	176	161	(9)
Benefits, claims, losses and settlement expenses	474	855	45
Amortization of deferred acquisition costs	48	163	71
Interest and debt expense	52	52	—
General and administrative expense	753	731	(3)
Total expenses	2,353	2,760	15
Pretax income	628	238	NM
Income tax provision	125	23	NM
Net income	<u>\$ 503</u>	<u>\$ 215</u>	NM

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

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Section 3: EX-99.2 (EX-99.2)

Exhibit 99.2



Statistical Supplement Package
(unaudited)

Third Quarter 2017

Ameriprise Financial, Inc.
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Statistical Supplement Package
(unaudited)

Third Quarter 2017

Consolidated Results

Ameriprise Financial, Inc.
Statistical Supplement Presentation
Third Quarter 2017

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 C “Non-GAAP Financial Measure Reconciliations” on pages 47 and 48.

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.

**Consolidated GAAP Income Statements
Third Quarter 2017**

(in millions, except per share amounts, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Revenues													
Management and financial advice fees	\$ 1,464	\$ 1,489	\$ 1,482	\$ 1,561	\$ 1,626	\$ 4,289	\$ 4,669	\$ 162	11%	\$ 380	9%	\$ 65	4%
Distribution fees	455	457	443	430	437	1,338	1,310	(18)	(4)%	(28)	(2)%	7	2%
Net investment income	387	486	391	391	372	1,090	1,154	(15)	(4)%	64	6%	(19)	(5)%
Premiums	374	377	339	348	348	1,114	1,035	(26)	(7)%	(79)	(7)%	—	—
Other revenues	330	263	256	267	210	832	733	(120)	(36)%	(99)	(12)%	(57)	(21)%
Total revenues	3,010	3,072	2,911	2,997	2,993	8,663	8,901	(17)	(1)%	238	3%	(4)	—
Banking and deposit interest expense	12	10	10	12	12	29	34	—	—	5	17%	—	—
Total net revenues	2,998	3,062	2,901	2,985	2,981	8,634	8,867	(17)	(1)%	233	3%	(4)	—
Expenses													
Distribution expenses	798	831	823	832	850	2,371	2,505	52	7%	134	6%	18	2%
Interest credited to fixed accounts	161	158	162	171	176	465	509	15	9%	44	9%	5	3%
Benefits, claims, losses and settlement expenses	855	712	567	611	474	1,934	1,652	(381)	(45)%	(282)	(15)%	(137)	(22)%
Amortization of deferred acquisition costs	163	55	72	69	48	360	189	(115)	(71)%	(171)	(48)%	(21)	(30)%
Interest and debt expense	52	81	50	52	52	160	154	—	—	(6)	(4)%	—	—
General and administrative expense	731	756	752	739	753	2,221	2,244	22	3%	23	1%	14	2%
Total expenses	2,760	2,593	2,426	2,474	2,353	7,511	7,253	(407)	(15)%	(258)	(3)%	(121)	(5)%
Pretax income	238	469	475	511	628	1,123	1,614	390	#	491	44%	117	23%
Income tax provision	23	69	72	118	125	209	315	102	#	106	51%	7	6%
Net income	\$ 215	\$ 400	\$ 403	\$ 393	\$ 503	\$ 914	\$ 1,299	\$ 288	#	\$ 385	42%	\$ 110	28%
Net Investment Income													
Investment income on fixed maturities	\$ 342	\$ 340	\$ 337	\$ 335	\$ 340	\$ 1,028	\$ 1,012	\$ (2)	(1)%	\$ (16)	(2)%	\$ 5	1%
Realized investment gains (losses)	6	11	17	21	(3)	(5)	35	(9)	#	40	#	(24)	#
Affordable housing	(17)	(9)	(12)	(13)	(17)	(35)	(42)	—	—	(7)	(20)%	(4)	(31)%
Other (including seed money)	25	78	24	20	26	13	70	1	4%	57	#	6	30%
Consolidated investment entities	31	66	25	28	26	89	79	(5)	(6)%	(10)	(11)%	(2)	(7)%
Total net investment income	\$ 387	\$ 486	\$ 391	\$ 391	\$ 372	\$ 1,090	\$ 1,154	\$ (15)	(4)%	\$ 64	6%	\$ (19)	(5)%
Earnings Per Share													
Basic earnings per share	\$ 1.31	\$ 2.49	\$ 2.56	\$ 2.53	\$ 3.29	\$ 5.43	\$ 8.37	\$ 1.98	#	\$ 2.94	54%	\$ 0.76	30%
Earnings per diluted share	\$ 1.30	\$ 2.46	\$ 2.52	\$ 2.50	\$ 3.24	\$ 5.37	\$ 8.24	\$ 1.94	#	\$ 2.87	53%	\$ 0.74	30%
Earnings per diluted share growth	(40.1)%	23.0%	20.6%	26.9%	NM	(17.1)%	53.4%	NM	#	70.6%	#	NM	#
Weighted average common shares outstanding													
Basic weighted average common shares outstanding	164.0	160.4	157.5	155.1	153.0	168.3	155.2	(11.0)	(7)%	(13.1)	(8)%	(2.1)	(1)%
Effect of potentially dilutive nonqualified stock options and other share-based awards	1.8	2.0	2.6	2.4	2.4	1.8	2.4	0.6	33%	0.6	33%	—	—
Diluted weighted average common shares outstanding	<u>165.8</u>	<u>162.4</u>	<u>160.1</u>	<u>157.5</u>	<u>155.4</u>	<u>170.1</u>	<u>157.6</u>	<u>(10.4)</u>	<u>(6)%</u>	<u>(12.5)</u>	<u>(7)%</u>	<u>(2.1)</u>	<u>(1)%</u>
Metrics													
Net revenue growth	3.9%	(1.3)%	4.9%	4.0%	(0.6)%	(4.8)%	2.7%	(4.5)%	#	7.5%	#	(4.6)%	#
Pretax income margin	7.9%	15.3%	16.4%	17.1%	21.1%	13.0%	18.2%	13.2%	#	5.2%	#	4.0%	#
Effective tax rate	9.7%	14.5%	15.2%	23.1%	19.9%	18.6%	19.5%	10.2%	#	0.9%	#	(3.2)%	#
Total equity / outstanding shares ⁽¹⁾	\$ 41.76	\$ 39.70	\$ 39.81	\$ 40.64	\$ 41.53	\$ 41.76	\$ 41.53	\$ (0.23)	(1)%	\$ (0.23)	(1)%	\$ 0.89	2%
Total equity excluding AOCI / outstanding shares ⁽²⁾⁽³⁾	\$ 38.09	\$ 38.44	\$ 38.41	\$ 38.69	\$ 39.48	\$ 38.09	\$ 39.48	\$ 1.39	4%	\$ 1.39	4%	\$ 0.79	2%

⁽¹⁾ Calculated as total equity divided by common shares outstanding plus common stock equivalents outstanding at period end.

⁽²⁾ Calculated as total equity excluding AOCI divided by common shares outstanding plus common stock equivalents outstanding at period end.

⁽³⁾ See non-GAAP financial information on pg 33. Non-GAAP financial measure reconciliations can be found on pages 47 and 48.

NM Not Meaningful

Variance equal to or greater than 100%.

**Ameriprise Financial, Inc.
Consolidated Operating Results and Highlights
Third Quarter 2017**

(in millions except per share amounts, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Revenues													
Total net revenues	\$ 2,998	\$ 3,062	\$ 2,901	\$ 2,985	\$ 2,981	\$ 8,634	\$ 8,867	\$ (17)	(1)%	\$ 233	3%	\$ (4)	—
Less revenues attributable to the CIEs	27	51	22	25	23	77	70	(4)	(15)%	(7)	(9)%	(2)	(8)%
Less net realized investment gains (losses) ⁽¹⁾	6	11	17	21	(3)	(5)	35	(9)	#	40	#	(24)	#
Less market impact on indexed universal life benefits ⁽¹⁾	6	6	1	(3)	(5)	18	(7)	(11)	#	(25)	#	(2)	(67)%
Less market impact of hedges on investments	5	57	1	(8)	(1)	(54)	(8)	(6)	#	46	#	7	88%
Operating total net revenues ⁽²⁾	\$ 2,954	\$ 2,937	\$ 2,860	\$ 2,950	\$ 2,967	\$ 8,598	\$ 8,777	\$ 13	—	\$ 179	2%	\$ 17	1%
Earnings													
Net income	\$ 215	\$ 400	\$ 403	\$ 393	\$ 503	\$ 914	\$ 1,299	\$ 288	#	\$ 385	42%	\$ 110	28%
Less net income (loss) attributable to the CIEs	—	(1)	1	—	—	(1)	1	—	—	2	#	—	—
Integration/restructuring charges ⁽³⁾	—	—	—	—	1	—	1	1	—	1	—	1	—
Market impact on variable annuity guaranteed benefits ⁽¹⁾⁽³⁾	37	138	63	80	55	78	198	18	49%	120	#	(25)	(31)%
Market impact on indexed universal life benefits ⁽¹⁾⁽³⁾	(7)	(5)	—	6	10	(31)	16	17	#	47	#	4	67%
Market impact of hedges on investments ⁽³⁾	(5)	(57)	(1)	8	1	54	8	6	#	(46)	(85)%	(7)	(88)%
Less net realized investment gains (losses) ⁽¹⁾⁽³⁾	6	11	16	20	(3)	(5)	33	(9)	#	38	#	(23)	#
Tax effect of adjustments ⁽⁴⁾	(7)	(23)	(16)	(26)	(25)	(37)	(67)	(18)	#	(30)	(81)%	1	4%
Operating earnings ⁽²⁾	\$ 227	\$ 443	\$ 432	\$ 441	\$ 548	\$ 984	\$ 1,421	\$ 321	#	\$ 437	44%	\$ 107	24%

Pretax Earnings													
Pretax income	\$ 238	\$ 469	\$ 475	\$ 511	\$ 628	\$ 1,123	\$ 1,614	\$ 390	#	\$ 491	44%	\$ 117	23%
Less pretax income (loss) attributable to the CIEs	—	(1)	1	1	—	(1)	2	—	—	3	#	(1)	#
Integration/restructuring charges	—	—	—	—	1	—	1	1	—	1	—	1	—
Market impact on variable annuity guaranteed benefits ⁽¹⁾	37	138	63	80	55	78	198	18	49%	120	#	(25)	(31)%
Market impact on indexed universal life benefits ⁽¹⁾	(7)	(5)	—	6	10	(31)	16	17	#	47	#	4	67%
Market impact of hedges on investments	(5)	(57)	(1)	8	1	54	8	6	#	(46)	(85)%	(7)	(88)%
Less net realized investment gains (losses) ⁽¹⁾	6	11	16	20	(3)	(5)	33	(9)	#	38	#	(23)	#
Pretax operating earnings ⁽²⁾	\$ 257	\$ 535	\$ 520	\$ 584	\$ 698	\$ 1,230	\$ 1,802	\$ 441	#	\$ 572	47%	\$ 114	20%
Pretax Operating Margin ⁽²⁾⁽⁵⁾	8.7%	18.2%	18.2%	19.8%	23.5%	14.3%	20.5%	14.8%		6.2%			3.7%
Operating Effective Tax Rate ⁽²⁾⁽⁶⁾	11.7%	17.2%	16.9%	24.5%	21.5%	20.0%	21.1%	9.8%		1.1%			(3.0)%
Weighted Average Common Shares Outstanding													
Basic	164.0	160.4	157.5	155.1	153.0	168.3	155.2	(11.0)	(7)%	(13.1)	(8)%	(2.1)	(1)%
Diluted	165.8	162.4	160.1	157.5	155.4	170.1	157.6	(10.4)	(6)%	(12.5)	(7)%	(2.1)	(1)%
Operating Earnings Per Share ⁽²⁾													
Basic operating earnings per share	\$ 1.38	\$ 2.76	\$ 2.74	\$ 2.84	\$ 3.58	\$ 5.85	\$ 9.16	\$ 2.20	#	\$ 3.31	57%	\$ 0.74	26%
Operating earnings per diluted share	\$ 1.37	\$ 2.73	\$ 2.70	\$ 2.80	\$ 3.53	\$ 5.78	\$ 9.02	\$ 2.16	#	\$ 3.24	56%	\$ 0.73	26%
Return on Equity													
Return on equity excluding AOCI ⁽²⁾⁽⁶⁾	19.1%	20.4%	21.6%	23.0%	28.1%	19.1%	28.1%	9.0%		9.0%			5.1%
Operating return on equity excluding AOCI ⁽²⁾⁽⁶⁾	21.6%	22.2%	23.6%	25.2%	30.8%	21.6%	30.8%	9.2%		9.2%			5.6%

⁽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 47.

Variance equal to or greater than 100%.

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Ameriprise Financial, Inc.
Consolidated Operating Results and Highlights
Third Quarter 2017

(in millions except per share amounts, headcount and where noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons				Seq Qtr Chg -	
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		3Q	
						Diff.	%	Diff.	%	Diff.	%		
Book Value													
Total equity excluding CIEs / outstanding shares ⁽¹⁾⁽²⁾	\$ 41.76	\$ 39.70	\$ 39.81	\$ 40.63	\$ 41.53	\$ 41.76	\$ 41.53	\$ (0.23)	(1)%	(0.23)	(1)%	\$ 0.90	2%
Total equity excluding CIEs and AOCI / outstanding shares ⁽¹⁾⁽³⁾	\$ 38.09	\$ 38.44	\$ 38.41	\$ 38.69	\$ 39.47	\$ 38.09	\$ 39.47	\$ 1.38	4%	\$ 1.38	4%	\$ 0.78	2%
Operating Metrics													
Operating total net revenue growth: Target 6 - 8%	2.7%	(1.4)%	2.6%	3.3%	0.4%	(1.8)%	2.1%	(2.3)%		3.9%		(2.9)%	
Operating earnings per diluted share growth: Target 12 - 15%	(41.7)%	10.5%	24.4%	25.6%	NM	(15.6)%	56.1%	NM		71.7%		NM	
Operating return on equity excluding AOCI: Target 19 - 23% ⁽¹⁾	21.6%	22.2%	23.6%	25.2%	30.8%	21.6%	30.8%	9.2%		9.2%		5.6%	
Debt to Capital													
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	30.2%	31.7%	31.9%	31.8%	31.5%	30.2%	31.5%	1.3%		1.3%		(0.3)%	
Goodwill and Intangible Assets													
	\$ 1,939	\$ 1,924	\$ 1,924	\$ 1,931	\$ 1,983	\$ 1,939	\$ 1,983	\$ 44	2%	\$ 44	2%	\$ 52	3%
Assets Under Management and Administration													
Advice & Wealth Management AUM	\$ 196,186	\$ 199,712	\$ 211,740	\$ 221,074	\$ 233,890	\$ 196,186	\$ 233,890	\$ 37,704	19%	\$ 37,704	19%	\$ 12,816	6%
Asset Management AUM	467,770	454,413	467,031	472,649	483,953	467,770	483,953	16,183	3%	16,183	3%	11,304	2%
Corporate AUM	354	346	331	318	292	354	292	(62)	(18)%	(62)	(18)%	(26)	(8)%
Eliminations	(24,737)	(24,841)	(24,681)	(24,577)	(25,883)	(24,737)	(25,883)	(1,146)	(5)%	(1,146)	(5)%	(1,306)	(5)%
Total Assets Under Management	639,573	629,630	654,421	669,464	692,252	639,573	692,252	52,679	8%	52,679	8%	22,788	3%
Total Assets Under Administration	156,072	157,742	163,165	165,234	177,203	156,072	177,203	21,131	14%	21,131	14%	11,969	7%
Total AUM and AUA	\$ 795,645	\$ 787,372	\$ 817,586	\$ 834,698	\$ 869,455	\$ 795,645	\$ 869,455	\$ 73,810	9%	\$ 73,810	9%	\$ 34,757	4%
Business Metrics													
Total Ameriprise client assets	\$ 475,662	\$ 479,209	\$ 498,907	\$ 512,035	\$ 538,662	\$ 475,662	\$ 538,662	\$ 63,000	13%	\$ 63,000	13%	\$ 26,627	5%
Total financial advisors	9,747	9,675	9,668	9,640	9,890	9,747	9,890	143	1%	143	1%	250	3%
Net Flows and Net Deposits													
Advisor wrap	\$ 2,751	\$ 3,310	\$ 3,944	\$ 4,451	\$ 6,125	\$ 6,874	\$ 14,520	\$ 3,374	#	\$ 7,646	#	\$ 1,674	38%
Asset Management	(4,349)	(2,095)	(5,629)	(8,742)	(4,670)	(16,540)	(19,041)	(321)	(7)%	(2,501)	(15)%	4,072	47%
Annuities ⁽⁴⁾	(890)	(983)	(1,336)	(1,252)	(1,098)	(2,218)	(3,686)	(208)	(23)%	(1,468)	(66)%	154	12%
Variable universal life / Universal life	(57)	(33)	(74)	(52)	(72)	(166)	(198)	(15)	(26)%	(32)	(19)%	(20)	(38)%
S&P 500													
Daily average	2,161	2,185	2,324	2,396	2,465	2,063	2,396	304	14%	333	16%	69	3%
Period end	2,168	2,239	2,363	2,423	2,519	2,168	2,519	351	16%	351	16%	96	4%
Weighted Equity Index (WEI) ⁽⁵⁾													
Daily average	1,579	1,596	1,695	1,752	1,803	1,508	1,750	224	14%	242	16%	51	3%
Period end	1,591	1,637	1,724	1,774	1,847	1,591	1,847	256	16%	256	16%	73	4%

⁽¹⁾ See non-GAAP financial information on pg 33. Non-GAAP financial measure reconciliations can be found on pages 47 and 48.

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

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

⁽⁴⁾ Excludes payout annuities.

⁽⁵⁾ 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.

NM Not Meaningful

Variance equal to or greater than 100%.

7

Ameriprise Financial, Inc.
Common Share and Capital Summary
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Common shares													
Beginning balance	162.2	158.5	154.8	153.0	150.3	171.0	154.8	(11.9)	(7)%	(16.2)	(9)%	(2.7)	(2)%
Repurchases	(3.9)	(3.8)	(2.9)	(2.8)	(2.3)	(13.7)	(8.0)	1.6	41%	5.7	42%	0.5	18%
Issuances	0.3	0.3	2.1	0.2	1.2	1.6	3.5	0.9	#	1.9	#	1.0	#
Other	(0.1)	(0.2)	(1.0)	(0.1)	(0.9)	(0.4)	(2.0)	(0.8)	#	(1.6)	#	(0.8)	#
Total common shares outstanding	158.5	154.8	153.0	150.3	148.3	158.5	148.3	(10.2)	(6)%	(10.2)	(6)%	(2.0)	(1)%
Restricted stock units	3.6	3.7	3.4	3.5	3.5	3.6	3.5	(0.1)	(3)%	(0.1)	(3)%	—	—
Total basic common shares outstanding	162.1	158.5	156.4	153.8	151.8	162.1	151.8	(10.3)	(6)%	(10.3)	(6)%	(2.0)	(1)%
Total potentially dilutive shares	1.8	2.2	2.5	2.3	2.3	1.8	2.3	0.5	28%	0.5	28%	—	—
Total diluted shares	163.9	160.7	158.9	156.1	154.1	163.9	154.1	(9.8)	(6)%	(9.8)	(6)%	(2.0)	(1)%
Capital Returned to Shareholders													
Dividends paid	\$ 124	\$ 121	\$ 121	\$ 129	\$ 129	\$ 368	\$ 379	\$ 5	4%	\$ 11	3%	\$ —	—
Common stock share repurchases	\$ 378	\$ 402	\$ 357	\$ 352	\$ 333	\$ 1,273	\$ 1,042	\$ (45)	(12)%	\$ (231)	(18)%	\$ (19)	(5)%
Allocated Capital ⁽¹⁾													
Advice & Wealth Management	\$ 624	\$ 637	\$ 653	\$ 661	\$ 707	\$ 624	\$ 707	\$ 83	13%	\$ 83	13%	\$ 46	7%
Asset Management	1,827	1,817	1,814	1,822	1,821	1,827	1,821	(6)	—	(6)	—	(1)	—
Annuities	1,950	1,968	1,991	1,956	1,928	1,950	1,928	(22)	(1)%	(22)	(1)%	(28)	(1)%
Protection	1,516	1,522	1,478	1,460	1,391	1,516	1,391	(125)	(8)%	(125)	(8)%	(69)	(5)%
Corporate & Other	3,108	2,998	2,921	2,901	2,995	3,108	2,995	(113)	(4)%	(113)	(4)%	94	3%
Total allocated capital	\$ 9,025	\$ 8,942	\$ 8,857	\$ 8,800	\$ 8,842	\$ 9,025	\$ 8,842	\$ (183)	(2)%	\$ (183)	(2)%	\$ 42	—

⁽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.
Variance equal to or greater than 100%.

8



Statistical Supplement Package
(unaudited)

Third Quarter 2017

Segment Results

9

Ameriprise Financial, Inc.
Segment Summary
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Segment Summary													
Advice & Wealth Management													
Operating total net revenues	\$ 1,272	\$ 1,316	\$ 1,295	\$ 1,348	\$ 1,383	\$ 3,720	\$ 4,026	\$ 111	9%	\$ 306	8%	\$ 35	3%
Operating expenses	1,041	1,062	1,047	1,057	1,085	3,063	3,189	44	4%	126	4%	28	3%
Pretax operating earnings	\$ 231	\$ 254	\$ 248	\$ 291	\$ 298	\$ 657	\$ 837	\$ 67	29%	\$ 180	27%	\$ 7	2%
Allocated capital	\$ 624	\$ 637	\$ 653	\$ 661	\$ 707	\$ 624	\$ 707	\$ 83	13%	\$ 83	13%	\$ 46	7%
Operating return on allocated capital ⁽¹⁾	121.2%	123.9%	127.6%	131.9%	132.5%	121.2%	132.5%	11.3%	—	11.3%	—	0.6%	—
Pretax operating margin	18.2%	19.3%	19.2%	21.6%	21.5%	17.7%	20.8%	3.3%	—	3.1%	—	(0.1)%	—
Asset Management													
Operating total net revenues	\$ 740	\$ 761	\$ 726	\$ 748	\$ 778	\$ 2,203	\$ 2,252	\$ 38	5%	\$ 49	2%	\$ 30	4%
Operating expenses	585	592	576	572	578	1,751	1,726	(7)	(1)%	(25)	(1)%	6	1%
Pretax operating earnings	\$ 155	\$ 169	\$ 150	\$ 176	\$ 200	\$ 452	\$ 526	\$ 45	29%	\$ 74	16%	\$ 24	14%
Allocated capital	\$ 1,827	\$ 1,817	\$ 1,814	\$ 1,822	\$ 1,821	\$ 1,827	\$ 1,821	\$ (6)	—	\$ (6)	—	\$ (1)	—
Operating return on allocated capital ⁽¹⁾	28.5%	27.8%	28.5%	29.3%	30.5%	28.5%	30.5%	2.0%	—	2.0%	—	1.2%	—
Pretax operating margin	20.9%	22.2%	20.7%	23.5%	25.7%	20.5%	23.4%	4.8%	—	2.9%	—	2.2%	—
Operating total net revenues	\$ 740	\$ 761	\$ 726	\$ 748	\$ 778	\$ 2,203	\$ 2,252	\$ 38	5%	\$ 49	2%	\$ 30	4%
Distribution pass thru revenues	(211)	(204)	(206)	(195)	(197)	(613)	(598)	14	7%	15	2%	(2)	(1)%
Subadvisory and other pass thru revenues	(85)	(94)	(92)	(91)	(91)	(260)	(274)	(6)	(7)%	(14)	(5)%	—	—
Adjusted operating revenues ⁽²⁾	\$ 444	\$ 463	\$ 428	\$ 462	\$ 490	\$ 1,330	\$ 1,380	\$ 46	10%	\$ 50	4%	\$ 28	6%
Pretax operating earnings	\$ 155	\$ 169	\$ 150	\$ 176	\$ 200	\$ 452	\$ 526	\$ 45	29%	\$ 74	16%	\$ 24	14%
Operating net investment income	(1)	(5)	(4)	(6)	(6)	(9)	(16)	(5)	#	(7)	(78)%	—	—
Amortization of intangibles	5	5	4	4	4	16	12	(1)	(20)%	(4)	(25)%	—	—
Adjusted operating earnings ⁽²⁾	\$ 159	\$ 169	\$ 150	\$ 174	\$ 198	\$ 459	\$ 522	\$ 39	25%	\$ 63	14%	\$ 24	14%

Adjusted net pretax operating margin ⁽²⁾⁽³⁾	35.8%	36.5%	35.0%	37.7%	40.4%	34.5%	37.8%	4.6%		3.3%		2.7%	
Annuities													
Operating total net revenues	\$ 631	\$ 617	\$ 608	\$ 627	\$ 626	\$ 1,846	\$ 1,861	\$ (5)	(1)%	15	1%	\$ (1)	—
Operating expenses	699	490	469	485	345	1,644	1,299	(354)	(51)%	(345)	(21)%	(140)	(29)%
Pretax operating earnings (loss)	\$ (68)	\$ 127	\$ 139	\$ 142	\$ 281	\$ 202	\$ 562	\$ 349	#	\$ 360	#	\$ 139	98%
Allocated capital	\$ 1,950	\$ 1,968	\$ 1,991	\$ 1,956	\$ 1,928	\$ 1,950	\$ 1,928	\$ (22)	(1)%	(22)	(1)%	\$ (28)	(1)%
Operating return on allocated capital ⁽¹⁾	14.3%	13.3%	14.3%	13.7%	28.0%	14.3%	28.0%	13.7%		13.7%		14.3%	
Pretax operating margin	(10.8)%	20.6%	22.9%	22.6%	44.9%	10.9%	30.2%	55.7%		19.3%		22.3%	
Protection													
Operating total net revenues	\$ 613	\$ 548	\$ 521	\$ 517	\$ 478	\$ 1,693	\$ 1,516	\$ (135)	(22)%	(177)	(10)%	\$ (39)	(8)%
Operating expenses	529	475	458	466	423	1,503	1,347	(106)	(20)%	(156)	(10)%	(43)	(9)%
Pretax operating earnings	\$ 84	\$ 73	\$ 63	\$ 51	\$ 55	\$ 190	\$ 169	\$ (29)	(35)%	(21)	(11)%	\$ 4	8%
Allocated capital	\$ 1,516	\$ 1,522	\$ 1,478	\$ 1,460	\$ 1,391	\$ 1,516	\$ 1,391	\$ (125)	(8)%	(125)	(8)%	\$ (69)	(5)%
Operating return on allocated capital ⁽¹⁾	12.7%	14.4%	14.4%	15.1%	13.2%	12.7%	13.2%	0.5%		0.5%		(1.9)%	
Pretax operating margin	13.7%	13.3%	12.1%	9.9%	11.5%	11.2%	11.1%	(2.2)%		(0.1)%		1.6%	
Corporate & Other													
Corporate excluding Long Term Care pretax operating loss	\$ (72)	\$ (74)	\$ (81)	\$ (73)	\$ (78)	\$ (198)	\$ (232)	\$ (6)	(8)%	(34)	(17)%	\$ (5)	(7)%
Long Term Care pretax operating earnings (loss)	\$ (73)	\$ (14)	\$ 1	\$ (3)	\$ (58)	\$ (73)	\$ (60)	\$ 15	21%	13	18%	\$ (55)	#

(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%.

10



Statistical Supplement Package
(unaudited)

Third Quarter 2017

Advice & Wealth Management Segment

11

Ameriprise Financial, Inc.
Advice & Wealth Management Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Advice & Wealth Management Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 689	\$ 718	\$ 722	\$ 773	\$ 799	\$ 1,989	\$ 2,294	\$ 110	16%	\$ 305	15%	\$ 26	3%
Distribution fees	531	540	513	505	515	1,569	1,533	(16)	(3)%	(36)	(2)%	10	2%
Net investment income	47	48	52	58	64	138	174	17	36%	36	26%	6	10%
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	17	20	18	24	17	53	59	—	—	6	11%	(7)	(29)%
Total revenues	1,284	1,326	1,305	1,360	1,395	3,749	4,060	111	9%	311	8%	35	3%
Banking and deposit interest expense	12	10	10	12	12	29	34	—	—	5	17%	—	—
Operating total net revenues	1,272	1,316	1,295	1,348	1,383	3,720	4,026	111	9%	306	8%	35	3%
Expenses													
Distribution expenses	781	797	777	789	813	2,275	2,379	32	4%	104	5%	24	3%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	2	2	2	3	2	6	7	—	—	1	17%	(1)	(33)%
General and administrative expense	258	263	268	265	270	782	803	12	5%	21	3%	5	2%
Operating expenses	1,041	1,062	1,047	1,057	1,085	3,063	3,189	44	4%	126	4%	28	3%
Pretax operating earnings	\$ 231	\$ 254	\$ 248	\$ 291	\$ 298	\$ 657	\$ 837	\$ 67	29%	\$ 180	27%	\$ 7	2%
Pretax operating margin	18.2%	19.3%	19.2%	21.6%	21.5%	17.7%	20.8%	3.3%		3.1%		(0.1)%	
Return on Capital													
Allocated capital	\$ 624	\$ 637	\$ 653	\$ 661	\$ 707	\$ 624	\$ 707	\$ 83	13%	\$ 83	13%	\$ 46	7%
Operating return on allocated capital ⁽¹⁾	121.2%	123.9%	127.6%	131.9%	132.5%	121.2%	132.5%	11.3%		11.3%		0.6%	
Brokerage cash balance ⁽²⁾													
Brokerage cash balance	\$ 24,047	\$ 26,765	\$ 26,240	\$ 25,597	\$ 25,483	\$ 24,047	\$ 25,483	\$ 1,436	6%	\$ 1,436	6%	\$ (114)	—
Brokerage sweep fee	0.48%	0.53%	0.73%	0.97%	1.11%	0.45%	0.93%	0.63%		0.48%		0.14%	
On-balance sheet deposits	\$ 9,452	\$ 10,048	\$ 10,328	\$ 10,210	\$ 10,439	\$ 9,452	\$ 10,439	\$ 987	10%	\$ 987	10%	\$ 229	2%

- (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 2016 through the 3rd quarter of 2017, on-balance sheet deposits included in brokerage cash are \$3.8B, \$4.1B, \$4.2B, \$4.0B and \$4.1B, respectively.

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Ameriprise Financial, Inc.
Advice & Wealth Management Segment
Third Quarter 2017

(in millions, except headcount and where noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons				Seq Qtr Chg - 3Q	
						2016	2017	Qtr Chg - 3Q Diff.	%	YTD Chg - 3Q Diff.	%	Diff.	%
Product Information													
Certificates and Banking - Combined													
Pretax operating earnings	\$ 11	\$ 15	\$ 15	\$ 17	\$ 18	\$ 39	\$ 50	\$ 7	64%	\$ 11	28%	\$ 1	6%
Allocated capital	\$ 311	\$ 327	\$ 339	\$ 344	\$ 351	\$ 311	\$ 351	\$ 40	13%	\$ 40	13%	\$ 7	2%
Operating return on allocated capital ⁽¹⁾	14.0%	14.7%	14.9%	14.6%	15.5%	14.0%	15.5%	1.5%		1.5%		0.9%	
Wealth Management & Distribution													
Pretax operating earnings	\$ 220	\$ 239	\$ 233	\$ 274	\$ 280	\$ 618	\$ 787	\$ 60	27%	\$ 169	27%	\$ 6	2%
Allocated capital	\$ 313	\$ 310	\$ 314	\$ 317	\$ 356	\$ 313	\$ 356	\$ 43	14%	\$ 43	14%	\$ 39	12%
Operating return on allocated capital ⁽¹⁾	223.3%	231.0%	240.5%	253.1%	254.1%	223.3%	254.1%	30.8%		30.8%		1.0%	
Financial Plans													
Branded financial plan net cash sales	\$ 67	\$ 78	\$ 69	\$ 73	\$ 69	\$ 197	\$ 211	\$ 2	3%	\$ 14	7%	\$ (4)	(5)%
Financial Advisors													
Employee advisors	2,047	2,007	1,997	1,992	1,994	2,047	1,994	(53)	(3)%	(53)	(3)%	2	—
Franchisee advisors	7,700	7,668	7,671	7,648	7,681	7,700	7,681	(19)	—	(19)	—	33	—
IPI advisors	—	—	—	—	215	—	215	215	—	215	—	215	—
Total financial advisors	9,747	9,675	9,668	9,640	9,890	9,747	9,890	143	1%	143	1%	250	3%
Operating total net revenues per financial advisor (in thousands) ⁽²⁾													
Employee advisors	\$ 131	\$ 136	\$ 134	\$ 140	\$ 140	\$ 382	\$ 414	\$ 9	7%	\$ 32	8%	\$ —	—
Operating total net revenues per financial advisor-trailing twelve months (in thousands) ⁽³⁾	\$ 511	\$ 518	\$ 529	\$ 541	\$ 550	\$ 511	\$ 550	\$ 39	8%	\$ 39	8%	\$ 9	2%
Advisor Retention													
Employee	89.7%	88.9%	89.1%	89.5%	90.7%	89.7%	90.7%	1.0%		1.0%		1.2%	
Franchisee	93.1%	92.8%	92.7%	92.4%	92.7%	93.1%	92.7%	(0.4)%		(0.4)%		0.3%	
Total Client Assets (at period end)	\$ 475,662	\$ 479,209	\$ 498,907	\$ 512,035	\$ 538,662	\$ 475,662	\$ 538,662	\$ 63,000	13%	\$ 63,000	13%	\$ 26,627	5%
Total Wrap Accounts													
Beginning assets	\$ 189,739	\$ 197,485	\$ 201,078	\$ 212,887	\$ 222,327	\$ 180,488	\$ 201,078	\$ 32,588	17%	\$ 20,590	11%	\$ 9,440	4%
Inflows from acquisitions ⁽⁴⁾	—	—	—	—	743	—	743	743	—	743	—	743	—
Other net flows	2,751	3,310	3,944	4,451	5,382	6,874	13,777	2,631	96%	6,903	#	931	21%
Net flows	2,751	3,310	3,944	4,451	6,125	6,874	14,520	3,374	#	7,646	#	1,674	38%
Market appreciation (depreciation) and other ⁽⁵⁾	4,995	283	7,865	4,989	6,772	10,123	19,626	1,777	36%	9,503	94%	1,783	36%
Total wrap ending assets	\$ 197,485	\$ 201,078	\$ 212,887	\$ 222,327	\$ 235,224	\$ 197,485	\$ 235,224	\$ 37,739	19%	\$ 37,739	19%	\$ 12,897	6%
Advisory wrap account assets ending balance ⁽⁶⁾	\$ 195,444	\$ 198,946	\$ 210,937	\$ 220,248	\$ 233,036	\$ 195,444	\$ 233,036	\$ 37,592	19%	\$ 37,592	19%	\$ 12,788	6%

- (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) Inflows associated with acquisitions that closed during the quarter.
- (5) Included in Market appreciation (depreciation) and other is the change in IPI wrap assets.
- (6) 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%.

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Statistical Supplement Package
(unaudited)

Third Quarter 2017

Asset Management Segment

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Ameriprise Financial, Inc.
Asset Management Segment
Third Quarter 2017

Prior Year Comparisons

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
						2016	2017	Diff.	%	Diff.	%	Diff.	%
Asset Management Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 612	\$ 626	\$ 598	\$ 625	\$ 657	\$ 1,826	\$ 1,880	\$ 45	7%	\$ 54	3%	\$ 32	5%
Distribution fees	125	124	121	112	111	363	344	(14)	(11)%	(19)	(5)%	(1)	(1)%
Net investment income	1	5	4	6	6	9	16	5	#	7	78%	—	—
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	2	6	3	5	4	5	12	2	#	7	#	(1)	(20)%
Total revenues	740	761	726	748	778	2,203	2,252	38	5%	49	2%	30	4%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	740	761	726	748	778	2,203	2,252	38	5%	49	2%	30	4%
Expenses													
Distribution expenses	261	257	257	247	246	762	750	(15)	(6)%	(12)	(2)%	(1)	—
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	4	5	4	4	4	13	12	—	—	(1)	(8)%	—	—
Interest and debt expense	5	5	5	6	5	16	16	—	—	—	—	(1)	(17)%
General and administrative expense	315	325	310	315	323	960	948	8	3%	(12)	(1)%	8	3%
Operating expenses	585	592	576	572	578	1,751	1,726	(7)	(1)%	(25)	(1)%	6	1%
Pretax operating earnings	\$ 155	\$ 169	\$ 150	\$ 176	\$ 200	\$ 452	\$ 526	\$ 45	29%	\$ 74	16%	\$ 24	14%
Pretax operating margin	20.9%	22.2%	20.7%	23.5%	25.7%	20.5%	23.4%	4.8%		2.9%		2.2%	
Operating total net revenues	\$ 740	\$ 761	\$ 726	\$ 748	\$ 778	\$ 2,203	\$ 2,252	\$ 38	5%	\$ 49	2%	\$ 30	4%
Distribution pass thru revenues	(211)	(204)	(206)	(195)	(197)	(613)	(598)	14	7%	15	2%	(2)	(1)%
Subadvisory and other pass thru revenues	(85)	(94)	(92)	(91)	(91)	(260)	(274)	(6)	(7)%	(14)	(5)%	—	—
Adjusted operating revenues ⁽¹⁾	\$ 444	\$ 463	\$ 428	\$ 462	\$ 490	\$ 1,330	\$ 1,380	\$ 46	10%	\$ 50	4%	\$ 28	6%
Pretax operating earnings	\$ 155	\$ 169	\$ 150	\$ 176	\$ 200	\$ 452	\$ 526	\$ 45	29%	\$ 74	16%	\$ 24	14%
Operating net investment income	(1)	(5)	(4)	(6)	(6)	(9)	(16)	(5)	#	(7)	(78)%	—	—
Amortization of intangibles	5	5	4	4	4	16	12	(1)	(20)%	(4)	(25)%	—	—
Adjusted operating earnings ⁽¹⁾	\$ 159	\$ 169	\$ 150	\$ 174	\$ 198	\$ 459	\$ 522	\$ 39	25%	\$ 63	14%	\$ 24	14%
Adjusted net pretax operating margin ⁽¹⁾⁽²⁾	35.8%	36.5%	35.0%	37.7%	40.4%	34.5%	37.8%	4.6%		3.3%		2.7%	
Performance Fees ⁽³⁾													
Net performance fees	\$ 1	\$ 6	\$ —	\$ 2	\$ 8	\$ 8	\$ 10	\$ 7	#	\$ 2	25%	\$ 6	#
Return on Capital													
Allocated capital	\$ 1,827	\$ 1,817	\$ 1,814	\$ 1,822	\$ 1,821	\$ 1,827	\$ 1,821	\$ (6)	—	\$ (6)	—	\$ (1)	—
Operating return on allocated capital ⁽⁴⁾	28.5%	27.8%	28.5%	29.3%	30.5%	28.5%	30.5%	2.0%		2.0%		1.2%	

⁽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%.

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Ameriprise Financial, Inc.
Asset Management Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 3Q			
						2016	2017	Qtr Chg - 3Q	%	YTD Chg - 3Q	%	Diff.	%
Total Managed Assets by Type													
Equity	\$ 245,939	\$ 240,034	\$ 249,805	\$ 257,680	\$ 265,839	\$ 245,939	\$ 265,839	\$ 19,900	8%	\$ 19,900	8%	\$ 8,159	3%
Fixed income	183,329	175,945	178,365	176,318	178,006	183,329	178,006	(5,323)	(3)%	(5,323)	(3)%	1,688	1%
Money market	6,600	6,320	6,110	5,494	5,887	6,600	5,887	(713)	(11)%	(713)	(11)%	393	7%
Alternative	7,264	7,364	7,334	6,578	6,464	7,264	6,464	(800)	(11)%	(800)	(11)%	(114)	(2)%
Hybrid and other	24,638	24,750	25,417	26,579	27,757	24,638	27,757	3,119	13%	3,119	13%	1,178	4%
Total managed assets by type	\$ 467,770	\$ 454,413	\$ 467,031	\$ 472,649	\$ 483,953	\$ 467,770	\$ 483,953	\$ 16,183	3%	\$ 16,183	3%	\$ 11,304	2%
Average Managed Assets by Type ⁽¹⁾													
Equity	\$ 244,636	\$ 240,327	\$ 245,539	\$ 255,259	\$ 261,704	\$ 243,997	\$ 254,253	\$ 17,068	7%	\$ 10,256	4%	\$ 6,445	3%
Fixed income	182,349	178,776	177,398	177,247	177,300	179,555	177,309	(5,049)	(3)%	(2,246)	(1)%	53	—
Money market	6,946	6,494	5,976	5,845	5,826	7,282	5,898	(1,120)	(16)%	(1,384)	(19)%	(19)	—
Alternative	7,228	7,091	7,364	7,126	6,524	7,662	7,014	(704)	(10)%	(648)	(8)%	(602)	(8)%
Hybrid and other	24,615	24,676	25,141	26,089	27,157	24,337	26,155	2,542	10%	1,818	7%	1,068	4%
Total average managed assets by type	\$ 465,774	\$ 457,364	\$ 461,418	\$ 471,566	\$ 478,511	\$ 462,833	\$ 470,629	\$ 12,737	3%	\$ 7,796	2%	\$ 6,945	1%

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

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Ameriprise Financial, Inc.
Asset Management Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 3Q		
						2016	2017	Qtr Chg - 3Q	%	YTD Chg - 3Q	%	Diff.
Managed Assets Rollforward												
Global Retail Funds												

Beginning assets	\$ 259,249	\$ 266,025	\$ 259,919	\$ 267,320	\$ 272,902	\$263,866	\$259,919	\$13,653	5%	\$ (3,947)	(1)%	\$ 5,582	2%
Inflows	12,342	13,910	14,835	12,256	10,916	38,332	38,007	(1,426)	(12)%	(325)	(1)%	(1,340)	(11)%
Inflows from acquisitions ⁽¹⁾	976	—	—	—	—	976	—	(976)	#	(976)	#	—	—
Outflows	(14,239)	(17,772)	(18,178)	(15,161)	(12,329)	(45,687)	(45,668)	1,910	13%	19	—	2,832	19%
Net VP/VIT fund flows	(617)	(743)	(960)	(847)	(750)	(1,305)	(2,557)	(133)	(22)%	(1,252)	(96)%	97	11%
Net new flows	(1,538)	(4,605)	(4,303)	(3,752)	(2,163)	(7,684)	(10,218)	(625)	(41)%	(2,534)	(33)%	1,589	42%
Reinvested dividends	582	4,398	424	2,388	489	3,715	3,301	(93)	(16)%	(414)	(11)%	(1,899)	(80)%
Net flows	(956)	(207)	(3,879)	(1,364)	(1,674)	(3,969)	(6,917)	(718)	(75)%	(2,948)	(74)%	(310)	(23)%
Distributions	(851)	(5,309)	(600)	(2,802)	(689)	(4,551)	(4,091)	162	19%	460	10%	2,113	75%
Market appreciation (depreciation) and other	9,464	1,322	11,383	7,989	9,064	13,904	28,436	(400)	(4)%	14,532	#	1,075	13%
Foreign currency translation ⁽²⁾	(881)	(1,912)	497	1,759	1,146	(3,225)	3,402	2,027	#	6,627	#	(613)	(35)%
Total ending assets	266,025	259,919	267,320	272,902	280,749	266,025	280,749	14,724	6%	14,724	6%	7,847	3%
% of total retail assets sub-advised	16.4%	16.9%	17.0%	17.2%	17.2%	16.4%	17.2%	0.7%		0.7%		0.0%	
Global Institutional													
Beginning assets	200,328	201,745	194,494	199,711	199,747	208,022	194,494	(581)	—	(13,528)	(7)%	36	—
Inflows	5,101	5,562	7,124	5,930	5,805	18,489	18,859	704	14%	370	2%	(125)	(2)%
Outflows	(8,494)	(7,450)	(8,874)	(13,308)	(8,801)	(31,060)	(30,983)	(307)	(4)%	77	—	4,507	34%
Net flows	(3,393)	(1,888)	(1,750)	(7,378)	(2,996)	(12,571)	(12,124)	397	12%	447	4%	4,382	59%
Market appreciation (depreciation) and other ⁽³⁾⁽⁴⁾	7,106	(1,293)	5,958	3,883	4,052	14,833	13,893	(3,054)	(43)%	(940)	(6)%	169	4%
Foreign currency translation ⁽²⁾	(2,296)	(4,070)	1,009	3,531	2,401	(8,539)	6,941	4,697	#	15,480	#	(1,130)	(32)%
Total ending assets	201,745	194,494	199,711	199,747	203,204	201,745	203,204	1,459	1%	1,459	1%	3,457	2%
Total managed assets	\$ 467,770	\$ 454,413	\$ 467,031	\$ 472,649	\$ 483,953	\$467,770	\$483,953	\$16,183	3%	\$ 16,183	3%	\$ 11,304	2%
Total net flows	\$ (4,349)	\$ (2,095)	\$ (5,629)	\$ (8,742)	\$ (4,670)	\$ (16,540)	\$ (19,041)	\$ (321)	(7)%	\$ (2,501)	(15)%	\$ 4,072	47%
Former Parent Company Related ⁽⁵⁾													
Retail net new flows	\$ (26)	\$ (712)	\$ (920)	\$ (765)	\$ (570)	\$ (613)	\$ (2,255)	\$ (544)	#	\$ (1,642)	#	\$ 195	25%
Institutional net new flows	(1,477)	(1,298)	(1,692)	(6,314)	(2,411)	(7,619)	(10,417)	(934)	(63)%	(2,798)	(37)%	3,903	62%
Total net new flows	<u>\$ (1,503)</u>	<u>\$ (2,010)</u>	<u>\$ (2,612)</u>	<u>\$ (7,079)</u>	<u>\$ (2,981)</u>	<u>\$ (8,232)</u>	<u>\$ (12,672)</u>	<u>\$ (1,478)</u>	<u>(98)%</u>	<u>\$ (4,440)</u>	<u>(54)%</u>	<u>\$ 4,098</u>	<u>58%</u>

- (1) Inflows associated with acquisitions that closed during the quarter.
(2) Amounts represent local currency to US dollar translation for reporting purposes.
(3) Included in Market appreciation (depreciation) and other for Global Institutional in the 4th quarter of 2016 are (\$0.4B) due to the transfer of assets from Separately Managed Accounts (SMAs) to Unified Managed Accounts (UMAs).
(4) Included in Market appreciation (depreciation) and other for Global Institutional is the change in the affiliated general account balance.
(5) 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 2017

Mutual Fund Rankings in top 2 Lipper Quartiles

		3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017
Domestic Equity						
Equal weighted	1 year	62%	56%	69%	78%	72%
	3 year	68%	75%	75%	72%	75%
	5 year	67%	71%	71%	78%	78%
Asset weighted	1 year	74%	41%	67%	86%	68%
	3 year	78%	81%	79%	75%	82%
	5 year	84%	75%	79%	83%	82%
International Equity						
Equal weighted	1 year	55%	20%	45%	60%	75%
	3 year	60%	55%	55%	60%	55%
	5 year	80%	70%	70%	75%	75%
Asset weighted	1 year	73%	12%	33%	41%	56%
	3 year	44%	44%	44%	48%	44%
	5 year	52%	47%	48%	51%	55%
Taxable Fixed Income						
Equal weighted	1 year	78%	72%	78%	72%	72%
	3 year	71%	76%	76%	72%	78%
	5 year	76%	76%	82%	82%	76%
Asset weighted	1 year	82%	75%	70%	73%	74%
	3 year	76%	83%	83%	82%	83%
	5 year	85%	86%	88%	89%	87%
Tax Exempt Fixed Income						
Equal weighted	1 year	84%	74%	84%	53%	74%
	3 year	89%	89%	89%	89%	89%
	5 year	94%	100%	100%	100%	100%
Asset weighted	1 year	92%	59%	97%	38%	60%
	3 year	81%	86%	92%	98%	98%
	5 year	88%	100%	100%	100%	100%
Asset Allocation Funds						
Equal weighted	1 year	69%	31%	62%	54%	54%
	3 year	100%	100%	90%	100%	90%
	5 year	75%	75%	88%	78%	78%
Asset weighted	1 year	87%	15%	48%	47%	47%
	3 year	100%	100%	100%	100%	94%
	5 year	81%	82%	98%	92%	93%
Number of 4- or 5-star Morningstar rated funds						
Overall		54	51	49	54	51
3 year		54	45	46	55	56
5 year		52	44	46	46	49
Percent of 4- or 5-star Morningstar rated funds						
Overall		56%	54%	52%	56%	50%
3 year		56%	48%	48%	57%	55%
5 year		55%	47%	49%	49%	49%
Percent of 4- or 5-star Morningstar rated assets						
Overall		68%	64%	63%	65%	58%
3 year		75%	64%	68%	72%	66%
5 year		67%	53%	63%	56%	57%

Mutual fund performance rankings are based on the performance of Class Z fund shares for Columbia branded mutual funds. Only funds with Class Z shares are included.

Equal Weighted Rankings in Top 2 Quartiles: Counts the number of funds with above median ranking divided by the total number of funds. Asset size is not a factor.

Asset Weighted Rankings in Top 2 Quartiles: Sums the total assets of the funds with above median ranking divided by total assets of all funds. Funds with more assets will receive a greater share of the total percentage above or below median.

Ameriprise Financial, Inc.
Asset Management Segment - Threadneedle
Third Quarter 2017

Retail Fund Rankings in Top 2 Morningstar Quartiles or Above Index Benchmark

		3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017
Equity						
Equal weighted	1 year	52%	26%	30%	54%	48%
	3 year	72%	58%	68%	74%	72%
	5 year	71%	72%	70%	65%	72%
Asset weighted	1 year	62%	40%	42%	65%	50%
	3 year	69%	67%	79%	80%	79%
	5 year	63%	67%	66%	54%	59%

Fixed Income							
Equal weighted	1 year	58%	70%	72%	76%	76%	
	3 year	50%	59%	69%	64%	79%	
	5 year	64%	65%	64%	72%	76%	
Asset weighted	1 year	57%	68%	79%	85%	85%	
	3 year	69%	74%	90%	84%	90%	
	5 year	73%	69%	75%	80%	92%	
Allocation (Managed) Funds							
Equal weighted	1 year	88%	67%	44%	67%	78%	
	3 year	88%	100%	100%	100%	89%	
	5 year	83%	83%	100%	83%	86%	
Asset weighted	1 year	80%	70%	32%	44%	61%	
	3 year	97%	100%	100%	100%	94%	
	5 year	92%	92%	100%	92%	93%	

The performance of each fund is measured on a consistent basis against the most appropriate benchmark - a peer group of similar funds or an index.

Equal weighted: Counts the number of funds with above median ranking (if measured against peer group) or above index performance (if measured against an index) divided by the total number of funds. Asset size is not a factor.

Asset weighted: Sums the assets of the funds with above median ranking (if measured against peer group) or above index performance (if measured against an index) divided by the total sum of assets in the funds. Funds with more assets will receive a greater share of the total percentage above or below median or index.

Aggregated Allocation (Managed) Funds include funds that invest in other funds of the Threadneedle range including those funds that invest in both equity and fixed income.

Aggregated Threadneedle data includes funds on the Threadneedle platform sub-advised by Columbia as well as advisors not affiliated with Ameriprise Financial, Inc.



Statistical Supplement Package
(unaudited)

Third Quarter 2017

Annuities Segment

Ameriprise Financial, Inc.
Annuities Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q	YTD Chg - 3Q		Seq Qtr Chg - 3Q		
								Diff.	%	Diff.	%	Diff.	%
Annuities Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 188	\$ 183	\$ 187	\$ 190	\$ 196	\$ 549	\$ 573	\$ 8	4%	\$ 24	4%	\$ 6	3%
Distribution fees	89	89	87	92	91	260	270	2	2%	10	4%	(1)	(1)%
Net investment income	192	187	179	175	173	573	527	(19)	(10)%	(46)	(8)%	(2)	(1)%
Premiums	29	27	27	33	24	89	84	(5)	(17)%	(5)	(6)%	(9)	(27)%
Other revenues	133	131	128	137	142	375	407	9	7%	32	9%	5	4%
Total revenues	631	617	608	627	626	1,846	1,861	(5)	(1)%	15	1%	(1)	—
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	631	617	608	627	626	1,846	1,861	(5)	(1)%	15	1%	(1)	—
Expenses													
Distribution expenses	106	107	102	107	105	316	314	(1)	(1)%	(2)	(1)%	(2)	(2)%
Interest credited to fixed accounts	122	118	118	118	121	360	357	(1)	(1)%	(3)	(1)%	3	3%
Benefits, claims, losses and settlement expenses	346	152	143	149	19	628	311	(327)	(95)%	(317)	(50)%	(130)	(87)%
Amortization of deferred acquisition costs	66	50	47	48	40	159	135	(26)	(39)%	(24)	(15)%	(8)	(17)%
Interest and debt expense	7	9	8	9	9	24	26	2	29%	2	8%	—	—
General and administrative expense	52	54	51	54	51	157	156	(1)	(2)%	(1)	(1)%	(3)	(6)%
Operating expenses	699	490	469	485	345	1,644	1,299	(354)	(51)%	(345)	(21)%	(140)	(29)%
Pretax operating earnings	\$ (68)	\$ 127	\$ 139	\$ 142	\$ 281	\$ 202	\$ 562	\$ 349	#	\$ 360	#	\$ 139	98%
Pretax operating margin	(10.8)%	20.6%	22.9%	22.6%	44.9%	10.9%	30.2%	55.7%		19.3%		22.3%	
Return on Capital													
Allocated capital	\$ 1,950	\$ 1,968	\$ 1,991	\$ 1,956	\$ 1,928	\$ 1,950	\$ 1,928	\$ (22)	(1)%	\$ (22)	(1)%	\$ (28)	(1)%
Operating return on allocated capital ⁽¹⁾	14.3%	13.3%	14.3%	13.7%	28.0%	14.3%	28.0%	13.7%		13.7%		14.3%	
Market impact on variable annuity guaranteed benefits ⁽²⁾													
Risk margin and nonperformance spread impact	\$ 13	\$ (115)	\$ (22)	\$ (3)	\$ (7)	\$ 238	\$ (32)	\$ (20)	#	\$ (270)	#	\$ (4)	#
Other	(50)	(23)	(41)	(77)	(48)	(316)	(166)	2	4%	150	47%	29	38%
Total VA guaranteed benefit impact excluded from operating earnings	\$ (37)	\$ (138)	\$ (63)	\$ (80)	\$ (55)	\$ (78)	\$ (198)	\$ (18)	(49)%	\$ (120)	#	\$ 25	31%
Total annuity net flows ⁽³⁾	\$ (890)	\$ (983)	\$ (1,336)	\$ (1,252)	\$ (1,098)	\$ (2,218)	\$ (3,686)	\$ (208)	(23)%	\$ (1,468)	(66)%	\$ 154	12%

(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.

(3) Excludes payout annuities.

Variance equal to or greater than 100%.

Ameriprise Financial, Inc.
Annuities Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Product Information													
Variable Annuities													
Pretax operating earnings	\$ (97)	\$ 107	\$ 116	\$ 127	\$ 262	\$ 121	\$ 505	\$ 359	#	\$ 384	#	\$ 135	#
Allocated capital ⁽¹⁾	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ —	—	\$ —	—	\$ —	—
Operating return on allocated capital ⁽²⁾	28.8%	26.6%	29.7%	30.0%	74.9%	28.8%	74.9%	46.1%		46.1%		44.9%	
Fixed Annuities ⁽³⁾													
Pretax operating earnings	\$ 29	\$ 20	\$ 23	\$ 15	\$ 19	\$ 81	\$ 57	\$ (10)	(34)%	\$ (24)	(30)%	\$ 4	27%
Allocated capital	\$ 1,300	\$ 1,318	\$ 1,341	\$ 1,306	\$ 1,278	\$ 1,300	\$ 1,278	\$ (22)	(2)%	\$ (22)	(2)%	\$ (28)	(2)%
Operating return on allocated capital ⁽²⁾	6.7%	6.5%	6.5%	5.6%	4.7%	6.7%	4.7%	(2.0)%		(2.0)%		(0.9)%	
Variable Annuities Rollforward													
Beginning balance	\$ 74,580	\$ 75,866	\$ 74,817	\$ 76,365	\$ 77,397	\$ 74,244	\$ 74,817	\$ 2,817	4%	\$ 573	1%	\$ 1,032	1%
Deposits	1,160	1,117	948	1,046	1,002	3,477	2,996	(158)	(14)%	(481)	(14)%	(44)	(4)%
Withdrawals and terminations	(1,810)	(1,849)	(2,018)	(2,055)	(1,887)	(4,950)	(5,960)	(77)	(4)%	(1,010)	(20)%	168	8%
Net flows	(650)	(732)	(1,070)	(1,009)	(885)	(1,473)	(2,964)	(235)	(36)%	(1,491)	#	124	12%
Investment performance and interest credited	1,936	(317)	2,618	2,041	2,142	3,095	6,801	206	11%	3,706	#	101	5%
Total ending balance - contract accumulation values	\$ 75,866	\$ 74,817	\$ 76,365	\$ 77,397	\$ 78,654	\$ 75,866	\$ 78,654	\$ 2,788	4%	\$ 2,788	4%	\$ 1,257	2%
Variable annuities fixed sub-accounts	\$ 5,152	\$ 5,211	\$ 5,212	\$ 5,203	\$ 5,187	\$ 5,152	\$ 5,187	\$ 35	1%	\$ 35	1%	\$ (16)	—
Fixed Deferred Annuities Rollforward													
Beginning balance	\$ 10,325	\$ 10,163	\$ 9,991	\$ 9,800	\$ 9,631	\$ 10,673	\$ 9,991	\$ (694)	(7)%	\$ (682)	(6)%	\$ (169)	(2)%
Deposits	38	34	43	44	33	157	120	(5)	(13)%	(37)	(24)%	(11)	(25)%
Withdrawals and terminations	(278)	(285)	(309)	(287)	(246)	(902)	(842)	32	12%	60	7%	41	14%
Net flows	(240)	(251)	(266)	(243)	(213)	(745)	(722)	27	11%	23	3%	30	12%
Policyholder interest credited	78	79	75	74	74	235	223	(4)	(5)%	(12)	(5)%	—	—
Total ending balance - contract accumulation values	\$ 10,163	\$ 9,991	\$ 9,800	\$ 9,631	\$ 9,492	\$ 10,163	\$ 9,492	\$ (671)	(7)%	\$ (671)	(7)%	\$ (139)	(1)%
Capitalized interest	\$ 1	\$ 1	\$ 1	\$ —	\$ 1	\$ 2	\$ 2	\$ —	—	\$ —	—	\$ 1	—
Payout Annuities Reserve Balance	\$ 2,088	\$ 2,096	\$ 2,090	\$ 2,099	\$ 2,091	\$ 2,088	\$ 2,091	\$ 3	—	\$ 3	—	\$ (8)	—
Tax Equivalent Spread - Fixed Deferred Annuities ⁽⁴⁾													
Gross rate of return on invested assets ⁽⁵⁾	4.6%	4.6%	4.4%	4.3%	4.3%	4.6%	4.3%	(0.3)%		(0.3)%		—	

Crediting rate excluding capitalized interest	(3.0)%	(3.1)%	(3.1)%	(3.1)%	(3.1)%	(3.0)%	(3.1)%	(0.1)%		(0.1)%			
Tax equivalent margin spread	<u>1.6%</u>	<u>1.5%</u>	<u>1.3%</u>	<u>1.2%</u>	<u>1.2%</u>	<u>1.6%</u>	<u>1.2%</u>	<u>(0.4)%</u>		<u>(0.4)%</u>			
Total Variable Annuities DAC													
Beginning balance	\$ 1,685	\$ 1,670	\$ 1,724	\$ 1,726	\$ 1,729	\$ 1,722	\$ 1,724	\$ 44	3%	\$ 2	—	\$ 3	—
Capitalization	41	41	34	40	39	124	113	(2)	(5)%	(11)	(9)%	(1)	(3)%
Non-operating amortization	8	37	9	9	6	(6)	24	(2)	(25)%	30	#	(3)	(33)%
Amortization per income statement	(64)	(45)	(42)	(43)	(36)	(147)	(121)	28	44%	26	18%	7	16%
Other	—	21	1	(3)	(1)	(23)	(3)	(1)	—	20	87%	2	67%
Total ending balance	<u>\$ 1,670</u>	<u>\$ 1,724</u>	<u>\$ 1,726</u>	<u>\$ 1,729</u>	<u>\$ 1,737</u>	<u>\$ 1,670</u>	<u>\$ 1,737</u>	<u>\$ 67</u>	4%	<u>\$ 67</u>	4%	<u>\$ 8</u>	—
Total Fixed Deferred Annuities DAC													
Beginning balance	\$ 57	\$ 56	\$ 76	\$ 74	\$ 68	\$ 87	\$ 76	\$ 11	19%	\$ (11)	(13)%	\$ (6)	(8)%
Capitalization	—	—	1	—	1	3	2	1	—	(1)	(33)%	1	—
Non-operating amortization	—	—	(1)	—	—	—	(1)	—	—	(1)	—	—	—
Amortization per income statement	(2)	(5)	(5)	(5)	(4)	(12)	(14)	(2)	#	(2)	(17)%	1	20%
Other	1	25	3	(1)	2	(22)	4	1	#	26	#	3	#
Total ending balance	<u>\$ 56</u>	<u>\$ 76</u>	<u>\$ 74</u>	<u>\$ 68</u>	<u>\$ 67</u>	<u>\$ 56</u>	<u>\$ 67</u>	<u>\$ 11</u>	20%	<u>\$ 11</u>	20%	<u>\$ (1)</u>	(1)%

- (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.
- (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 deferred 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 2016 through the 3rd quarter of 2017, 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%, 4.5%, 4.3%, 4.2% and 4.2% respectively.
- # Variance equal to or greater than 100%.



Statistical Supplement Package
(unaudited)

Third Quarter 2017

Protection Segment

Ameriprise Financial, Inc.
Protection Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q	YTD Chg - 3Q	Seq Qtr Chg - 3Q			
								Diff.	%	Diff.	%	Diff.	%
Protection Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 13	\$ 13	\$ 13	\$ 10	\$ 12	\$ 38	\$ 35	\$ (1)	(8)%	\$ (3)	(8)%	\$ 2	20%
Distribution fees	24	26	25	25	24	72	74	—	—	2	3%	(1)	(4)%
Net investment income	85	83	85	82	86	247	253	1	1%	6	2%	4	5%
Premiums	323	327	294	297	305	959	896	(18)	(6)%	(63)	(7)%	8	3%
Other revenues	168	99	104	103	51	377	258	(117)	(70)%	(119)	(32)%	(52)	(50)%
Total revenues	613	548	521	517	478	1,693	1,516	(135)	(22)%	(177)	(10)%	(39)	(8)%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	613	548	521	517	478	1,693	1,516	(135)	(22)%	(177)	(10)%	(39)	(8)%
Expenses													
Distribution expenses	17	20	17	16	17	50	50	—	—	—	—	1	6%
Interest credited to fixed accounts	44	45	44	47	47	130	138	3	7%	8	6%	—	—
Benefits, claims, losses and settlement expenses	363	310	297	313	278	1,015	888	(85)	(23)%	(127)	(13)%	(35)	(11)%
Amortization of deferred acquisition costs	38	31	28	29	13	107	70	(25)	(66)%	(37)	(35)%	(16)	(55)%
Interest and debt expense	6	7	6	6	7	18	19	1	17%	1	6%	1	17%
General and administrative expense	61	62	66	55	61	183	182	—	—	(1)	(1)%	6	11%
Operating expenses	529	475	458	466	423	1,503	1,347	(106)	(20)%	(156)	(10)%	(43)	(9)%
Pretax operating earnings	\$ 84	\$ 73	\$ 63	\$ 51	\$ 55	\$ 190	\$ 169	\$ (29)	(35)%	\$ (21)	(11)%	\$ 4	8%
Pretax operating margin	13.7%	13.3%	12.1%	9.9%	11.5%	11.2%	11.1%	(2.2)%		(0.1)%		1.6%	
Return on Capital													
Allocated capital	\$ 1,516	\$ 1,522	\$ 1,478	\$ 1,460	\$ 1,391	\$ 1,516	\$ 1,391	\$ (125)	(8)%	(125)	(8)%	(69)	(5)%
Operating return on allocated capital ⁽¹⁾	12.7%	14.4%	14.4%	15.1%	13.2%	12.7%	13.2%	0.5%		0.5%		(1.9)%	
Market impact on indexed universal life benefits ⁽²⁾													
Risk margin and nonperformance spread impact ⁽³⁾	\$ —	\$ 8	\$ 3	\$ 6	\$ 8	\$ (15)	\$ 17	\$ 8	—	\$ 32	#	\$ 2	33%
Other ⁽³⁾	7	(3)	(3)	(12)	(18)	46	(33)	(25)	#	(79)	#	(6)	(50)%
Total market impact on indexed universal life benefits excluded from operating earnings	\$ 7	\$ 5	\$ —	\$ (6)	\$ (10)	\$ 31	\$ (16)	\$ (17)	#	\$ (47)	#	\$ (4)	(67)%
Product Information													
Life and Health ⁽⁴⁾													
Pretax operating earnings	\$ 92	\$ 63	\$ 68	\$ 69	\$ 48	\$ 245	\$ 185	\$ (44)	(48)%	(60)	(24)%	(21)	(30)%

Allocated capital	\$ 809	\$ 817	\$ 817	\$ 800	\$ 769	\$ 809	\$ 769	\$ (40)	(5)%	(40)	(5)%	(31)	(4)%
Operating return on allocated capital ⁽¹⁾	35.5%	31.6%	30.5%	29.9%	24.7%	35.5%	24.7%	(10.8)%		(10.8)%		(5.2)%	

Auto and Home Insurance

Pretax operating earnings (loss)	\$ (8)	\$ 10	\$ (5)	\$ (18)	\$ 7	\$ (55)	\$ (16)	\$ 15	#	\$ 39	71%	\$ 25	#
Allocated capital	\$ 707	\$ 705	\$ 661	\$ 660	\$ 622	\$ 707	\$ 622	\$ (85)	(12)%	\$ (85)	(12)%	\$ (38)	(6)%
Operating return on allocated capital ⁽¹⁾	(12.8)%	(5.1)%	(4.3)%	(2.4)%	(0.6)%	(12.8)%	(0.6)%	12.2%		12.2%		1.8%	
Total Auto and Home catastrophe losses	\$ 29	\$ 15	\$ 25	\$ 44	\$ 15	\$ 89	\$ 84	\$ (14)	(48)%	\$ (5)	(6)%	\$ (29)	(66)%

⁽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.

⁽³⁾ "Risk margin and nonperformance spread impact" and "Other" for the 2nd quarter of 2017 have been restated. "Total market impact on indexed universal life benefits excluded from operating earnings" remains unchanged.

⁽⁴⁾ Life and health includes captive insurance.

Variance equal to or greater than 100%.

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Ameriprise Financial, Inc. Protection Segment Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q	YTD Chg - 3Q	Seq Qtr Chg - 3Q			
								Diff.	%	Diff.	%	Diff.	%
Cash Sales													
VUL / UL ⁽¹⁾	\$ 70	\$ 88	\$ 65	\$ 78	\$ 72	\$ 202	\$ 215	\$ 2	3%	\$ 13	6%	\$ (6)	(8)%
Term and whole life	2	2	2	2	2	7	6	—	—	(1)	(14)%	—	—
Disability insurance	1	1	1	1	1	3	3	—	—	—	—	—	—
Auto and home	294	259	271	283	305	826	859	11	4%	33	4%	22	8%
Total cash sales	\$ 367	\$ 350	\$ 339	\$ 364	\$ 380	\$ 1,038	\$ 1,083	\$ 13	4%	\$ 45	4%	\$ 16	4%
VUL / UL Policyholder Account Balances													
Beginning balance	\$ 11,236	\$ 11,461	\$ 11,511	\$ 11,783	\$ 12,006	\$ 11,170	\$ 11,511	\$ 770	7%	\$ 341	3%	\$ 223	2%
Premiums and deposits	245	269	245	256	247	731	748	2	1%	17	2%	(9)	(4)%
Investment performance and interest	281	82	348	275	300	457	923	19	7%	466	#	25	9%
Withdrawals and surrenders	(302)	(302)	(319)	(308)	(319)	(897)	(946)	(17)	(6)%	(49)	(5)%	(11)	(4)%
Other	1	1	(2)	—	1	—	(1)	—	—	(1)	—	1	—
Total ending balance	\$ 11,461	\$ 11,511	\$ 11,783	\$ 12,006	\$ 12,235	\$ 11,461	\$ 12,235	\$ 774	7%	\$ 774	7%	\$ 229	2%
Premiums by Product													
Term and whole life	\$ 11	\$ 11	\$ 11	\$ 11	\$ 11	\$ 34	\$ 33	\$ —	—	\$ (1)	(3)%	\$ —	—
Disability insurance	37	36	35	35	36	110	106	(1)	(3)%	(4)	(4)%	1	3%
Auto and home	270	275	242	244	252	799	738	(18)	(7)%	(61)	(8)%	8	3%
Intercompany premiums	5	5	6	7	6	16	19	1	20%	3	19%	(1)	(14)%
Total premiums by product	\$ 323	\$ 327	\$ 294	\$ 297	\$ 305	\$ 959	\$ 896	\$ (18)	(6)%	\$ (63)	(7)%	\$ 8	3%
Auto and Home Insurance Details													
Policy count (thousands)	950	943	940	937	939	950	939	(11)	(1)%	(11)	(1)%	2	—
Catastrophe loss ratio	10.6%	4.4%	9.4%	16.0%	5.8%	11.2%	10.4%	(4.8)%		(0.8)%		(10.2)%	
Non-catastrophe / other loss ratio	79.3%	79.6%	78.7%	80.1%	80.3%	82.5%	79.7%	1.0%		(2.8)%		0.2%	
Expense ratio	18.3%	17.7%	20.0%	17.2%	16.9%	18.5%	18.0%	(1.4)%		(0.5)%		(0.3)%	
Combined ratio	108.2%	101.7%	108.1%	113.3%	103.0%	112.2%	108.1%	(5.2)%		(4.1)%		(10.3)%	
DAC Rollforward													
Life and Health													
Beginning balance	\$ 802	\$ 783	\$ 821	\$ 821	\$ 819	\$ 857	\$ 821	\$ 17	2%	\$ (36)	(4)%	\$ (2)	—
Capitalization	18	26	19	21	20	54	60	2	11%	6	11%	(1)	(5)%
Non-operating amortization	(4)	(6)	(1)	3	3	(12)	5	7	#	17	#	—	—
Amortization per income statement	(21)	(14)	(14)	(15)	—	(56)	(29)	21	#	27	48%	15	#
Other	(12)	32	(4)	(11)	(5)	(60)	(20)	7	58%	40	67%	6	55%
Total ending balance	\$ 783	\$ 821	\$ 821	\$ 819	\$ 837	\$ 783	\$ 837	\$ 54	7%	\$ 54	7%	\$ 18	2%
Life Insurance in Force	\$ 195,987	\$ 196,472	\$ 196,338	\$ 196,045	\$ 195,947	\$ 195,987	\$ 195,947	\$ (40)	—	\$ (40)	—	\$ (98)	—
Net Amount at Risk	\$ 40,696	\$ 41,290	\$ 41,717	\$ 41,192	\$ 41,146	\$ 40,696	\$ 41,146	\$ 450	1%	\$ 450	1%	\$ (46)	—
Net Policyholder Reserves													
VUL / UL	\$ 10,700	\$ 10,759	\$ 11,054	\$ 11,295	\$ 11,548	\$ 10,700	\$ 11,548	\$ 848	8%	\$ 848	8%	\$ 253	2%
Term and whole life	205	203	201	200	198	205	198	(7)	(3)%	(7)	(3)%	(2)	(1)%
Disability insurance	520	524	525	526	530	520	530	10	2%	10	2%	4	1%
Other insurance	801	792	790	783	775	801	775	(26)	(3)%	(26)	(3)%	(8)	(1)%
Auto and home loss and LAE reserves	616	614	610	599	589	616	589	(27)	(4)%	(27)	(4)%	(10)	(2)%
Total net policyholder reserves	\$ 12,842	\$ 12,892	\$ 13,180	\$ 13,403	\$ 13,640	\$ 12,842	\$ 13,640	\$ 798	6%	\$ 798	6%	\$ 237	2%

⁽¹⁾ Includes lump sum deposits.

Variance equal to or greater than 100%.

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Statistical Supplement Package
(unaudited)

Third Quarter 2017

Corporate & Other Segment

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Ameriprise Financial, Inc.
Corporate & Other Segment
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Product Information ⁽¹⁾													
Corporate excluding Long Term Care													
Operating total net revenues	\$ (15)	\$ (8)	\$ (9)	\$ (11)	\$ (19)	\$ (20)	\$ (39)	\$ (4)	(27)%	\$ (19)	(95)%	\$ (8)	(73)%
Operating expenses	57	66	72	62	59	178	193	2	4%	15	8%	(3)	(5)%
Pretax operating earnings (loss)	\$ (72)	\$ (74)	\$ (81)	\$ (73)	\$ (78)	\$ (198)	\$ (232)	\$ (6)	(8)%	\$ (34)	(17)%	\$ (5)	(7)%
Long Term Care													
Operating total net revenues	\$ 66	\$ 67	\$ 66	\$ 66	\$ 69	\$ 198	\$ 201	\$ 3	5%	\$ 3	2%	\$ 3	5%
Operating expenses	139	81	65	69	127	271	261	(12)	(9)%	(10)	(4)%	58	84%
Pretax operating earnings (loss)	\$ (73)	\$ (14)	\$ 1	\$ (3)	\$ (58)	\$ (73)	\$ (60)	\$ 15	21%	\$ 13	18%	\$ (55)	#
Allocated capital	\$ 579	\$ 663	\$ 674	\$ 690	\$ 652	\$ 579	\$ 652	\$ 73	13%	\$ 73	13%	\$ (38)	(6)%

⁽¹⁾ See Exhibit B for details on Long Term Care and Corporate Excluding Long Term Care
Variance equal to or greater than 100%.

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Ameriprise Financial, Inc.
Eliminations ⁽¹⁾
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q	
								Diff.	%	Diff.	%	Diff.	%
Eliminations Operating Income Statements													
Revenues													
Management and financial advice fees	\$ (34)	\$ (36)	\$ (35)	\$ (34)	\$ (35)	\$ (101)	\$ (104)	\$ (1)	(3)%	\$ (3)	(3)%	\$ (1)	(3)%
Distribution fees	(314)	(322)	(303)	(304)	(304)	(926)	(911)	10	3%	15	2%	—	—
Net investment income	(1)	—	—	—	(1)	(1)	(1)	—	—	—	—	(1)	—
Premiums	(5)	(6)	(9)	(8)	(9)	(15)	(26)	(4)	(80)%	(11)	(73)%	(1)	(13)%
Other revenues	—	—	—	—	—	—	—	—	—	—	—	—	—
Total revenues	(354)	(364)	(347)	(346)	(349)	(1,043)	(1,042)	5	1%	1	—	(3)	(1)%
Banking and deposit interest expense	(1)	—	—	(1)	(1)	(1)	(2)	—	—	(1)	#	—	—
Operating total net revenues	(353)	(364)	(347)	(345)	(348)	(1,042)	(1,040)	5	1%	2	—	(3)	(1)%
Expenses													
Distribution expenses	(336)	(347)	(327)	(325)	(329)	(993)	(981)	7	2%	12	1%	(4)	(1)%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	(3)	(3)	(3)	—	(9)	(3)	—	(9)	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	—	—	—	—	1	—	1	1	—	1	—	1	—
General and administrative expense	(17)	(17)	(17)	(17)	(17)	(49)	(51)	—	—	(2)	(4)%	—	—
Operating expenses	(353)	(364)	(347)	(345)	(348)	(1,042)	(1,040)	5	1%	2	—	(3)	(1)%
Pretax operating earnings	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	—	\$ —	—	\$ —	—

⁽¹⁾ The majority of the amounts represent the impact of inter-segment transfer pricing for both revenues and expenses.
Variance equal to or greater than 100%.

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Third Quarter 2017
Balance Sheet and Ratings Information

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Ameriprise Financial, Inc.
Consolidated Balance Sheets
Third Quarter 2017

(in millions, unaudited)	September 30, 2016	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017
Assets					
Cash and cash equivalents	\$ 3,075	\$ 2,318	\$ 1,996	\$ 2,392	\$ 2,398
Cash of consolidated investment entities	254	168	181	171	106
Investments	35,875	35,834	35,771	35,935	36,202
Investments of consolidated investment entities	2,573	2,254	2,249	2,257	2,215
Separate account assets	81,511	80,210	82,169	83,661	85,287
Receivables	5,322	5,299	5,355	5,481	5,742
Receivables of consolidated investment entities	14	11	17	38	9
Deferred acquisition costs	2,539	2,648	2,643	2,637	2,661
Restricted and segregated cash and investments	2,962	3,331	3,403	3,072	3,131
Other assets	9,517	7,748	7,073	7,500	7,735
Other assets of consolidated investment entities	1	—	—	—	—
Total Assets	\$ 143,643	\$ 139,821	\$ 140,857	\$ 143,144	\$ 145,486
Liabilities					
Policyholder account balances, future policy benefits and claims	\$ 31,469	\$ 30,202	\$ 29,762	\$ 29,878	\$ 29,963
Separate account liabilities	81,511	80,210	82,169	83,661	85,287
Customer deposits	9,442	10,036	10,316	10,200	10,427
Short-term borrowings	200	200	200	200	201
Long-term debt	2,934	2,917	2,911	2,908	2,902
Debt of consolidated investment entities	2,710	2,319	2,341	2,308	2,267
Accounts payable and accrued expenses	1,544	1,727	1,470	1,600	1,728
Other liabilities	6,951	5,823	5,375	6,001	6,363
Other liabilities of consolidated investment entities	112	95	86	138	43
Total Liabilities	136,873	133,529	134,630	136,894	139,181
Equity					
Ameriprise Financial					
Common shares (\$.01 par)	3	3	3	3	3
Additional paid-in capital	7,709	7,765	7,857	7,903	8,017
Retained earnings	10,072	10,351	10,633	10,897	11,271
Treasury stock	(11,609)	(12,027)	(12,485)	(12,852)	(13,298)
Accumulated other comprehensive income, net of tax	595	200	219	299	312
Total Equity	6,770	6,292	6,227	6,250	6,305
Total Liabilities and Equity	\$ 143,643	\$ 139,821	\$ 140,857	\$ 143,144	\$ 145,486

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Ameriprise Financial, Inc.
Capital and Ratings Information
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	September 30, 2016	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017
Long-term Debt Summary					
Senior notes	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850
Capital lease obligations	52	49	47	44	41
Fair value of hedges, unamortized discount and debt issuance costs	32	18	14	14	11
Total Ameriprise Financial long-term debt	2,934	2,917	2,911	2,908	2,902
Non-recourse debt of consolidated investment entities	2,710	2,319	2,341	2,308	2,267
Total long-term debt	\$ 5,644	\$ 5,236	\$ 5,252	\$ 5,216	\$ 5,169
Total Ameriprise Financial long-term debt	\$ 2,934	\$ 2,917	\$ 2,911	\$ 2,908	\$ 2,902
Fair value of hedges, unamortized discount and debt issuance costs	(32)	(18)	(14)	(14)	(11)
Capital lease obligations	(52)	(49)	(47)	(44)	(41)
Total Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations ⁽¹⁾	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850
Total equity ⁽²⁾	\$ 6,770	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305
Equity of consolidated investment entities	—	—	(1)	(1)	(1)
Total equity excluding CIEs ⁽¹⁾	\$ 6,770	\$ 6,292	\$ 6,226	\$ 6,249	\$ 6,304
Total Ameriprise Financial capital	\$ 9,704	\$ 9,209	\$ 9,138	\$ 9,158	\$ 9,207
Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs ⁽¹⁾	\$ 9,620	\$ 9,142	\$ 9,076	\$ 9,099	\$ 9,154
Debt to capital					
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	30.2%	31.7%	31.9%	31.8%	31.5%
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⁾	29.6%	31.2%	31.4%	31.3%	31.1%
Ratings (as of September 30, 2017 earnings release date)					
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 48.

(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.

Ameriprise Financial, Inc.
Ameriprise Financial Investments ⁽¹⁾
Third Quarter 2017

<u>(in millions unless otherwise noted, unaudited)</u>	<u>September 30, 2016</u>	<u>December 31, 2016</u>	<u>March 31, 2017</u>	<u>June 30, 2017</u>	<u>September 30, 2017</u>
Cash and cash equivalents	\$ 3,075	\$ 2,318	\$ 1,996	\$ 2,392	\$ 2,398
Investments - Ending Balances					
Available-for-Sale Securities					
Corporate debt securities	16,552	16,236	16,089	15,857	15,650
Residential mortgage backed securities	6,862	6,918	6,882	6,921	6,790
Commercial mortgage backed securities	3,089	3,367	3,274	3,443	3,952
Asset backed securities	1,504	1,549	1,647	1,678	1,646
Total mortgage and other asset backed securities	11,455	11,834	11,803	12,042	12,388
State and municipal obligations	2,488	2,358	2,400	2,423	2,455
US government and agencies obligations	10	8	8	7	6
Foreign government bonds and obligations	275	261	264	300	308
Common and preferred stocks	19	22	18	18	19
Total other	2,792	2,649	2,690	2,748	2,788
Total available-for-sale securities	30,799	30,719	30,582	30,647	30,826
Commercial mortgage loans	2,682	2,702	2,712	2,737	2,770
Allowance for loan losses	(21)	(21)	(21)	(21)	(21)
Commercial mortgage loans, net	2,661	2,681	2,691	2,716	2,749
Residential mortgage loans	314	305	290	277	251
Allowance for loan losses	(1)	—	—	—	—
Residential mortgage loans, net	313	305	290	277	251
Policy loans	835	831	830	836	841
Other investments	1,267	1,298	1,378	1,459	1,535
Total investments	35,875	35,834	35,771	35,935	36,202
Total cash, cash equivalents and investments	\$ 38,950	\$ 38,152	\$ 37,767	\$ 38,327	\$ 38,600
Net unrealized gain Available-for-Sale Securities	\$ 2,058	\$ 1,247	\$ 1,282	\$ 1,452	\$ 1,508
AFS Fixed Maturity Asset Quality - %					
AAA	29%	31%	31%	33%	34%
AA	7%	6%	6%	7%	7%
AFS securities AA and above	36%	37%	37%	40%	41%
A	19%	18%	18%	18%	18%
BBB	40%	40%	40%	38%	37%
Below investment grade	5%	5%	5%	4%	4%
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%	5%	5%	4%	4%

(1) Investments excluding investments of CIEs.

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, 47 and 48.

These non-GAAP measures include:

- Adjusted net pretax operating margin;
- Adjusted operating earnings;
- Adjusted operating revenues;
- Basic operating earnings per share;
- 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;
- Total equity excluding AOCI;
- Total equity excluding CIEs;
- Total equity excluding CIEs and AOCI

Reclassification

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 deferred 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 with a non-life contingent feature and for certain guaranteed benefits offered with variable annuities and on capital supporting the business. Revenues for our immediate annuities with a life contingent feature are earned as premium revenue. 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. It also includes the results of our closed-block Long Term Care business.

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. 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.

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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.

Operating Earnings - Net income attributable to Ameriprise Financial excluding integration/restructuring charges, net of tax, market impact on variable annuity guaranteed benefits and indexed universal life benefits, net of tax, market impact of hedges on investments, net of tax, income (loss) from discontinued operations, net of tax, net realized investment gains (losses), net of tax and net income (loss) from consolidated investment entities.

Operating Expenses - Total expenses excluding integration/restructuring charges, market impact on variable annuity guaranteed benefits, market impact on indexed universal life benefits, DAC and DSIC offsets to net realized investment gains (losses) and expense from consolidated investment entities.

Operating Net Investment Income - Net investment income excluding net realized investment gains (losses), market impact of hedges on investments and net investment income from consolidated investment entities.

Operating Return on Allocated Capital - 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. Operating earnings for each product line are based on the target level of assets which are based on management's best estimate after considering regulatory and rating agency requirements.

Operating Total Net Revenues - Total net revenues excluding net realized investment gains (losses), indexed universal life market impact on reinsurance and unearned revenue, market impact of hedges on investments, revenue from consolidated investment entities and integration/restructuring.

Pretax Operating Earnings - Income from continuing operations before income tax provision excluding net realized investment gains (losses), integration/restructuring charges, market impact on variable annuity guaranteed benefits, market impact on indexed universal life benefits, market impact of hedges on investments and pretax income (loss) from consolidated investment entities.

Pretax Operating Margin - A ratio representing pretax operating earnings as a percentage of operating total net revenues.

Pretax Income (Loss) Margin - A ratio representing pretax income (loss) as a percentage of total net revenues.

Risk Margin and Nonperformance Spread Impact - The portion of the market impact on variable annuity guaranteed benefits and indexed universal life benefits related to liability valuation adjustments made in accordance with Financial Accounting Standards Board Accounting Standards Codification 820, *Fair Value Measurements and Disclosures* ("ASC 820") that management considers to be non-economic, including the impact of discounting projected benefits at a rate reflecting a current estimate of RiverSource Life's nonperformance spread, net of related impacts on DAC, DSIC and unearned revenue as well as a reinsurance accrual for indexed universal life.

Separate Account - Represents assets and liabilities that are maintained and established primarily for the purpose of funding variable annuity and insurance products. The assets of the separate account are only available to fund the liabilities of the variable annuity contract holders and others with contracts requiring premiums or other deposits to the separate account. Clients elect to invest premiums in stock, bond and/or money market funds depending on their risk tolerance. All investment performance, net of fees, is passed through to the client.

Threadneedle - Threadneedle Asset Management Holdings Sarl is a holding company for the London-based Threadneedle companies, which provide investment management products and services.

Total Ameriprise Financial Capital - Total equity plus total Ameriprise Financial long-term debt. Total Ameriprise Financial capital is also presented excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs.

Total Ameriprise Financial Long-term Debt to Total Ameriprise Financial Capital Ratio - A ratio comprised of total Ameriprise Financial long-term debt divided by Ameriprise Financial capital. We also present total Ameriprise Financial long-term debt to total Ameriprise Financial capital ratios excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of consolidated investment entities.

Wrap Accounts - Wrap accounts enable our clients to purchase other securities such as mutual funds in connection with fee-based "wrap account" programs or services. We offer clients the opportunity to select products that include affiliated and non-affiliated funds. We currently offer both discretionary and non-discretionary wrap accounts. In a discretionary wrap account, an unaffiliated investment advisor or our investment management subsidiary, Columbia Management Investment Advisers, LLC, chooses the underlying investments in the portfolio on behalf of the client. In a non-discretionary wrap account, the client chooses the underlying investments in the portfolio based, to the extent the client elects, in part or whole on the recommendations of their financial advisor. Investors in our wrap accounts generally pay a fee based on the advisory assets held in their wrap accounts. These investors also pay any related fees or costs included in the underlying securities held in that account, such as underlying mutual fund operating expenses and Rule 12b-1 fees.

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Statistical Supplement Package
(unaudited)

Third Quarter 2017

Disclosed Items

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Ameriprise Financial, Inc.
Disclosed Items
3 Qtr 2017

Excluded from Operating Earnings

(in millions, unaudited)	Asset 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⁾	Securities Gains/(Losses) ⁽¹⁾	CIEs ⁽⁴⁾	Market Impact of Hedges on Investments ⁽⁵⁾	Integration Charges ⁽⁶⁾	
Revenues										
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	(3)	\$ —	\$ —
Distribution fees	—	—	—	—	—	—	—	—	—	—
Net investment income	(1)	3	—	1	—	(6)	26	(1)	—	—
Premiums	—	—	—	—	—	—	—	—	—	—
Other revenues	—	—	—	—	(5)	—	—	—	—	—
Total revenues	(1)	3	—	1	(5)	(6)	23	(1)	—	—
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—
Total net revenues	(1)	3	—	1	(5)	(6)	23	(1)	—	—
Expenses										
Distribution expenses	—	—	—	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	8	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	61	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	(6)	—	(3)	—	—	—	—	—
Interest and debt expense	—	—	—	—	—	—	22	—	—	—
General and administrative expense	—	—	—	—	—	—	—	1	—	1
Total expenses	—	—	55	—	5	—	23	—	—	1
Pretax segment income (loss)	\$ (1)	\$ 3	\$ (55)	\$ 1	\$ (10)	\$ (6)	\$ —	\$ (1)	\$ (1)	(1)

Included in Operating Earnings

(in millions, unaudited)	Annuities		Protection		Corporate			Consolidated		
	Market Impacts to DAC/DSIC ⁽⁷⁾	Valuation Assumption & Model Changes ⁽⁸⁾	Market Impacts to DAC/DSIC ⁽⁷⁾	Valuation Assumption & Model Changes ⁽⁸⁾	Auto & Home Catastrophe Losses ⁽⁹⁾	Valuation Assumption & Model Changes ⁽⁸⁾	Long Term Care Loss Recognition ⁽¹⁰⁾	Department of Labor Implementation Costs ⁽¹¹⁾	Affordable Housing Investment Adjustment ⁽¹²⁾	Tax Benefit from Adopting New Accounting Standard ⁽¹³⁾
Revenues										
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—	—	—	—	—	—
Net investment income	—	—	—	—	—	—	—	—	—	(4)
Premiums	—	—	—	—	—	—	—	—	—	—
Other revenues	—	—	—	(47)	—	—	—	—	—	—
Total revenues	—	—	—	(47)	—	—	—	—	—	(4)
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	—	—	—	(47)	—	—	—	—	—	(4)
Expenses										
Distribution expenses	—	—	—	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	(2)	(119)	—	(14)	15	1	57	—	—	—
Amortization of deferred acquisition costs	(10)	(1)	(1)	(13)	—	—	—	—	—	—
Interest and debt expense	—	—	—	—	—	—	—	—	—	—
General and administrative expense	—	—	—	—	—	—	—	5	—	—
Operating expenses	(12)	(120)	(1)	(27)	15	1	57	5	—	—
Pretax operating earnings	\$ 12	\$ 120	\$ 1	\$ (20)	\$ (15)	\$ (1)	\$ (57)	\$ (5)	\$ (4)	\$ —
Tax benefit	—	—	—	—	—	—	—	—	—	25

(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

\$6 million decrease in DAC and DSIC amortization resulting from hedged benefits

(3) Indexed universal life benefit impacts include:

\$8 million net expense related to hedged indexed universal life benefits

\$3 million decrease in DAC amortization resulting from hedged indexed universal life benefits

\$5 million decrease 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) Integration charges related to Investment Professionals, Inc. acquisition
(7) Decrease in DAC and DSIC amortization from higher than projected separate account growth
(8) Net pretax impact of model changes and the annual review/updates of valuation assumptions, including the annual long term care review
(9) Total auto and home catastrophe losses
(10) Premium deficiency loss recognition for Long Term Care
(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
(13) Tax benefit related to the adoption of stock compensation accounting guidance

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Ameriprise Financial, Inc.
Disclosed Items
2 Qtr 2017

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⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Market Impact of Hedges on Investments ⁽⁵⁾	
Revenues							
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (3)	\$ —
Distribution fees	—	—	—	—	—	—	—
Net investment income	7	14	—	—	—	28	(8)
Premiums	—	—	—	—	—	—	—
Other revenues	—	—	—	—	(3)	—	—
Total revenues	7	14	—	—	(3)	25	(8)
Banking and deposit interest expense	—	—	—	—	—	—	—
Total net revenues	7	14	—	—	(3)	25	(8)
Expenses							
Distribution expenses	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	6	—	—
Benefits, claims, losses and settlement expenses	—	1	89	—	—	—	—
Amortization of deferred acquisition costs	—	—	(9)	(3)	—	—	—
Interest and debt expense	—	—	—	—	—	22	—
General and administrative expense	—	—	—	—	—	2	—
Total expenses	—	1	80	3	—	24	—
Pretax segment income (loss)	\$ 7	\$ 13	\$ (80)	\$ (6)	\$ 1	\$ (8)	\$ (8)

Included in Operating Earnings

(in millions, unaudited)	Annuities	Protection	Corporate	Consolidated
	Market Impacts to DAC/DSIC ⁽⁶⁾	Auto & Home Catastrophe Losses ⁽⁷⁾	Department of Labor Implementation Costs ⁽⁸⁾	Tax Benefit from Adopting New Accounting Standard ⁽⁹⁾
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	(2)	44	—	—
Amortization of deferred acquisition costs	(7)	—	—	—
Interest and debt expense	—	—	—	—
General and administrative expense	—	—	8	—
Operating expenses	(9)	44	8	—
Pretax operating earnings	\$ 9	\$ (44)	\$ (8)	\$ —
Tax benefit	—	—	—	\$ 4

- (1) Pretax net realized investment gains/(losses) on Available-for-Sale securities and other securities
(2) Variable annuity guaranteed benefit impacts include:
\$91 million net expense related to hedged variable annuity benefits
\$11 million decrease in DAC and DSIC amortization resulting from hedged benefits
(3) Indexed universal life benefit impacts include:
\$6 million net expense related to hedged indexed universal life benefits
\$3 million decrease in DAC amortization resulting from hedged indexed universal life benefits
\$3 million decrease 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) Decrease in DAC and DSIC amortization from higher than projected separate account growth
(7) Total auto and home catastrophe losses
(8) Incremental expense related to the planning and implementation for the new Department of Labor fiduciary standard
(9) Tax benefit related to the adoption of stock compensation accounting guidance

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Ameriprise Financial, Inc.
Disclosed Items
1 Qtr 2017

Excluded from Operating Earnings

(in millions, unaudited)	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⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Market Impact of Hedges on Investments ⁽⁵⁾
Revenues							
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (3)
Distribution fees	—	—	—	—	—	—	—
Net investment income	2	(2)	17	—	—	—	25
Premiums	—	—	—	—	—	—	—
Other revenues	—	—	—	—	—	1	—
Total revenues	2	(2)	17	—	1	—	22
Banking and deposit interest expense	—	—	—	—	—	—	—
Total net revenues	2	(2)	17	—	1	—	22
Expenses							
Distribution expenses	—	—	—	—	—	—	—
Interest credited to fixed accounts	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	72	—	—
Amortization of deferred acquisition costs	—	—	1	(9)	1	—	—
Interest and debt expense	—	—	—	—	—	—	21
General and administrative expense	—	—	—	—	—	—	—
Total expenses	—	—	1	63	1	—	21
Pretax segment income (loss)	\$ 2	\$ (2)	\$ 16	\$ (63)	\$ —	\$ —	\$ 1

Included in Operating Earnings

(in millions, unaudited)	Annuities	Protection	Corporate		Consolidated	
	Market Impacts to DAC/DSIC ⁽⁶⁾	Market Impacts to DAC/DSIC ⁽⁶⁾	Auto & Home Catastrophe Losses ⁽⁷⁾	Department of Labor Implementation Costs ⁽⁸⁾	Renegotiated Vendor Arrangement ⁽⁹⁾	Tax Benefit from Adopting New Accounting Standard ⁽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	(2)	—	25	—	—	—
Amortization of deferred acquisition costs	(8)	(1)	—	—	—	—
Interest and debt expense	—	—	—	—	—	—
General and administrative expense	—	—	—	10	9	—
Operating expenses	(10)	(1)	25	10	9	—
Pretax operating earnings	\$ 10	\$ 1	\$ (25)	\$ (10)	\$ (9)	\$ —
Tax benefit	—	—	—	—	—	28

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

(2) Variable annuity guaranteed benefit impacts include:

\$73 million net expense related to hedged variable annuity benefits

\$10 million decrease in DAC and DSIC amortization resulting from hedged benefits

(3) Indexed universal life benefit impacts include:

Less than \$1 million net benefit related to hedged indexed universal life benefits

\$1 million increase in DAC amortization resulting from hedged indexed universal life benefits

\$1 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) Decrease in DAC and DSIC amortization from higher than projected separate account growth

(7) Total auto and home catastrophe losses

(8) Incremental expense related to the planning and implementation for the new Department of Labor fiduciary standard

(9) Renegotiation of a vendor arrangement

(10) Tax benefit related to the adoption of stock compensation accounting guidance

Ameriprise Financial, Inc.
Disclosed Items
4 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⁾	Market Impact on Indexed Universal Life Benefits ⁽³⁾	CIEs ⁽⁴⁾	Market Impact of Hedges on Investments ⁽⁵⁾
Revenues					
Management and financial advice fees	\$ —	\$ —	\$ —	\$ (15)	\$ —
Distribution fees	—	—	—	—	—
Net investment income	11	—	—	66	57
Premiums	—	—	—	—	—
Other revenues	—	—	6	—	—
Total revenues	11	—	6	51	57
Banking and deposit interest expense	—	—	—	—	—
Total net revenues	11	—	6	51	57
Expenses					
Distribution expenses	—	—	—	—	—

Interest credited to fixed accounts	—	—	(5)	—	—
Benefits, claims, losses and settlement expenses	—	175	—	—	—
Amortization of deferred acquisition costs	—	(37)	6	—	—
Interest and debt expense	—	—	—	52	—
General and administrative expense	—	—	—	—	—
Total expenses	—	138	1	52	—
Pretax segment income (loss)	11	(138)	5	(1)	57
Less: Net income (loss) attributable to noncontrolling interest	—	—	—	—	—
Pretax segment gain (loss) attributable to Ameriprise Financial	\$ 11	\$ (138)	\$ 5	\$ (1)	\$ 57

Included in Operating Earnings

(in millions, unaudited)	Annuities		Protection		Corporate		Consolidated
	Market Impacts to DAC/DSIC ⁽⁶⁾	Auto & Home Catastrophe Losses ⁽⁷⁾	Auto & Home Reserve Changes ⁽⁸⁾	Long Term Care Adjustments ⁽⁹⁾	Department of Labor Implementation Costs ⁽¹⁰⁾	Severance Expense ⁽¹¹⁾	
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)	15	(12)	10	—	—	—
Amortization of deferred acquisition costs	(3)	—	—	—	—	—	—
Interest and debt expense	—	—	—	—	—	—	—
General and administrative expense	—	—	—	—	11	12	—
Operating expenses	(4)	15	(12)	10	11	12	—
Pretax operating earnings	\$ 4	\$ (15)	\$ 12	\$ (10)	\$ (11)	\$ (12)	\$ —
Tax benefit	—	—	—	—	—	—	27

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

(2) Variable annuity guaranteed benefit impacts include:

\$177 million net expense related to hedged variable annuity benefits

\$39 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

\$6 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) Decrease in DAC and DSIC amortization from higher than projected separate account growth

(7) Total auto and home catastrophe losses

(8) Auto and home change in reserves from improved loss trends

(9) Long term care adjustments

(10) Incremental expense related to the planning and implementation for the new Department of Labor fiduciary standard

(11) Severance expense

(12) Unanticipated benefit from tax audit settlements related to the 1997 to 2011 federal returns

Ameriprise Financial, Inc. Disclosed Items 3 Qtr 2016

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⁾	Market Impact of Hedges on Investments ⁽⁵⁾	
Revenues								
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (4)	\$ —	
Distribution fees	—	—	—	—	—	—	—	
Net investment income	5	2	—	(1)	—	31	5	
Premiums	—	—	—	—	—	—	—	
Other revenues	—	—	—	—	6	—	—	
Total revenues	5	2	—	(1)	6	27	5	
Banking and deposit interest expense	—	—	—	—	—	—	—	
Total net revenues	5	2	—	(1)	6	27	5	
Expenses								
Distribution expenses	—	—	—	—	—	—	—	
Interest credited to fixed accounts	—	—	—	—	(5)	—	—	
Benefits, claims, losses and settlement expenses	—	—	45	—	—	—	—	
Amortization of deferred acquisition costs	—	—	(8)	—	4	—	—	
Interest and debt expense	—	—	—	—	—	25	—	
General and administrative expense	—	—	—	—	—	2	—	
Total expenses	—	—	37	—	(1)	27	—	
Pretax segment income (loss)	5	2	(37)	(1)	7	—	5	

Income Statements														
Revenues														
Management and financial advice fees	\$	—	\$	—	\$	—	\$	—	\$	—	\$	—	\$	—
Distribution fees		—		—		—		—		—		—		—
Net investment income		(18)		(9)		(11)		(11)		(19)		(23)		(41)
Premiums		—		—		—		—		—		—		—
Other revenues		4		1		2		1		1		4		4
Total revenues		(14)		(8)		(9)		(10)		(18)		(19)		(37)
Banking and deposit interest expense		1		—		—		1		1		1		2
Operating total net revenues		(15)		(8)		(9)		(11)		(19)		(20)		(39)
										(4)		(27)%		(19)
														(95)%
														(8)
														(73)%
Expenses														
Distribution expenses		—		—		—		1		—		1		1
Interest credited to fixed accounts		—		—		—		—		—		—		—
Benefits, claims, losses and settlement expenses		—		—		—		—		—		—		—
Amortization of deferred acquisition costs		—		—		—		—		—		—		—
Interest and debt expense		5		4		5		4		3		14		12
General and administrative expense		52		62		67		58		55		164		180
Operating expenses		57		66		72		62		59		178		193
Pretax operating earnings (loss)		(72)		(74)		(81)		(73)		(78)		(198)		(232)
														(6)
														(8)%
														(34)
														(17)%
														(5)
														(7)%

Variance equal to or greater than 100%.

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Ameriprise Financial, Inc.
Long Term Care
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-Date		Prior Year Comparisons						
						2016	2017	Qtr Chg - 3Q		YTD Chg - 3Q		Seq Qtr Chg - 3Q		
						Diff.	%	Diff.	%	Diff.	%			
Long Term Care Operating Income Statements														
Revenues														
Management and financial advice fees	\$	—	\$	—	\$	—	\$	—	\$	—	\$	—	\$	—
Distribution fees		—		—		—		—		—		—		—
Net investment income		39		38		39		40		41		117		120
Premiums		27		29		27		26		28		81		81
Other revenues		—		—		—		—		—		—		—
Total revenues		66		67		66		66		69		198		201
Banking and deposit interest expense		—		—		—		—		—		—		—
Operating total net revenues		66		67		66		66		69		198		201
														3
														5%
														3
														2%
														3
														5%
Expenses														
Distribution expenses		(31)		(3)		(3)		(2)		(3)		(39)		(8)
Interest credited to fixed accounts		—		—		—		—		—		—		—
Benefits, claims, losses and settlement expenses		101		75		58		62		119		219		239
Amortization of deferred acquisition costs		59		—		—		—		—		63		—
Interest and debt expense		2		2		3		2		3		7		8
General and administrative expense		8		7		7		7		8		21		22
Operating expenses		139		81		65		69		127		271		261
Pretax operating earnings (loss)		(73)		(14)		1		(3)		(58)		(73)		(60)
														15
														21%
														13
														18%
														(55)
														#

Variance equal to or greater than 100%.

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Exhibit C



Statistical Supplement Package
(unaudited)

Third Quarter 2017

Non-GAAP Financial Measure Reconciliations

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Ameriprise Financial, Inc.
Non-GAAP Financial Measure Reconciliations
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	3 Qtr 2016	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	Year-to-date								
						2016	2017							
Return on Equity														
Net income (last twelve months)	\$	1,271	\$	1,314	\$	1,353	\$	1,411	\$	1,699	\$	1,271	\$	1,699

Less adjustments ⁽¹⁾	(154)	(113)	(128)	(132)	(165)	(154)	(165)
Operating earnings (last twelve months)	\$ 1,425	\$ 1,427	\$ 1,481	\$ 1,543	\$ 1,864	\$ 1,425	\$ 1,864
Total Ameriprise Financial shareholders' equity (five point quarter end average)	\$ 7,139	\$ 6,877	\$ 6,684	\$ 6,520	\$ 6,369	\$ 7,139	\$ 6,369
Less AOCI, net of tax (five point quarter end average)	478	426	419	390	325	478	325
Total Ameriprise Financial shareholders' equity excluding AOCI (five point quarter end average)	6,661	6,451	6,265	6,130	6,044	6,661	6,044
Less equity impacts attributable to the consolidated investment entities (five point quarter end average)	62	27	—	—	1	62	1
Operating equity (five point quarter end average)	\$ 6,599	\$ 6,424	\$ 6,265	\$ 6,130	\$ 6,043	\$ 6,599	\$ 6,043
Return on equity excluding AOCI	19.1%	20.4%	21.6%	23.0%	28.1%	19.1%	28.1%
Operating return on equity excluding AOCI	21.6%	22.2%	23.6%	25.2%	30.8%	21.6%	30.8%
Effective Tax Rate							
Pretax income	\$ 238	\$ 469	\$ 475	\$ 511	\$ 628	\$ 1,123	\$ 1,614
Less adjustments ⁽²⁾	(19)	(66)	(45)	(73)	(70)	(107)	(188)
Pretax operating earnings	\$ 257	\$ 535	\$ 520	\$ 584	\$ 698	\$ 1,230	\$ 1,802
Income tax provision	\$ 23	\$ 69	\$ 72	\$ 118	\$ 125	\$ 209	\$ 315
Operating income tax provision	\$ 30	\$ 92	\$ 88	\$ 143	\$ 150	\$ 246	\$ 381
Effective tax rate	9.7%	14.5%	15.2%	23.1%	19.9%	18.6%	19.5%
Operating effective tax rate	11.7%	17.2%	16.9%	24.5%	21.5%	20.0%	21.1%

⁽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.

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Ameriprise Financial, Inc.
Non-GAAP Financial Measure Reconciliations
Third Quarter 2017

(in millions unless otherwise noted, unaudited)	September 30, 2016	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017
Long-term Debt Summary					
Senior notes	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850
Capital lease obligations	52	49	47	44	41
Fair value of hedges, unamortized discount and debt issuance costs	32	18	14	14	11
Total Ameriprise Financial long-term debt	2,934	2,917	2,911	2,908	2,902
Less fair value of hedges, unamortized discount and debt issuance costs	32	18	14	14	11
Less capital lease obligations	52	49	47	44	41
Total Ameriprise Financial long-term debt excluding fair value of hedges, unamortized discount, debt issuance costs and capital lease obligations	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850
Equity Summary					
Total equity	\$ 6,770	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305
Less equity of consolidated investment entities	—	—	1	1	1
Total equity excluding CIEs	\$ 6,770	\$ 6,292	\$ 6,226	\$ 6,249	\$ 6,304
Capital Summary					
Total Ameriprise Financial long-term debt	\$ 2,934	\$ 2,917	\$ 2,911	\$ 2,908	\$ 2,902
Total equity	6,770	6,292	6,227	6,250	6,305
Total Ameriprise Financial capital	9,704	9,209	9,138	9,158	9,207
Less equity of consolidated investment entities	—	—	1	1	1
Less fair value of hedges, unamortized discount and debt issuance costs	32	18	14	14	11
Less capital lease obligations	52	49	47	44	41
Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs	\$ 9,620	\$ 9,142	\$ 9,076	\$ 9,099	\$ 9,154
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	30.2%	31.7%	31.9%	31.8%	31.5%
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	29.6%	31.2%	31.4%	31.3%	31.1%
Total equity	\$ 6,770	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305
AOCI	595	200	219	299	312
Retained earnings attributable to CIEs	—	—	1	1	1
Total equity	\$ 6,770	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305
Less AOCI	595	200	219	299	312
Total equity excluding AOCI	\$ 6,175	\$ 6,092	\$ 6,008	\$ 5,951	\$ 5,993
Total equity	\$ 6,770	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305
Less retained earnings attributable to CIEs	—	—	1	1	1
Less AOCI	595	200	219	299	312
Total equity excluding CIEs and AOCI	\$ 6,175	\$ 6,092	\$ 6,007	\$ 5,950	\$ 5,992

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