

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) **January 24, 2018**

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 January 24, 2018, Ameriprise Financial, Inc. (the "Company," "we," or "our") issued a press release announcing its financial results for the fourth 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 December 31, 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 the Tax Cuts and Jobs Act, market impact on variable annuity guaranteed benefits, market impact on indexed universal life benefits, market impact on fixed indexed annuity 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; and total equity excluding CIEs and AOCI.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
Exhibit 99.1	Press Release dated January 24, 2018 announcing financial results for the fourth quarter of 2017
Exhibit 99.2	Statistical Supplement for the quarterly period ended December 31, 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: January 24, 2018

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 Fourth Quarter and Full Year 2017 Results

*Fourth quarter 2017 net income per diluted share was \$1.18;
Operating EPS was \$1.18*

*One-time negative impact of the Tax Cuts and Jobs Act ("Tax Act")
in the quarter of \$2.08 per diluted share*

*Fourth quarter 2017 net income per diluted share excluding the impact from the Tax Act was \$3.26;
Operating EPS excluding the impact from the Tax Act was \$3.26, up 19 percent*

*Full year 2017 net income per diluted share excluding the impact from the Tax Act was \$11.49;
Operating EPS excluding the impact from the Tax Act was \$12.27, up 45 percent*

MINNEAPOLIS — January 24, 2018 — Ameriprise Financial, Inc. (NYSE: AMP) today reported fourth quarter 2017 net income of \$181 million, or \$1.18 per diluted share, and operating earnings of \$182 million, or \$1.18 per diluted share. Results included a \$320 million, or \$2.08 per diluted share, impact from the enactment in the fourth quarter of the Tax Cuts and Jobs Act ("Tax Act"). The Tax Act will be an ongoing benefit to the company, with the estimated effective tax rate in the 17 to 19 percent range over the near term.

Excluding the impact of the Tax Act, fourth quarter 2017 operating earnings increased 13 percent to \$502 million, with operating earnings per share up 19 percent to \$3.26.

Fourth quarter 2017 return on equity excluding AOCI was 24.8 percent and operating ROE excluding AOCI was 26.9 percent. Excluding the impact of the Tax Act, operating ROE excluding AOCI was 32.3 percent compared to 22.2 percent in the prior year.

Full year 2017 net income per diluted share was \$9.44 and operating earnings per diluted share was \$10.23. Excluding the impact of the Tax Act, operating earnings per diluted share was \$12.27, up 45 percent compared to 2016.

"Ameriprise had an excellent fourth quarter and a strong 2017 as we served more clients and experienced good asset growth across the firm," said Jim Cracchiolo, chairman and chief executive officer. "We're well positioned to build on our momentum and further differentiate Ameriprise as a financial services leader."

"Our strong growth, driven by our wealth management business, reflects the value of the advice and solutions we provide, and we are increasingly being recognized for high client satisfaction, loyalty, trust and forgiveness."

"The lower corporate tax rate will increase cash flow generation, providing additional flexibility to invest for business growth and to generate a differentiated capital return to shareholders. While our fourth quarter earnings were negatively impacted, we expect the ongoing benefits from tax reform will more than offset the one-time accounting impacts in short order."

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GAAP Results — Fourth quarter

Net revenues were \$3.2 billion driven by strong growth in Advice & Wealth Management that was partially offset by the impact of 12b-1 fee changes.

Expenses of \$2.6 billion decreased 1 percent, or \$33 million, from a year ago.

Operating Results — Fourth quarter

Operating net revenue increased 10 percent to \$3.2 billion after normalizing for the net impacts of 12b-1 fees and the one-time impact of the Tax Act. Advice & Wealth Management net revenues increased 17 percent driven by growth in client assets after normalizing for the net impacts of 12b-1 fees.

Operating expenses of \$2.5 billion increased 4 percent from a year ago. General and administrative expenses increased 6 percent reflecting the timing of accruals and payments for performance-related compensation, as well as foreign exchange translation. Adjusting for these items, underlying general and administrative expenses remained well managed and were essentially flat.

Taxes

The fourth quarter 2017 operating effective tax rate included a \$320 million impact primarily from the remeasurement of net deferred tax assets using the lowered corporate tax rate, repatriation tax and lower future tax benefits from low income housing assets. This was a one-time, primarily non-cash, accounting adjustment. Excluding these impacts, the operating effective tax rate was 23.0 percent. Taxes in the current quarter also reflect the adoption of stock compensation accounting guidance in the first quarter of 2017, which had a favorable \$13 million impact in the quarter and reduced the tax rate by 2 percentage points.

The company estimates that its ongoing effective tax rate will be in the 17 to 19 percent range over the near term. The lower corporate tax rate will have an ongoing benefit to earnings and the company expects to earn back the initial charge within two years.

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Ameriprise Financial, Inc.
Fourth Quarter Summary

(in millions, except per share amounts, unaudited)	Quarter Ended December 31,		%	Per Diluted Share Quarter Ended December 31,		%
	2017	2016		(Worse)	2017	
GAAP net income	\$ 181	\$ 400	(55)%	\$ 1.18	\$ 2.46	(52)%
Operating earnings including Tax Act impacts ⁽¹⁾ (see reconciliation on p. 15)	\$ 182	\$ 443	(59)%	\$ 1.18	\$ 2.73	(57)%
Operating earnings excluding Tax Act impacts (see reconciliation on p. 15)	\$ 502	\$ 443	13%	\$ 3.26	\$ 2.73	19%
Weighted average common shares outstanding:						
Basic	151.0	160.4				
Diluted	153.8	162.4				

Ameriprise Financial, Inc.
Full Year Summary

(in millions, except per share amounts, unaudited)	Year Ended December 31,		%	Per Diluted Share Year Ended December 31,		%
	2017	2016		(Worse)	2017	
GAAP net income	\$ 1,480	\$ 1,314	13%	\$ 9.44	\$ 7.81	21%
Operating earnings including Tax Act impacts ⁽¹⁾ (see reconciliation on p. 16)	\$ 1,603	\$ 1,427	12%	\$ 10.23	\$ 8.48	21%
Operating earnings excluding Tax Act impacts (see reconciliation on p. 16)	\$ 1,923	\$ 1,427	35%	\$ 12.27	\$ 8.48	45%
Weighted average common shares outstanding:						
Basic	154.1	166.3				
Diluted	156.7	168.2				

⁽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 on fixed indexed annuity benefits, net of hedges and the related DAC amortization; 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.

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Fourth Quarter 2017 Highlights

Ameriprise is transforming its business mix

- Total assets under management and administration increased 14 percent to a record \$897 billion reflecting ongoing strength in Ameriprise advisor client net inflows and market appreciation.
- Advice & Wealth Management and Asset Management generated 73 percent of pretax operating earnings in the quarter, excluding the corporate and other segment.
- In the quarter, the company repurchased 1.9 million shares of common stock for \$302 million and paid \$123 million in quarterly dividends. For the full year, the company repurchased 9.9 million shares for \$1.3 billion and paid \$502 million in quarterly dividends, which represented 96 percent of 2017 operating earnings, excluding the tax impact. Additionally, the company completed its acquisitions of Investment Professionals Inc. (IPI) and Lionstone Investments (Lionstone).
- The company's risk-based capital ratio declined to approximately 435 percent at year-end primarily due to the Tax Act and the ratio is expected to increase during 2018 from improved cash generation from the lower tax rate.

Wealth manager generating strong results

- Advice & Wealth Management client assets increased to a record \$560 billion reflecting continued strength in fee-based investment advisory (wrap) net inflows, with net inflows of \$5.0 billion in the quarter. Total wrap assets were \$248 billion, one of the largest in the industry.
- Operating net revenue per advisor increased 15 percent normalizing for net 12b-1 fee impacts. Growth reflects the full service financial planning advisors provide clients, industry-leading technology and tools, as well as dedicated field leadership and support.
- The company is an attractive destination for productive advisors, with 99 experienced advisors joining the firm during the quarter.

Global asset manager with broad capabilities and competitive margins

- Asset Management AUM grew to \$495 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 114 four- and five-star Morningstar-rated funds.
- The company completed its acquisition of Lionstone, a leading national real estate investment firm specializing in investment strategies based upon proprietary analytics. The acquisition added \$5.4 billion in assets.
- Columbia Threadneedle launched the Columbia Adaptive Retirement Series for the retirement marketplace and won the Multi-Asset Manager of the Year Award at the Professional Pensions Investment Awards 2017 in London.

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Annuities and Protection businesses focused on serving our wealth management clients

- Variable annuity account balances increased 7 percent to \$80 billion and VUL/UL account balances increased 9 percent to \$12.5 billion.
- RiverSource Annuities launched the *RiverSource Assured*SM Fixed Index annuity, a long-term retirement savings vehicle that can add stability to clients' retirement portfolios by helping to protect principal from market downturns and provide opportunities for growth.

Values-based, client-focused firm

- Ameriprise ranked #1 in customer loyalty in the investment industry in Temkin Group's Temkin Loyalty Index, which evaluates the loyalty of 10,000 U.S. consumers on how likely they are to perform five behaviors: recommending the company to others, forgiving the company if it makes a mistake, trusting the company, repurchasing from the company and trying the company's new offerings.
- On November 10, 2017, more than 8,000 Ameriprise employees, financial advisors and clients participated in a day of service serving meals, sorting donations and stacking shelves at 450 company-

sponsored events nationwide. The November event provided more than 1 million meals for people in need ahead of the holiday season.

- For the 12th consecutive year, Ameriprise received a 100 percent rating on the Human Rights Campaign Corporate Equality Index, a national benchmarking report measuring corporate policies and practices related to LGBTQ workplace equality.
- Ameriprise debuted its Responsible Business Report that discusses how the company is evolving its corporate social responsibility efforts. The report summarizes how we operate responsibly, including how we serve clients, manage the business, engage employees and financial advisors and help strengthen our communities. The report is available on our website at www.ameriprise.com/financial-planning/about/responsible-business/.

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

(in millions, unaudited)	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Advice & Wealth Management			
Net revenues	\$ 1,480	\$ 1,316	12%
Expenses	1,154	1,062	(9)%
Pretax operating earnings	<u>\$ 326</u>	<u>\$ 254</u>	28%
Pretax operating margin	22.0%	19.3%	
	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Retail client assets (billions)	\$ 560	\$ 479	17%
Wrap net flows (billions)	\$ 5.0	\$ 3.3	51%
Brokerage cash balance (billions)	\$ 26.2	\$ 26.8	(2)%
Operating net revenue per advisor normalizing for the net impact of 12b-1 fee changes (trailing 12 months - thousands)	\$ 558	\$ 492	13%
Operating net revenue per advisor normalizing for the net impact of 12b-1 fee changes (quarterly - thousands)	\$ 149	\$ 130	15%

Advice & Wealth Management pretax operating earnings increased 28 percent to \$326 million driven by asset growth and higher earnings on cash balances. This drove strong margin expansion, with a pretax operating margin of 22.0 percent and significant margin expansion of 270 basis points from a year ago.

Operating net revenues were \$1.5 billion, up 17 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 9 percent to \$1.2 billion primarily from higher distribution expenses related to growth in client assets. General and administrative expenses were \$286 million and included expenses from the timing of accruals for performance-related compensation and the inclusion of IPL. Adjusting for these items, general and administrative expenses were up 5 percent.

Total retail client assets increased to a new high of \$560 billion driven by client net inflows, client acquisition and market appreciation. Wrap net inflows were \$5.0 billion in the quarter and wrap assets grew 23 percent to \$248 billion. Client cash balances were \$26.2 billion, down slightly from a year ago, and certificates balances grew 8 percent to \$6.4 billion.

Operating net revenue per advisor on a trailing 12-month basis increased to \$558,000 after normalizing for the net impact from eliminating 12b-1 fees in advisory accounts. Operating net revenue per advisor on a quarterly basis increased 15 percent after normalizing for this item.

Total advisors increased to 9,896 reflecting good recruiting and retention of advisors, with 99 experienced advisors moving their practices to Ameriprise in the quarter.

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Ameriprise Financial, Inc.
Asset Management Segment Operating Results

(in millions, unaudited)	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Asset Management			
Net revenues	\$ 825	\$ 761	8%
Expenses	611	592	(3)%
Pretax operating earnings	<u>\$ 214</u>	<u>\$ 169</u>	27%
Pretax operating margin	25.9%	22.2%	
Adjusted net pretax operating margin ⁽¹⁾	39.2%	36.5%	
Item included in operating earnings:			
Net performance fees and CLO unwinds	\$ 32	\$ 18	NM
	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Total segment AUM (billions)	\$ 495	\$ 454	9%
Net Flows (billions)			
Former parent company related net new flows	\$ (2.5)	\$ (2.0)	(26)%
Global Retail net flows, excl. former parent flows	5.1	0.5	NM
Global Institutional net flows, excl. former parent flows	(5.6)	(0.6)	NM
Inflows from acquisitions	5.4	—	NM
Total segment net flows	<u>\$ 2.4</u>	<u>\$ (2.1)</u>	NM

⁽¹⁾ See reconciliation on page 19

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

Asset Management pretax operating earnings increased 27 percent to \$214 million, reflecting market appreciation and expense discipline, partially offset by the cumulative impact of net outflows. Earnings in the quarter also included \$32 million of performance fees and gains from the unwinding of two CLOs, which was \$14 million higher than a year ago. Fourth quarter adjusted net pretax operating margin grew to 39.2 percent from 36.5 percent a year ago.

Operating net revenues grew 8 percent to \$825 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 10 percent. AUM increased 9 percent to \$495 billion.

Operating expenses of \$611 million increased 3 percent reflecting lower distribution expenses that were offset by the timing of accruals for performance-related compensation and the unfavorable impact of foreign exchange. Underlying expense discipline remains strong.

Net inflows were \$2.4 billion in the quarter. Global retail net inflows, excluding former parent assets, were \$5.1 billion and included \$6.5 billion of reinvested dividends. Positive flow momentum continued in EMEA retail with \$500 million of inflows in the quarter, which partially offset continued pressure on U.S. retail flows. The majority of outflows in the quarter were low fee, including \$2.5 billion of outflows of former parent assets. Institutional outflows included \$4.3 billion from three mandates where the weighted fee rate was four basis points on average. Flows also included \$5.4 billion of inflows from the Lionstone

Ameriprise Financial, Inc.
Annuities Segment Operating Results

(in millions, unaudited)	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Annuities			
Net revenues	\$ 638	\$ 617	3%
Expenses	490	490	—%
Pretax operating earnings	\$ 148	\$ 127	17%
Variable annuity pretax operating earnings	\$ 134	\$ 107	25%
Fixed annuity pretax operating earnings	14	20	(30)%
Total pretax operating earnings	\$ 148	\$ 127	17%
Item included in operating earnings:			
Market impact on DAC and DSIC (mean reversion)	\$ 11	\$ 4	NM
Variable annuity ending account balances (billions)	\$ 80.3	\$ 74.8	7%
Variable annuity net flows (millions)	\$ (898)	\$ (732)	(23)%
Fixed deferred annuity ending account balances (billions)	\$ 9.3	\$ 10.0	(7)%
Fixed deferred annuity net flows (millions)	\$ (246)	\$ (251)	2%

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

Annuities pretax operating earnings were \$148 million compared to \$127 million a year ago.

Variable annuity earnings increased 25 percent to \$134 million from growth in account balances and market appreciation. Variable annuity account balances increased 7 percent to \$80 billion from market appreciation, partially offset by net outflows. Variable annuity cash sales increased 1 percent—a third of which did not have living benefits.

Fixed annuity operating earnings decreased to \$14 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.

Ameriprise Financial, Inc.
Protection Segment Operating Results

(in millions, unaudited)	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Protection			
Net revenues	\$ 528	\$ 548	(4)%
Expenses	481	475	(1)%
Pretax operating earnings	\$ 47	\$ 73	(36)%
Life and Health insurance:			
Net revenues	\$ 256	\$ 256	—%
Expenses	183	193	5%
Pretax operating earnings	\$ 73	\$ 63	16%
Auto and Home:			
Net revenues	\$ 272	\$ 292	(7)%
Expenses	298	282	(6)%
Pretax operating earnings/(loss)	\$ (26)	\$ 10	NM
Items included in operating earnings:			
Auto and Home catastrophe losses	\$ (38)	\$ (15)	NM
Auto and Home reserve changes	—	12	NM
Total Auto and Home impact	\$ (38)	\$ (3)	NM
Life insurance in force (billions)	\$ 196	\$ 196	—%
VUL/UL ending account balances (billions)	\$ 12.5	\$ 11.5	9%
Auto and Home policies in force (thousands)	942	943	—%

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

Protection pretax operating earnings were \$47 million compared to \$73 million a year ago.

Life and Health insurance earnings increased to \$73 million from \$63 million a year ago driven by markets and favorable disability insurance claims. Overall claims experience remains within expected ranges. VUL/UL cash sales were \$84 million, down 5 percent due to particularly strong sales in the prior year.

Auto & Home pretax operating loss was \$26 million, including net catastrophe losses of \$38 million, primarily driven by California wildfires. Excluding catastrophe losses, operating earnings were \$12 million and reflected the benefit of continued rate increases, enhanced underwriting and claims processing, as well as additional use of reinsurance to manage catastrophe risk. The prior-year quarter included a \$12 million favorable reserve adjustment.

Ameriprise Financial, Inc.
Corporate & Other Segment Operating Results

(in millions, unaudited)	Quarter Ended December 31,		% Better/ (Worse)
	2017	2016	
Corporate & Other, Excluding Long Term Care			
Pretax operating loss	\$ (121)	\$ (74)	(64)%
Tax Act impact on low income housing assets	(51)	—	NM
Pretax operating loss excluding the Tax Act impact	\$ (70)	\$ (74)	5%

Long Term Care

Pretax operating loss	\$	(13)	\$	(14)	7%
Items included in operating earnings:					
DOL planning and implementation expenses		(6)		(11)	45%
Severance expense		(7)		(12)	42%
Long term care adjustments		—		(10)	NM
Total corporate & other impact	\$	(13)	\$	(33)	61%

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

Corporate & Other pretax operating loss excluding long term care was \$121 million for the quarter, which included a negative \$51 million impact from the Tax Act on low income housing assets. Excluding this item, the corporate pretax operating loss was within expectations. Incremental DOL expenses were \$6 million, down from \$11 million a year ago.

Long Term Care pretax operating loss was \$13 million in the quarter primarily driven by elevated new claim severity at the beginning of the quarter. Claim severity returned to a more expected level in December and the company remains comfortable with long term claims estimates.

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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 that the company expects the ongoing benefits from tax reform will more than offset the one-time accounting impacts in short order and within two years;
- the statement that the company expects the ongoing effective tax rate to be in the 17 to 19 percent range over the near term;
- the statement that the company remains comfortable with its long-term claims estimates within long-term care;
- the statement that the company expects its risk-based capital ratio to increase during 2018 from improved cash generation from the lower tax rate;
- 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;

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

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

Such factors include, but are not limited to:

- conditions in the interest rate, credit default, equity market and foreign exchange environments, including changes in valuations, liquidity and volatility;
- changes in and the adoption of relevant accounting standards and securities rating agency standards and processes, as well as changes in the litigation and regulatory environment, including ongoing legal proceedings and regulatory actions, the frequency and extent of legal claims threatened or initiated by clients, other persons and regulators, and developments in regulation and legislation, including the rules, exemptions and regulations implemented or that may be implemented 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;
- the ability to pursue and complete strategic transactions and initiatives, including acquisitions, divestitures, restructurings, joint ventures and the development of new products and services

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- 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 ongoing negotiations following the June 2016 UK referendum on membership in the European Union and the uncertain regulatory environment in the U.S. after the 2016 presidential 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 1, 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 Annual Report on Form 10-K for the year ended December 31, 2017. For information about Ameriprise Financial entities, please refer to the Fourth 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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Reconciliation Tables

Ameriprise Financial, Inc. Reconciliation Table: Net Income

(in millions, except per share amounts, unaudited)	Quarter Ended December 31,		Per Diluted Share Quarter Ended December 31,	
	2017	2016	2017	2016
Net income	\$ 181	\$ 400	\$ 1.18	\$ 2.46
Tax Act impact:				
Less: Tax impact on low income housing assets	(51)	—	(0.33)	—
Less: Tax effect of adjustments ⁽¹⁾	(269)	—	(1.75)	—
Total Tax Act impact	(320)	—	(2.08)	—
Net income excluding Tax Act impact	\$ 501	\$ 400	\$ 3.26	\$ 2.46
Weighted average common shares outstanding:				
Basic	151.0	160.4		
Diluted	153.8	162.4		

⁽¹⁾ Amounts represent the impact of the Tax Act including remeasurement of net deferred tax assets using the lowered corporate tax rate, repatriation tax and the tax effect of low income housing assets.

Ameriprise Financial, Inc. Reconciliation Table: Net Income

(in millions, except per share amounts, unaudited)	Year Ended December 31,		Per Diluted Share Year Ended December 31,	
	2017	2016	2017	2016
Net income	\$ 1,480	\$ 1,314	\$ 9.44	\$ 7.81
Tax Act impact:				
Less: Tax impact on low income housing assets	(51)	—	(0.33)	—
Less: Tax effect of adjustments ⁽¹⁾	(269)	—	(1.72)	—
Total Tax Act impact	(320)	—	(2.05)	—
Net income excluding Tax Act impact	\$ 1,800	\$ 1,314	\$ 11.49	\$ 7.81
Weighted average common shares outstanding:				
Basic	154.1	166.3		
Diluted	156.7	168.2		

⁽¹⁾ Amounts represent the impact of the Tax Act including remeasurement of net deferred tax assets using the lowered corporate tax rate, repatriation tax and the tax effect of low income housing assets.

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Ameriprise Financial, Inc. Reconciliation Table: Earnings

(in millions, except per share amounts, unaudited)	Quarter Ended December 31,		Per Diluted Share Quarter Ended December 31,	
	2017	2016	2017	2016
Net income	\$ 181	\$ 400	\$ 1.18	\$ 2.46
Less: Net income (loss) attributable to consolidated investment entities	—	(1)	—	(0.01)
Add: Integration/restructuring charges ⁽¹⁾	4	—	0.02	—
Add: Market impact on variable annuity guaranteed benefits ⁽¹⁾	34	138	0.22	0.85
Add: Market impact on indexed universal life benefits ⁽¹⁾	(20)	(5)	(0.13)	(0.03)
Add: Market impact of hedges on investments ⁽¹⁾	(6)	(57)	(0.04)	(0.35)
Add: Net realized investment (gains) losses ⁽¹⁾	(11)	(11)	(0.07)	(0.07)
Add: Tax effect of adjustments ⁽²⁾	—	(23)	—	(0.14)
Operating earnings	182	443	1.18	2.73
Tax Act impact:				
Less: Tax impact on low income housing assets	(51)	—	(0.33)	—
Less: Tax effect of adjustments ⁽³⁾	(269)	—	(1.75)	—
Total Tax Act impact	(320)	—	(2.08)	—
Operating earnings excluding Tax Act impact	\$ 502	\$ 443	\$ 3.26	\$ 2.73
Weighted average common shares outstanding:				
Basic	151.0	160.4		
Diluted	153.8	162.4		

⁽¹⁾ Pretax operating adjustment.

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

⁽³⁾ Amounts represent the impact of the Tax Act including remeasurement of net deferred tax assets using the lowered corporate tax rate, repatriation tax and the tax effect of low income housing assets.

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Ameriprise Financial, Inc.
Reconciliation Table: Earnings

(in millions, except per share amounts, unaudited)	Year Ended December 31,		Per Diluted Share Year Ended December 31,	
	2017	2016	2017	2016
Net income	\$ 1,480	\$ 1,314	\$ 9.44	\$ 7.81
Less: Net income (loss) attributable to consolidated investment entities	1	(2)	—	(0.01)
Add: Integration/restructuring charges ⁽¹⁾	5	—	0.03	—
Add: Market impact on variable annuity guaranteed benefits ⁽¹⁾	232	216	1.48	1.28
Add: Market impact on indexed universal life benefits ⁽¹⁾	(4)	(36)	(0.02)	(0.21)
Add: Market impact of hedges on investments ⁽¹⁾	2	(3)	0.01	(0.02)
Add: Net realized investment (gains) losses ⁽¹⁾	(44)	(6)	(0.28)	(0.03)
Add: Tax effect of adjustments ⁽²⁾	(67)	(60)	(0.43)	(0.36)
Operating earnings	1,603	1,427	10.23	8.48
Tax Act impact:				
Less: Tax impact on low income housing assets	(51)	—	(0.32)	—
Less: Tax effect of adjustments ⁽³⁾	(269)	—	(1.72)	—
Total Tax Act impact	(320)	—	(2.04)	—
Operating earnings excluding Tax Act impact	\$ 1,923	\$ 1,427	\$ 12.27	\$ 8.48
Weighted average common shares outstanding:				
Basic	154.1	166.3		
Diluted	156.7	168.2		

⁽¹⁾ Pretax operating adjustment.

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

⁽³⁾ Amounts represent the impact of the Tax Act including remeasurement of net deferred tax assets using the lowered corporate tax rate, repatriation tax and the tax effect of low income housing assets.

Ameriprise Financial, Inc.
Reconciliation Table: Total Net Revenues

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Total net revenues	\$ 3,160	\$ 3,062
Less: CIEs revenue	24	51
Less: Net realized investment gains (losses)	11	11
Less: Market impact on indexed universal life benefits	8	6
Less: Market impact of hedges on investments	6	57
Operating total net revenues	3,111	2,937
Less: Net impacts of transitioning advisory accounts to share classes without 12b-1 fees	10	61
Less: Tax impact on low income housing assets	(51)	—
Operating total net revenues excluding 12b-1 and tax impact	\$ 3,152	\$ 2,876

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Ameriprise Financial, Inc.
Reconciliation Table: Total Expenses

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Total expenses	\$ 2,560	\$ 2,593
Less: CIEs expenses	24	52
Less: Integration/restructuring charges	4	—
Less: Market impact on variable annuity guaranteed benefits	34	138
Less: Market impact on indexed universal life benefits	(12)	1
Less: DAC/DSIC offset to net realized investment gains (losses)	—	—
Operating expenses	\$ 2,510	\$ 2,402

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

Quarter Ended
December 31,

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
General and administrative expense	\$ 807	\$ 756
Less: CIEs expenses	—	—
Less: Integration/restructuring charges	4	—
Operating general and administrative expense	803	756
Less: Timing of accruals	27	—
Less: Payments for performance-related compensation	24	14
Less: Foreign exchange translation	7	—
Operating general and administrative expense excluding items	\$ 745	\$ 742

Ameriprise Financial, Inc.
Reconciliation Table: Pretax Operating Earnings

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Operating total net revenues	\$ 3,111	\$ 2,937
Operating expenses	2,510	2,402
Pretax operating earnings	\$ 601	\$ 535

Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended December 31, 2017	
	GAAP	Operating
Pretax income	\$ 600	\$ 601
Income tax provision	\$ 419	\$ 419
Effective tax rate	69.8%	69.7%

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Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended December 31, 2016	
	GAAP	Operating
Pretax income	\$ 469	\$ 535
Income tax provision	\$ 69	\$ 92
Effective tax rate	14.5%	17.2%

Ameriprise Financial, Inc.
Reconciliation Table: Effective Tax Rate

(in millions, unaudited)	Quarter Ended December 31, 2017	
	Pretax operating earnings	\$ 601
Tax impact on low income housing assets		(51)
Pretax operating earnings excluding Tax Act impact	\$ 652	
Operating income tax provision	\$ 419	
Tax Act impact		269
Operating income tax provision excluding Tax Act impact		150
Benefit from adoption of stock compensation accounting guidance		(13)
Operating income tax provision excluding Tax Act impact and benefit from adoption of stock compensation accounting guidance	\$ 163	
Operating effective tax rate		69.7%
Operating effective tax rate excluding Tax Act impact		23.0%
Operating effective tax rate excluding Tax Act impact and benefit from adoption of stock compensation accounting guidance		25.0%

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

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Operating net revenues	\$ 1,480	\$ 1,316
Less: Net impact of transitioning advisory accounts to share classes without 12b-1 fees	10	61
Operating total net revenues normalized for 12b-1 impact	\$ 1,470	\$ 1,255

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

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Operating net revenues	\$ 5,506	\$ 5,036
Less: Net impact of transitioning advisory accounts to share classes without 12b-1 fees	60	253
Operating total net revenues normalized for 12b-1 impact	\$ 5,446	\$ 4,783

Ameriprise Financial, Inc.
Reconciliation Table: Advice & Wealth Management General and Administrative Expense

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Operating general and administrative expense	\$ 286	\$ 263
Less: Timing of accruals	6	—
Less: IPI	4	—
Operating general and administrative expense excluding items	\$ 276	\$ 263

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

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Operating net revenues	\$ 825	\$ 761

Less: Net impact of transitioning advisory accounts to share classes without 12b-1 fees
 Operating total net revenues excluding 12b-1 impact

—
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 \$ 825 \$ 748

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

(in millions, unaudited)	Quarter Ended December 31,	
	2017	2016
Operating total net revenues	\$ 825	\$ 761
Less: Distribution pass through revenues	203	204
Less: Subadvisory and other pass through revenues	94	94
Adjusted operating revenues	<u>\$ 528</u>	<u>\$ 463</u>
Pretax operating earnings	\$ 214	\$ 169
Less: Operating net investment income	12	5
Add: Amortization of intangibles	5	5
Adjusted operating earnings	<u>\$ 207</u>	<u>\$ 169</u>
Pretax operating margin	25.9%	22.2%
Adjusted net pretax operating margin	39.2%	36.5%

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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 December 31,	
	2017	2016
Net income	\$ 1,480	\$ 1,314
Less: Adjustments ⁽¹⁾	(123)	(113)
Operating earnings	1,603	1,427
Less: Tax Act impact	(320)	—
Operating earnings excluding Tax Act impact	<u>\$ 1,923</u>	<u>\$ 1,427</u>
Total Ameriprise Financial, Inc. shareholders' equity	\$ 6,214	\$ 6,877
Less: Accumulated other comprehensive income, net of tax	251	426
Total Ameriprise Financial, Inc. shareholders' equity excluding AOCI	5,963	6,451
Less: Equity impacts attributable to the consolidated investment entities	1	27
Operating equity	<u>\$ 5,962</u>	<u>\$ 6,424</u>
Return on equity excluding AOCI	24.8%	20.4%
Operating return on equity excluding AOCI ⁽²⁾	26.9%	22.2%
Operating return on equity excluding AOCI and Tax Act impact	32.3%	22.2%

⁽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 on fixed indexed annuity benefits, net of hedges and the related DAC amortization; 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⁾ 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 on fixed indexed annuity benefits, net of hedges and the related DAC amortization; 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 December 31,		% Better/ (Worse)
	2017	2016	
Revenues			
Management and financial advice fees	\$ 1,723	\$ 1,489	16%
Distribution fees	460	457	1
Net investment income	355	486	(27)
Premiums	359	377	(5)
Other revenues	277	263	5
Total revenues	3,174	3,072	3
Banking and deposit interest expense	14	10	(40)
Total net revenues	<u>3,160</u>	<u>3,062</u>	<u>3</u>
Expenses			
Distribution expenses	894	831	(8)
Interest credited to fixed accounts	147	158	7
Benefits, claims, losses and settlement expenses	581	712	18
Amortization of deferred acquisition costs	78	55	(42)
Interest and debt expense	53	81	35
General and administrative expense	807	756	(7)
Total expenses	<u>2,560</u>	<u>2,593</u>	<u>1</u>
Pretax income	600	469	28
Income tax provision	419	69	NM
Net income	<u>\$ 181</u>	<u>\$ 400</u>	<u>(55)%</u>

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

Ameriprise Financial, Inc.
Consolidated GAAP Results

(in millions, unaudited)	Year Ended December 31,		% Better/ (Worse)
	2017	2016	
Revenues			
Management and financial advice fees	\$ 6,392	\$ 5,778	11%
Distribution fees	1,770	1,795	(1)
Net investment income	1,509	1,576	(4)
Premiums	1,394	1,491	(7)
Other revenues	1,010	1,095	(8)
Total revenues	12,075	11,735	3
Banking and deposit interest expense	48	39	(23)
Total net revenues	12,027	11,696	3
Expenses			
Distribution expenses	3,399	3,202	(6)
Interest credited to fixed accounts	656	623	(5)
Benefits, claims, losses and settlement expenses	2,233	2,646	16
Amortization of deferred acquisition costs	267	415	36
Interest and debt expense	207	241	14
General and administrative expense	3,051	2,977	(2)
Total expenses	9,813	10,104	3
Pretax income	2,214	1,592	39
Income tax provision	734	278	NM
Net income	\$ 1,480	\$ 1,314	13%

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)

Fourth Quarter 2017

Ameriprise Financial, Inc.
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Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Consolidated Results

Ameriprise Financial, Inc.
Statistical Supplement Presentation
Fourth 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 on fixed indexed annuity benefits, net of hedges and the related DAC amortization; 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, fixed indexed annuity 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, fixed indexed annuity 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.

Ameriprise Financial, Inc.
Consolidated GAAP Income Statements
Fourth Quarter 2017

(in millions, except per share amounts, unaudited)						Prior Year Comparisons				Seq Qtr Chg -			
	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Qtr Chg - 4Q	YTD Chg - 4Q	4Q			
						2016	2017	Diff.	%	Diff.	%	Diff.	%
Revenues													
Management and financial advice fees	\$ 1,489	\$ 1,482	\$ 1,561	\$ 1,626	\$ 1,723	\$ 5,778	\$ 6,392	\$ 234	16%	\$ 614	11%	\$ 97	6%
Distribution fees	457	443	430	437	460	1,795	1,770	3	1%	(25)	(1)%	23	5%
Net investment income	486	391	391	372	355	1,576	1,509	(131)	(27)%	(67)	(4)%	(17)	(5)%
Premiums	377	339	348	348	359	1,491	1,394	(18)	(5)%	(97)	(7)%	11	3%
Other revenues	263	256	267	210	277	1,095	1,010	14	5%	(85)	(8)%	67	32%
Total revenues	3,072	2,911	2,997	2,993	3,174	11,735	12,075	102	3%	340	3%	181	6%
Banking and deposit interest expense	10	10	12	12	14	39	48	4	40%	9	23%	2	17%
Total net revenues	3,062	2,901	2,985	2,981	3,160	11,696	12,027	98	3%	331	3%	179	6%
Expenses													
Distribution expenses	831	823	832	850	894	3,202	3,399	63	8%	197	6%	44	5%
Interest credited to fixed accounts	158	162	171	176	147	623	656	(11)	(7)%	33	5%	(29)	(16)%
Benefits, claims, losses and settlement expenses	712	567	611	474	581	2,646	2,233	(131)	(18)%	(413)	(16)%	107	23%
Amortization of deferred acquisition costs	55	72	69	48	78	415	267	23	42%	(148)	(36)%	30	63%
Interest and debt expense	81	50	52	52	53	241	207	(28)	(35)%	(34)	(14)%	1	2%
General and administrative expense	756	752	739	753	807	2,977	3,051	51	7%	74	2%	54	7%
Total expenses	2,593	2,426	2,474	2,353	2,560	10,104	9,813	(33)	(1)%	(291)	(3)%	207	9%
Pretax income	469	475	511	628	600	1,592	2,214	131	28%	622	39%	(28)	(4)%
Income tax provision	69	72	118	125	419	278	734	350	#	456	#	294	#

Net income	\$ 400	\$ 403	\$ 393	\$ 503	\$ 181	\$ 1,314	\$ 1,480	\$ (219)	(55)%	\$ 166	13%	\$ (322)	(64)%
Net Investment Income													
Investment income on fixed maturities	\$ 340	\$ 337	\$ 335	\$ 340	\$ 337	\$ 1,368	\$ 1,349	\$ (3)	(1)%	\$ (19)	(1)%	\$ (3)	(1)%
Realized investment gains (losses)	11	17	21	(3)	11	6	46	—	—	40	#	14	#
Affordable housing	(9)	(12)	(13)	(17)	(58)	(44)	(100)	(49)	#	(56)	#	(41)	#
Other (including seed money)	78	24	20	26	38	91	108	(40)	(51)%	17	19%	12	46%
Consolidated investment entities	66	25	28	26	27	155	106	(39)	(59)%	(49)	(32)%	1	4%
Total net investment income	<u>\$ 486</u>	<u>\$ 391</u>	<u>\$ 391</u>	<u>\$ 372</u>	<u>\$ 355</u>	<u>\$ 1,576</u>	<u>\$ 1,509</u>	<u>\$ (131)</u>	(27)%	<u>\$ (67)</u>	(4)%	<u>\$ (17)</u>	(5)%
Earnings Per Share													
Basic earnings per share	\$ 2.49	\$ 2.56	\$ 2.53	\$ 3.29	\$ 1.20	\$ 7.90	\$ 9.60	\$ (1.29)	(52)%	\$ 1.70	22%	\$ (2.09)	(64)%
Earnings per diluted share	\$ 2.46	\$ 2.52	\$ 2.50	\$ 3.24	\$ 1.18	\$ 7.81	\$ 9.44	\$ (1.28)	(52)%	\$ 1.63	21%	\$ (2.06)	(64)%
Earnings per diluted share growth	23.0%	20.6%	26.9%	NM	(52.0)%	(7.9)%	20.9%	(75.0)%		28.8%		NM	
Weighted average common shares outstanding													
Basic weighted average common shares outstanding	160.4	157.5	155.1	153.0	151.0	166.3	154.1	(9.4)	(6)%	(12.2)	(7)%	(2.0)	(1)%
Effect of potentially dilutive nonqualified stock options and other share-based awards	2.0	2.6	2.4	2.4	2.8	1.9	2.6	0.8	40%	0.7	37%	0.4	17%
Diluted weighted average common shares outstanding	<u>162.4</u>	<u>160.1</u>	<u>157.5</u>	<u>155.4</u>	<u>153.8</u>	<u>168.2</u>	<u>156.7</u>	<u>(8.6)</u>	(5)%	<u>(11.5)</u>	(7)%	<u>(1.6)</u>	(1)%
Metrics													
Net revenue growth	(1.3)%	4.9%	4.0%	(0.6)%	3.2%	(3.9)%	2.8%	4.5%		6.7%		3.8%	
Pretax income margin	15.3%	16.4%	17.1%	21.1%	19.0%	13.6%	18.4%	3.7%		4.8%		(2.1)%	
Effective tax rate	14.5%	15.2%	23.1%	19.9%	69.8%	17.4%	33.1%	55.3%		15.7%		49.9%	
Total equity / outstanding shares ⁽¹⁾	\$ 39.70	\$ 39.81	\$ 40.64	\$ 41.53	\$ 39.93	\$ 39.70	\$ 39.93	\$ 0.23	1%	\$ 0.23	1%	\$ (1.60)	(4)%
Total equity excluding AOCI / outstanding shares ⁽²⁾⁽³⁾	\$ 38.44	\$ 38.41	\$ 38.69	\$ 39.48	\$ 38.41	\$ 38.44	\$ 38.41	\$ (0.03)	—	\$ (0.03)	—	\$ (1.07)	(3)%

⁽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
Fourth Quarter 2017

(in millions except per share amounts, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 4Q			
						2016	2017	Qtr Chg - 4Q	YTD Chg - 4Q	Diff.	%		
Revenues													
Total net revenues	\$ 3,062	\$ 2,901	\$ 2,985	\$ 2,981	\$ 3,160	\$ 11,696	\$ 12,027	\$ 98	3%	\$ 331	3%	\$ 179	6%
Less revenues attributable to the CIEs	51	22	25	23	24	128	94	(27)	(53)%	(34)	(27)%	1	4%
Less net realized investment gains (losses) ⁽¹⁾	11	17	21	(3)	11	6	46	—	—	40	#	14	#
Less market impact on indexed universal life benefits ⁽¹⁾	6	1	(3)	(5)	8	24	1	2	33%	(23)	(96)%	13	#
Less market impact of hedges on investments	57	1	(8)	(1)	6	3	(2)	(51)	(89)%	(5)	#	7	#
Operating total net revenues ⁽²⁾	<u>\$ 2,937</u>	<u>\$ 2,860</u>	<u>\$ 2,950</u>	<u>\$ 2,967</u>	<u>\$ 3,111</u>	<u>\$ 11,535</u>	<u>\$ 11,888</u>	<u>\$ 174</u>	6%	<u>\$ 353</u>	3%	<u>\$ 144</u>	5%
Earnings													
Net income	\$ 400	\$ 403	\$ 393	\$ 503	\$ 181	\$ 1,314	\$ 1,480	\$ (219)	(55)%	\$ 166	13%	\$ (322)	(64)%
Less net income (loss) attributable to the CIEs	(1)	1	—	—	—	(2)	1	1	#	3	#	—	—
Integration/restructuring charges ⁽³⁾	—	—	—	1	4	—	5	4	—	5	—	3	#
Market impact on variable annuity guaranteed benefits ⁽¹⁾⁽³⁾	138	63	80	55	34	216	232	(104)	(75)%	16	7%	(21)	(38)%
Market impact on fixed indexed annuity benefits ⁽¹⁾⁽³⁾	—	—	—	—	—	—	—	—	—	—	—	—	—
Market impact on indexed universal life benefits ⁽¹⁾⁽³⁾	(5)	—	6	10	(20)	(36)	(4)	(15)	#	32	89%	(30)	#
Market impact of hedges on investments ⁽³⁾	(57)	(1)	8	1	(6)	(3)	2	51	89%	5	#	(7)	#
Less net realized investment gains (losses) ⁽¹⁾⁽³⁾	11	16	20	(3)	11	6	44	—	—	38	#	14	#
Tax effect of adjustments ⁽⁴⁾	(23)	(16)	(26)	(25)	—	(60)	(67)	23	#	(7)	(12)%	25	#
Operating earnings ⁽²⁾	<u>\$ 443</u>	<u>\$ 432</u>	<u>\$ 441</u>	<u>\$ 548</u>	<u>\$ 182</u>	<u>\$ 1,427</u>	<u>\$ 1,603</u>	<u>\$ (261)</u>	(59)%	<u>\$ 176</u>	12%	<u>\$ (366)</u>	(67)%
Pretax Earnings													
Pretax income	\$ 469	\$ 475	\$ 511	\$ 628	\$ 600	\$ 1,592	\$ 2,214	\$ 131	28%	\$ 622	39%	\$ (28)	(4)%
Less pretax income (loss) attributable to the CIEs	(1)	1	1	—	—	(2)	2	1	#	4	#	—	—
Integration/restructuring charges	—	—	—	1	4	—	5	4	—	5	—	3	#
Market impact on variable annuity guaranteed benefits ⁽¹⁾	138	63	80	55	34	216	232	(104)	(75)%	16	7%	(21)	(38)%
Market impact on fixed indexed annuity benefits ⁽¹⁾	—	—	—	—	—	—	—	—	—	—	—	—	—
Market impact on indexed universal life benefits ⁽¹⁾	(5)	—	6	10	(20)	(36)	(4)	(15)	#	32	89%	(30)	#
Market impact of hedges on investments	(57)	(1)	8	1	(6)	(3)	2	51	89%	5	#	(7)	#
Less net realized investment gains (losses) ⁽¹⁾	11	16	20	(3)	11	6	44	—	—	38	#	14	#
Pretax operating earnings ⁽²⁾	<u>\$ 535</u>	<u>\$ 520</u>	<u>\$ 584</u>	<u>\$ 698</u>	<u>\$ 601</u>	<u>\$ 1,765</u>	<u>\$ 2,403</u>	<u>\$ 66</u>	12%	<u>\$ 638</u>	36%	<u>\$ (97)</u>	(14)%
Pretax Operating Margin ⁽²⁾⁽⁵⁾	18.2%	18.2%	19.8%	23.5%	19.3%	15.3%	20.2%	1.1%		4.9%		(4.2)%	
Operating Effective Tax Rate ⁽²⁾⁽⁶⁾	17.2%	16.9%	24.5%	21.5%	69.7%	19.2%	33.3%	52.5%		14.1%		48.2%	
Weighted Average Common Shares Outstanding													
Basic	160.4	157.5	155.1	153.0	151.0	166.3	154.1	(9.4)	(6)%	(12.2)	(7)%	(2.0)	(1)%
Diluted	162.4	160.1	157.5	155.4	153.8	168.2	156.7	(8.6)	(5)%	(11.5)	(7)%	(1.6)	(1)%
Operating Earnings Per Share ⁽²⁾													
Basic operating earnings per share	\$ 2.76	\$ 2.74	\$ 2.84	\$ 3.58	\$ 1.21	\$ 8.58	\$ 10.40	\$ (1.55)	(56)%	\$ 1.82	21%	\$ (2.37)	(66)%
Operating earnings per diluted share	\$ 2.73	\$ 2.70	\$ 2.80	\$ 3.53	\$ 1.18	\$ 8.48	\$ 10.23	\$ (1.55)	(57)%	\$ 1.75	21%	\$ (2.35)	(67)%
Return on Equity													
Return on equity excluding AOCI ⁽²⁾⁽⁶⁾	20.4%	21.6%	23.0%	28.1%	24.8%	20.4%	24.8%	4.4%		4.4%		(3.3)%	
Operating return on equity excluding AOCI ⁽²⁾⁽⁶⁾	22.2%	23.6%	25.2%	30.8%	26.9%	22.2%	26.9%	4.7%		4.7%		(3.9)%	

⁽¹⁾ Operating adjustments for net realized investment gains (losses), market impact on indexed universal life benefits, market impact on fixed indexed annuity 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%.

6

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

(in millions except per share amounts, headcount and where noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Prior Year Comparisons							
						Year-to-Date		Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
						2016	2017	Diff.	%	Diff.	%	Diff.	%
Book Value													
Total equity excluding CIEs / outstanding shares ⁽¹⁾⁽²⁾	\$ 39.70	\$ 39.81	\$ 40.63	\$ 41.53	\$ 39.93	\$ 39.70	\$ 39.93	\$ 0.23	1%	\$ 0.23	1%	\$ (1.60)	(4)%
Total equity excluding CIEs and AOCI / outstanding shares ⁽¹⁾⁽³⁾	\$ 38.44	\$ 38.41	\$ 38.69	\$ 39.47	\$ 38.40	\$ 38.44	\$ 38.40	\$ (0.04)	—	\$ (0.04)	—	\$ (1.07)	(3)%
Operating Metrics													
Operating total net revenue growth: Target 6 - 8%	(1.4)%	2.6%	3.3%	0.4%	5.9%	(1.7)%	3.1%	7.3%		4.8%		5.5%	
Operating earnings per diluted share growth: Target 12 - 15%	10.5%	24.4%	25.6%	NM	(56.8)%	(9.0)%	20.6%	(67.3)%		29.6%		NM	
Operating return on equity excluding AOCI: Target 19 - 23% ⁽⁴⁾	22.2%	23.6%	25.2%	30.8%	26.9%	22.2%	26.9%	4.7%		4.7%		(3.9)%	
Debt to Capital													
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	31.7%	31.9%	31.8%	31.5%	32.5%	31.7%	32.5%	0.8%		0.8%		1.0%	
Goodwill and Intangible Assets													
	\$ 1,924	\$ 1,924	\$ 1,931	\$ 1,983	\$ 2,027	\$ 1,924	\$ 2,027	\$ 103	5%	\$ 103	5%	\$ 44	2%
Assets Under Management and Administration													
Advice & Wealth Management AUM	\$ 199,712	\$ 211,740	\$ 221,074	\$ 233,890	\$ 246,715	\$199,712	\$246,715	\$ 47,003	24%	\$ 47,003	24%	\$12,825	5%
Asset Management AUM	454,413	467,031	472,649	483,953	494,558	454,413	494,558	40,145	9%	40,145	9%	10,605	2%
Corporate AUM	346	331	318	292	41	346	41	(305)	(88)%	(305)	(88)%	(251)	(86)%
Eliminations	(24,841)	(24,681)	(24,577)	(25,883)	(27,039)	(24,841)	(27,039)	(2,198)	(9)%	(2,198)	(9)%	(1,156)	(4)%
Total Assets Under Management	629,630	654,421	669,464	692,252	714,275	629,630	714,275	84,645	13%	84,645	13%	22,023	3%
Total Assets Under Administration	157,742	163,165	165,234	177,203	182,767	157,742	182,767	25,025	16%	25,025	16%	5,564	3%
Total AUM and AUA	\$ 787,372	\$ 817,586	\$ 834,698	\$ 869,455	\$ 897,042	\$787,372	\$897,042	\$109,670	14%	\$109,670	14%	\$27,587	3%
Business Metrics													
Total Ameriprise client assets	\$ 479,209	\$ 498,907	\$ 512,035	\$ 538,662	\$ 559,692	\$479,209	\$559,692	\$ 80,483	17%	\$ 80,483	17%	\$21,030	4%
Total financial advisors	9,675	9,668	9,640	9,890	9,896	9,675	9,896	221	2%	221	2%	6	—
Net Flows and Net Deposits													
Advisor wrap	\$ 3,310	\$ 3,944	\$ 4,451	\$ 6,125	\$ 5,013	\$ 10,184	\$ 19,533	\$ 1,703	51%	\$ 9,349	92%	\$ (1,112)	(18)%
Asset Management	(2,095)	(5,629)	(8,742)	(4,670)	2,357	(18,635)	(16,684)	4,452	#	1,951	10%	7,027	#
Annuities ⁽⁴⁾	(983)	(1,336)	(1,252)	(1,098)	(1,144)	(3,201)	(4,830)	(161)	(16)%	(1,629)	(51)%	(46)	(4)%
Variable universal life / Universal life	(33)	(74)	(52)	(72)	(46)	(199)	(244)	(13)	(39)%	(45)	(23)%	26	36%
S&P 500													
Daily average	2,185	2,324	2,396	2,465	2,605	2,094	2,448	420	19%	354	17%	140	6%
Period end	2,239	2,363	2,423	2,519	2,674	2,239	2,674	435	19%	435	19%	155	6%
Weighted Equity Index (WEI) ⁽⁵⁾													
Daily average	1,596	1,695	1,752	1,803	1,901	1,530	1,788	305	19%	258	17%	98	5%
Period end	1,637	1,724	1,774	1,847	1,948	1,637	1,948	311	19%	311	19%	101	5%

(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
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Prior Year Comparisons							
						Year-to-Date		Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
						2016	2017	Diff.	%	Diff.	%	Diff.	%
Common shares													
Beginning balance	158.5	154.8	153.0	150.3	148.3	171.0	154.8	(10.2)	(6)%	(16.2)	(9)%	(2.0)	(1)%
Repurchases	(3.8)	(2.9)	(2.8)	(2.3)	(1.9)	(17.5)	(9.9)	1.9	50%	7.6	43%	0.4	17%
Issuances	0.3	2.1	0.2	1.2	0.5	1.9	4.0	0.2	67%	2.1	#	(0.7)	(58)%
Other	(0.2)	(1.0)	(0.1)	(0.9)	(0.3)	(0.6)	(2.3)	(0.1)	(50)%	(1.7)	#	0.6	67%
Total common shares outstanding	154.8	153.0	150.3	148.3	146.6	154.8	146.6	(8.2)	(5)%	(8.2)	(5)%	(1.7)	(1)%
Restricted stock units	3.7	3.4	3.5	3.5	3.6	3.7	3.6	(0.1)	(3)%	(0.1)	(3)%	0.1	3%
Total basic common shares outstanding	158.5	156.4	153.8	151.8	150.2	158.5	150.2	(8.3)	(5)%	(8.3)	(5)%	(1.6)	(1)%
Total potentially dilutive shares	2.2	2.5	2.3	2.3	2.9	2.2	2.9	0.7	32%	0.7	32%	0.6	26%
Total diluted shares	160.7	158.9	156.1	154.1	153.1	160.7	153.1	(7.6)	(5)%	(7.6)	(5)%	(1.0)	(1)%
Capital Returned to Shareholders													
Dividends paid	\$ 121	\$ 121	\$ 129	\$ 129	\$ 123	\$ 489	\$ 502	\$ 2	2%	\$ 13	3%	\$ (6)	(5)%
Common stock share repurchases	\$ 402	\$ 357	\$ 352	\$ 333	\$ 302	\$ 1,675	\$ 1,344	\$ (100)	(25)%	\$ (331)	(20)%	\$ (31)	(9)%
Allocated Capital ⁽¹⁾													
Advice & Wealth Management	\$ 637	\$ 653	\$ 661	\$ 707	\$ 710	\$ 637	\$ 710	\$ 73	11%	\$ 73	11%	\$ 3	—
Asset Management	1,817	1,814	1,822	1,821	1,868	1,817	1,868	51	3%	51	3%	47	3%
Annuities	1,968	1,991	1,956	1,928	1,933	1,968	1,933	(35)	(2)%	(35)	(2)%	5	—
Protection	1,522	1,478	1,460	1,391	1,339	1,522	1,339	(183)	(12)%	(183)	(12)%	(52)	(4)%
Corporate & Other	2,998	2,921	2,901	2,995	2,768	2,998	2,768	(230)	(8)%	(230)	(8)%	(227)	(8)%

Total allocated capital \$ 8,942 \$ 8,857 \$ 8,800 \$ 8,842 \$ 8,618 \$ 8,942 \$ 8,618 \$ (324) (4)%\$ (324) (4)%\$ (224) (3)%

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

Variance equal to or greater than 100%.



Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Segment Results

Ameriprise Financial, Inc.
Segment Summary
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 4Q			
						2016	2017	Qtr Chg - 4Q	YTD Chg - 4Q	Diff.	%	Diff.	%
Segment Summary													
Advice & Wealth Management													
Operating total net revenues	\$ 1,316	\$ 1,295	\$ 1,348	\$ 1,383	\$ 1,480	\$ 5,036	\$ 5,506	\$ 164	12%	\$ 470	9%	\$ 97	7%
Operating expenses	1,062	1,047	1,057	1,085	1,154	4,125	4,343	92	9%	218	5%	69	6%
Pretax operating earnings	\$ 254	\$ 248	\$ 291	\$ 298	\$ 326	\$ 911	\$ 1,163	\$ 72	28%	\$ 252	28%	\$ 28	9%
Allocated capital	\$ 637	\$ 653	\$ 661	\$ 707	\$ 710	\$ 637	\$ 710	\$ 73	11%	\$ 73	11%	\$ 3	—
Operating return on allocated capital ⁽¹⁾	123.9%	127.6%	131.9%	132.5%	112.6%	123.9%	112.6%	(11.3)%		(11.3)%		(19.9)%	
Pretax operating margin	19.3%	19.2%	21.6%	21.5%	22.0%	18.1%	21.1%	2.7%		3.0%		0.5%	
Asset Management													
Operating total net revenues	\$ 761	\$ 726	\$ 748	\$ 778	\$ 825	\$ 2,964	\$ 3,077	\$ 64	8%	\$ 113	4%	\$ 47	6%
Operating expenses	592	576	572	578	611	2,343	2,337	19	3%	(6)	—	33	6%
Pretax operating earnings	\$ 169	\$ 150	\$ 176	\$ 200	\$ 214	\$ 621	\$ 740	\$ 45	27%	\$ 119	19%	\$ 14	7%
Allocated capital	\$ 1,817	\$ 1,814	\$ 1,822	\$ 1,821	\$ 1,868	\$ 1,817	\$ 1,868	\$ 51	3%	\$ 51	3%	\$ 47	3%
Operating return on allocated capital ⁽¹⁾	27.8%	28.5%	29.3%	30.5%	26.2%	27.8%	26.2%	(1.6)%		(1.6)%		(4.3)%	
Pretax operating margin	22.2%	20.7%	23.5%	25.7%	25.9%	21.0%	24.0%	3.7%		3.0%		0.2%	
Operating total net revenues	\$ 761	\$ 726	\$ 748	\$ 778	\$ 825	\$ 2,964	\$ 3,077	\$ 64	8%	\$ 113	4%	\$ 47	6%
Distribution pass thru revenues	(204)	(206)	(195)	(197)	(203)	(817)	(801)	1	—	16	2%	(6)	(3)%
Subadvisory and other pass thru revenues	(94)	(92)	(91)	(91)	(94)	(354)	(368)	—	—	(14)	(4)%	(3)	(3)%
Adjusted operating revenues ⁽²⁾	\$ 463	\$ 428	\$ 462	\$ 490	\$ 528	\$ 1,793	\$ 1,908	\$ 65	14%	\$ 115	6%	\$ 38	8%
Pretax operating earnings	\$ 169	\$ 150	\$ 176	\$ 200	\$ 214	\$ 621	\$ 740	\$ 45	27%	\$ 119	19%	\$ 14	7%
Operating net investment income	(5)	(4)	(6)	(6)	(12)	(14)	(28)	(7)	#	(14)	#	(6)	#
Amortization of intangibles	5	4	4	4	5	21	17	—	—	(4)	(19)%	1	25%
Adjusted operating earnings ⁽²⁾	\$ 169	\$ 150	\$ 174	\$ 198	\$ 207	\$ 628	\$ 729	\$ 38	22%	\$ 101	16%	\$ 9	5%
Adjusted net pretax operating margin ⁽²⁾⁽³⁾	36.5%	35.0%	37.7%	40.4%	39.2%	35.0%	38.2%	2.7%		3.2%		(1.2)%	
Annuities													
Operating total net revenues	\$ 617	\$ 608	\$ 627	\$ 626	\$ 638	\$ 2,463	\$ 2,499	\$ 21	3%	\$ 36	1%	\$ 12	2%
Operating expenses	490	469	485	345	490	2,134	1,789	—	—	(345)	(16)%	145	42%
Pretax operating earnings (loss)	\$ 127	\$ 139	\$ 142	\$ 281	\$ 148	\$ 329	\$ 710	\$ 21	17%	\$ 381	#	\$ (133)	(47)%
Allocated capital	\$ 1,968	\$ 1,991	\$ 1,956	\$ 1,928	\$ 1,933	\$ 1,968	\$ 1,933	\$ (35)	(2)%	\$ (35)	(2)%	\$ 5	—
Operating return on allocated capital ⁽¹⁾	13.3%	14.3%	13.7%	28.0%	25.0%	13.3%	25.0%	11.7%		11.7%		(3.0)%	
Pretax operating margin	20.6%	22.9%	22.6%	44.9%	23.2%	13.4%	28.4%	2.6%		15.0%		(21.7)%	
Protection													
Operating total net revenues	\$ 548	\$ 521	\$ 517	\$ 478	\$ 528	\$ 2,241	\$ 2,044	\$ (20)	(4)%	\$ (197)	(9)%	\$ 50	10%
Operating expenses	475	458	466	423	481	1,978	1,828	6	1%	(150)	(8)%	58	14%
Pretax operating earnings	\$ 73	\$ 63	\$ 51	\$ 55	\$ 47	\$ 263	\$ 216	\$ (26)	(36)%	\$ (47)	(18)%	\$ (8)	(15)%
Allocated capital	\$ 1,522	\$ 1,478	\$ 1,460	\$ 1,391	\$ 1,339	\$ 1,522	\$ 1,339	\$ (183)	(12)%	\$ (183)	(12)%	\$ (52)	(4)%
Operating return on allocated capital ⁽¹⁾	14.4%	14.4%	15.1%	13.2%	10.3%	14.4%	10.3%	(4.1)%		(4.1)%		(2.9)%	
Pretax operating margin	13.3%	12.1%	9.9%	11.5%	8.9%	11.7%	10.6%	(4.4)%		(1.1)%		(2.6)%	
Corporate & Other													
Corporate excluding Long Term Care pretax operating loss	\$ (74)	\$ (81)	\$ (73)	\$ (78)	\$ (121)	\$ (272)	\$ (353)	\$ (47)	(64)%	\$ (81)	(30)%	\$ (43)	(55)%
Long Term Care pretax operating earnings (loss)	\$ (14)	\$ 1	\$ (3)	\$ (58)	\$ (13)	\$ (87)	\$ (73)	\$ 1	7%	\$ 14	16%	\$ 45	78%

(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. In the 4th quarter of 2017, the operating effective tax rate reflects a one-time, primarily non-cash accounting adjustment associated with the Tax Cuts and Jobs Act resulting in an effective tax rate of 69.7%.

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

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

Variance equal to or greater than 100%.



Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Advice & Wealth Management Segment

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

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
								Diff.	%	Diff.	%	Diff.	%
Advice & Wealth Management Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 718	\$ 722	\$ 773	\$ 799	\$ 854	\$ 2,707	\$ 3,148	\$ 136	19%	\$ 441	16%	\$ 55	7%
Distribution fees	540	513	505	515	552	2,109	2,085	12	2%	(24)	(1)%	37	7%
Net investment income	48	52	58	64	65	186	239	17	35%	53	28%	1	2%
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	20	18	24	17	23	73	82	3	15%	9	12%	6	35%
Total revenues	1,326	1,305	1,360	1,395	1,494	5,075	5,554	168	13%	479	9%	99	7%
Banking and deposit interest expense	10	10	12	12	14	39	48	4	40%	9	23%	2	17%
Operating total net revenues	1,316	1,295	1,348	1,383	1,480	5,036	5,506	164	12%	470	9%	97	7%
Expenses													
Distribution expenses	797	777	789	813	866	3,072	3,245	69	9%	173	6%	53	7%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	2	2	3	2	2	8	9	—	—	1	13%	—	—
General and administrative expense	263	268	265	270	286	1,045	1,089	23	9%	44	4%	16	6%
Operating expenses	1,062	1,047	1,057	1,085	1,154	4,125	4,343	92	9%	218	5%	69	6%
Pretax operating earnings	\$ 254	\$ 248	\$ 291	\$ 298	\$ 326	\$ 911	\$ 1,163	\$ 72	28%	\$ 252	28%	\$ 28	9%
Pretax operating margin	19.3%	19.2%	21.6%	21.5%	22.0%	18.1%	21.1%	2.7%		3.0%		0.5%	
Return on Capital													
Allocated capital	\$ 637	\$ 653	\$ 661	\$ 707	\$ 710	\$ 637	\$ 710	\$ 73	11%	\$ 73	11%	\$ 3	—
Operating return on allocated capital ⁽¹⁾	123.9%	127.6%	131.9%	132.5%	112.6%	123.9%	112.6%	(11.3)%		(11.3)%		(19.9)%	
Brokerage cash balance ⁽²⁾													
Brokerage cash balance	\$ 26,765	\$ 26,240	\$ 25,597	\$ 25,483	\$ 26,238	\$ 26,765	\$ 26,238	\$ (527)	(2)%	\$ (527)	(2)%	\$ 755	3%
Brokerage sweep fee	0.53%	0.73%	0.97%	1.11%	1.14%	0.45%	0.98%	0.61%		0.53%		0.03%	
On-balance sheet deposits	\$ 10,048	\$ 10,328	\$ 10,210	\$ 10,439	\$ 10,316	\$ 10,048	\$ 10,316	\$ 268	3%	\$ 268	3%	\$ (123)	(1)%

⁽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. In the 4th quarter of 2017, the operating effective tax rate reflects a one-time, primarily non-cash accounting adjustment associated with the Tax Cuts and Jobs Act resulting in an effective tax rate of 69.7%.

⁽²⁾ Brokerage cash includes both off-balance sheet and on-balance sheet deposits. In the 4th quarter of 2016 through the 4th quarter of 2017, on-balance sheet deposits included in brokerage cash are \$4.1B, \$4.2B, \$4.0B, \$4.1B and \$3.9B, respectively.

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

(in millions, except headcount and where noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
								Diff.	%	Diff.	%	Diff.	%
Product Information													
Certificates and Banking - Combined													
Pretax operating earnings	\$ 15	\$ 15	\$ 17	\$ 18	\$ 19	\$ 54	\$ 69	\$ 4	27%	\$ 15	28%	\$ 1	6%
Allocated capital	\$ 327	\$ 339	\$ 344	\$ 351	\$ 353	\$ 327	\$ 353	\$ 26	8%	\$ 26	8%	\$ 2	1%
Operating return on allocated capital ⁽¹⁾	14.7%	14.9%	14.6%	15.5%	13.2%	14.7%	13.2%	(1.5)%		(1.5)%		(2.3)%	
Wealth Management & Distribution													
Pretax operating earnings	\$ 239	\$ 233	\$ 274	\$ 280	\$ 307	\$ 857	\$ 1,094	\$ 68	28%	\$ 237	28%	\$ 27	10%
Allocated capital	\$ 310	\$ 314	\$ 317	\$ 356	\$ 357	\$ 310	\$ 357	\$ 47	15%	\$ 47	15%	\$ 1	—
Operating return on allocated capital ⁽¹⁾	231.0%	240.5%	253.1%	254.1%	215.6%	231.0%	215.6%	(15.4)%		(15.4)%		(38.5)%	
Financial Plans													
Branded financial plan net cash sales	\$ 78	\$ 69	\$ 73	\$ 69	\$ 84	\$ 275	\$ 295	\$ 6	8%	\$ 20	7%	\$ 15	22%

Financial Advisors													
Employee advisors ⁽²⁾	2,007	1,997	1,992	2,209	2,210	2,007	2,210	203	10%	203	10%	1	—
Franchisee advisors	7,668	7,671	7,648	7,681	7,686	7,668	7,686	18	—	18	—	5	—
Total financial advisors	9,675	9,668	9,640	9,890	9,896	9,675	9,896	221	2%	221	2%	6	—
Operating total net revenues per financial advisor (in thousands) ⁽³⁾													
	\$ 136	\$ 134	\$ 140	\$ 140	\$ 150	\$ 518	\$ 564	\$ 14	10%	\$ 46	9%	\$ 10	7%
Operating total net revenues per financial advisor-trailing twelve months (in thousands) ⁽⁴⁾													
	\$ 518	\$ 529	\$ 541	\$ 550	\$ 564	\$ 518	\$ 564	\$ 46	9%	\$ 46	9%	\$ 14	3%
Advisor Retention													
Employee	88.9%	89.1%	89.5%	90.7%	92.4%	88.9%	92.4%	3.5%		3.5%		1.7%	
Franchisee	92.8%	92.7%	92.4%	92.7%	92.8%	92.8%	92.8%	—		—		0.1%	
Total Client Assets (at period end)	\$ 479,209	\$ 498,907	\$ 512,035	\$ 538,662	\$ 559,692	\$479,209	\$559,692	\$80,483	17%	\$ 80,483	17%	\$ 21,030	4%
Total Wrap Accounts													
Beginning assets	\$ 197,485	\$ 201,078	\$ 212,887	\$ 222,327	\$ 235,224	\$180,488	\$201,078	\$37,739	19%	\$ 20,590	11%	\$ 12,897	6%
Inflows from acquisitions ⁽⁵⁾	—	—	—	743	—	—	743	—	—	743	—	(743)	#
Other net flows	3,310	3,944	4,451	5,382	5,013	10,184	18,790	1,703	51%	8,606	85%	(369)	(7)%
Net flows	3,310	3,944	4,451	6,125	5,013	10,184	19,533	1,703	51%	9,349	92%	(1,112)	(18)%
Market appreciation (depreciation) and other ⁽⁶⁾	283	7,865	4,989	6,772	7,913	10,406	27,539	7,630	#	17,133	#	1,141	17%
Total wrap ending assets	\$ 201,078	\$ 212,887	\$ 222,327	\$ 235,224	\$ 248,150	\$201,078	\$248,150	\$47,072	23%	\$ 47,072	23%	\$ 12,926	5%
Advisory wrap account assets ending balance ⁽⁷⁾	\$ 198,946	\$ 210,937	\$ 220,248	\$ 233,036	\$ 245,819	\$198,946	\$245,819	\$46,873	24%	\$ 46,873	24%	\$ 12,783	5%

⁽¹⁾ Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator. In the 4th quarter of 2017, the operating effective tax rate reflects a one-time, primarily non-cash accounting adjustment associated with the Tax Cuts and Jobs Act resulting in an effective tax rate of 69.7%.

⁽²⁾ IPI advisors are being included in the employee advisor count.

⁽³⁾ Year-to-date is sum of current and prior quarters for the year under review.

⁽⁴⁾ Trailing twelve months is the sum of the last four quarters.

⁽⁵⁾ Inflows associated with acquisitions that closed during the quarter.

⁽⁶⁾ Included in Market appreciation (depreciation) and other is the change in IPI wrap assets.

⁽⁷⁾ 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)

Fourth Quarter 2017

Asset Management Segment

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Ameriprise Financial, Inc.
Asset Management Segment
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 4Q			
						2016	2017	Qtr Chg - 4Q	YTD Chg - 4Q	Diff.	%	Diff.	%
Asset Management Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 626	\$ 598	\$ 625	\$ 657	\$ 694	\$ 2,452	\$ 2,574	\$ 68	11%	\$ 122	5%	\$ 37	6%
Distribution fees	124	121	112	111	114	487	458	(10)	(8)%	(29)	(6)%	3	3%
Net investment income	5	4	6	6	12	14	28	7	#	14	#	6	#
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	6	3	5	4	5	11	17	(1)	(17)%	6	55%	1	25%
Total revenues	761	726	748	778	825	2,964	3,077	64	8%	113	4%	47	6%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	761	726	748	778	825	2,964	3,077	64	8%	113	4%	47	6%
Expenses													
Distribution expenses	257	257	247	246	250	1,019	1,000	(7)	(3)%	(19)	(2)%	4	2%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	5	4	4	4	3	18	15	(2)	(40)%	(3)	(17)%	(1)	(25)%
Interest and debt expense	5	5	6	5	6	21	22	1	20%	1	5%	1	20%
General and administrative expense	325	310	315	323	352	1,285	1,300	27	8%	15	1%	29	9%
Operating expenses	592	576	572	578	611	2,343	2,337	19	3%	(6)	—	33	6%
Pretax operating earnings	\$ 169	\$ 150	\$ 176	\$ 200	\$ 214	\$ 621	\$ 740	\$ 45	27%	\$ 119	19%	\$ 14	7%
Pretax operating margin	22.2%	20.7%	23.5%	25.7%	25.9%	21.0%	24.0%	3.7%		3.0%		0.2%	
Operating total net revenues	\$ 761	\$ 726	\$ 748	\$ 778	\$ 825	\$ 2,964	\$ 3,077	\$ 64	8%	\$ 113	4%	\$ 47	6%
Distribution pass thru revenues	(204)	(206)	(195)	(197)	(203)	(817)	(801)	1	—	16	2%	(6)	(3)%
Subadvisory and other pass thru revenues	(94)	(92)	(91)	(91)	(94)	(354)	(368)	—	—	(14)	(4)%	(3)	(3)%
Adjusted operating revenues ⁽¹⁾	\$ 463	\$ 428	\$ 462	\$ 490	\$ 528	\$ 1,793	\$ 1,908	\$ 65	14%	\$ 115	6%	\$ 38	8%

Retail net new flows	\$	(712)	\$	(920)	\$	(765)	\$	(570)	\$	(713)	\$	(1,325)	\$	(2,968)	\$	(1)	—	\$	(1,643)	#	\$	(143)	(25)%
Institutional net new flows		(1,298)		(1,692)		(6,314)		(2,411)		(1,819)		(8,917)		(12,236)		(521)	(40)%	(3,319)	(37)%		592		25%
Total net new flows	\$	(2,010)	\$	(2,612)	\$	(7,079)	\$	(2,981)	\$	(2,532)	\$	(10,242)	\$	(15,204)	\$	(522)	(26)%	(4,962)	(48)%	\$	449		15%

- (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
Fourth Quarter 2017

Mutual Fund Rankings in top 2 Lipper Quartiles

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

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
Fourth Quarter 2017

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

		4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017
Equity						
Equal weighted	1 year	26%	30%	54%	48%	59%
	3 year	58%	68%	74%	72%	64%
	5 year	72%	70%	65%	72%	63%
Asset weighted	1 year	40%	42%	65%	50%	56%
	3 year	67%	79%	80%	79%	60%
	5 year	67%	66%	54%	59%	63%
Fixed Income						

Equal weighted	1 year	70%	72%	76%	76%	83%
	3 year	59%	69%	64%	79%	82%
	5 year	65%	64%	72%	76%	72%
Asset weighted	1 year	68%	79%	85%	85%	93%
	3 year	74%	90%	84%	90%	95%
	5 year	69%	75%	80%	92%	88%
Allocation (Managed) Funds						
Equal weighted	1 year	67%	44%	67%	78%	67%
	3 year	100%	100%	100%	89%	78%
	5 year	83%	100%	83%	86%	100%
Asset weighted	1 year	70%	32%	44%	61%	60%
	3 year	100%	100%	100%	94%	97%
	5 year	92%	100%	92%	93%	100%

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.

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Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Annuities Segment

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Ameriprise Financial, Inc.
Annuities Segment
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 4Q			
						2016	2017	Qtr Chg - 4Q	YTD Chg - 4Q	Diff.	%	Diff.	%
Annuities Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 183	\$ 187	\$ 190	\$ 196	\$ 199	\$ 732	\$ 772	\$ 16	9%	\$ 40	5%	\$ 3	2%
Distribution fees	89	87	92	91	94	349	364	5	6%	15	4%	3	3%
Net investment income	187	179	175	173	170	760	697	(17)	(9)%	(63)	(8)%	(3)	(2)%
Premiums	27	27	33	24	32	116	116	5	19%	—	—	8	33%
Other revenues	131	128	137	142	143	506	550	12	9%	44	9%	1	1%
Total revenues	617	608	627	626	638	2,463	2,499	21	3%	36	1%	12	2%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	617	608	627	626	638	2,463	2,499	21	3%	36	1%	12	2%
Expenses													
Distribution expenses	107	102	107	105	114	423	428	7	7%	5	1%	9	9%
Interest credited to fixed accounts	118	118	118	121	116	478	473	(2)	(2)%	(5)	(1)%	(5)	(4)%
Benefits, claims, losses and settlement expenses	152	143	149	19	156	780	467	4	3%	(313)	(40)%	137	#
Amortization of deferred acquisition costs	50	47	48	40	46	209	181	(4)	(8)%	(28)	(13)%	6	15%
Interest and debt expense	9	8	9	9	9	33	35	—	—	2	6%	—	—
General and administrative expense	54	51	54	51	49	211	205	(5)	(9)%	(6)	(3)%	(2)	(4)%
Operating expenses	490	469	485	345	490	2,134	1,789	—	—	(345)	(16)%	145	42%
Pretax operating earnings	\$ 127	\$ 139	\$ 142	\$ 281	\$ 148	\$ 329	\$ 710	\$ 21	17%	\$ 381	#	\$ (133)	(47)%
Pretax operating margin	20.6%	22.9%	22.6%	44.9%	23.2%	13.4%	28.4%	2.6%		15.0%		(21.7)%	
Return on Capital													
Allocated capital	\$ 1,968	\$ 1,991	\$ 1,956	\$ 1,928	\$ 1,933	\$ 1,968	\$ 1,933	\$ (35)	(2)%	\$ (35)	(2)%	\$ 5	—
Operating return on allocated capital ⁽¹⁾	13.3%	14.3%	13.7%	28.0%	25.0%	13.3%	25.0%	11.7%		11.7%		(3.0)%	
Market impact on variable annuity guaranteed benefits ⁽²⁾													
Risk margin and nonperformance spread impact	\$ (115)	\$ (22)	\$ (3)	\$ (7)	\$ 13	\$ 123	\$ (19)	\$ 128	#	\$ (142)	#	\$ 20	#
Other	(23)	(41)	(77)	(48)	(47)	(339)	(213)	(24)	#	126	37%	1	2%
Total VA guaranteed benefit impact excluded from operating earnings	\$ (138)	\$ (63)	\$ (80)	\$ (55)	\$ (34)	\$ (216)	\$ (232)	\$ 104	75%	\$ (16)	(7)%	\$ 21	38%
Market impact on fixed indexed annuity benefits ⁽³⁾													
Risk margin and nonperformance spread impact	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	—	\$ —	—	\$ —	—
Other	—	—	—	—	—	—	—	—	—	—	—	—	—
Total fixed indexed annuity benefit impact excluded from operating earnings	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	—	\$ —	—	\$ —	—

Total annuity net flows ⁽⁴⁾ \$ (983) \$ (1,336) \$ (1,252) \$ (1,098) \$ (1,144) \$ (3,201) \$ (4,830) \$ (161) (16)% \$ (1,629) (51)% \$ (46) (4)%

⁽¹⁾ Calculated using operating earnings subject to the quarterly operating effective tax rate for the last four quarters in the numerator and the average allocated capital as of the last day of the trailing four quarters and current quarter in the denominator. In the 4th quarter of 2017, the operating effective tax rate reflects a one-time, primarily non-cash accounting adjustment associated with the Tax Cuts and Jobs Act resulting in an effective tax rate of 69.7%.

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

⁽³⁾ Market impact on fixed indexed annuity benefits, net of hedges and the related DAC amortization.

⁽⁴⁾ Excludes payout annuities.

Variance equal to or greater than 100%.

21

Ameriprise Financial, Inc.
Annuities Segment
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 4Q			
						2016	2017	Qtr Chg - 4Q	YTD Chg - 4Q	Diff.	%	Diff.	%
Product Information													
Variable Annuities													
Pretax operating earnings	\$ 107	\$ 116	\$ 127	\$ 262	\$ 134	\$ 228	\$ 639	\$ 27	25%	\$ 411	#	\$ (128)	(49)%
Allocated capital ⁽¹⁾	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ 650	\$ —	—	\$ —	—	\$ —	—
Operating return on allocated capital ⁽²⁾	26.6%	29.7%	30.0%	74.9%	67.5%	26.6%	67.5%	40.9%		40.9%		(7.4)%	
Fixed Annuities ⁽³⁾													
Pretax operating earnings	\$ 20	\$ 23	\$ 15	\$ 19	\$ 14	\$ 101	\$ 71	\$ (6)	(30)%	\$ (30)	(30)%	\$ (5)	(26)%
Allocated capital	\$ 1,318	\$ 1,341	\$ 1,306	\$ 1,278	\$ 1,283	\$ 1,318	\$ 1,283	\$ (35)	(3)%	\$ (35)	(3)%	\$ 5	—
Operating return on allocated capital ⁽²⁾	6.5%	6.5%	5.6%	4.7%	3.8%	6.5%	3.8%	(2.7)%		(2.7)%		(0.9)%	
Variable Annuities Rollforward													
Beginning balance	\$ 75,866	\$ 74,817	\$ 76,365	\$ 77,397	\$ 78,654	\$ 74,244	\$ 74,817	\$ 2,788	4%	\$ 573	1%	\$ 1,257	2%
Deposits	1,117	948	1,046	1,002	1,131	4,594	4,127	14	1%	(467)	(10)%	129	13%
Withdrawals and terminations	(1,849)	(2,018)	(2,055)	(1,887)	(2,029)	(6,799)	(7,989)	(180)	(10)%	(1,190)	(18)%	(142)	(8)%
Net flows	(732)	(1,070)	(1,009)	(885)	(898)	(2,205)	(3,862)	(166)	(23)%	(1,657)	(75)%	(13)	(1)%
Investment performance and interest credited	(317)	2,618	2,041	2,142	2,584	2,778	9,385	2,901	#	6,607	#	442	21%
Total ending balance - contract accumulation values	\$ 74,817	\$ 76,365	\$ 77,397	\$ 78,654	\$ 80,340	\$ 74,817	\$ 80,340	\$ 5,523	7%	\$ 5,523	7%	\$ 1,686	2%
Variable annuities fixed sub-accounts	\$ 5,211	\$ 5,212	\$ 5,203	\$ 5,187	\$ 5,166	\$ 5,211	\$ 5,166	\$ (45)	(1)%	\$ (45)	(1)%	\$ (21)	—
Fixed Deferred Annuities Rollforward													
Beginning balance	\$ 10,163	\$ 9,991	\$ 9,800	\$ 9,631	\$ 9,492	\$ 10,673	\$ 9,991	\$ (671)	(7)%	\$ (682)	(6)%	\$ (139)	(1)%
Deposits	34	43	44	33	33	191	153	(1)	(3)%	(38)	(20)%	—	—
Withdrawals and terminations	(285)	(309)	(287)	(246)	(279)	(1,187)	(1,121)	6	2%	66	6%	(33)	(13)%
Net flows	(251)	(266)	(243)	(213)	(246)	(996)	(968)	5	2%	28	3%	(33)	(15)%
Policyholder interest credited	79	75	74	74	74	314	297	(5)	(6)%	(17)	(5)%	—	—
Total ending balance - contract accumulation values	\$ 9,991	\$ 9,800	\$ 9,631	\$ 9,492	\$ 9,320	\$ 9,991	\$ 9,320	\$ (671)	(7)%	\$ (671)	(7)%	\$ (172)	(2)%
Capitalized interest	\$ 1	\$ 1	\$ —	\$ 1	\$ —	\$ 3	\$ 2	\$ (1)	#	\$ (1)	(33)%	\$ (1)	#
Payout Annuities Reserve Balance	\$ 2,096	\$ 2,090	\$ 2,099	\$ 2,091	\$ 2,099	\$ 2,096	\$ 2,099	\$ 3	—	\$ 3	—	\$ 8	—
Tax Equivalent Spread - Fixed Deferred Annuities ⁽⁴⁾													
Gross rate of return on invested assets ⁽⁵⁾	4.6%	4.4%	4.3%	4.3%	4.2%	4.6%	4.3%	(0.4)%		(0.3)%		(0.1)%	
Crediting rate excluding capitalized interest	(3.1)%	(3.1)%	(3.1)%	(3.1)%	(3.1)%	(3.0)%	(3.1)%	—	—	(0.1)%	—	—	—
Tax equivalent margin spread	1.5%	1.3%	1.2%	1.2%	1.1%	1.6%	1.2%	(0.4)%		(0.4)%		(0.1)%	
Total Variable Annuities DAC													
Beginning balance	\$ 1,670	\$ 1,724	\$ 1,726	\$ 1,729	\$ 1,737	\$ 1,722	\$ 1,724	\$ 67	4%	\$ 2	—	\$ 8	—
Capitalization	41	34	40	39	43	165	156	2	5%	(9)	(5)%	4	10%
Non-operating amortization	37	9	9	6	2	31	26	(35)	(95)%	(5)	(16)%	(4)	(67)%
Amortization per income statement	(45)	(42)	(43)	(36)	(41)	(192)	(162)	4	9%	30	16%	(5)	(14)%
Other	21	1	(3)	(1)	6	(2)	3	(15)	(71)%	5	#	7	#
Total ending balance	\$ 1,724	\$ 1,726	\$ 1,729	\$ 1,737	\$ 1,747	\$ 1,724	\$ 1,747	\$ 23	1%	\$ 23	1%	\$ 10	1%
Total Fixed Deferred Annuities DAC													
Beginning balance	\$ 56	\$ 76	\$ 74	\$ 68	\$ 67	\$ 87	\$ 76	\$ 11	20%	\$ (11)	(13)%	\$ (1)	(1)%
Capitalization	—	1	—	1	—	3	2	—	—	(1)	(33)%	(1)	#
Non-operating amortization	—	(1)	—	—	—	—	(1)	—	—	(1)	—	—	—
Amortization per income statement	(5)	(5)	(5)	(4)	(5)	(17)	(19)	—	—	(2)	(12)%	(1)	(25)%
Other	25	3	(1)	2	9	3	13	(16)	(64)%	10	#	7	#
Total ending balance	\$ 76	\$ 74	\$ 68	\$ 67	\$ 71	\$ 76	\$ 71	\$ (5)	(7)%	\$ (5)	(7)%	\$ 4	6%

⁽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. In the 4th quarter of 2017, the operating effective tax rate reflects a one-time, primarily non-cash accounting adjustment associated with the Tax Cuts and Jobs Act resulting in an effective tax rate of 69.7%.

⁽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 4th quarter of 2016 through the 4th 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 4.5%, 4.3%, 4.2%, 4.2% and 4.2% respectively.

Variance equal to or greater than 100%.

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Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Protection Segment

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Ameriprise Financial, Inc.
Protection Segment
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
								Diff.	%	Diff.	%	Diff.	%
Protection Segment Operating Income Statements													
Revenues													
Management and financial advice fees	\$ 13	\$ 13	\$ 10	\$ 12	\$ 13	\$ 51	\$ 48	\$ —	—	\$ (3)	(6)%	\$ 1	8%
Distribution fees	26	25	25	24	27	98	101	1	4%	3	3%	3	13%
Net investment income	83	85	82	86	85	330	338	2	2%	8	2%	(1)	(1)%
Premiums	327	294	297	305	308	1,286	1,204	(19)	(6)%	(82)	(6)%	3	1%
Other revenues	99	104	103	51	95	476	353	(4)	(4)%	(123)	(26)%	44	86%
Total revenues	548	521	517	478	528	2,241	2,044	(20)	(4)%	(197)	(9)%	50	10%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	548	521	517	478	528	2,241	2,044	(20)	(4)%	(197)	(9)%	50	10%
Expenses													
Distribution expenses	20	17	16	17	18	70	68	(2)	(10)%	(2)	(3)%	1	6%
Interest credited to fixed accounts	45	44	47	47	48	175	186	3	7%	11	6%	1	2%
Benefits, claims, losses and settlement expenses	310	297	313	278	321	1,325	1,209	11	4%	(116)	(9)%	43	15%
Amortization of deferred acquisition costs	31	28	29	13	26	138	96	(5)	(16)%	(42)	(30)%	13	#
Interest and debt expense	7	6	6	7	6	25	25	(1)	(14)%	—	—	(1)	(14)%
General and administrative expense	62	66	55	61	62	245	244	—	—	(1)	—	1	2%
Operating expenses	475	458	466	423	481	1,978	1,828	6	1%	(150)	(8)%	58	14%
Pretax operating earnings	\$ 73	\$ 63	\$ 51	\$ 55	\$ 47	\$ 263	\$ 216	\$ (26)	(36)%	\$ (47)	(18)%	\$ (8)	(15)%
Pretax operating margin	13.3%	12.1%	9.9%	11.5%	8.9%	11.7%	10.6%	(4.4)%		(1.1)%		(2.6)%	
Return on Capital													
Allocated capital	\$ 1,522	\$ 1,478	\$ 1,460	\$ 1,391	\$ 1,339	\$ 1,522	\$ 1,339	\$ (183)	(12)%	\$ (183)	(12)%	\$ (52)	(4)%
Operating return on allocated capital ⁽¹⁾	14.4%	14.4%	15.1%	13.2%	10.3%	14.4%	10.3%	(4.1)%		(4.1)%		(2.9)%	
Market impact on indexed universal life benefits ⁽²⁾													
Risk margin and nonperformance spread impact	\$ 8	\$ 3	\$ 6	\$ 8	\$ (3)	\$ (7)	\$ 14	\$ (11)	#	\$ 21	#	\$ (11)	#
Other	(3)	(3)	(12)	(18)	23	43	(10)	26	#	(53)	#	41	#
Total market impact on indexed universal life benefits excluded from operating earnings	\$ 5	\$ —	\$ (6)	\$ (10)	\$ 20	\$ 36	\$ 4	\$ 15	#	\$ (32)	(89)%	\$ 30	#
Product Information													
Life and Health ⁽³⁾													
Pretax operating earnings	\$ 63	\$ 68	\$ 69	\$ 48	\$ 73	\$ 308	\$ 258	\$ 10	16%	\$ (50)	(16)%	\$ 25	52%
Allocated capital	\$ 817	\$ 817	\$ 800	\$ 769	\$ 726	\$ 817	\$ 726	\$ (91)	(11)%	\$ (91)	(11)%	\$ (43)	(6)%
Operating return on allocated capital ⁽¹⁾	31.6%	30.5%	29.9%	24.7%	21.4%	31.6%	21.4%	(10.2)%		(10.2)%		(3.3)%	
Auto and Home Insurance													
Pretax operating earnings (loss)	\$ 10	\$ (5)	\$ (18)	\$ 7	\$ (26)	\$ (45)	\$ (42)	\$ (36)	#	\$ 3	7%	\$ (33)	#
Allocated capital	\$ 705	\$ 661	\$ 660	\$ 622	\$ 613	\$ 705	\$ 613	\$ (92)	(13)%	\$ (92)	(13)%	\$ (9)	(1)%
Operating return on allocated capital ⁽¹⁾	(5.1)%	(4.3)%	(2.4)%	(0.6)%	(3.1)%	(5.1)%	(3.1)%	2.0%		2.0%		(2.5)%	
Total Auto and Home catastrophe losses	\$ 15	\$ 25	\$ 44	\$ 15	\$ 38	\$ 104	\$ 122	\$ 23	#	\$ 18	17%	\$ 23	#

⁽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. In the 4th quarter of 2017, the operating effective tax rate reflects a one-time, primarily non-cash accounting adjustment associated with the Tax Cuts and Jobs Act resulting in an effective tax rate of 69.7%.

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

⁽³⁾ Life and health includes captive insurance.

Variance equal to or greater than 100%.

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Ameriprise Financial, Inc.
Protection Segment
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
								Diff.	%	Diff.	%	Diff.	%
Cash Sales													
VUL / UL ⁽¹⁾	\$ 88	\$ 65	\$ 78	\$ 72	\$ 84	\$ 290	\$ 299	\$ (4)	(5)%	\$ 9	3%	\$ 12	17%
Term and whole life	2	2	2	2	2	9	8	—	—	(1)	(11)%	—	—
Disability insurance	1	1	1	1	1	4	4	—	—	—	—	—	—

Auto and home	259	271	283	305	270	1,085	1,129	11	4%	44	4%	(35)	(11)%
Total cash sales	\$ 350	\$ 339	\$ 364	\$ 380	\$ 357	\$ 1,388	\$ 1,440	\$ 7	2%	\$ 52	4%	\$ (23)	(6)%

VUL / UL Policyholder Account Balances

Beginning balance	\$ 11,461	\$ 11,511	\$ 11,783	\$ 12,006	\$ 12,235	\$ 11,170	\$ 11,511	\$ 774	7%	\$ 341	3%	\$ 229	2%
Premiums and deposits	269	245	256	247	268	1,000	1,016	(1)	—	16	2%	21	9%
Investment performance and interest	82	348	275	300	346	539	1,269	264	#	730	#	46	15%
Withdrawals and surrenders	(302)	(319)	(308)	(319)	(314)	(1,199)	(1,260)	(12)	(4)%	(61)	(5)%	5	2%
Other	1	(2)	—	1	(1)	1	(2)	(2)	#	(3)	#	(2)	#
Total ending balance	\$ 11,511	\$ 11,783	\$ 12,006	\$ 12,235	\$ 12,534	\$ 11,511	\$ 12,534	\$ 1,023	9%	\$ 1,023	9%	\$ 299	2%

Premiums by Product

Term and whole life	\$ 11	\$ 11	\$ 11	\$ 11	\$ 11	\$ 45	\$ 44	\$ —	—	\$ (1)	(2)%	\$ —	—
Disability insurance	36	35	35	36	35	146	141	(1)	(3)%	(5)	(3)%	(1)	(3)%
Auto and home	275	242	244	252	255	1,074	993	(20)	(7)%	(81)	(8)%	3	1%
Intercompany premiums	5	6	7	6	7	21	26	2	40%	5	24%	1	17%
Total premiums by product	\$ 327	\$ 294	\$ 297	\$ 305	\$ 308	\$ 1,286	\$ 1,204	\$ (19)	(6)%	\$ (82)	(6)%	\$ 3	1%

Auto and Home Insurance Details

Policy count (thousands)	943	940	937	939	942	943	942	(1)	—	(1)	—	3	—
Catastrophe loss ratio	4.4%	9.4%	16.0%	5.8%	14.9%	9.4%	11.5%	10.5%	—	2.1%	—	9.1%	—
Non-catastrophe /other loss ratio	79.6%	78.7%	80.1%	80.3%	83.6%	81.8%	80.7%	4.0%	—	(1.1)%	—	3.3%	—
Expense ratio	17.7%	20.0%	17.2%	16.9%	17.2%	18.3%	17.8%	(0.5)%	—	(0.5)%	—	0.3%	—
Combined ratio	101.7%	108.1%	113.3%	103.0%	115.7%	109.5%	110.0%	14.0%	—	0.5%	—	12.7%	—

DAC Rollforward

Life and Health

Beginning balance	\$ 783	\$ 821	\$ 821	\$ 819	\$ 837	\$ 857	\$ 821	\$ 54	7%	\$ (36)	(4)%	\$ 18	2%
Capitalization	26	19	21	20	24	80	84	(2)	(8)%	4	5%	4	20%
Non-operating amortization	(6)	(1)	3	3	(5)	(18)	—	1	17%	18	#	(8)	#
Amortization per income statement	(14)	(14)	(15)	—	(14)	(70)	(43)	—	—	27	39%	(14)	—
Other	32	(4)	(11)	(5)	(3)	(28)	(23)	(35)	#	5	18%	2	40%
Total ending balance	\$ 821	\$ 821	\$ 819	\$ 837	\$ 839	\$ 821	\$ 839	\$ 18	2%	\$ 18	2%	\$ 2	—

Life Insurance in Force

	\$ 196,472	\$ 196,338	\$ 196,045	\$ 195,947	\$ 195,931	\$ 196,472	\$ 195,931	\$ (541)	—	\$ (541)	—	\$ (16)	—
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Net Amount at Risk

	\$ 41,290	\$ 41,717	\$ 41,192	\$ 41,146	\$ 40,752	\$ 41,290	\$ 40,752	\$ (538)	(1)%	\$ (538)	(1)%	\$ (394)	(1)%
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Net Policyholder Reserves

VUL / UL	\$ 10,759	\$ 11,054	\$ 11,295	\$ 11,548	\$ 11,851	\$ 10,759	\$ 11,851	\$ 1,092	10%	\$ 1,092	10%	\$ 303	3%
Term and whole life	203	201	200	198	197	203	197	(6)	(3)%	(6)	(3)%	(1)	(1)%
Disability insurance	524	525	526	530	528	524	528	4	1%	4	1%	(2)	—
Other insurance	792	790	783	775	765	792	765	(27)	(3)%	(27)	(3)%	(10)	(1)%
Auto and home loss and LAE reserves	614	610	599	589	611	614	611	(3)	—	(3)	—	22	4%
Total net policyholder reserves	\$ 12,892	\$ 13,180	\$ 13,403	\$ 13,640	\$ 13,952	\$ 12,892	\$ 13,952	\$ 1,060	8%	\$ 1,060	8%	\$ 312	2%

⁽¹⁾ Includes lump sum deposits.

Variance equal to or greater than 100%.



Statistical Supplement Package (unaudited)

Fourth Quarter 2017

Corporate & Other Segment

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

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons		Seq Qtr Chg - 4Q			
						2016	2017	Diff.	%	Diff.	%	Diff.	%
Product Information ⁽¹⁾													
Corporate excluding Long Term Care													
Operating total net revenues	\$ (8)	\$ (9)	\$ (11)	\$ (19)	\$ (56)	\$ (28)	\$ (95)	\$ (48)	#	\$ (67)	#	\$ (37)	#
Operating expenses	66	72	62	59	65	244	258	(1)	(2)%	14	6%	6	10%
Pretax operating earnings (loss)	<u>\$ (74)</u>	<u>\$ (81)</u>	<u>\$ (73)</u>	<u>\$ (78)</u>	<u>\$ (121)</u>	<u>\$ (272)</u>	<u>\$ (353)</u>	<u>\$ (47)</u>	<u>(64)%</u>	<u>\$ (81)</u>	<u>(30)%</u>	<u>\$ (43)</u>	<u>(55)%</u>
Long Term Care													
Operating total net revenues	\$ 67	\$ 66	\$ 66	\$ 69	\$ 67	\$ 265	\$ 268	\$ —	—	\$ 3	1%	\$ (2)	(3)%
Operating expenses	81	65	69	127	80	352	341	(1)	(1)%	(11)	(3)%	(47)	(37)%
Pretax operating earnings (loss)	<u>\$ (14)</u>	<u>\$ 1</u>	<u>\$ (3)</u>	<u>\$ (58)</u>	<u>\$ (13)</u>	<u>\$ (87)</u>	<u>\$ (73)</u>	<u>\$ 1</u>	<u>7%</u>	<u>\$ 14</u>	<u>16%</u>	<u>\$ 45</u>	<u>78%</u>
Allocated capital	\$ 663	\$ 674	\$ 690	\$ 652	\$ 676	\$ 663	\$ 676	\$ 13	2%	\$ 13	2%	\$ 24	4%

⁽¹⁾ See Exhibit B for details on Long Term Care and Corporate Excluding Long Term Care

Variance equal to or greater than 100%.

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

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q	%	YTD Chg - 4Q	%	Seq Qtr Chg - 4Q	%
Eliminations Operating Income Statements													
Revenues													
Management and financial advice fees	\$ (36)	\$ (35)	\$ (34)	\$ (35)	\$ (34)	\$ (137)	\$ (138)	\$ 2	6%	\$ (1)	(1)%	\$ 1	3%
Distribution fees	(322)	(303)	(304)	(304)	(327)	(1,248)	(1,238)	(5)	(2)%	10	1%	(23)	(8)%
Net investment income	—	—	—	(1)	(2)	(1)	(3)	(2)	—	(2)	#	(1)	#
Premiums	(6)	(9)	(8)	(9)	(9)	(21)	(35)	(3)	(50)%	(14)	(67)%	—	—
Other revenues	—	—	—	—	—	—	—	—	—	—	—	—	—
Total revenues	(364)	(347)	(346)	(349)	(372)	(1,407)	(1,414)	(8)	(2)%	(7)	—	(23)	(7)%
Banking and deposit interest expense	—	—	(1)	(1)	(1)	(1)	(3)	(1)	—	(2)	#	—	—
Operating total net revenues	(364)	(347)	(345)	(348)	(371)	(1,406)	(1,411)	(7)	(2)%	(5)	—	(23)	(7)%
Expenses													
Distribution expenses	(347)	(327)	(325)	(329)	(350)	(1,340)	(1,331)	(3)	(1)%	9	1%	(21)	(6)%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	(3)	(3)	(3)	(6)	—	(15)	(6)	—	(15)	—	(3)	#
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	—	—	—	1	(1)	—	—	(1)	—	—	—	(2)	#
General and administrative expense	(17)	(17)	(17)	(17)	(14)	(66)	(65)	3	18%	1	2%	3	18%
Operating expenses	(364)	(347)	(345)	(348)	(371)	(1,406)	(1,411)	(7)	(2)%	(5)	—	(23)	(7)%
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%.



Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Balance Sheet and Ratings Information

Ameriprise Financial, Inc.
Consolidated Balance Sheets
Fourth Quarter 2017

(in millions, unaudited)	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017
Assets					
Cash and cash equivalents	\$ 2,318	\$ 1,996	\$ 2,392	\$ 2,398	\$ 2,484
Cash of consolidated investment entities	168	181	171	106	136
Investments	35,834	35,771	35,935	36,202	35,925
Investments of consolidated investment entities	2,254	2,249	2,257	2,215	2,131
Separate account assets	80,210	82,169	83,661	85,287	87,368
Receivables	5,299	5,355	5,481	5,742	5,760
Receivables of consolidated investment entities	11	17	38	9	25
Deferred acquisition costs	2,648	2,643	2,637	2,661	2,676
Restricted and segregated cash and investments	3,331	3,403	3,072	3,131	3,147
Other assets	7,748	7,073	7,500	7,735	7,818
Total Assets	\$ 139,821	\$ 140,857	\$ 143,144	\$ 145,486	\$ 147,470
Liabilities					
Policyholder account balances, future policy benefits and claims	\$ 30,202	\$ 29,762	\$ 29,878	\$ 29,963	\$ 29,904
Separate account liabilities	80,210	82,169	83,661	85,287	87,368
Customer deposits	10,036	10,316	10,200	10,427	10,303
Short-term borrowings	200	200	200	201	200
Long-term debt	2,917	2,911	2,908	2,902	2,891
Debt of consolidated investment entities	2,319	2,341	2,308	2,267	2,208
Accounts payable and accrued expenses	1,727	1,470	1,600	1,728	1,960
Other liabilities	5,823	5,375	6,001	6,363	6,575
Other liabilities of consolidated investment entities	95	86	138	43	63
Total Liabilities	133,529	134,630	136,894	139,181	141,472
Equity					
Ameriprise Financial					
Common shares (\$.01 par)	3	3	3	3	3
Additional paid-in capital	7,765	7,857	7,903	8,017	8,085
Retained earnings	10,351	10,633	10,897	11,271	11,329
Treasury stock	(12,027)	(12,485)	(12,852)	(13,298)	(13,648)
Accumulated other comprehensive income, net of tax	200	219	299	312	229

Total Equity	6,292	6,227	6,250	6,305	5,998
Total Liabilities and Equity	\$ 139,821	\$ 140,857	\$ 143,144	\$ 145,486	\$ 147,470

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

(in millions unless otherwise noted, unaudited)	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017
Long-term Debt Summary					
Senior notes	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850
Capital lease obligations	49	47	44	41	38
Fair value of hedges, unamortized discount and debt issuance costs	18	14	14	11	3
Total Ameriprise Financial long-term debt	2,917	2,911	2,908	2,902	2,891
Non-recourse debt of consolidated investment entities	2,319	2,341	2,308	2,267	2,208
Total long-term debt	\$ 5,236	\$ 5,252	\$ 5,216	\$ 5,169	\$ 5,099
Total Ameriprise Financial long-term debt	\$ 2,917	\$ 2,911	\$ 2,908	\$ 2,902	\$ 2,891
Fair value of hedges, unamortized discount and debt issuance costs	(18)	(14)	(14)	(11)	(3)
Capital lease obligations	(49)	(47)	(44)	(41)	(38)
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⁾	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305	\$ 5,998
Equity of consolidated investment entities	—	(1)	(1)	(1)	—
Total equity excluding CIEs ⁽¹⁾	\$ 6,292	\$ 6,226	\$ 6,249	\$ 6,304	\$ 5,998
Total Ameriprise Financial capital	\$ 9,209	\$ 9,138	\$ 9,158	\$ 9,207	\$ 8,889
Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs ⁽¹⁾	\$ 9,142	\$ 9,076	\$ 9,099	\$ 9,154	\$ 8,848
Debt to capital					
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	31.7%	31.9%	31.8%	31.5%	32.5%
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⁾	31.2%	31.4%	31.3%	31.1%	32.2%

Ratings (as of December 31, 2017 earnings release date)	A.M. Best Company	Standard & Poor's Rating Services	Moody's Investors Service, Inc.
Claims Paying Ratings ⁽³⁾			
RiverSource Life Insurance Company	A+	AA-	Aa3
IDS Property Casualty Ins. Company	A	N/R	N/R
Debt Ratings ⁽³⁾			
Ameriprise Financial, Inc.	a-	A	A3

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

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

(in millions unless otherwise noted, unaudited)	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017
Cash and cash equivalents	\$ 2,318	\$ 1,996	\$ 2,392	\$ 2,398	\$ 2,484
Investments - Ending Balances					
Available-for-Sale Securities					
Corporate debt securities	16,236	16,089	15,857	15,650	15,075
Residential mortgage backed securities	6,918	6,882	6,921	6,790	6,611
Commercial mortgage backed securities	3,367	3,274	3,443	3,952	4,374
Asset backed securities	1,549	1,647	1,678	1,646	1,580
Total mortgage and other asset backed securities	11,834	11,803	12,042	12,388	12,565
State and municipal obligations	2,358	2,400	2,423	2,455	2,463
US government and agency obligations	8	8	7	6	503
Foreign government bonds and obligations	261	264	300	308	314
Common and preferred stocks	22	18	18	19	7
Total other	2,649	2,690	2,748	2,788	3,287
Total available-for-sale securities	30,719	30,582	30,647	30,826	30,927
Commercial mortgage loans	2,702	2,712	2,737	2,770	2,775
Allowance for loan losses	(21)	(21)	(21)	(21)	(19)
Commercial mortgage loans, net	2,681	2,691	2,716	2,749	2,756
Residential mortgage loans	305	290	277	251	—
Allowance for loan losses	—	—	—	—	—
Residential mortgage loans, net	305	290	277	251	—
Policy loans	831	830	836	841	845
Other investments	1,298	1,378	1,459	1,535	1,397
Total investments	35,834	35,771	35,935	36,202	35,925
Total cash, cash equivalents and investments	\$ 38,152	\$ 37,767	\$ 38,327	\$ 38,600	\$ 38,409
Net unrealized gain Available-for-Sale Securities	\$ 1,247	\$ 1,282	\$ 1,452	\$ 1,508	\$ 1,435
AFS Fixed Maturity Asset Quality - %					
AAA	31%	31%	33%	34%	37%

AA	6%	6%	7%	7%	7%
AFS securities AA and above	37%	37%	40%	41%	44%
A	18%	18%	18%	18%	17%
BBB	40%	40%	38%	37%	35%
Below investment grade	5%	5%	4%	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%	4%	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

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

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 Fixed Indexed Annuity Benefits - The impact of changes in financial market conditions on benefit costs associated with fixed indexed annuity benefits accounted for as embedded derivatives, net of changes in associated economic hedge values and net of related impacts on DAC amortization. This market impact includes the risk margin and nonperformance spread impact.

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.

Ameriprise Financial, Inc.
Glossary of Selected Terminology

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.

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 fixed indexed annuity 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 fixed indexed annuity 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.

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

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)	\$ —

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	1
Premiums	—	—	—	—	—	—	—	—
Other revenues	—	—	—	—	—	1	—	—
Total revenues	2	(2)	17	—	—	1	22	1
Banking and deposit interest expense	—	—	—	—	—	—	—	—
Total net revenues	2	(2)	17	—	—	1	22	1
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	\$ 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⁾	Tax Benefit ⁽¹²⁾
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

Exhibit B



Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Corporate & Other Segment Details

Ameriprise Financial, Inc.
Corporate Excluding Long Term Care
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
								Diff.	%	Diff.	%	Diff.	%
Corporate Excluding Long Term Care													
Operating Income Statements													
Revenues													
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—	—	—	—	—	—	—	—	—
Net investment income	(9)	(11)	(11)	(19)	(58)	(32)	(99)	(49)	#	(67)	#	(39)	#
Premiums	—	—	—	—	—	—	—	—	—	—	—	—	—
Other revenues	1	2	1	1	3	5	7	2	#	2	40%	2	#
Total revenues	(8)	(9)	(10)	(18)	(55)	(27)	(92)	(47)	#	(65)	#	(37)	#
Banking and deposit interest expense	—	—	1	1	1	1	3	1	—	2	#	—	—
Operating total net revenues	(8)	(9)	(11)	(19)	(56)	(28)	(95)	(48)	#	(67)	#	(37)	#
Expenses													
Distribution expenses	—	—	—	1	—	—	1	—	—	1	—	(1)	#
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	—	—	—	—	—	—	—	—	—	—	—	—	—
Amortization of deferred acquisition costs	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest and debt expense	4	5	4	3	4	18	16	—	—	(2)	(11)%	1	33%
General and administrative expense	62	67	58	55	61	226	241	(1)	(2)%	15	7%	6	11%
Operating expenses	66	72	62	59	65	244	258	(1)	(2)%	14	6%	6	10%
Pretax operating earnings (loss)	\$ (74)	\$ (81)	\$ (73)	\$ (78)	\$ (121)	\$ (272)	\$ (353)	\$ (47)	(64)%	\$ (81)	(30)%	\$ (43)	(55)%

Variance equal to or greater than 100%.

Ameriprise Financial, Inc.
Long Term Care
Fourth Quarter 2017

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-Date		Prior Year Comparisons					
						2016	2017	Qtr Chg - 4Q		YTD Chg - 4Q		Seq Qtr Chg - 4Q	
								Diff.	%	Diff.	%	Diff.	%
Long Term Care Operating Income Statements													
Revenues													
Management and financial advice fees	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Distribution fees	—	—	—	—	—	—	—	—	—	—	—	—	—
Net investment income	38	39	40	41	39	155	159	1	3%	4	3%	(2)	(5)%
Premiums	29	27	26	28	28	110	109	(1)	(3)%	(1)	(1)%	—	—
Other revenues	—	—	—	—	—	—	—	—	—	—	—	—	—
Total revenues	67	66	66	69	67	265	268	—	—	3	1%	(2)	(3)%
Banking and deposit interest expense	—	—	—	—	—	—	—	—	—	—	—	—	—
Operating total net revenues	67	66	66	69	67	265	268	—	—	3	1%	(2)	(3)%
Expenses													
Distribution expenses	(3)	(3)	(2)	(3)	(4)	(42)	(12)	(1)	(33)%	30	71%	(1)	(33)%
Interest credited to fixed accounts	—	—	—	—	—	—	—	—	—	—	—	—	—
Benefits, claims, losses and settlement expenses	75	58	62	119	74	294	313	(1)	(1)%	19	6%	(45)	(38)%
Amortization of deferred acquisition costs	—	—	—	—	—	63	—	—	—	(63)	#	—	—
Interest and debt expense	2	3	2	3	3	9	11	1	50%	2	22%	—	—
General and administrative expense	7	7	7	8	7	28	29	—	—	1	4%	(1)	(13)%
Operating expenses	81	65	69	127	80	352	341	(1)	(1)%	(11)	(3)%	(47)	(37)%
Pretax operating earnings (loss)	\$ (14)	\$ 1	\$ (3)	\$ (58)	\$ (13)	\$ (87)	\$ (73)	\$ 1	7%	\$ 14	16%	\$ 45	78%

Exhibit C



Statistical Supplement Package
(unaudited)

Fourth Quarter 2017

Non-GAAP Financial Measure Reconciliations

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

(in millions unless otherwise noted, unaudited)	4 Qtr 2016	1 Qtr 2017	2 Qtr 2017	3 Qtr 2017	4 Qtr 2017	Year-to-date	
						2016	2017
Return on Equity							
Net income (last twelve months)	\$ 1,314	\$ 1,353	\$ 1,411	\$ 1,699	\$ 1,480	\$ 1,314	\$ 1,480
Less adjustments ⁽¹⁾	(113)	(128)	(132)	(165)	(123)	(113)	(123)
Operating earnings (last twelve months)	\$ 1,427	\$ 1,481	\$ 1,543	\$ 1,864	\$ 1,603	\$ 1,427	\$ 1,603
Total Ameriprise Financial shareholders' equity (five point quarter end average)	\$ 6,877	\$ 6,684	\$ 6,520	\$ 6,369	\$ 6,214	\$ 6,877	\$ 6,214
Less AOCI, net of tax (five point quarter end average)	426	419	390	325	251	426	251
Total Ameriprise Financial shareholders' equity excluding AOCI (five point quarter end average)	6,451	6,265	6,130	6,044	5,963	6,451	5,963
Less equity impacts attributable to the consolidated investment entities (five point quarter end average)	27	—	—	1	1	27	1
Operating equity (five point quarter end average)	\$ 6,424	\$ 6,265	\$ 6,130	\$ 6,043	\$ 5,962	\$ 6,424	\$ 5,962
Return on equity excluding AOCI	20.4%	21.6%	23.0%	28.1%	24.8%	20.4%	24.8%
Operating return on equity excluding AOCI	22.2%	23.6%	25.2%	30.8%	26.9%	22.2%	26.9%
Effective Tax Rate							
Pretax income	\$ 469	\$ 475	\$ 511	\$ 628	\$ 600	\$ 1,592	\$ 2,214
Less adjustments ⁽²⁾	(66)	(45)	(73)	(70)	(1)	(173)	(189)
Pretax operating earnings	\$ 535	\$ 520	\$ 584	\$ 698	\$ 601	\$ 1,765	\$ 2,403
Income tax provision	\$ 69	\$ 72	\$ 118	\$ 125	\$ 419	\$ 278	\$ 734
Operating income tax provision	\$ 92	\$ 88	\$ 143	\$ 150	\$ 419	\$ 338	\$ 800
Effective tax rate	14.5%	15.2%	23.1%	19.9%	69.8%	17.4%	33.1%
Operating effective tax rate	17.2%	16.9%	24.5%	21.5%	69.7%	19.2%	33.3%

⁽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 on fixed indexed annuity benefits, net of hedges and the related DAC amortization; 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 on fixed indexed annuity benefits, net of hedges and the related DAC amortization; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidated investment entities.

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

(in millions unless otherwise noted, unaudited)	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017
Long-term Debt Summary					
Senior notes	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850	\$ 2,850
Capital lease obligations	49	47	44	41	38
Fair value of hedges, unamortized discount and debt issuance costs	18	14	14	11	3
Total Ameriprise Financial long-term debt	2,917	2,911	2,908	2,902	2,891
Less fair value of hedges, unamortized discount and debt issuance costs	18	14	14	11	3
Less capital lease obligations	49	47	44	41	38
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	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305	\$ 5,998
Less equity of consolidated investment entities	—	1	1	1	—
Total equity excluding CIEs	\$ 6,292	\$ 6,226	\$ 6,249	\$ 6,304	\$ 5,998
Capital Summary					
Total Ameriprise Financial long-term debt	\$ 2,917	\$ 2,911	\$ 2,908	\$ 2,902	\$ 2,891

Total equity	6,292	6,227	6,250	6,305	5,998
Total Ameriprise Financial capital	9,209	9,138	9,158	9,207	8,889
Less equity of consolidated investment entities	—	1	1	1	—
Less fair value of hedges, unamortized discount and debt issuance costs	18	14	14	11	3
Less capital lease obligations	49	47	44	41	38
Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, debt issuance costs, capital lease obligations and equity of CIEs	\$ 9,142	\$ 9,076	\$ 9,099	\$ 9,154	\$ 8,848
Total Ameriprise Financial long-term debt to total Ameriprise Financial capital	31.7%	31.9%	31.8%	31.5%	32.5%
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	31.2%	31.4%	31.3%	31.1%	32.2%
Total equity	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305	\$ 5,998
AOCI	200	219	299	312	229
Retained earnings attributable to CIEs	—	1	1	1	1
AOCI attributable to CIEs	—	—	—	—	(1)
Total equity	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305	\$ 5,998
Less AOCI	200	219	299	312	229
Total equity excluding AOCI	\$ 6,092	\$ 6,008	\$ 5,951	\$ 5,993	\$ 5,769
Total equity	\$ 6,292	\$ 6,227	\$ 6,250	\$ 6,305	\$ 5,998
Less retained earnings attributable to CIEs	—	1	1	1	1
Less AOCI	200	219	299	312	229
Total equity excluding CIEs and AOCI	\$ 6,092	\$ 6,007	\$ 5,950	\$ 5,992	\$ 5,768