

Ameriprise Variable Annuity Review

October 30, 2013



Management of our Variable Annuity business is consistent with Ameriprise's principle of meeting client needs and shareholder objectives

Our approach to variable annuities

- A business designed for our advisors and their clients. Not currently distributed through third-party broker dealers
- Maintained consistent market share and sales levels
- Designed products and pricing for clients' accumulation needs
- Advisors can sell products from competing annuity writers

Small but steady contribution to AMP

- Historically only ~10% of AMP's total assets under management and administration since 2010
- Advisor channel sales of ~\$5 billion annually for past five years; exited third-party channel in 2010
- Consistently generates returns on risk adjusted equity of over 20%

Very limited exposures to risk

- 44% of account values have no living benefits
- NAR⁽¹⁾ from living benefits and death benefits are 0.7% and 0.3% of account values, respectively
- 100% of living benefit policies required investment in asset allocation funds
- 54% of GMWB account values do not have credits / roll-ups

Transparent and effective at managing risk

- We do not use captive reinsurers. Our gross reserves = our net reserves
- Conservative semi-static, multi-Greek hedging program
- Well capitalized at ~468% RBC
- Our \$1.1 billion of allocated equity includes \$500 million of contingent capital for stress scenarios



Overview of VA in-force business

Variable Annuity In-force – \$72.7 billion

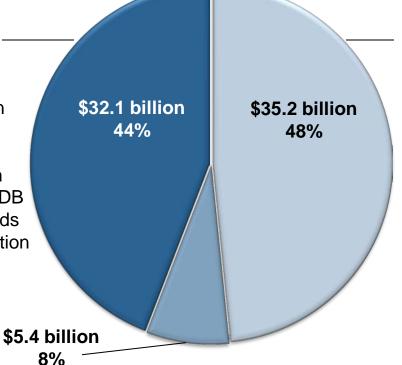
(Account Value as of 9/30/13)

VA without living benefits

- Provide wide range of investment options, tax deferral and the protection of a death benefit
- 69% of GMDB account value is return of premium
- Offer other enhanced GMDB options to meet client needs for tax-deferred accumulation
- GMDB net amount at risk is 0.3% of account values

VA with living benefits (Portfolio Navigator funds) • Provide clients a choice of

- Provide clients a choice of diversified and disciplined asset allocation models to invest in
- Balanced value proposition
- Always required asset allocation funds
- 54% of GMWB account value does not have credits / roll-ups



VA with living benefits (Portfolio Stabilizer – a managed volatility fund series launched in May 2012)

- All currently sold living benefits require use of managed volatility funds with volatility options
- Investment options for use with the rider that adjust equity/fixed income mix based on the volatility
 in the marketplace to provide a 'smoother ride' to the client



In-force VA block with living benefit guarantees

 The lower risk levels can be seen by reviewing the Net Amount at Risk (NAR) as a percent of the account value – NAR is just 0.7% of account value

Guaranteed Living Benefit Exposure

(\$ in millions)

	Account Value at 9/30/13	% of Total Account Value at 9/30/13	Net Amount at Risk as % of Account Value			
Rider			9/30/2013	2012	2011	2010
GMWB for Life	\$32,290	44.4%	0.7%	0.9%	3.6%	0.6%
GMAB	\$4,026	5.5%	0.1%	0.1%	1.8%	0.6%
GMWB	\$3,873	5.3%	0.4%	0.9%	6.1%	2.4%
GMIB	\$410	0.6%	11.1%	16.9%	22.9%	12.7%
Total Guaranteed Living Benefits	\$40,599	55.8%	0.7%	1.0%	4.0%	1.2%

