



# **Statistical Supplement Package**

(unaudited)

## **First Quarter 2011**

**Ameriprise Financial, Inc.**  
**Statistical Supplement Information**  
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# **Statistical Supplement Package**

(unaudited)

**First Quarter 2011**

## **Consolidated Results**

## Ameriprise Financial, Inc. Statistical Supplement Presentation First Quarter 2011

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 best reflect the underlying performance of the Company and facilitate a more meaningful trend analysis. Accordingly, this Statistical Supplement Package presents the Company's operating results and related operating metrics. Reconciliations to GAAP measures are provided on page 6 and in Exhibit B "Reconciliation of GAAP Metrics to Operating Metrics" beginning on page 44.

Effective for first quarter 2011, management made certain changes in its Statistical Supplement Package:

- \*Amended its definition of operating earnings as it relates to the market impact on variable annuity guaranteed living benefits
- \*Removed the Owned, Managed and Administered Assets disclosures and replaced them with Assets under Management and Assets under Administration disclosures
- \*Provided more details into net flows for the Columbia managed retail funds
- \*Transferred the results of operations attributable to Securities America from the Advice & Wealth Management segment to the Corporate & Other segment

Management views the operating measures under the amended definition as a more meaningful presentation of its results for purposes of analyzing the operating performance of its segments, as the amended definition presents results on a basis more consistent with the economics of the businesses. Under the amended definition, operating measures exclude the impact of consolidating certain investment entities ("CIEs"), net realized gains or losses, market impact on variable annuity guaranteed living benefits and integration and restructuring charges. 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. Management has recast the prior period amounts to conform to the way management currently manages and monitors segment performance during the current period, including moving the results of operations attributable to Securities America from the Advice & Wealth Management segment to the Corporate & Other segment.

In addition to amending the definition of operating earnings, 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.

Prior to the amendment of the definition of operating earnings, operating earnings included the market impact on variable annuity guaranteed living benefits. Beginning with results reported in first quarter 2011, operating earnings are adjusted to exclude this impact (prior quarters have been restated). The market impact includes changes in liability values caused by changes in financial market conditions, net of changes in associated hedge asset 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* ("FAS 157"), including the impact on liability values of discounting projected benefits to reflect a current estimate of RiverSource Life's nonperformance spread. Further, the market impact is net of related impacts on DAC and DSIC amortization. The market impact relates to guaranteed minimum accumulation benefits and non-life contingent guaranteed minimum withdrawal benefits accounted for at fair value as embedded derivatives. The Company views operating earnings under the amended definition as a more meaningful presentation of its results.

The Company removed its Owned, Managed and Administered Assets disclosure and replaced it with Assets Under Management and Administration disclosures. This presentation better aligns the assets with the fees that are generated and is more consistent with peers.

Management provided more detail into the components of the Columbia Managed Assets Rollforward for retail funds by breaking out mutual fund inflows, mutual fund outflows, reinvested dividends and distributions separately.

**Ameriprise Financial, Inc.**  
**Consolidated GAAP Income Statements**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | Prior Year Comparisons |               |               |               |               |               |               |              |              |              |                  |                |              |
|--|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|------------------|----------------|--------------|
|  | Year-to-Date           |               |               |               |               |               | Qtr Chg - 1Q  |              | YTD Chg - 1Q |              | Seq Qtr Chg - 1Q |                |              |
|  | 1 Qtr 2010             | 2 Qtr 2010    | 3 Qtr 2010    | 4 Qtr 2010    | 1 Qtr 2011    | 2010          | 2011          | Diff.        | %            | Diff.        | %                | Diff.          | %            |
| <b>Revenues</b>  |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Management and financial advice fees   | \$ 774                 | \$ 955        | \$ 1,040      | \$ 1,192      | \$ 1,184      | \$ 774        | \$ 1,184      | \$ 410       | 53 %         | \$ 410       | 53 %             | \$ (8)         | (1)%         |
| Distribution fees  | 391                    | 453           | 415           | 449           | 467           | 391           | 467           | 76           | 19 %         | 76           | 19 %             | 18             | 4 %          |
| Net investment income  | 590                    | 654           | 527           | 542           | 515           | 590           | 515           | (75)         | (13)%        | (75)         | (13)%            | (27)           | (5)%         |
| Premiums   | 282                    | 299           | 303           | 295           | 292           | 282           | 292           | 10           | 4 %          | 10           | 4 %              | (3)            | (1)%         |
| Other revenues   | 255                    | 236           | 180           | 214           | 209           | 255           | 209           | (46)         | (18)%        | (46)         | (18)%            | (5)            | (2)%         |
| <b>Total revenues</b>  | <b>2,292</b>           | <b>2,597</b>  | <b>2,465</b>  | <b>2,692</b>  | <b>2,667</b>  | <b>2,292</b>  | <b>2,667</b>  | <b>375</b>   | <b>16 %</b>  | <b>375</b>   | <b>16 %</b>      | <b>(25)</b>    | <b>(1)%</b>  |
| Banking and deposit interest expense   | 21                     | 20            | 15            | 14            | 13            | 21            | 13            | (8)          | (38)%        | (8)          | (38)%            | (1)            | (7)%         |
| <b>Total net revenues</b>  | <b>2,271</b>           | <b>2,577</b>  | <b>2,450</b>  | <b>2,678</b>  | <b>2,654</b>  | <b>2,271</b>  | <b>2,654</b>  | <b>383</b>   | <b>17 %</b>  | <b>383</b>   | <b>17 %</b>      | <b>(24)</b>    | <b>(1)%</b>  |
| <b>Expenses</b>  |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Distribution expenses  | 525                    | 621           | 611           | 674           | 716           | 525           | 716           | 191          | 36 %         | 191          | 36 %             | 42             | 6 %          |
| Interest credited to fixed accounts  | 228                    | 231           | 227           | 223           | 207           | 228           | 207           | (21)         | (9)%         | (21)         | (9)%             | (16)           | (7)%         |
| Benefits, claims, losses and settlement expenses   | 354                    | 298           | 640           | 465           | 384           | 354           | 384           | 30           | 8 %          | 30           | 8 %              | (81)           | (17)%        |
| Amortization of deferred acquisition costs   | 118                    | 171           | (246)         | 84            | 116           | 118           | 116           | (2)          | (2)%         | (2)          | (2)%             | 32             | 38 %         |
| Interest and debt expense  | 64                     | 74            | 74            | 78            | 75            | 64            | 75            | 11           | 17 %         | 11           | 17 %             | (3)            | (4)%         |
| General and administrative expense   | 621                    | 716           | 702           | 829           | 885           | 621           | 885           | 264          | 43 %         | 264          | 43 %             | 56             | 7 %          |
| <b>Total expenses</b>  | <b>1,910</b>           | <b>2,111</b>  | <b>2,008</b>  | <b>2,353</b>  | <b>2,383</b>  | <b>1,910</b>  | <b>2,383</b>  | <b>473</b>   | <b>25 %</b>  | <b>473</b>   | <b>25 %</b>      | <b>30</b>      | <b>1 %</b>   |
| Pretax income  | 361                    | 466           | 442           | 325           | 271           | 361           | 271           | (90)         | (25)%        | (90)         | (25)%            | (54)           | (17)%        |
| Income tax provision   | 65                     | 68            | 130           | 71            | 48            | 65            | 48            | (17)         | (26)%        | (17)         | (26)%            | (23)           | (32)%        |
| <b>Net income</b>  | <b>296</b>             | <b>398</b>    | <b>312</b>    | <b>254</b>    | <b>223</b>    | <b>296</b>    | <b>223</b>    | <b>(73)</b>  | <b>(25)%</b> | <b>(73)</b>  | <b>(25)%</b>     | <b>(31)</b>    | <b>(12)%</b> |
| Less: Net income (loss) attributable to noncontrolling interests                             | 82                     | 139           | (32)          | (26)          | (18)          | 82            | (18)          | (100)        | #            | (100)        | #                | 8              | 31 %         |
| <b>Net income attributable to Ameriprise Financial</b>                                       | <b>\$ 214</b>          | <b>\$ 259</b> | <b>\$ 344</b> | <b>\$ 280</b> | <b>\$ 241</b> | <b>\$ 214</b> | <b>\$ 241</b> | <b>\$ 27</b> | <b>13 %</b>  | <b>\$ 27</b> | <b>13 %</b>      | <b>\$ (39)</b> | <b>(14)%</b> |
| <b>Earnings Per Share</b>  |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Basic earnings per share   | \$ 0.82                | \$ 0.99       | \$ 1.35       | \$ 1.11       | \$ 0.96       | \$ 0.82       | \$ 0.96       | \$ 0.14      | 17 %         | \$ 0.14      | 17 %             | \$ (0.15)      | (14)%        |
| Earnings per diluted share   | \$ 0.81                | \$ 0.98       | \$ 1.32       | \$ 1.08       | \$ 0.94       | \$ 0.81       | \$ 0.94       | \$ 0.13      | 16 %         | \$ 0.13      | 16 %             | \$ (0.14)      | (13)%        |
| <b>GAAP Metrics</b>  |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Net revenue growth   | 32.3 %                 | 37.5 %        | 25.9 %        | 18.0 %        | 16.9 %        | 32.3 %        | 16.9 %        | (15.4)%      |              | (15.4)%      |                  | (1.1)%         |              |
| Return on equity excluding AOCI <sup>(1)(3)</sup>  | 9.3 %                  | 10.6 %        | 11.1 %        | 11.2 %        | 11.3 %        | 9.3 %         | 11.3 %        | 2.0 %        |              | 2.0 %        |                  | 0.1 %          |              |
| Earnings per diluted share growth  | 39.7 %                 | NM            | 32.0 %        | 20.0 %        | 16.0 %        | 39.7 %        | 16.0 %        | (23.6)%      |              | (23.6)%      |                  | (4.0)%         |              |
| Pretax income margin   | 15.9 %                 | 18.1 %        | 18.0 %        | 12.1 %        | 10.2 %        | 15.9 %        | 10.2 %        | (5.7)%       |              | (5.7)%       |                  | (1.9)%         |              |
| Effective tax rate   | 17.9 %                 | 14.6 %        | 29.6 %        | 22.0 %        | 17.8 %        | 17.9 %        | 17.8 %        | (0.1)%       |              | (0.1)%       |                  | (4.2)%         |              |
| Effective tax rate excluding CIEs  | 23.2 %                 | 20.8 %        | 27.6 %        | 20.3 %        | 16.7 %        | 23.2 %        | 16.7 %        | (6.5)%       |              | (6.5)%       |                  | (3.6)%         |              |
| Ameriprise Financial shareholders' equity  | \$ 10,104              | \$ 10,498     | \$ 10,950     | \$ 10,725     | \$ 10,551     | \$ 10,104     | \$ 10,551     | \$ 447       | 4 %          | \$ 447       | 4 %              | \$ (174)       | (2)%         |
| Ameriprise Financial shareholders' equity excluding AOCI <sup>(1)</sup>                      | \$ 9,737               | \$ 9,891      | \$ 10,053     | \$ 10,160     | \$ 10,009     | \$ 9,737      | \$ 10,009     | \$ 272       | 3 %          | \$ 272       | 3 %              | \$ (151)       | (1)%         |
| Ameriprise Financial shareholders' equity excluding AOCI - 5 point avg.                      | \$ 8,702               | \$ 9,178      | \$ 9,490      | \$ 9,769      | \$ 9,970      | \$ 8,702      | \$ 9,970      | \$ 1,268     | 15 %         | \$ 1,268     | 15 %             | \$ 201         | 2 %          |
| Ameriprise Financial shareholders' equity excluding AOCI / outstanding shares <sup>(2)</sup> | \$ 37.11               | \$ 38.49      | \$ 39.63      | \$ 40.37      | \$ 40.31      | \$ 37.11      | \$ 40.31      | \$ 3.20      | 9 %          | \$ 3.20      | 9 %              | \$ (0.06)      | (0)%         |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated as Ameriprise Financial shareholders' equity excluding AOCI divided by common shares outstanding plus common stock equivalents outstanding at period end.

<sup>(3)</sup> Calculated using net income for the last twelve months in the numerator and the average Ameriprise Financial shareholders' equity excluding AOCI as of the last day of the trailing four quarters and current quarter in the denominator.

# Variance of greater than 100%.

NM Not Meaningful

**Ameriprise Financial, Inc.**  
**GAAP to Operating Reconciliation**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|   | <u>1 Qtr 2010</u> | <u>2 Qtr 2010</u> | <u>3 Qtr 2010</u> | <u>4 Qtr 2010</u> | <u>1 Qtr 2011</u> | <u>Year-to-Date</u> |             |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|-------------|
|   |                   |                   |                   |                   |                   | <u>2010</u>         | <u>2011</u> |
| Pretax operating earnings <sup>(1)</sup>                          | \$ 298            | \$ 350            | \$ 483            | \$ 403            | \$ 334            | \$ 298              | \$ 334      |
| Income taxes, applicable to operating earnings <sup>(2)</sup>     | 72                | 76                | 133               | 89                | 64                | 72                  | 64          |
| Operating earnings <sup>(1)</sup>                                 | 226               | 274               | 350               | 314               | 270               | 226                 | 270         |
| Reconciling items:  |                   |                   |                   |                   |                   |                     |             |
| Management and financial advice fees                              |                   |                   |                   |                   |                   |                     |             |
| Management fees earned by the Company from the CIEs               | (9)               | (10)              | (9)               | (10)              | (10)              | (9)                 | (10)        |
| Net investment income   |                   |                   |                   |                   |                   |                     |             |
| Net investment income attributable to the CIEs                    | 79                | 155               | 17                | 24                | 27                | 79                  | 27          |
| Realized gains (losses)   | 5                 | 7                 | 2                 | 19                | 1                 | 5                   | 1           |
| Other revenues  |                   |                   |                   |                   |                   |                     |             |
| Other revenues attributable to the CIEs                           | 57                | 46                | 9                 | 13                | 20                | 57                  | 20          |
| Benefits, claims, losses and settlement expenses                  |                   |                   |                   |                   |                   |                     |             |
| Market impact on Variable Annuity guaranteed living benefits      | (23)              | 68                | 18                | (72)              | (27)              | (23)                | (27)        |
| Amortization of deferred acquisition costs                        |                   |                   |                   |                   |                   |                     |             |
| Market impact on Variable Annuity guaranteed living benefits      | 6                 | (41)              | (10)              | 29                | 10                | 6                   | 10          |
| Interest and debt expense   |                   |                   |                   |                   |                   |                     |             |
| Interest and debt expense attributable to the CIEs                | (40)              | (45)              | (45)              | (51)              | (50)              | (40)                | (50)        |
| General and administrative expense                                |                   |                   |                   |                   |                   |                     |             |
| Integration and restructuring charges                             | (7)               | (57)              | (19)              | (28)              | (29)              | (7)                 | (29)        |
| General and administrative expense attributable to the CIEs       | (5)               | (7)               | (4)               | (2)               | (5)               | (5)                 | (5)         |
| Total reconciling items, before income taxes                      | 63                | 116               | (41)              | (78)              | (63)              | 63                  | (63)        |
| Income taxes, not applicable to operating earnings <sup>(3)</sup> | 7                 | 8                 | 3                 | 18                | 16                | 7                   | 16          |
| Total reconciling items, after income taxes                       | 70                | 124               | (38)              | (60)              | (47)              | 70                  | (47)        |
| Net income  | 296               | 398               | 312               | 254               | 223               | 296                 | 223         |
| Less: Net income (loss) attributable to noncontrolling interests  | 82                | 139               | (32)              | (26)              | (18)              | 82                  | (18)        |
| Net income attributable to Ameriprise Financial                   | \$ 214            | \$ 259            | \$ 344            | \$ 280            | \$ 241            | \$ 214              | \$ 241      |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using the operating effective tax rate.

<sup>(3)</sup> Calculated as the difference between the income tax provision on a GAAP basis and the income tax provision calculated using the operating effective tax rate.

**Ameriprise Financial, Inc.**  
**Operating Income Statements**  
**First Quarter 2011**

|   | Prior Year Comparisons |               |               |               |               |               |               |              |              |              |                  |                |              |
|---|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|------------------|----------------|--------------|
|   | Year-to-Date           |               |               |               |               |               | Qtr Chg - 1Q  |              | YTD Chg - 1Q |              | Seq Qtr Chg - 1Q |                |              |
|   | 1 Qtr 2010             | 2 Qtr 2010    | 3 Qtr 2010    | 4 Qtr 2010    | 1 Qtr 2011    | 2010          | 2011          | Diff.        | %            | Diff.        | %                | Diff.          | %            |
| <b>Revenues</b>   |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Management and financial advice fees  | \$ 783                 | \$ 965        | \$ 1,049      | \$ 1,202      | \$ 1,194      | \$ 783        | \$ 1,194      | \$ 411       | 52 %         | \$ 411       | 52 %             | \$ (8)         | (1)%         |
| Distribution fees   | 391                    | 453           | 415           | 449           | 467           | 391           | 467           | 76           | 19 %         | 76           | 19 %             | 18             | 4 %          |
| Net investment income   | 506                    | 492           | 508           | 499           | 487           | 506           | 487           | (19)         | (4)%         | (19)         | (4)%             | (12)           | (2)%         |
| Premiums  | 282                    | 299           | 303           | 295           | 292           | 282           | 292           | 10           | 4 %          | 10           | 4 %              | (3)            | (1)%         |
| Other revenues  | 198                    | 190           | 171           | 201           | 189           | 198           | 189           | (9)          | (5)%         | (9)          | (5)%             | (12)           | (6)%         |
| <b>Total revenues</b>   | <b>2,160</b>           | <b>2,399</b>  | <b>2,446</b>  | <b>2,646</b>  | <b>2,629</b>  | <b>2,160</b>  | <b>2,629</b>  | <b>469</b>   | <b>22 %</b>  | <b>469</b>   | <b>22 %</b>      | <b>(17)</b>    | <b>(1)%</b>  |
| Banking and deposit interest expense  | 21                     | 20            | 15            | 14            | 13            | 21            | 13            | (8)          | (38)%        | (8)          | (38)%            | (1)            | (7)%         |
| <b>Operating total net revenues <sup>(1)</sup></b>  | <b>2,139</b>           | <b>2,379</b>  | <b>2,431</b>  | <b>2,632</b>  | <b>2,616</b>  | <b>2,139</b>  | <b>2,616</b>  | <b>477</b>   | <b>22 %</b>  | <b>477</b>   | <b>22 %</b>      | <b>(16)</b>    | <b>(1)%</b>  |
| <b>Expenses</b>   |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Distribution expenses   | 525                    | 621           | 611           | 674           | 716           | 525           | 716           | 191          | 36 %         | 191          | 36 %             | 42             | 6 %          |
| Interest credited to fixed accounts   | 228                    | 231           | 227           | 223           | 207           | 228           | 207           | (21)         | (9)%         | (21)         | (9)%             | (16)           | (7)%         |
| Benefits, claims, losses and settlement expenses  | 331                    | 366           | 658           | 393           | 357           | 331           | 357           | 26           | 8 %          | 26           | 8 %              | (36)           | (9)%         |
| Amortization of deferred acquisition costs  | 124                    | 130           | (256)         | 113           | 126           | 124           | 126           | 2            | 2 %          | 2            | 2 %              | 13             | 12 %         |
| Interest and debt expense   | 24                     | 29            | 29            | 27            | 25            | 24            | 25            | 1            | 4 %          | 1            | 4 %              | (2)            | (7)%         |
| General and administrative expense  | 609                    | 652           | 679           | 799           | 851           | 609           | 851           | 242          | 40 %         | 242          | 40 %             | 52             | 7 %          |
| <b>Operating expenses <sup>(1)</sup></b>  | <b>1,841</b>           | <b>2,029</b>  | <b>1,948</b>  | <b>2,229</b>  | <b>2,282</b>  | <b>1,841</b>  | <b>2,282</b>  | <b>441</b>   | <b>24 %</b>  | <b>441</b>   | <b>24 %</b>      | <b>53</b>      | <b>2 %</b>   |
| Pretax operating earnings <sup>(1)</sup>  | 298                    | 350           | 483           | 403           | 334           | 298           | 334           | 36           | 12 %         | 36           | 12 %             | (69)           | (17)%        |
| Income tax provision  | 72                     | 76            | 133           | 89            | 64            | 72            | 64            | (8)          | (11)%        | (8)          | (11)%            | (25)           | (28)%        |
| <b>Operating earnings <sup>(1)</sup></b>  | <b>\$ 226</b>          | <b>\$ 274</b> | <b>\$ 350</b> | <b>\$ 314</b> | <b>\$ 270</b> | <b>\$ 226</b> | <b>\$ 270</b> | <b>\$ 44</b> | <b>19 %</b>  | <b>\$ 44</b> | <b>19 %</b>      | <b>\$ (44)</b> | <b>(14)%</b> |
| <b>Operating Earnings Per Share</b>   |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Basic operating earnings per share <sup>(1)</sup>   | \$ 0.87                | \$ 1.05       | \$ 1.37       | \$ 1.24       | \$ 1.07       | \$ 0.87       | \$ 1.07       | \$ 0.20      | 23 %         | \$ 0.20      | 23 %             | \$ (0.17)      | (14)%        |
| Operating earnings per diluted share <sup>(1)</sup>   | \$ 0.85                | \$ 1.03       | \$ 1.35       | \$ 1.21       | \$ 1.05       | \$ 0.85       | \$ 1.05       | \$ 0.20      | 24 %         | \$ 0.20      | 24 %             | \$ (0.16)      | (13)%        |
| <b>Operating Measures</b>   |                        |               |               |               |               |               |               |              |              |              |                  |                |              |
| Operating total net revenue growth  | 24.9 %                 | 26.8 %        | 26.0 %        | 19.0 %        | 22.3 %        | 24.9 %        | 22.3 %        | (2.6)%       |              | (2.6)%       |                  | 3.3 %          |              |
| Operating earnings per diluted share growth   | NM                     | 30.4 %        | 23.9 %        | 31.5 %        | 23.5 %        | NM            | 23.5 %        | NM           |              | NM           |                  | (8.0)%         |              |
| Operating return on equity excluding CIEs and AOCI <sup>(1)(3)</sup>                                  | 10.9 %                 | 11.5 %        | 11.9 %        | 12.5 %        | 12.8 %        | 10.9 %        | 12.8 %        | 1.9 %        |              | 1.9 %        |                  | 0.3 %          |              |
| Pretax operating margin <sup>(1)</sup>  | 13.9 %                 | 14.7 %        | 19.9 %        | 15.3 %        | 12.8 %        | 13.9 %        | 12.8 %        | (1.1)%       |              | (1.1)%       |                  | (2.5)%         |              |
| Operating effective tax rate <sup>(1)</sup>   | 24.2 %                 | 21.7 %        | 27.5 %        | 22.1 %        | 19.2 %        | 24.2 %        | 19.2 %        | (5.0)%       |              | (5.0)%       |                  | (2.9)%         |              |
| Ameriprise Financial shareholders' equity excluding CIEs <sup>(1)</sup>                               | \$ 9,622               | \$ 9,902      | \$ 10,389     | \$ 10,196     | \$ 10,050     | \$ 9,622      | \$ 10,050     | \$ 428       | 4 %          | \$ 428       | 4 %              | \$ (146)       | (1)%         |
| Ameriprise Financial shareholders' equity excluding CIEs and AOCI <sup>(1)</sup>                      | \$ 9,229               | \$ 9,271      | \$ 9,463      | \$ 9,602      | \$ 9,479      | \$ 9,229      | \$ 9,479      | \$ 250       | 3 %          | \$ 250       | 3 %              | \$ (123)       | (1)%         |
| Ameriprise Financial shareholders' equity excluding CIEs and AOCI - 5 point avg.                      | \$ 8,601               | \$ 8,952      | \$ 9,147      | \$ 9,314      | \$ 9,409      | \$ 8,601      | \$ 9,409      | \$ 808       | 9 %          | \$ 808       | 9 %              | \$ 95          | 1 %          |
| Ameriprise Financial shareholders' equity excluding CIEs and AOCI / outstanding shares <sup>(2)</sup> | \$ 35.17               | \$ 36.07      | \$ 37.30      | \$ 38.15      | \$ 38.18      | \$ 35.17      | \$ 38.18      | \$ 3.01      | 9 %          | \$ 3.01      | 9 %              | \$ 0.03        | 0 %          |

(1) See non-GAAP financial information on pg 35.

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

(3) Calculated using operating earnings for the last twelve months in the numerator and the average Ameriprise Financial shareholders' equity excluding CIEs and AOCI as of the last day of the trailing four quarters and current quarter in the denominator.

NM Not Meaningful



# Statistical Supplement Package

(unaudited)

First Quarter 2011

## Summary & Highlights



**Ameriprise Financial, Inc.**  
**Highlights**  
**First Quarter 2011**

(in millions, except earnings per share amounts, headcount and as otherwise noted, unaudited)

|  |                   |                   |                   |                   |                   | Year-to-Date      |                   | Prior Year Comparisons |             |                   |             |                  |            |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------|-------------|-------------------|-------------|------------------|------------|
|  | 1 Qtr 2010        | 2 Qtr 2010        | 3 Qtr 2010        | 4 Qtr 2010        | 1 Qtr 2011        | 2010              | 2011              | Qtr Chg - 1Q           |             | YTD Chg - 1Q      |             | Seq Qtr Chg - 1Q |            |
|  |                   |                   |                   |                   |                   |                   |                   | Diff.                  | %           | Diff.             | %           | Diff.            | %          |
| <b>Operating Earnings Per Share</b>  |                   |                   |                   |                   |                   |                   |                   |                        |             |                   |             |                  |            |
| Basic operating earnings per share <sup>(1)</sup>                                  | \$ 0.87           | \$ 1.05           | \$ 1.37           | \$ 1.24           | \$ 1.07           | \$ 0.87           | \$ 1.07           | \$ 0.20                | 23 %        | \$ 0.20           | 23 %        | \$ (0.17)        | (14)%      |
| Operating earnings per diluted share <sup>(1)</sup>                                | \$ 0.85           | \$ 1.03           | \$ 1.35           | \$ 1.21           | \$ 1.05           | \$ 0.85           | \$ 1.05           | \$ 0.20                | 24 %        | \$ 0.20           | 24 %        | \$ (0.16)        | (13)%      |
| <b>Operating Metrics</b>   |                   |                   |                   |                   |                   |                   |                   |                        |             |                   |             |                  |            |
| Operating total net revenue growth: Target 6 - 8% <sup>(1)</sup>                   | 24.9 %            | 26.8 %            | 26.0 %            | 19.0 %            | 22.3 %            | 24.9 %            | 22.3 %            | (2.6)%                 |             | (2.6)%            |             | 3.3 %            |            |
| Operating earnings per diluted share growth: Target 12 - 15% <sup>(1)</sup>        | NM                | 30.4 %            | 23.9 %            | 31.5 %            | 23.5 %            | NM                | 23.5 %            | NM                     |             | NM                |             | (8.0)%           |            |
| Operating return on equity excluding CIEs and AOCI: Target 12 - 15% <sup>(2)</sup> | 10.9 %            | 11.5 %            | 11.9 %            | 12.5 %            | 12.8 %            | 10.9 %            | 12.8 %            | 1.9 %                  |             | 1.9 %             |             | 0.3 %            |            |
| <b>Assets Under Management and Administration</b>                                  |                   |                   |                   |                   |                   |                   |                   |                        |             |                   |             |                  |            |
| Advice & Wealth Management AUM   | \$ 85,942         | \$ 83,042         | \$ 91,101         | \$ 97,514         | \$ 103,104        | \$ 85,942         | \$ 103,104        | \$ 17,162              | 20 %        | \$ 17,162         | 20 %        | \$ 5,590         | 6 %        |
| Asset Management AUM   | 246,007           | 413,327           | 444,871           | 456,833           | 465,434           | 246,007           | 465,434           | 219,427                | 89 %        | 219,427           | 89 %        | 8,601            | 2 %        |
| Corporate AUM  | 14,043            | 13,823            | 14,161            | 15,225            | 15,514            | 14,043            | 15,514            | 1,471                  | 10 %        | 1,471             | 10 %        | 289              | 2 %        |
| Eliminations   | (8,123)           | (10,648)          | (11,582)          | (12,405)          | (13,181)          | (8,123)           | (13,181)          | (5,058)                | (62)%       | (5,058)           | (62)%       | (776)            | (6)%       |
| <b>Total Assets Under Management</b>   | <b>337,869</b>    | <b>499,544</b>    | <b>538,551</b>    | <b>557,167</b>    | <b>570,871</b>    | <b>337,869</b>    | <b>570,871</b>    | <b>233,002</b>         | <b>69 %</b> | <b>233,002</b>    | <b>69 %</b> | <b>13,704</b>    | <b>2 %</b> |
| <b>Total Assets Under Administration</b>   | <b>122,681</b>    | <b>98,951</b>     | <b>109,276</b>    | <b>115,647</b>    | <b>121,693</b>    | <b>122,681</b>    | <b>121,693</b>    | <b>(988)</b>           | <b>(1)%</b> | <b>(988)</b>      | <b>(1)%</b> | <b>6,046</b>     | <b>5 %</b> |
| <b>Total AUM and AUA</b>   | <b>\$ 460,550</b> | <b>\$ 598,495</b> | <b>\$ 647,827</b> | <b>\$ 672,814</b> | <b>\$ 692,564</b> | <b>\$ 460,550</b> | <b>\$ 692,564</b> | <b>\$ 232,014</b>      | <b>50 %</b> | <b>\$ 232,014</b> | <b>50 %</b> | <b>\$ 19,750</b> | <b>3 %</b> |
| <b>Business Metrics</b>  |                   |                   |                   |                   |                   |                   |                   |                        |             |                   |             |                  |            |
| Total Ameriprise client assets   | \$ 279,407        | \$ 266,488        | \$ 287,729        | \$ 303,613        | \$ 315,387        | \$ 279,407        | \$ 315,387        | \$ 35,980              | 13 %        | \$ 35,980         | 13 %        | \$ 11,774        | 4 %        |
| Total branded financial advisors   | 9,931             | 9,786             | 9,723             | 9,656             | 9,653             | 9,931             | 9,653             | (278)                  | (3)%        | (278)             | (3)%        | (3)              | (0)%       |
| <b>Net flows and net deposits</b>  |                   |                   |                   |                   |                   |                   |                   |                        |             |                   |             |                  |            |
| Branded advisor wrap   | \$ 2,316          | \$ 1,933          | \$ 1,566          | \$ 1,736          | \$ 2,750          | \$ 2,316          | \$ 2,750          | \$ 434                 | 19 %        | \$ 434            | 19 %        | \$ 1,014         | 58 %       |
| Asset Management   | (497)             | (4,941)           | (1,788)           | (5,799)           | (4,852)           | (497)             | (4,852)           | (4,355)                | #           | (4,355)           | #           | 947              | 16 %       |
| Annuities  | (68)              | 9                 | 325               | 177               | (144)             | (68)              | (144)             | (76)                   | #           | (76)              | #           | (321)            | #          |
| Variable universal life / Universal life   | (41)              | (36)              | (51)              | (45)              | (63)              | (41)              | (63)              | (22)                   | (54)%       | (22)              | (54)%       | (18)             | (40)%      |
| <b>S&amp;P 500</b>   |                   |                   |                   |                   |                   |                   |                   |                        |             |                   |             |                  |            |
| Daily average  | 1,121             | 1,134             | 1,094             | 1,205             | 1,302             | 1,121             | 1,302             | 181                    | 16 %        | 181               | 16 %        | 97               | 8 %        |
| Period end   | 1,169             | 1,031             | 1,141             | 1,258             | 1,326             | 1,169             | 1,326             | 157                    | 13 %        | 157               | 13 %        | 68               | 5 %        |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using operating earnings for the last twelve months in the numerator and the average Ameriprise Financial shareholders' equity excluding CIEs and AOCI as of the last day of the trailing four quarters and current quarter in the denominator.

# Variance of greater than 100%.

NM Not Meaningful

**Ameriprise Financial, Inc.**  
**Common Share, Per Share and Capital Summary**  
**First Quarter 2011**

(in millions, except share amounts, unaudited)

|   |                 |                 |                 |                 |                 | Year-to-Date    |                 | Prior Year Comparisons |              |                |              |                  |             |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|--------------|----------------|--------------|------------------|-------------|
|   | 1 Qtr 2010      | 2 Qtr 2010      | 3 Qtr 2010      | 4 Qtr 2010      | 1 Qtr 2011      | 2010            | 2011            | Qtr Chg - 1Q           |              | YTD Chg - 1Q   |              | Seq Qtr Chg - 1Q |             |
|   |                 |                 |                 |                 |                 |                 |                 | Diff.                  | %            | Diff.          | %            | Diff.            | %           |
| <b>Common shares</b>  |                 |                 |                 |                 |                 |                 |                 |                        |              |                |              |                  |             |
| Beginning balance   | 255.1           | 257.4           | 252.0           | 248.7           | 246.7           | 255.1           | 246.7           | (8.4)                  | (3)%         | (8.4)          | (3)%         | (2.0)            | (1)%        |
| Repurchases   | -               | (5.7)           | (3.6)           | (3.8)           | (6.5)           | -               | (6.5)           | (6.5)                  | -            | (6.5)          | -            | (2.7)            | (71)%       |
| Issuances   | 2.7             | 0.4             | 0.4             | 2.0             | 3.1             | 2.7             | 3.1             | 0.4                    | 15%          | 0.4            | 15%          | 1.1              | 55%         |
| Other   | (0.4)           | (0.1)           | (0.1)           | (0.2)           | (0.4)           | (0.4)           | (0.4)           | 0.0                    | -            | 0.0            | -            | (0.2)            | (100)%      |
| <b>Total common shares outstanding</b>  | <b>257.4</b>    | <b>252.0</b>    | <b>248.7</b>    | <b>246.7</b>    | <b>242.9</b>    | <b>257.4</b>    | <b>242.9</b>    | (14.5)                 | (6)%         | (14.5)         | (6)%         | (3.8)            | (2)%        |
| Nonforfeitable restricted stock units   | 5.0             | 5.0             | 5.0             | 5.0             | 5.4             | 5.0             | 5.4             | 0.4                    | 8%           | 0.4            | 8%           | 0.4              | 8%          |
| <b>Total basic common shares outstanding</b>                                    | <b>262.4</b>    | <b>257.0</b>    | <b>253.7</b>    | <b>251.7</b>    | <b>248.3</b>    | <b>262.4</b>    | <b>248.3</b>    | (14.1)                 | (5)%         | (14.1)         | (5)%         | (3.4)            | (1)%        |
| Total potentially dilutive shares   | 4.0             | 3.7             | 5.4             | 6.4             | 5.5             | 4.0             | 5.5             | 1.5                    | 38%          | 1.5            | 38%          | (0.9)            | (14)%       |
| <b>Total diluted shares</b>   | <b>266.4</b>    | <b>260.7</b>    | <b>259.1</b>    | <b>258.1</b>    | <b>253.8</b>    | <b>266.4</b>    | <b>253.8</b>    | (12.6)                 | (5)%         | (12.6)         | (5)%         | (4.3)            | (2)%        |
| <b>Weighted average common shares outstanding:</b>                              |                 |                 |                 |                 |                 |                 |                 |                        |              |                |              |                  |             |
| Basic   | 260.8           | 261.1           | 255.3           | 252.7           | 251.6           | 260.8           | 251.6           | (9.2)                  | (4)%         | (9.2)          | (4)%         | (1.1)            | -           |
| Diluted   | 265.0           | 265.3           | 259.9           | 258.9           | 257.7           | 265.0           | 257.7           | (7.3)                  | (3)%         | (7.3)          | (3)%         | (1.2)            | -           |
| <b>Capital Returned to Shareholders</b>   |                 |                 |                 |                 |                 |                 |                 |                        |              |                |              |                  |             |
| Dividends paid  | \$ 45           | \$ 47           | \$ 46           | \$ 45           | \$ 46           | \$ 45           | \$ 46           | \$ 1                   | 2%           | \$ 1           | 2%           | \$ 1             | 2%          |
| Common stock share repurchases  | \$ -            | \$ 220          | \$ 153          | \$ 200          | \$ 395          | \$ -            | \$ 395          | \$ 395                 | -            | \$ 395         | -            | \$ 195           | 98%         |
| <b>Debt to Capital</b>  |                 |                 |                 |                 |                 |                 |                 |                        |              |                |              |                  |             |
| Total Ameriprise Financial long-term debt to total Ameriprise Financial capital | 20.5%           | 20.4%           | 20.0%           | 17.8%           | 17.9%           | 20.5%           | 17.9%           | (2.6)%                 |              | (2.6)%         |              | 0.1%             |             |
| <b>Goodwill and intangible assets</b>   | <b>\$ 1,393</b> | <b>\$ 2,258</b> | <b>\$ 2,263</b> | <b>\$ 2,240</b> | <b>\$ 2,240</b> | <b>\$ 1,393</b> | <b>\$ 2,240</b> | <b>\$ 847</b>          | <b>61%</b>   | <b>\$ 847</b>  | <b>61%</b>   | <b>\$ -</b>      | <b>0%</b>   |
| <b>Net Investment Income</b>  |                 |                 |                 |                 |                 |                 |                 |                        |              |                |              |                  |             |
| Investment income on fixed maturities   | \$ 481          | \$ 479          | \$ 480          | \$ 481          | \$ 470          | \$ 481          | \$ 470          | \$ (11)                | (2)%         | \$ (11)        | (2)%         | \$ (11)          | (2)%        |
| Realized gains (losses)   | 5               | 7               | 2               | 19              | 1               | 5               | 1               | (4)                    | (80)%        | (4)            | (80)%        | (18)             | (95)%       |
| Affordable housing  | (3)             | (5)             | (4)             | (8)             | (7)             | (3)             | (7)             | (4)                    | #            | (4)            | #            | 1                | 13%         |
| Other (including seed money)  | 28              | 18              | 32              | 26              | 24              | 28              | 24              | (4)                    | (14)%        | (4)            | (14)%        | (2)              | (8)%        |
| Consolidated investment entities  | 79              | 155             | 17              | 24              | 27              | 79              | 27              | (52)                   | (66)%        | (52)           | (66)%        | 3                | 13%         |
| <b>Total net investment income</b>  | <b>\$ 590</b>   | <b>\$ 654</b>   | <b>\$ 527</b>   | <b>\$ 542</b>   | <b>\$ 515</b>   | <b>\$ 590</b>   | <b>\$ 515</b>   | <b>\$ (75)</b>         | <b>(13)%</b> | <b>\$ (75)</b> | <b>(13)%</b> | <b>\$ (27)</b>   | <b>(5)%</b> |
| <b>Allocated Equity <sup>(1)</sup></b>  |                 |                 |                 |                 |                 |                 |                 |                        |              |                |              |                  |             |
| Advice & Wealth Management  | \$ 702          | \$ 696          | \$ 698          | \$ 713          | \$ 728          | \$ 702          | \$ 728          | \$ 26                  | 4%           | \$ 26          | 4%           | \$ 15            | 2%          |
| Asset Management  | 1,044           | 1,947           | 1,919           | 1,924           | 1,911           | 1,044           | 1,911           | 867                    | 83%          | 867            | 83%          | (13)             | (1)%        |
| Annuities   | 2,317           | 2,395           | 2,539           | 2,582           | 2,696           | 2,317           | 2,696           | 379                    | 16%          | 379            | 16%          | 114              | 4%          |
| Protection  | 2,560           | 2,654           | 2,668           | 2,596           | 2,594           | 2,560           | 2,594           | 34                     | 1%           | 34             | 1%           | (2)              | (0)%        |
| Corporate & Other   | 2,606           | 1,579           | 1,639           | 1,787           | 1,550           | 2,606           | 1,550           | (1,056)                | (41)%        | (1,056)        | (41)%        | (237)            | (13)%       |
| <b>Total allocated equity</b>   | <b>\$ 9,229</b> | <b>\$ 9,271</b> | <b>\$ 9,463</b> | <b>\$ 9,602</b> | <b>\$ 9,479</b> | <b>\$ 9,229</b> | <b>\$ 9,479</b> | <b>\$ 250</b>          | <b>3%</b>    | <b>\$ 250</b>  | <b>3%</b>    | <b>\$ (123)</b>  | <b>(1)%</b> |

<sup>(1)</sup> Allocated equity equals Ameriprise Financial shareholders' equity excluding consolidated investment entities less AOCI. Allocated equity is not adjusted for non-operating items except for CIEs.

# Variance of greater than 100%.

# Ameriprise Financial, Inc.

## Segment Summary

### First Quarter 2011

(in millions unless otherwise noted, unaudited)

|  |            |            |            |            | Year-to-Date |          | Prior Year Comparisons |              |       |              |       |                  |       |
|--|------------|------------|------------|------------|--------------|----------|------------------------|--------------|-------|--------------|-------|------------------|-------|
|  | 1 Qtr 2010 | 2 Qtr 2010 | 3 Qtr 2010 | 4 Qtr 2010 | 1 Qtr 2011   | 2010     | 2011                   | Qtr Chg - 1Q |       | YTD Chg - 1Q |       | Seq Qtr Chg - 1Q |       |
|  |            |            |            |            |              |          |                        | Diff.        | %     | Diff.        | %     | Diff.            | %     |
| <b>Segment Summary</b>                                 |            |            |            |            |              |          |                        |              |       |              |       |                  |       |
| <b>Advice &amp; Wealth Management</b>                  |            |            |            |            |              |          |                        |              |       |              |       |                  |       |
| Reported net revenues                                  | \$ 765     | \$ 853     | \$ 830     | \$ 895     | \$ 914       | \$ 765   | \$ 914                 | \$ 149       | 19 %  | \$ 149       | 19 %  | \$ 19            | 2 %   |
| Realized (gains) losses                                | 1          | (1)        | -          | (1)        | (1)          | 1        | (1)                    | (2)          | #     | (2)          | #     | -                | -     |
| Operating total net revenues <sup>(2)</sup>            | \$ 766     | \$ 852     | \$ 830     | \$ 894     | \$ 913       | \$ 766   | \$ 913                 | \$ 147       | 19 %  | \$ 147       | 19 %  | \$ 19            | 2 %   |
| Reported expenses                                      | \$ 717     | \$ 770     | \$ 742     | \$ 798     | \$ 814       | \$ 717   | \$ 814                 | \$ 97        | 14 %  | \$ 97        | 14 %  | \$ 16            | 2 %   |
| Less: integration/restructuring charges <sup>(1)</sup> | 2          | 4          | 1          | -          | -            | 2        | -                      | (2)          | #     | (2)          | #     | -                | -     |
| Operating expenses <sup>(2)</sup>                      | \$ 715     | \$ 766     | \$ 741     | \$ 798     | \$ 814       | \$ 715   | \$ 814                 | \$ 99        | 14 %  | \$ 99        | 14 %  | \$ 16            | 2 %   |
| Pretax segment income                                  | \$ 48      | \$ 83      | \$ 88      | \$ 97      | \$ 100       | \$ 48    | \$ 100                 | \$ 52        | #     | \$ 52        | #     | \$ 3             | 3 %   |
| Pretax operating earnings <sup>(2)</sup>               | \$ 51      | \$ 86      | \$ 89      | \$ 96      | \$ 99        | \$ 51    | \$ 99                  | \$ 48        | 94 %  | \$ 48        | 94 %  | \$ 3             | 3 %   |
| Allocated Equity                                       | \$ 702     | \$ 696     | \$ 698     | \$ 713     | \$ 728       | \$ 702   | \$ 728                 | \$ 26        | 4 %   | \$ 26        | 4 %   | \$ 15            | 2 %   |
| Operating return on allocated equity <sup>(2)(3)</sup> | 13.8 %     | 21.6 %     | 28.3 %     | 35.1 %     | 40.5 %       | 13.8 %   | 40.5 %                 | 26.7 %       |       | 26.7 %       |       | 5.4 %            |       |
| Pretax operating margin <sup>(2)</sup>                 | 6.7 %      | 10.1 %     | 10.7 %     | 10.7 %     | 10.8 %       | 6.7 %    | 10.8 %                 | 4.1 %        |       | 4.1 %        |       | 0.1 %            |       |
| <b>Asset Management</b>                                |            |            |            |            |              |          |                        |              |       |              |       |                  |       |
| Reported net revenues                                  | \$ 370     | \$ 562     | \$ 662     | \$ 774     | \$ 737       | \$ 370   | \$ 737                 | \$ 367       | 99 %  | \$ 367       | 99 %  | \$ (37)          | (5)%  |
| Realized (gains) losses                                | (1)        | -          | (1)        | (1)        | -            | (1)      | -                      | 1            | #     | 1            | #     | 1                | #     |
| Operating total net revenues <sup>(2)</sup>            | \$ 369     | \$ 562     | \$ 661     | \$ 773     | \$ 737       | \$ 369   | \$ 737                 | \$ 368       | 100 % | \$ 368       | 100 % | \$ (36)          | (5)%  |
| Reported expenses                                      | \$ 352     | \$ 506     | \$ 558     | \$ 634     | \$ 630       | \$ 352   | \$ 630                 | \$ 278       | 79 %  | \$ 278       | 79 %  | \$ (4)           | (1)%  |
| Less: integration/restructuring charges <sup>(4)</sup> | 5          | 48         | 18         | 24         | 29           | 5        | 29                     | 24           | #     | 24           | #     | 5                | 21 %  |
| Operating expenses <sup>(2)</sup>                      | \$ 347     | \$ 458     | \$ 540     | \$ 610     | \$ 601       | \$ 347   | \$ 601                 | \$ 254       | 73 %  | \$ 254       | 73 %  | \$ (9)           | (1)%  |
| Pretax segment income                                  | \$ 18      | \$ 56      | \$ 104     | \$ 140     | \$ 107       | \$ 18    | \$ 107                 | \$ 89        | #     | \$ 89        | #     | \$ (33)          | (24)% |
| Pretax operating earnings <sup>(2)</sup>               | \$ 22      | \$ 104     | \$ 121     | \$ 163     | \$ 136       | \$ 22    | \$ 136                 | \$ 114       | #     | \$ 114       | #     | \$ (27)          | (17)% |
| Allocated Equity                                       | \$ 1,044   | \$ 1,947   | \$ 1,919   | \$ 1,924   | \$ 1,911     | \$ 1,044 | \$ 1,911               | \$ 867       | 83 %  | \$ 867       | 83 %  | \$ (13)          | (1)%  |
| Operating return on allocated equity <sup>(2)(3)</sup> | 8.5 %      | 14.1 %     | 17.6 %     | 19.8 %     | 23.2 %       | 8.5 %    | 23.2 %                 | 14.7 %       |       | 14.7 %       |       | 3.4 %            |       |
| Pretax operating margin <sup>(2)</sup>                 | 6.0 %      | 18.5 %     | 18.3 %     | 21.1 %     | 18.5 %       | 6.0 %    | 18.5 %                 | 12.5 %       |       | 12.5 %       |       | (2.6)%           |       |
| Operating total net revenues <sup>(2)</sup>            | \$ 369     | \$ 562     | \$ 661     | \$ 773     | \$ 737       | \$ 369   | \$ 737                 | \$ 368       | 100 % | \$ 368       | 100 % | \$ (36)          | (5)%  |
| Distribution pass thru revenues                        | (97)       | (158)      | (184)      | (188)      | (207)        | (97)     | (207)                  | (110)        | #     | (110)        | #     | (19)             | (10)% |
| Subadvisory and other pass thru revenues               | (41)       | (67)       | (89)       | (95)       | (98)         | (41)     | (98)                   | (57)         | #     | (57)         | #     | (3)              | (3)%  |
| Adjusted operating revenues <sup>(2)</sup>             | \$ 231     | \$ 337     | \$ 388     | \$ 490     | \$ 432       | \$ 231   | \$ 432                 | \$ 201       | 87 %  | \$ 201       | 87 %  | \$ (58)          | (12)% |
| Pretax operating earnings <sup>(2)</sup>               | \$ 22      | \$ 104     | \$ 121     | \$ 163     | \$ 136       | \$ 22    | \$ 136                 | \$ 114       | #     | \$ 114       | #     | \$ (27)          | (17)% |
| Operating net investment income <sup>(2)</sup>         | (3)        | -          | (5)        | (6)        | (1)          | (3)      | (1)                    | 2            | 67 %  | 2            | 67 %  | 5                | 83 %  |
| Amortization of intangibles                            | 7          | 10         | 12         | 10         | 10           | 7        | 10                     | 3            | 43 %  | 3            | 43 %  | -                | -     |
| Adjusted operating earnings <sup>(2)</sup>             | \$ 26      | \$ 114     | \$ 128     | \$ 167     | \$ 145       | \$ 26    | \$ 145                 | \$ 119       | #     | \$ 119       | #     | \$ (22)          | (13)% |
| Adjusted net pretax operating margin <sup>(2)</sup>    | 11.3 %     | 33.8 %     | 33.0 %     | 34.1 %     | 33.6 %       | 11.3 %   | 33.6 %                 | 22.3 %       |       | 22.3 %       |       | (0.5)%           |       |

<sup>(1)</sup> Integration charges incurred for acquisition of HRBFA.

<sup>(2)</sup> See non-GAAP financial information on pg 35.

<sup>(3)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(4)</sup> Integration charges incurred for acquisitions of J. & W. Seligman and Columbia.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Segment Summary**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  |            |            |            |            | Year-to-Date |          | Prior Year Comparisons |              |       |              | Seq Qtr Chg - 1Q |          |       |
|--|------------|------------|------------|------------|--------------|----------|------------------------|--------------|-------|--------------|------------------|----------|-------|
|  | 1 Qtr 2010 | 2 Qtr 2010 | 3 Qtr 2010 | 4 Qtr 2010 | 1 Qtr 2011   | 2010     | 2011                   | Qtr Chg - 1Q | %     | YTD Chg - 1Q | %                | Diff.    | %     |
| <b>Annuities</b>   |            |            |            |            |              |          |                        |              |       |              |                  |          |       |
| Reported net revenues                                      | \$ 602     | \$ 630     | \$ 626     | \$ 642     | \$ 640       | \$ 602   | \$ 640                 | \$ 38        | 6 %   | \$ 38        | 6 %              | \$ (2)   | -     |
| Realized (gains) losses                                    | (3)        | (4)        | 1          | (3)        | 3            | (3)      | 3                      | 6            | #     | 6            | #                | 6        | #     |
| Operating total net revenues <sup>(2)</sup>                | \$ 599     | \$ 626     | \$ 627     | \$ 639     | \$ 643       | \$ 599   | \$ 643                 | \$ 44        | 7 %   | \$ 44        | 7 %              | \$ 4     | 1 %   |
| Reported expenses  | \$ 482     | \$ 497     | \$ 362     | \$ 511     | \$ 486       | \$ 482   | \$ 486                 | \$ 4         | 1 %   | \$ 4         | 1 %              | \$ (25)  | (5)%  |
| Less: market impact on VA guaranteed living benefits       | 17         | (27)       | (8)        | 43         | 17           | 17       | 17                     | -            | -     | -            | -                | (26)     | (60)% |
| Operating expenses <sup>(2)</sup>                          | \$ 465     | \$ 524     | \$ 370     | \$ 468     | \$ 469       | \$ 465   | \$ 469                 | \$ 4         | 1 %   | \$ 4         | 1 %              | \$ 1     | -     |
| Pretax segment income                                      | \$ 120     | \$ 133     | \$ 264     | \$ 131     | \$ 154       | \$ 120   | \$ 154                 | \$ 34        | 28 %  | \$ 34        | 28 %             | \$ 23    | 18 %  |
| Pretax operating earnings <sup>(2)</sup>                   | \$ 134     | \$ 102     | \$ 257     | \$ 171     | \$ 174       | \$ 134   | \$ 174                 | \$ 40        | 30 %  | \$ 40        | 30 %             | \$ 3     | 2 %   |
| Allocated Equity   | \$ 2,317   | \$ 2,395   | \$ 2,539   | \$ 2,582   | \$ 2,696     | \$ 2,317 | \$ 2,696               | \$ 379       | 16 %  | \$ 379       | 16 %             | \$ 114   | 4 %   |
| Operating return on allocated equity <sup>(2)(3)</sup>     | 24.1 %     | 22.2 %     | 20.1 %     | 20.4 %     | 21.5 %       | 24.1 %   | 21.5 %                 | (2.6)%       |       | (2.6)%       |                  | 1.1 %    |       |
| Pretax operating margin <sup>(2)</sup>                     | 22.4 %     | 16.3 %     | 41.0 %     | 26.8 %     | 27.1 %       | 22.4 %   | 27.1 %                 | 4.7 %        |       | 4.7 %        |                  | 0.3 %    |       |
| <b>Protection</b>  |            |            |            |            |              |          |                        |              |       |              |                  |          |       |
| Reported net revenues                                      | \$ 507     | \$ 521     | \$ 502     | \$ 525     | \$ 519       | \$ 507   | \$ 519                 | \$ 12        | 2 %   | \$ 12        | 2 %              | \$ (6)   | (1)%  |
| Realized (gains) losses                                    | (1)        | (1)        | -          | 1          | (1)          | (1)      | (1)                    | -            | -     | -            | -                | (2)      | #     |
| Operating total net revenues <sup>(2)</sup>                | \$ 506     | \$ 520     | \$ 502     | \$ 526     | \$ 518       | \$ 506   | \$ 518                 | \$ 12        | 2 %   | \$ 12        | 2 %              | \$ (8)   | (2)%  |
| Reported expenses  | \$ 388     | \$ 386     | \$ 437     | \$ 440     | \$ 412       | \$ 388   | \$ 412                 | \$ 24        | 6 %   | \$ 24        | 6 %              | \$ (28)  | (6)%  |
| Pretax segment income                                      | \$ 119     | \$ 135     | \$ 65      | \$ 85      | \$ 107       | \$ 119   | \$ 107                 | \$ (12)      | (10)% | \$ (12)      | (10)%            | \$ 22    | 26 %  |
| Pretax operating earnings <sup>(2)</sup>                   | \$ 118     | \$ 134     | \$ 65      | \$ 86      | \$ 106       | \$ 118   | \$ 106                 | \$ (12)      | (10)% | \$ (12)      | (10)%            | \$ 20    | 23 %  |
| Allocated Equity   | \$ 2,560   | \$ 2,654   | \$ 2,668   | \$ 2,596   | \$ 2,594     | \$ 2,560 | \$ 2,594               | \$ 34        | 1 %   | \$ 34        | 1 %              | \$ (2)   | -     |
| Operating return on allocated equity <sup>(2)(3)</sup>     | 14.7 %     | 15.5 %     | 13.0 %     | 11.8 %     | 11.7 %       | 14.7 %   | 11.7 %                 | (3.0)%       |       | (3.0)%       |                  | (0.1)%   |       |
| Pretax operating margin <sup>(2)</sup>                     | 23.3 %     | 25.8 %     | 12.9 %     | 16.3 %     | 20.5 %       | 23.3 %   | 20.5 %                 | (2.8)%       |       | (2.8)%       |                  | 4.2 %    |       |
| <b>Corporate &amp; Other</b>                               |            |            |            |            |              |          |                        |              |       |              |                  |          |       |
| Reported net revenues                                      | \$ 271     | \$ 304     | \$ 148     | \$ 167     | \$ 165       | \$ 271   | \$ 165                 | \$ (106)     | (39)% | \$ (106)     | (39)%            | \$ (2)   | (1)%  |
| CIEs net revenues  | (136)      | (201)      | (26)       | (37)       | (47)         | (136)    | (47)                   | 89           | 65 %  | 89           | 65 %             | (10)     | (27)% |
| Realized (gains) losses                                    | (1)        | (1)        | (2)        | (15)       | (2)          | (1)      | (2)                    | (1)          | #     | (1)          | #                | 13       | 87 %  |
| Operating total net revenues <sup>(2)</sup>                | \$ 134     | \$ 102     | \$ 120     | \$ 115     | \$ 116       | \$ 134   | \$ 116                 | \$ (18)      | (13)% | \$ (18)      | (13)%            | \$ 1     | 1 %   |
| Reported expenses  | \$ 215     | \$ 245     | \$ 227     | \$ 295     | \$ 362       | \$ 215   | \$ 362                 | \$ 147       | 68 %  | \$ 147       | 68 %             | \$ 67    | 23 %  |
| Less: CIEs expenses  | 54         | 62         | 58         | 63         | 65           | 54       | 65                     | 11           | 20 %  | 11           | 20 %             | 2        | 3 %   |
| Less: integration/restructuring charges <sup>(1)</sup>     | -          | 5          | -          | 4          | -            | -        | -                      | -            | -     | -            | -                | (4)      | #     |
| Operating expenses <sup>(2)</sup>                          | \$ 161     | \$ 178     | \$ 169     | \$ 228     | \$ 297       | \$ 161   | \$ 297                 | \$ 136       | 84 %  | \$ 136       | 84 %             | \$ 69    | 30 %  |
| Noncontrolling interests                                   | \$ 82      | \$ 139     | \$ (32)    | \$ (26)    | \$ (18)      | \$ 82    | \$ (18)                | \$ (100)     | #     | \$ (100)     | #                | \$ 8     | 31 %  |
| Pretax segment income (loss)                               | \$ 56      | \$ 59      | \$ (79)    | \$ (128)   | \$ (197)     | \$ 56    | \$ (197)               | \$ (253)     | #     | \$ (253)     | #                | \$ (69)  | (54)% |
| Pretax segment (loss) attributable to Ameriprise Financial | \$ (26)    | \$ (80)    | \$ (47)    | \$ (102)   | \$ (179)     | \$ (26)  | \$ (179)               | \$ (153)     | #     | \$ (153)     | #                | \$ (77)  | (75)% |
| Pretax operating (loss) <sup>(2)</sup>                     | \$ (27)    | \$ (76)    | \$ (49)    | \$ (113)   | \$ (181)     | \$ (27)  | \$ (181)               | \$ (154)     | #     | \$ (154)     | #                | \$ (68)  | (60)% |
| Allocated Equity   | \$ 2,606   | \$ 1,579   | \$ 1,639   | \$ 1,787   | \$ 1,550     | \$ 2,606 | \$ 1,550               | \$ (1,056)   | (41)% | \$ (1,056)   | (41)%            | \$ (237) | (13)% |

<sup>(1)</sup> Integration charges incurred for acquisition of Columbia as well as severance and related expenses from discontinuing new sales of RiverSource variable annuities through non-Ameriprise distribution channels.

<sup>(2)</sup> See non-GAAP financial information on pg 35.

<sup>(3)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

# Variance of greater than 100%.



## **Statistical Supplement Package**

(unaudited)

**First Quarter 2011**

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## **Advice & Wealth Management Segment**

**Ameriprise Financial, Inc.**  
**Advice & Wealth Management Segment <sup>(4)</sup>**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | Prior Year Comparisons |                 |                 |                 |                 |                 |                 |               |             |               |             |                  |            |
|--|------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|-------------|---------------|-------------|------------------|------------|
|  |                        |                 |                 |                 |                 | Year-to-Date    |                 | Qtr Chg - 1Q  |             | YTD Chg - 1Q  |             | Seq Qtr Chg - 1Q |            |
|  | 1 Qtr 2010             | 2 Qtr 2010      | 3 Qtr 2010      | 4 Qtr 2010      | 1 Qtr 2011      | 2010            | 2011            | Diff.         | %           | Diff.         | %           | Diff.            | %          |
| <b>Operating Income Statements</b>                     |                        |                 |                 |                 |                 |                 |                 |               |             |               |             |                  |            |
| <b>Revenues</b>  |                        |                 |                 |                 |                 |                 |                 |               |             |               |             |                  |            |
| Management and financial advice fees                   | \$ 326                 | \$ 337          | \$ 333          | \$ 374          | \$ 386          | \$ 326          | \$ 386          | \$ 60         | 18 %        | \$ 60         | 18 %        | \$ 12            | 3 %        |
| Distribution fees                                      | 370                    | 444             | 429             | 453             | 461             | 370             | 461             | 91            | 25 %        | 91            | 25 %        | 8                | 2 %        |
| Net investment income                                  | 74                     | 70              | 66              | 62              | 63              | 74              | 63              | (11)          | (15)%       | (11)          | (15)%       | 1                | 2 %        |
| Premiums   | -                      | -               | -               | -               | -               | -               | -               | -             | -           | -             | -           | -                | -          |
| Other revenues   | 17                     | 18              | 17              | 19              | 16              | 17              | 16              | (1)           | (6)%        | (1)           | (6)%        | (3)              | (16)%      |
| <b>Total revenues</b>                                  | <b>787</b>             | <b>869</b>      | <b>845</b>      | <b>908</b>      | <b>926</b>      | <b>787</b>      | <b>926</b>      | <b>139</b>    | <b>18 %</b> | <b>139</b>    | <b>18 %</b> | <b>18</b>        | <b>2 %</b> |
| Banking and deposit interest expense                   | 21                     | 17              | 15              | 14              | 13              | 21              | 13              | (8)           | (38)%       | (8)           | (38)%       | (1)              | (7)%       |
| <b>Operating total net revenues <sup>(1)</sup></b>     | <b>766</b>             | <b>852</b>      | <b>830</b>      | <b>894</b>      | <b>913</b>      | <b>766</b>      | <b>913</b>      | <b>147</b>    | <b>19 %</b> | <b>147</b>    | <b>19 %</b> | <b>19</b>        | <b>2 %</b> |
| <b>Expenses</b>  |                        |                 |                 |                 |                 |                 |                 |               |             |               |             |                  |            |
| Distribution expenses <sup>(5)</sup>                   | 446                    | 494             | 478             | 536             | 541             | 446             | 541             | 95            | 21 %        | 95            | 21 %        | 5                | 1 %        |
| Interest credited to fixed accounts                    | -                      | -               | -               | -               | -               | -               | -               | -             | -           | -             | -           | -                | -          |
| Benefits, claims, losses and settlement expenses       | -                      | -               | -               | -               | -               | -               | -               | -             | -           | -             | -           | -                | -          |
| Amortization of deferred acquisition costs             | -                      | -               | -               | -               | -               | -               | -               | -             | -           | -             | -           | -                | -          |
| Interest and debt expense                              | -                      | -               | -               | -               | -               | -               | -               | -             | -           | -             | -           | -                | -          |
| General and administrative expense <sup>(5)</sup>      | 269                    | 272             | 263             | 262             | 273             | 269             | 273             | 4             | 1 %         | 4             | 1 %         | 11               | 4 %        |
| <b>Operating expenses <sup>(1)</sup></b>               | <b>715</b>             | <b>766</b>      | <b>741</b>      | <b>798</b>      | <b>814</b>      | <b>715</b>      | <b>814</b>      | <b>99</b>     | <b>14 %</b> | <b>99</b>     | <b>14 %</b> | <b>16</b>        | <b>2 %</b> |
| <b>Pretax operating earnings <sup>(1)</sup></b>        | <b>\$ 51</b>           | <b>\$ 86</b>    | <b>\$ 89</b>    | <b>\$ 96</b>    | <b>\$ 99</b>    | <b>\$ 51</b>    | <b>\$ 99</b>    | <b>\$ 48</b>  | <b>94 %</b> | <b>\$ 48</b>  | <b>94 %</b> | <b>\$ 3</b>      | <b>3 %</b> |
| <b>Pretax segment income</b>                           | <b>\$ 48</b>           | <b>\$ 83</b>    | <b>\$ 88</b>    | <b>\$ 97</b>    | <b>\$ 100</b>   | <b>\$ 48</b>    | <b>\$ 100</b>   | <b>\$ 52</b>  | <b>#</b>    | <b>\$ 52</b>  | <b>#</b>    | <b>\$ 3</b>      | <b>3 %</b> |
| <b>Margins</b>   |                        |                 |                 |                 |                 |                 |                 |               |             |               |             |                  |            |
| Pretax segment margin                                  | 6.3 %                  | 9.7 %           | 10.6 %          | 10.8 %          | 10.9 %          | 6.3 %           | 10.9 %          | 4.6 %         |             | 4.6 %         |             | 0.1 %            |            |
| Pretax operating margin <sup>(1)</sup>                 | 6.7 %                  | 10.1 %          | 10.7 %          | 10.7 %          | 10.8 %          | 6.7 %           | 10.8 %          | 4.1 %         |             | 4.1 %         |             | 0.1 %            |            |
| <b>Return on Equity</b>                                |                        |                 |                 |                 |                 |                 |                 |               |             |               |             |                  |            |
| Allocated equity                                       | \$ 702                 | \$ 696          | \$ 698          | \$ 713          | \$ 728          | \$ 702          | \$ 728          | \$ 26         | 4 %         | \$ 26         | 4 %         | \$ 15            | 2 %        |
| Return on allocated equity <sup>(2)</sup>              | 7.7 %                  | 17.5 %          | 25.7 %          | 34.8 %          | 41.0 %          | 7.7 %           | 41.0 %          | 33.3 %        |             | 33.3 %        |             | 6.2 %            |            |
| Operating return on allocated equity <sup>(1)(3)</sup> | 13.8 %                 | 21.6 %          | 28.3 %          | 35.1 %          | 40.5 %          | 13.8 %          | 40.5 %          | 26.7 %        |             | 26.7 %        |             | 5.4 %            |            |
| <b>On-balance sheet deposits</b>                       | <b>\$ 8,501</b>        | <b>\$ 8,263</b> | <b>\$ 8,257</b> | <b>\$ 8,489</b> | <b>\$ 8,606</b> | <b>\$ 8,501</b> | <b>\$ 8,606</b> | <b>\$ 105</b> | <b>1 %</b>  | <b>\$ 105</b> | <b>1 %</b>  | <b>\$ 117</b>    | <b>1 %</b> |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using net income subject to the effective tax rate excluding CIEs for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(3)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(4)</sup> Prior period quarters have been recast to reflect the transfer of results of operations attributable to Securities America to the Corporate & Other segment from the Advice & Wealth Management segment.

<sup>(5)</sup> In the 4th quarter of 2010 a year-to-date adjustment was made to reclass \$9M of compensation from general and administrative expense to distribution expense.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Advice & Wealth Management Segment <sup>(4)</sup>**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|   |                   |                   |                   |                   | Year-to-Date      |                   | Prior Year Comparisons |                  |              |                  |             |                  |           |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------|------------------|--------------|------------------|-------------|------------------|-----------|
|   | 1 Qtr 2010        | 2 Qtr 2010        | 3 Qtr 2010        | 4 Qtr 2010        | 1 Qtr 2011        | 2010              | 2011                   | Qtr Chg - 1Q     | YTD Chg - 1Q | Seq Qtr Chg - 1Q |             |                  |           |
|   |                   |                   |                   |                   |                   |                   |                        | Diff.            | %            | Diff.            | %           | Diff.            | %         |
| <b>Product Information</b>  |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| <b>Certificates and Banking - Combined</b>  |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| Pretax operating earnings <sup>(1)</sup>  | \$ 25             | \$ 24             | \$ 23             | \$ 27             | \$ 21             | \$ 25             | \$ 21                  | \$ (4)           | (16)%        | \$ (4)           | (16)%       | \$ (6)           | (22)%     |
| Allocated equity  | \$ 456            | \$ 445            | \$ 451            | \$ 463            | \$ 478            | \$ 456            | \$ 478                 | \$ 22            | 5%           | \$ 22            | 5%          | \$ 15            | 3%        |
| Operating return on allocated equity <sup>(1)(2)</sup>  | 17.7%             | 18.1%             | 17.1%             | 16.7%             | 16.0%             | 17.7%             | 16.0%                  | (1.7)%           |              | (1.7)%           |             | (0.7)%           |           |
| <b>Wealth Management &amp; Distribution</b>   |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| Pretax operating earnings <sup>(1)</sup>  | \$ 26             | \$ 62             | \$ 66             | \$ 69             | \$ 78             | \$ 26             | \$ 78                  | \$ 52            | #            | \$ 52            | #           | \$ 9             | 13%       |
| Allocated equity  | \$ 246            | \$ 251            | \$ 247            | \$ 250            | \$ 250            | \$ 246            | \$ 250                 | \$ 4             | 2%           | \$ 4             | 2%          | \$ -             | -         |
| Operating return on allocated equity <sup>(1)(2)</sup>  | 6.1%              | 28.0%             | 48.9%             | 68.4%             | 85.7%             | 6.1%              | 85.7%                  | 79.6%            |              | 79.6%            |             | 17.3%            |           |
| <b>Financial Plans</b>  |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| Branded financial plan net cash sales   | \$ 52             | \$ 51             | \$ 48             | \$ 57             | \$ 53             | \$ 52             | \$ 53                  | \$ 1             | 2%           | \$ 1             | 2%          | \$ (4)           | (7)%      |
| <b>Financial Advisors</b>   |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| Employee advisors   | 2,302             | 2,196             | 2,183             | 2,168             | 2,140             | 2,302             | 2,140                  | (162)            | (7)%         | (162)            | (7)%        | (28)             | (1)%      |
| Franchisee advisors   | 7,629             | 7,590             | 7,540             | 7,488             | 7,513             | 7,629             | 7,513                  | (116)            | (2)%         | (116)            | (2)%        | 25               | -         |
| <b>Total branded financial advisors</b>   | <b>9,931</b>      | <b>9,786</b>      | <b>9,723</b>      | <b>9,656</b>      | <b>9,653</b>      | <b>9,931</b>      | <b>9,653</b>           | <b>(278)</b>     | <b>(3)%</b>  | <b>(278)</b>     | <b>(3)%</b> | <b>(3)</b>       | <b>-</b>  |
| Operating total net revenues <sup>(1)</sup> per financial advisor (in thousands) <sup>(3)</sup> | \$ 77             | \$ 87             | \$ 85             | \$ 93             | \$ 95             | \$ 77             | \$ 95                  | \$ 18            | 23%          | \$ 18            | 23%         | \$ 2             | 2%        |
| <b>Advisor Retention</b>  |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| Employee  | 72.9%             | 74.4%             | 77.8%             | 82.3%             | 86.6%             | 72.9%             | 86.6%                  | 13.7%            |              | 13.7%            |             | 4.3%             |           |
| Franchisee  | 91.7%             | 92.4%             | 93.0%             | 93.4%             | 94.1%             | 91.7%             | 94.1%                  | 2.4%             |              | 2.4%             |             | 0.7%             |           |
| <b>Total Client Assets (at period end)</b>  | <b>\$ 279,407</b> | <b>\$ 266,488</b> | <b>\$ 287,729</b> | <b>\$ 303,613</b> | <b>\$ 315,387</b> | <b>\$ 279,407</b> | <b>\$ 315,387</b>      | <b>\$ 35,980</b> | <b>13%</b>   | <b>\$ 35,980</b> | <b>13%</b>  | <b>\$ 11,774</b> | <b>4%</b> |
| <b>Total Wrap Accounts</b>  |                   |                   |                   |                   |                   |                   |                        |                  |              |                  |             |                  |           |
| Beginning assets  | \$ 81,252         | \$ 85,942         | \$ 83,042         | \$ 91,101         | \$ 97,514         | \$ 81,252         | \$ 97,514              | \$ 16,262        | 20%          | \$ 16,262        | 20%         | \$ 6,413         | 7%        |
| Net flows   | 2,316             | 1,933             | 1,566             | 1,736             | 2,750             | 2,316             | 2,750                  | 434              | 19%          | 434              | 19%         | 1,014            | 58%       |
| Market appreciation (depreciation) and other  | 2,374             | (4,833)           | 6,493             | 4,677             | 2,840             | 2,374             | 2,840                  | 466              | 20%          | 466              | 20%         | (1,837)          | (39)%     |
| <b>Total wrap ending assets</b>   | <b>\$ 85,942</b>  | <b>\$ 83,042</b>  | <b>\$ 91,101</b>  | <b>\$ 97,514</b>  | <b>\$ 103,104</b> | <b>\$ 85,942</b>  | <b>\$ 103,104</b>      | <b>\$ 17,162</b> | <b>20%</b>   | <b>\$ 17,162</b> | <b>20%</b>  | <b>\$ 5,590</b>  | <b>6%</b> |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

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

<sup>(4)</sup> Prior period quarters have been recast to reflect the transfer of Securities America financial data to the Corporate & Other segment from the Advice & Wealth Management segment. Securities America metrics have been removed from this presentation.

# Variance of greater than 100%.



# Statistical Supplement Package

(unaudited)

First Quarter 2011

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## Asset Management Segment



**Ameriprise Financial, Inc.**  
**Asset Management Segment**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  |              |               |               |               |               | Year-to-Date |               | Prior Year Comparisons |              |               |              |                  |              |
|--|--------------|---------------|---------------|---------------|---------------|--------------|---------------|------------------------|--------------|---------------|--------------|------------------|--------------|
|  | 1 Qtr 2010   | 2 Qtr 2010    | 3 Qtr 2010    | 4 Qtr 2010    | 1 Qtr 2011    | 2010         | 2011          | Qtr Chg - 1Q           |              | YTD Chg - 1Q  |              | Seq Qtr Chg - 1Q |              |
|  |              |               |               |               |               |              |               | Diff.                  | %            | Diff.         | %            | Diff.            | %            |
| <b>Operating Income Statements</b>                     |              |               |               |               |               |              |               |                        |              |               |              |                  |              |
| <b>Revenues</b>  |              |               |               |               |               |              |               |                        |              |               |              |                  |              |
| Management and financial advice fees                   | \$ 307       | \$ 471        | \$ 551        | \$ 650        | \$ 620        | \$ 307       | \$ 620        | \$ 313                 | #            | \$ 313        | #            | \$ (30)          | (5)%         |
| Distribution fees                                      | 58           | 88            | 103           | 109           | 115           | 58           | 115           | 57                     | 98 %         | 57            | 98 %         | 6                | 6 %          |
| Net investment income                                  | 3            | -             | 5             | 6             | 1             | 3            | 1             | (2)                    | (67)%        | (2)           | (67)%        | (5)              | (83)%        |
| Premiums   | -            | -             | -             | -             | -             | -            | -             | -                      | -            | -             | -            | -                | -            |
| Other revenues   | 1            | 4             | 2             | 8             | 2             | 1            | 2             | 1                      | #            | 1             | #            | (6)              | (75)%        |
| <b>Total revenues</b>                                  | <b>369</b>   | <b>563</b>    | <b>661</b>    | <b>773</b>    | <b>738</b>    | <b>369</b>   | <b>738</b>    | <b>369</b>             | <b>#</b>     | <b>369</b>    | <b>#</b>     | <b>(35)</b>      | <b>(5)%</b>  |
| Banking and deposit interest expense                   | -            | 1             | -             | -             | 1             | -            | 1             | 1                      | -            | 1             | -            | 1                | -            |
| <b>Operating total net revenues <sup>(1)</sup></b>     | <b>369</b>   | <b>562</b>    | <b>661</b>    | <b>773</b>    | <b>737</b>    | <b>369</b>   | <b>737</b>    | <b>368</b>             | <b>100 %</b> | <b>368</b>    | <b>100 %</b> | <b>(36)</b>      | <b>(5)%</b>  |
| <b>Expenses</b>  |              |               |               |               |               |              |               |                        |              |               |              |                  |              |
| Distribution expenses                                  | 106          | 186           | 215           | 227           | 258           | 106          | 258           | 152                    | #            | 152           | #            | 31               | 14 %         |
| Interest credited to fixed accounts                    | -            | -             | -             | -             | -             | -            | -             | -                      | -            | -             | -            | -                | -            |
| Benefits, claims, losses and settlement expenses       | -            | -             | -             | -             | -             | -            | -             | -                      | -            | -             | -            | -                | -            |
| Amortization of deferred acquisition costs             | 6            | 5             | 5             | 4             | 4             | 6            | 4             | (2)                    | (33)%        | (2)           | (33)%        | -                | -            |
| Interest and debt expense                              | -            | -             | -             | -             | -             | -            | -             | -                      | -            | -             | -            | -                | -            |
| General and administrative expense                     | 235          | 267           | 320           | 379           | 339           | 235          | 339           | 104                    | 44 %         | 104           | 44 %         | (40)             | (11)%        |
| <b>Operating expenses <sup>(1)</sup></b>               | <b>347</b>   | <b>458</b>    | <b>540</b>    | <b>610</b>    | <b>601</b>    | <b>347</b>   | <b>601</b>    | <b>254</b>             | <b>73 %</b>  | <b>254</b>    | <b>73 %</b>  | <b>(9)</b>       | <b>(1)%</b>  |
| <b>Pretax operating earnings <sup>(1)</sup></b>        | <b>\$ 22</b> | <b>\$ 104</b> | <b>\$ 121</b> | <b>\$ 163</b> | <b>\$ 136</b> | <b>\$ 22</b> | <b>\$ 136</b> | <b>\$ 114</b>          | <b>#</b>     | <b>\$ 114</b> | <b>#</b>     | <b>\$ (27)</b>   | <b>(17)%</b> |
| <b>Pretax segment income</b>                           | <b>\$ 18</b> | <b>\$ 56</b>  | <b>\$ 104</b> | <b>\$ 140</b> | <b>\$ 107</b> | <b>\$ 18</b> | <b>\$ 107</b> | <b>\$ 89</b>           | <b>#</b>     | <b>\$ 89</b>  | <b>#</b>     | <b>\$ (33)</b>   | <b>(24)%</b> |
| <b>Margins</b>   |              |               |               |               |               |              |               |                        |              |               |              |                  |              |
| Pretax segment margin                                  | 4.9 %        | 10.0 %        | 15.7 %        | 18.1 %        | 14.5 %        | 4.9 %        | 14.5 %        | 9.6 %                  |              | 9.6 %         |              | (3.6)%           |              |
| Pretax operating margin <sup>(1)</sup>                 | 6.0 %        | 18.5 %        | 18.3 %        | 21.1 %        | 18.5 %        | 6.0 %        | 18.5 %        | 12.5 %                 |              | 12.5 %        |              | (2.6)%           |              |
| Operating total net revenues <sup>(1)</sup>            | \$ 369       | \$ 562        | \$ 661        | \$ 773        | \$ 737        | \$ 369       | \$ 737        | \$ 368                 | 100 %        | \$ 368        | 100 %        | \$ (36)          | (5)%         |
| Distribution pass thru revenues                        | (97)         | (158)         | (184)         | (188)         | (207)         | (97)         | (207)         | (110)                  | #            | (110)         | #            | (19)             | (10)%        |
| Subadvisory and other pass thru revenues               | (41)         | (67)          | (89)          | (95)          | (98)          | (41)         | (98)          | (57)                   | #            | (57)          | #            | (3)              | (3)%         |
| Adjusted operating revenues <sup>(1)</sup>             | \$ 231       | \$ 337        | \$ 388        | \$ 490        | \$ 432        | \$ 231       | \$ 432        | \$ 201                 | 87 %         | \$ 201        | 87 %         | \$ (58)          | (12)%        |
| Pretax operating earnings <sup>(1)</sup>               | \$ 22        | \$ 104        | \$ 121        | \$ 163        | \$ 136        | \$ 22        | \$ 136        | \$ 114                 | #            | \$ 114        | #            | \$ (27)          | (17)%        |
| Operating net investment income <sup>(1)</sup>         | (3)          | -             | (5)           | (6)           | (1)           | (3)          | (1)           | 2                      | 67 %         | 2             | 67 %         | 5                | 83 %         |
| Amortization of intangibles                            | 7            | 10            | 12            | 10            | 10            | 7            | 10            | 3                      | 43 %         | 3             | 43 %         | -                | -            |
| Adjusted operating earnings <sup>(1)</sup>             | \$ 26        | \$ 114        | \$ 128        | \$ 167        | \$ 145        | \$ 26        | \$ 145        | \$ 119                 | #            | \$ 119        | #            | \$ (22)          | (13)%        |
| Adjusted net pretax operating margin <sup>(1)</sup>    | 11.3%        | 33.8%         | 33.0%         | 34.1%         | 33.6%         | 11.3%        | 33.6%         | 22.3 %                 |              | 22.3 %        |              | (0.5)%           |              |
| <b>Return on Equity</b>                                |              |               |               |               |               |              |               |                        |              |               |              |                  |              |
| Allocated equity                                       | \$ 1,044     | \$ 1,947      | \$ 1,919      | \$ 1,924      | \$ 1,911      | \$ 1,044     | \$ 1,911      | \$ 867                 | 83 %         | \$ 867        | 83 %         | \$ (13)          | (1)%         |
| Return on allocated equity <sup>(2)</sup>              | 6.5 %        | 9.9 %         | 13.5 %        | 15.5 %        | 18.3 %        | 6.5 %        | 18.3 %        | 11.8 %                 |              | 11.8 %        |              | 2.8 %            |              |
| Operating return on allocated equity <sup>(1)(3)</sup> | 8.5 %        | 14.1 %        | 17.6 %        | 19.8 %        | 23.2 %        | 8.5 %        | 23.2 %        | 14.7 %                 |              | 14.7 %        |              | 3.4 %            |              |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using net income subject to the effective tax rate excluding CIEs for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(3)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Asset Management Segment**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|   |                   |                   |                   |                   | Year-to-Date      |                   | Prior Year Comparisons |                   |             |                   |             |                   |             |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|-------------|-------------------|-------------|-------------------|-------------|
|   | 1 Qtr 2010        | 2 Qtr 2010        | 3 Qtr 2010        | 4 Qtr 2010        | 1 Qtr 2011        | 2010              | 2011                   | Qtr Chg - 1Q      |             | YTD Chg - 1Q      |             | Seq. Qtr Chg - 1Q |             |
|   |                   |                   |                   |                   |                   |                   |                        | Diff.             | %           | Diff.             | %           | Diff.             | %           |
| <b>Total Managed Asset Net Flows</b>        |                   |                   |                   |                   |                   |                   |                        |                   |             |                   |             |                   |             |
| Columbia managed asset net flows            | \$ (482)          | \$ (3,817)        | \$ (2,830)        | \$ (5,198)        | \$ (1,982)        | \$ (482)          | \$ (1,982)             | \$ (1,500)        | #           | \$ (1,500)        | #           | \$ 3,216          | 62 %        |
| Threadneedle managed asset net flows        | 22                | (1,090)           | 1,069             | (633)             | (2,984)           | 22                | (2,984)                | (3,006)           | #           | (3,006)           | #           | (2,351)           | #           |
| Less: Sub-advised eliminations              | (37)              | (34)              | (27)              | 32                | 114               | (37)              | 114                    | 151               | #           | 151               | #           | 82                | #           |
| <b>Total managed asset net flows</b>        | <b>\$ (497)</b>   | <b>\$ (4,941)</b> | <b>\$ (1,788)</b> | <b>\$ (5,799)</b> | <b>\$ (4,852)</b> | <b>\$ (497)</b>   | <b>\$ (4,852)</b>      | <b>\$ (4,355)</b> | <b>#</b>    | <b>\$ (4,355)</b> | <b>#</b>    | <b>\$ 947</b>     | <b>16 %</b> |
| <b>Total Managed Assets Reconciliations</b> |                   |                   |                   |                   |                   |                   |                        |                   |             |                   |             |                   |             |
| Columbia managed assets                     | \$ 152,624        | \$ 327,406        | \$ 347,050        | \$ 355,489        | \$ 362,960        | \$ 152,624        | \$ 362,960             | \$ 210,336        | #           | \$ 210,336        | #           | \$ 7,471          | 2 %         |
| Threadneedle managed assets                 | 97,135            | 89,319            | 101,851           | 105,648           | 106,765           | 97,135            | 106,765                | 9,630             | 10 %        | 9,630             | 10 %        | 1,117             | 1 %         |
| Less: Sub-advised eliminations              | (3,752)           | (3,398)           | (4,030)           | (4,304)           | (4,291)           | (3,752)           | (4,291)                | (539)             | (14)%       | (539)             | (14)%       | 13                | -           |
| <b>Total managed assets</b>                 | <b>\$ 246,007</b> | <b>\$ 413,327</b> | <b>\$ 444,871</b> | <b>\$ 456,833</b> | <b>\$ 465,434</b> | <b>\$ 246,007</b> | <b>\$ 465,434</b>      | <b>\$ 219,427</b> | <b>89 %</b> | <b>\$ 219,427</b> | <b>89 %</b> | <b>\$ 8,601</b>   | <b>2 %</b>  |
| <b>Total Managed Assets by Type</b>         |                   |                   |                   |                   |                   |                   |                        |                   |             |                   |             |                   |             |
| Equity                                      | \$ 99,752         | \$ 189,734        | \$ 215,095        | \$ 237,120        | \$ 247,257        | \$ 99,752         | \$ 247,257             | \$ 147,505        | #           | \$ 147,505        | #           | \$ 10,137         | 4 %         |
| Fixed income                                | 115,922           | 192,988           | 198,786           | 189,545           | 188,149           | 115,922           | 188,149                | 72,227            | 62 %        | 72,227            | 62 %        | (1,396)           | (1)%        |
| Money market                                | 7,231             | 7,159             | 6,734             | 6,597             | 6,389             | 7,231             | 6,389                  | (842)             | (12)%       | (842)             | (12)%       | (208)             | (3)%        |
| Alternative                                 | 11,808            | 11,516            | 11,505            | 11,309            | 10,959            | 11,808            | 10,959                 | (849)             | (7)%        | (849)             | (7)%        | (350)             | (3)%        |
| Hybrid and other                            | 11,294            | 11,930            | 12,751            | 12,262            | 12,680            | 11,294            | 12,680                 | 1,386             | 12 %        | 1,386             | 12 %        | 418               | 3 %         |
| <b>Total managed assets by type</b>         | <b>\$ 246,007</b> | <b>\$ 413,327</b> | <b>\$ 444,871</b> | <b>\$ 456,833</b> | <b>\$ 465,434</b> | <b>\$ 246,007</b> | <b>\$ 465,434</b>      | <b>\$ 219,427</b> | <b>89 %</b> | <b>\$ 219,427</b> | <b>89 %</b> | <b>\$ 8,601</b>   | <b>2 %</b>  |

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Asset Management Segment - Columbia**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | 1 Qtr 2010        | 2 Qtr 2010        | 3 Qtr 2010        | 4 Qtr 2010        | 1 Qtr 2011        | Year-to-Date      |                   | Prior Year Comparisons |              |                   |              |                  |              |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------|--------------|-------------------|--------------|------------------|--------------|
|  |                   |                   |                   |                   |                   | 2010              | 2011              | Qtr Chg - 1Q           |              | YTD Chg - 1Q      |              | Seq Qtr Chg - 1Q |              |
|  |                   |                   |                   |                   |                   |                   |                   | Diff.                  | %            | Diff.             | %            | Diff.            | %            |
| <b>Columbia Managed Assets Rollforward</b>                     |                   |                   |                   |                   |                   |                   |                   |                        |              |                   |              |                  |              |
| <b>Retail Funds</b>  |                   |                   |                   |                   |                   |                   |                   |                        |              |                   |              |                  |              |
| Beginning assets   | \$ 76,860         | \$ 78,631         | \$ 189,418        | \$ 205,230        | \$ 218,460        | \$ 76,860         | \$ 218,460        | \$ 141,600             | #            | \$ 141,600        | #            | \$ 13,230        | 6 %          |
| Mutual fund inflows  | 2,404             | 6,817             | 7,439             | 9,096             | 11,395            | 2,404             | 11,395            | 8,991                  | #            | 8,991             | #            | 2,299            | 25 %         |
| Mutual fund outflows   | (3,344)           | (9,266)           | (10,731)          | (12,040)          | (12,642)          | (3,344)           | (12,642)          | (9,298)                | #            | (9,298)           | #            | (602)            | (5)%         |
| Net VP/VIT fund flows  | 28                | 106               | 691               | 711               | 381               | 28                | 381               | 353                    | #            | 353               | #            | (330)            | (46)%        |
| Net new flows  | (912)             | (2,343)           | (2,601)           | (2,233)           | (866)             | (912)             | (866)             | 46                     | 5 %          | 46                | 5 %          | 1,367            | 61 %         |
| Reinvested dividends   | 190               | 898               | 413               | 1,350             | 328               | 190               | 328               | 138                    | 73 %         | 138               | 73 %         | (1,022)          | (76)%        |
| Net flows  | (722)             | (1,445)           | (2,188)           | (883)             | (538)             | (722)             | (538)             | 184                    | 25 %         | 184               | 25 %         | 345              | 39 %         |
| Distributions  | (224)             | (1,121)           | (665)             | (1,860)           | (556)             | (224)             | (556)             | (332)                  | #            | (332)             | #            | 1,304            | 70 %         |
| Market appreciation (depreciation) and other <sup>(1)</sup>    | 2,717             | 113,353           | 18,665            | 15,973            | 9,076             | 2,717             | 9,076             | 6,359                  | #            | 6,359             | #            | (6,897)          | (43)%        |
| <b>Total ending assets</b>                                     | <b>78,631</b>     | <b>189,418</b>    | <b>205,230</b>    | <b>218,460</b>    | <b>226,442</b>    | <b>78,631</b>     | <b>226,442</b>    | <b>147,811</b>         | <b>#</b>     | <b>147,811</b>    | <b>#</b>     | <b>7,982</b>     | <b>4 %</b>   |
| <b>% of total retail assets sub-advised</b>                    | <b>7.1 %</b>      | <b>18.2 %</b>     | <b>18.6 %</b>     | <b>18.4 %</b>     | <b>18.5 %</b>     | <b>7.1 %</b>      | <b>18.5 %</b>     | <b>11.4 %</b>          |              | <b>11.4 %</b>     |              | <b>0.1 %</b>     |              |
| <b>Institutional</b>   |                   |                   |                   |                   |                   |                   |                   |                        |              |                   |              |                  |              |
| Beginning assets   | 62,496            | 64,083            | 128,176           | 131,822           | 127,211           | 62,496            | 127,211           | 64,715                 | #            | 64,715            | #            | (4,611)          | (3)%         |
| Net flows  | 47                | (2,504)           | (637)             | (3,978)           | (1,010)           | 47                | (1,010)           | (1,057)                | #            | (1,057)           | #            | 2,968            | 75 %         |
| Market appreciation (depreciation) and other <sup>(2)(3)</sup> | 1,540             | 66,597            | 4,283             | (633)             | 904               | 1,540             | 904               | (636)                  | (41)%        | (636)             | (41)%        | 1,537            | #            |
| <b>Total ending assets</b>                                     | <b>64,083</b>     | <b>128,176</b>    | <b>131,822</b>    | <b>127,211</b>    | <b>127,105</b>    | <b>64,083</b>     | <b>127,105</b>    | <b>63,022</b>          | <b>98 %</b>  | <b>63,022</b>     | <b>98 %</b>  | <b>(106)</b>     | <b>-</b>     |
| <b>Alternative</b>   |                   |                   |                   |                   |                   |                   |                   |                        |              |                   |              |                  |              |
| Beginning assets   | 9,791             | 10,063            | 9,957             | 10,122            | 9,971             | 9,791             | 9,971             | 180                    | 2 %          | 180               | 2 %          | (151)            | (1)%         |
| Net flows  | 193               | 132               | (5)               | (337)             | (434)             | 193               | (434)             | (627)                  | #            | (627)             | #            | (97)             | (29)%        |
| Market appreciation (depreciation) and other                   | 79                | (238)             | 170               | 186               | 78                | 79                | 78                | (1)                    | (1)%         | (1)               | (1)%         | (108)            | (58)%        |
| <b>Total ending assets</b>                                     | <b>10,063</b>     | <b>9,957</b>      | <b>10,122</b>     | <b>9,971</b>      | <b>9,615</b>      | <b>10,063</b>     | <b>9,615</b>      | <b>(448)</b>           | <b>(4)%</b>  | <b>(448)</b>      | <b>(4)%</b>  | <b>(356)</b>     | <b>(4)%</b>  |
| <b>Other and Eliminations</b>                                  | <b>(153)</b>      | <b>(145)</b>      | <b>(124)</b>      | <b>(153)</b>      | <b>(202)</b>      | <b>(153)</b>      | <b>(202)</b>      | <b>(49)</b>            | <b>(32)%</b> | <b>(49)</b>       | <b>(32)%</b> | <b>(49)</b>      | <b>(32)%</b> |
| <b>Total Columbia managed assets</b>                           | <b>\$ 152,624</b> | <b>\$ 327,406</b> | <b>\$ 347,050</b> | <b>\$ 355,489</b> | <b>\$ 362,960</b> | <b>\$ 152,624</b> | <b>\$ 362,960</b> | <b>\$ 210,336</b>      | <b>#</b>     | <b>\$ 210,336</b> | <b>#</b>     | <b>\$ 7,471</b>  | <b>2 %</b>   |
| <b>Total Columbia net flows</b>                                | <b>\$ (482)</b>   | <b>\$ (3,817)</b> | <b>\$ (2,830)</b> | <b>\$ (5,198)</b> | <b>\$ (1,982)</b> | <b>\$ (482)</b>   | <b>\$ (1,982)</b> | <b>\$ (1,500)</b>      | <b>#</b>     | <b>\$ (1,500)</b> | <b>#</b>     | <b>\$ 3,216</b>  | <b>62 %</b>  |

<sup>(1)</sup> Included in Market appreciation (depreciation) and other, for Retail funds in the 2nd quarter of 2010, are \$118.1B due to the acquisition of Columbia Management, including \$3 billion of assets that were transferred to RiverSource Sub-advised through the implementation of Enhanced Portfolio Navigator, and an additional \$13.1B of EPN related assets sub-advised by others.

<sup>(2)</sup> Included in Market appreciation (depreciation) and other, for Institutional funds in the 2nd quarter of 2010, are \$68.4B due to the acquisition of Columbia Management.

<sup>(3)</sup> Included in Market appreciation (depreciation) and other for Institutional funds for all periods shown are changes in assets related to corporate capital decisions including share repurchases, debt repurchases, equity issuance, debt issuance and acquisitions.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Asset Management Segment - Threadneedle**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  |                  |                   |                   |                   |                   | Year-to-Date     |                   | Prior Year Comparisons |              |                   |              |                   |            |
|--|------------------|-------------------|-------------------|-------------------|-------------------|------------------|-------------------|------------------------|--------------|-------------------|--------------|-------------------|------------|
|  | 1 Qtr 2010       | 2 Qtr 2010        | 3 Qtr 2010        | 4 Qtr 2010        | 1 Qtr 2011        | 2010             | 2011              | Qtr Chg - 1Q           |              | YTD Chg - 1Q      |              | Seq Qtr Chg - 1Q  |            |
|  |                  |                   |                   |                   |                   |                  |                   | Diff.                  | %            | Diff.             | %            | Diff.             | %          |
| <b>Threadneedle Managed Assets Rollforward</b> |                  |                   |                   |                   |                   |                  |                   |                        |              |                   |              |                   |            |
| <b>Retail Funds <sup>(2)</sup></b>             |                  |                   |                   |                   |                   |                  |                   |                        |              |                   |              |                   |            |
| Beginning assets                               | \$ 29,090        | \$ 30,393         | \$ 27,291         | \$ 30,673         | \$ 33,394         | \$ 29,090        | \$ 33,394         | \$ 4,304               | 15 %         | \$ 4,304          | 15 %         | \$ 2,721          | 9 %        |
| Net flows                                      | 1,344            | (488)             | (358)             | 1,238             | (585)             | 1,344            | (585)             | (1,929)                | #            | (1,929)           | #            | (1,823)           | #          |
| Market appreciation (depreciation)             | 1,665            | (2,172)           | 2,232             | 1,694             | 499               | 1,665            | 499               | (1,166)                | (70)%        | (1,166)           | (70)%        | (1,195)           | (71)%      |
| Foreign currency translation <sup>(1)</sup>    | (1,769)          | (540)             | 1,402             | (240)             | 888               | (1,769)          | 888               | 2,657                  | #            | 2,657             | #            | 1,128             | #          |
| Other  | 63               | 98                | 106               | 29                | 79                | 63               | 79                | 16                     | 25 %         | 16                | 25 %         | 50                | #          |
| <b>Total ending assets</b>                     | <b>30,393</b>    | <b>27,291</b>     | <b>30,673</b>     | <b>33,394</b>     | <b>34,275</b>     | <b>30,393</b>    | <b>34,275</b>     | <b>3,882</b>           | <b>13 %</b>  | <b>3,882</b>      | <b>13 %</b>  | <b>881</b>        | <b>3 %</b> |
| <b>Institutional</b>                           |                  |                   |                   |                   |                   |                  |                   |                        |              |                   |              |                   |            |
| Beginning assets                               | 66,934           | 64,997            | 60,469            | 69,795            | 70,916            | 66,934           | 70,916            | 3,982                  | 6 %          | 3,982             | 6 %          | 1,121             | 2 %        |
| Net flows                                      | (1,300)          | (692)             | 1,610             | (1,769)           | (2,364)           | (1,300)          | (2,364)           | (1,064)                | (82)%        | (1,064)           | (82)%        | (595)             | (34)%      |
| Market appreciation (depreciation)             | 3,014            | (3,317)           | 4,176             | 2,876             | 291               | 3,014            | 291               | (2,723)                | (90)%        | (2,723)           | (90)%        | (2,585)           | (90)%      |
| Foreign currency translation <sup>(1)</sup>    | (4,036)          | (1,062)           | 3,127             | (473)             | 1,896             | (4,036)          | 1,896             | 5,932                  | #            | 5,932             | #            | 2,369             | #          |
| Other  | 385              | 543               | 413               | 487               | 407               | 385              | 407               | 22                     | 6 %          | 22                | 6 %          | (80)              | (16)%      |
| <b>Total ending assets</b>                     | <b>64,997</b>    | <b>60,469</b>     | <b>69,795</b>     | <b>70,916</b>     | <b>71,146</b>     | <b>64,997</b>    | <b>71,146</b>     | <b>6,149</b>           | <b>9 %</b>   | <b>6,149</b>      | <b>9 %</b>   | <b>230</b>        | <b>-</b>   |
| <b>Alternative</b>                             |                  |                   |                   |                   |                   |                  |                   |                        |              |                   |              |                   |            |
| Beginning assets                               | 1,799            | 1,745             | 1,559             | 1,383             | 1,338             | 1,799            | 1,338             | (461)                  | (26)%        | (461)             | (26)%        | (45)              | (3)%       |
| Net flows                                      | (22)             | 90                | (183)             | (102)             | (35)              | (22)             | (35)              | (13)                   | (59)%        | (13)              | (59)%        | 67                | 66 %       |
| Market appreciation (depreciation)             | 65               | (260)             | (85)              | 51                | (10)              | 65               | (10)              | (75)                   | #            | (75)              | #            | (61)              | #          |
| Foreign currency translation <sup>(1)</sup>    | (108)            | (30)              | 77                | (7)               | 35                | (108)            | 35                | 143                    | #            | 143               | #            | 42                | #          |
| Other  | 11               | 14                | 15                | 13                | 16                | 11               | 16                | 5                      | 45 %         | 5                 | 45 %         | 3                 | 23 %       |
| <b>Total ending assets</b>                     | <b>1,745</b>     | <b>1,559</b>      | <b>1,383</b>      | <b>1,338</b>      | <b>1,344</b>      | <b>1,745</b>     | <b>1,344</b>      | <b>(401)</b>           | <b>(23)%</b> | <b>(401)</b>      | <b>(23)%</b> | <b>6</b>          | <b>-</b>   |
| <b>Total Threadneedle managed assets</b>       | <b>\$ 97,135</b> | <b>\$ 89,319</b>  | <b>\$ 101,851</b> | <b>\$ 105,648</b> | <b>\$ 106,765</b> | <b>\$ 97,135</b> | <b>\$ 106,765</b> | <b>\$ 9,630</b>        | <b>10 %</b>  | <b>\$ 9,630</b>   | <b>10 %</b>  | <b>\$ 1,117</b>   | <b>1 %</b> |
| <b>Total Threadneedle net flows</b>            | <b>\$ 22</b>     | <b>\$ (1,090)</b> | <b>\$ 1,069</b>   | <b>\$ (633)</b>   | <b>\$ (2,984)</b> | <b>\$ 22</b>     | <b>\$ (2,984)</b> | <b>\$ (3,006)</b>      | <b>#</b>     | <b>\$ (3,006)</b> | <b>#</b>     | <b>\$ (2,351)</b> | <b>#</b>   |

<sup>(1)</sup> Amounts represent British Pound to US dollar conversion.

<sup>(2)</sup> Dividends reinvested are currently included in the net flows line. We are working toward presenting the retail funds rollforward consistent with the Columbia retail funds rollforward.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Asset Management Segment**  
**First Quarter 2011**

| <b>Mutual Fund Performance</b>  | <b>1 Qtr 2010</b> | <b>2 Qtr 2010</b> | <b>3 Qtr 2010</b> | <b>4 Qtr 2010</b> | <b>1 Qtr 2011</b> |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Columbia</b>   |                   |                   |                   |                   |                   |
| <b>Equal Weighted Mutual Fund Rankings in top 2 Lipper Quartiles</b>      |                   |                   |                   |                   |                   |
| Equity - 12 month   | 58 %              | 49 %              | 55 %              | 68 %              | 58 %              |
| Fixed income - 12 month   | 50 %              | 52 %              | 67 %              | 58 %              | 72 %              |
| Equity - 3 year   | 45 %              | 48 %              | 46 %              | 52 %              | 52 %              |
| Fixed income - 3 year   | 68 %              | 68 %              | 77 %              | 79 %              | 82 %              |
| Equity - 5 year   | 71 %              | 75 %              | 69 %              | 67 %              | 62 %              |
| Fixed income - 5 year   | 63 %              | 75 %              | 79 %              | 76 %              | 78 %              |
| <b>Asset Weighted Mutual Fund Rankings in top 2 Lipper Quartiles</b>      |                   |                   |                   |                   |                   |
| Equity - 12 month   | 78 %              | 73 %              | 54 %              | 62 %              | 52 %              |
| Fixed income - 12 month   | 51 %              | 45 %              | 56 %              | 61 %              | 65 %              |
| Equity - 3 year   | 56 %              | 61 %              | 71 %              | 73 %              | 69 %              |
| Fixed income - 3 year   | 59 %              | 64 %              | 78 %              | 67 %              | 83 %              |
| Equity - 5 year   | 75 %              | 88 %              | 81 %              | 78 %              | 75 %              |
| Fixed income - 5 year   | 58 %              | 65 %              | 75 %              | 63 %              | 77 %              |
| <b>Threadneedle</b>   |                   |                   |                   |                   |                   |
| <b>Equal Weighted Mutual Fund Rankings in top 2 Morningstar Quartiles</b> |                   |                   |                   |                   |                   |
| Equity - 12 month   | 31 %              | 62 %              | 62 %              | 77 %              | 86 %              |
| Fixed income - 12 month   | 60 %              | 40 %              | 20 %              | 40 %              | 30 %              |
| Equity - 3 year   | 93 %              | 97 %              | 93 %              | 79 %              | 85 %              |
| Fixed income - 3 year   | 80 %              | 80 %              | 80 %              | 50 %              | 60 %              |
| Equity - 5 year   | 93 %              | 93 %              | 93 %              | 93 %              | 93 %              |
| Fixed income - 5 year   | 78 %              | 67 %              | 67 %              | 50 %              | 60 %              |

Beginning in the second quarter of 2010, mutual fund performance rankings are based on the performance of Class A fund shares for legacy RiverSource (including Seligman and Threadneedle) branded funds and on Class Z fund shares for legacy Columbia branded funds, as the majority of fund assets managed within the funds of each fund family are generally held in the designated share class. Prior to second quarter of 2010, the mutual fund performance rankings were based solely on the performance of the legacy RiverSource Class A fund shares.

Equal Weighted Rankings in Top 2 Quartiles: Counts the number of funds (RiverSource Class A and Columbia Class Z) 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 assets of the funds with above median ranking (RiverSource Class A and Columbia Class Z) divided by the total sum of RiverSource Class A assets and Columbia Class Z assets. Funds with more assets will receive a greater share of the total percentage above or below median.

Aggregated data shows actively-managed mutual funds by affiliated investment managers as well as certain index funds. Effective first quarter of 2011, we have clarified the definition of the included funds. Percentages did not change.

Aggregated data does not include mutual funds sub-advised by advisors not affiliated with Ameriprise Financial, Inc., RiverSource S&P 500 Index Fund and Columbia Money Market Fund.

Aggregated equity rankings include Columbia Portfolio Builder Series and other balanced and asset allocation funds that invest in both equities and fixed income.

Columbia Portfolio Builder Series funds are funds of mutual funds that may invest in third-party sub-advised funds.



## **Statistical Supplement Package**

(unaudited)

**First Quarter 2011**

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### **Annuities Segment**

**Ameriprise Financial, Inc.**  
**Annuities Segment**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | 1 Qtr 2010     | 2 Qtr 2010    | 3 Qtr 2010    | 4 Qtr 2010    | 1 Qtr 2011      | Year-to-Date   |                 | Prior Year Comparisons |             |                |             |                  |             |
|--|----------------|---------------|---------------|---------------|-----------------|----------------|-----------------|------------------------|-------------|----------------|-------------|------------------|-------------|
|  |                |               |               |               |                 | 2010           | 2011            | Qtr Chg - 1Q           |             | YTD Chg - 1Q   |             | Seq Qtr Chg - 1Q |             |
|  |                |               |               |               |                 |                |                 | Diff.                  | %           | Diff.          | %           | Diff.            | %           |
| <b>Operating Income Statements</b>   |                |               |               |               |                 |                |                 |                        |             |                |             |                  |             |
| <b>Revenues</b>  |                |               |               |               |                 |                |                 |                        |             |                |             |                  |             |
| Management and financial advice fees   | \$ 127         | \$ 130        | \$ 139        | \$ 150        | \$ 155          | \$ 127         | \$ 155          | \$ 28                  | 22 %        | \$ 28          | 22 %        | \$ 5             | 3 %         |
| Distribution fees  | 70             | 76            | 65            | 73            | 76              | 70             | 76              | 6                      | 9 %         | 6              | 9 %         | 3                | 4 %         |
| Net investment income  | 327            | 326           | 327           | 329           | 323             | 327            | 323             | (4)                    | (1)%        | (4)            | (1)%        | (6)              | (2)%        |
| Premiums   | 31             | 42            | 43            | 34            | 34              | 31             | 34              | 3                      | 10 %        | 3              | 10 %        | -                | -           |
| Other revenues   | 44             | 52            | 53            | 53            | 55              | 44             | 55              | 11                     | 25 %        | 11             | 25 %        | 2                | 4 %         |
| <b>Total revenues</b>  | <b>599</b>     | <b>626</b>    | <b>627</b>    | <b>639</b>    | <b>643</b>      | <b>599</b>     | <b>643</b>      | <b>44</b>              | <b>7 %</b>  | <b>44</b>      | <b>7 %</b>  | <b>4</b>         | <b>1 %</b>  |
| Banking and deposit interest expense   | -              | -             | -             | -             | -               | -              | -               | -                      | -           | -              | -           | -                | -           |
| <b>Operating total net revenues <sup>(1)</sup></b>                                 | <b>599</b>     | <b>626</b>    | <b>627</b>    | <b>639</b>    | <b>643</b>      | <b>599</b>     | <b>643</b>      | <b>44</b>              | <b>7 %</b>  | <b>44</b>      | <b>7 %</b>  | <b>4</b>         | <b>1 %</b>  |
| <b>Expenses</b>  |                |               |               |               |                 |                |                 |                        |             |                |             |                  |             |
| Distribution expenses  | 61             | 70            | 70            | 67            | 76              | 61             | 76              | 15                     | 25 %        | 15             | 25 %        | 9                | 13 %        |
| Interest credited to fixed accounts  | 192            | 194           | 188           | 188           | 172             | 192            | 172             | (20)                   | (10)%       | (20)           | (10)%       | (16)             | (9)%        |
| Benefits, claims, losses and settlement expenses                                   | 95             | 126           | 359           | 102           | 96              | 95             | 96              | 1                      | 1 %         | 1              | 1 %         | (6)              | (6)%        |
| Amortization of deferred acquisition costs   | 66             | 80            | (296)         | 58            | 73              | 66             | 73              | 7                      | 11 %        | 7              | 11 %        | 15               | 26 %        |
| Interest and debt expense  | -              | -             | 2             | -             | -               | -              | -               | -                      | -           | -              | -           | -                | -           |
| General and administrative expense   | 51             | 54            | 47            | 53            | 52              | 51             | 52              | 1                      | 2 %         | 1              | 2 %         | (1)              | (2)%        |
| <b>Operating expenses <sup>(1)</sup></b>   | <b>465</b>     | <b>524</b>    | <b>370</b>    | <b>468</b>    | <b>469</b>      | <b>465</b>     | <b>469</b>      | <b>4</b>               | <b>1 %</b>  | <b>4</b>       | <b>1 %</b>  | <b>1</b>         | <b>-</b>    |
| <b>Pretax operating earnings <sup>(1)</sup></b>                                    | <b>\$ 134</b>  | <b>\$ 102</b> | <b>\$ 257</b> | <b>\$ 171</b> | <b>\$ 174</b>   | <b>\$ 134</b>  | <b>\$ 174</b>   | <b>\$ 40</b>           | <b>30 %</b> | <b>\$ 40</b>   | <b>30 %</b> | <b>\$ 3</b>      | <b>2 %</b>  |
| <b>Pretax segment income</b>   | <b>\$ 120</b>  | <b>\$ 133</b> | <b>\$ 264</b> | <b>\$ 131</b> | <b>\$ 154</b>   | <b>\$ 120</b>  | <b>\$ 154</b>   | <b>\$ 34</b>           | <b>28 %</b> | <b>\$ 34</b>   | <b>28 %</b> | <b>\$ 23</b>     | <b>18 %</b> |
| <b>Margins</b>   |                |               |               |               |                 |                |                 |                        |             |                |             |                  |             |
| Pretax segment margin  | 19.9 %         | 21.1 %        | 42.2 %        | 20.4 %        | 24.1 %          | 19.9 %         | 24.1 %          | 4.2 %                  |             | 4.2 %          |             | 3.7 %            |             |
| Pretax operating margin <sup>(1)</sup>   | 22.4 %         | 16.3 %        | 41.0 %        | 26.8 %        | 27.1 %          | 22.4 %         | 27.1 %          | 4.7 %                  |             | 4.7 %          |             | 0.3 %            |             |
| <b>Return on Equity</b>  |                |               |               |               |                 |                |                 |                        |             |                |             |                  |             |
| Allocated equity   | \$ 2,317       | \$ 2,395      | \$ 2,539      | \$ 2,582      | \$ 2,696        | \$ 2,317       | \$ 2,696        | \$ 379                 | 16 %        | \$ 379         | 16 %        | \$ 114           | 4 %         |
| Return on allocated equity <sup>(2)</sup>  | 20.7 %         | 22.8 %        | 21.4 %        | 20.1 %        | 21.1 %          | 20.7 %         | 21.1 %          | 0.4 %                  |             | 0.4 %          |             | 1.0 %            |             |
| Operating return on allocated equity <sup>(1)(3)</sup>                             | 24.1 %         | 22.2 %        | 20.1 %        | 20.4 %        | 21.5 %          | 24.1 %         | 21.5 %          | (2.6)%                 |             | (2.6)%         |             | 1.1 %            |             |
| <b>Market impact on variable annuity guaranteed living benefits <sup>(4)</sup></b> |                |               |               |               |                 |                |                 |                        |             |                |             |                  |             |
| FAS 157 valuation impact   | \$ (6)         | \$ 54         | \$ (8)        | \$ (45)       | \$ (7)          | \$ (6)         | \$ (7)          | \$ (1)                 | (17)%       | \$ (1)         | (17)%       | \$ 38            | 84 %        |
| Other  | (11)           | (27)          | 16            | 2             | (10)            | (11)           | (10)            | 1                      | 9 %         | 1              | 9 %         | (12)             | #           |
| Total VA guaranteed living benefit impact excluded from operating earnings         | \$ (17)        | \$ 27         | \$ 8          | \$ (43)       | \$ (17)         | \$ (17)        | \$ (17)         | \$ -                   | -           | \$ -           | 0 %         | \$ 26            | 60 %        |
| <b>Total annuity net flows</b>   | <b>\$ (68)</b> | <b>\$ 9</b>   | <b>\$ 325</b> | <b>\$ 177</b> | <b>\$ (144)</b> | <b>\$ (68)</b> | <b>\$ (144)</b> | <b>\$ (76)</b>         | <b>#</b>    | <b>\$ (76)</b> | <b>#</b>    | <b>\$ (321)</b>  | <b>#</b>    |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using net income subject to the effective tax rate excluding CIEs for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(3)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(4)</sup> Guaranteed Minimum Withdrawal Benefit (GMWB) and Guaranteed Minimum Accumulation Benefit (GMAB) only, net of DAC and DSIC.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Annuities Segment**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | 1 Qtr 2010       | 2 Qtr 2010       | 3 Qtr 2010       | 4 Qtr 2010       | 1 Qtr 2011       | Year-to-Date     |                  | Prior Year Comparisons |              |                   |              |                  |              |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|--------------|-------------------|--------------|------------------|--------------|
|  |                  |                  |                  |                  |                  | 2010             | 2011             | Qtr Chg - 1Q           |              | YTD Chg - 1Q      |              | Seq Qtr Chg - 1Q |              |
|  |                  |                  |                  |                  |                  |                  |                  | Diff.                  | %            | Diff.             | %            | Diff.            | %            |
| <b>Product Information</b>   |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| <b>Variable Annuities</b>  |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Operating earnings <sup>(1)</sup>                                  | \$ 74            | \$ 41            | \$ 80            | \$ 105           | \$ 103           | \$ 74            | \$ 103           | \$ 29                  | 39%          | \$ 29             | 39%          | \$ (2)           | (2)%         |
| Allocated equity   | \$ 971           | \$ 1,083         | \$ 1,133         | \$ 1,261         | \$ 1,274         | \$ 971           | \$ 1,274         | \$ 303                 | 31%          | \$ 303            | 31%          | \$ 13            | 1%           |
| Operating return on allocated equity <sup>(1)(2)</sup>             | 39.8%            | 32.3%            | 20.7%            | 20.9%            | 22.3%            | 39.8%            | 22.3%            | (17.5)%                |              | (17.5)%           |              | 1.4%             |              |
| <b>Fixed Annuities<sup>(3)</sup></b>                               |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Operating earnings <sup>(1)</sup>                                  | \$ 60            | \$ 61            | \$ 177           | \$ 66            | \$ 71            | \$ 60            | \$ 71            | \$ 11                  | 18%          | \$ 11             | 18%          | \$ 5             | 8%           |
| Allocated equity   | \$ 1,346         | \$ 1,312         | \$ 1,406         | \$ 1,321         | \$ 1,422         | \$ 1,346         | \$ 1,422         | \$ 76                  | 6%           | \$ 76             | 6%           | \$ 101           | 8%           |
| Operating return on allocated equity <sup>(1)(2)</sup>             | 13.3%            | 14.9%            | 19.6%            | 20.0%            | 20.9%            | 13.3%            | 20.9%            | 7.6%                   |              | 7.6%              |              | 0.9%             |              |
| <b>Variable Annuities Rollforward</b>                              |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Beginning balance  | \$ 55,106        | \$ 56,978        | \$ 54,025        | \$ 58,974        | \$ 62,637        | \$ 55,106        | \$ 62,637        | \$ 7,531               | 14%          | \$ 7,531          | 14%          | \$ 3,663         | 6%           |
| Deposits   | 1,181            | 1,411            | 1,730            | 1,865            | 1,604            | 1,181            | 1,604            | 423                    | 36%          | 423               | 36%          | (261)            | (14)%        |
| Withdrawals and terminations                                       | (1,083)          | (1,212)          | (1,246)          | (1,464)          | (1,500)          | (1,083)          | (1,500)          | (417)                  | (39)%        | (417)             | (39)%        | (36)             | (2)%         |
| Net flows  | 98               | 199              | 484              | 401              | 104              | 98               | 104              | 6                      | 6%           | 6                 | 6%           | (297)            | (74)%        |
| Investment performance and interest credited                       | 1,859            | (3,150)          | 4,465            | 3,262            | 2,000            | 1,859            | 2,000            | 141                    | 8%           | 141               | 8%           | (1,262)          | (39)%        |
| Other  | (85)             | (2)              | -                | -                | -                | (85)             | -                | 85                     | #            | 85                | #            | -                | -            |
| <b>Total ending balance - contract accumulation values</b>         | <b>\$ 56,978</b> | <b>\$ 54,025</b> | <b>\$ 58,974</b> | <b>\$ 62,637</b> | <b>\$ 64,741</b> | <b>\$ 56,978</b> | <b>\$ 64,741</b> | <b>\$ 7,763</b>        | <b>14%</b>   | <b>\$ 7,763</b>   | <b>14%</b>   | <b>\$ 2,104</b>  | <b>3%</b>    |
| <b>Variable annuities fixed sub-accounts</b>                       | <b>\$ 6,119</b>  | <b>\$ 4,914</b>  | <b>\$ 4,926</b>  | <b>\$ 4,864</b>  | <b>\$ 4,790</b>  | <b>\$ 6,119</b>  | <b>\$ 4,790</b>  | <b>\$ (1,329)</b>      | <b>(22)%</b> | <b>\$ (1,329)</b> | <b>(22)%</b> | <b>\$ (74)</b>   | <b>(2)%</b>  |
| <b>Fixed Annuities Rollforward</b>                                 |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Beginning balance  | \$ 14,623        | \$ 14,599        | \$ 14,547        | \$ 14,527        | \$ 14,441        | \$ 14,623        | \$ 14,441        | \$ (182)               | (1)%         | \$ (182)          | (1)%         | \$ (86)          | (1)%         |
| Deposits   | 163              | 130              | 140              | 96               | 95               | 163              | 95               | (68)                   | (42)%        | (68)              | (42)%        | (1)              | (1)%         |
| Withdrawals and terminations                                       | (329)            | (320)            | (299)            | (320)            | (343)            | (329)            | (343)            | (14)                   | (4)%         | (14)              | (4)%         | (23)             | (7)%         |
| Net flows  | (166)            | (190)            | (159)            | (224)            | (248)            | (166)            | (248)            | (82)                   | (49)%        | (82)              | (49)%        | (24)             | (11)%        |
| Policyholder interest credited                                     | 142              | 138              | 139              | 138              | 131              | 142              | 131              | (11)                   | (8)%         | (11)              | (8)%         | (7)              | (5)%         |
| Other  | -                | -                | -                | -                | -                | -                | -                | -                      | -            | -                 | -            | -                | -            |
| <b>Total ending balance - contract accumulation values</b>         | <b>\$ 14,599</b> | <b>\$ 14,547</b> | <b>\$ 14,527</b> | <b>\$ 14,441</b> | <b>\$ 14,324</b> | <b>\$ 14,599</b> | <b>\$ 14,324</b> | <b>\$ (275)</b>        | <b>(2)%</b>  | <b>\$ (275)</b>   | <b>(2)%</b>  | <b>\$ (117)</b>  | <b>(1)%</b>  |
| <b>Capitalized Interest</b>  | <b>\$ 5</b>      | <b>\$ 3</b>      | <b>\$ 1</b>      | <b>\$ 2</b>      | <b>\$ 1</b>      | <b>\$ 5</b>      | <b>\$ 1</b>      | <b>\$ (4)</b>          | <b>(80)%</b> | <b>\$ (4)</b>     | <b>(80)%</b> | <b>\$ (1)</b>    | <b>(50)%</b> |
| <b>Payout Annuities Reserve Balance</b>                            | <b>\$ 2,094</b>  | <b>\$ 2,105</b>  | <b>\$ 2,111</b>  | <b>\$ 2,111</b>  | <b>\$ 2,109</b>  | <b>\$ 2,094</b>  | <b>\$ 2,109</b>  | <b>\$ 15</b>           | <b>1%</b>    | <b>\$ 15</b>      | <b>1%</b>    | <b>\$ (2)</b>    | <b>-</b>     |
| <b>Tax Equivalent Spread - Fixed Annuities<sup>(4)</sup></b>       |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Gross rate of return on invested assets <sup>(5)(6)</sup>          | 6.0%             | 6.1%             | 6.5%             | 6.4%             | 6.3%             | 6.0%             | 6.3%             | 0.3%                   |              | 0.3%              |              | (0.1)%           |              |
| Crediting rate excluding capitalized interest                      | (3.9)%           | (3.9)%           | (3.8)%           | (3.8)%           | (3.7)%           | (3.9)%           | (3.7)%           | 0.2%                   |              | 0.2%              |              | 0.1%             |              |
| <b>Tax equivalent margin spread</b>                                | <b>2.1%</b>      | <b>2.2%</b>      | <b>2.7%</b>      | <b>2.6%</b>      | <b>2.6%</b>      | <b>2.1%</b>      | <b>2.6%</b>      | <b>0.5%</b>            |              | <b>0.5%</b>       |              | <b>-</b>         |              |
| <b>Total Variable Annuities DAC</b>                                |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Beginning balance  | \$ 2,132         | \$ 2,121         | \$ 2,082         | \$ 2,378         | \$ 2,493         | \$ 2,132         | \$ 2,493         | \$ 361                 | 17%          | \$ 361            | 17%          | \$ 115           | 5%           |
| Capitalization   | 53               | 77               | 92               | 97               | 76               | 53               | 76               | 23                     | 43%          | 23                | 43%          | (21)             | (22)%        |
| Amortization due to market impact on VA guaranteed living benefits | 6                | (41)             | (10)             | 29               | 10               | 6                | 10               | 4                      | 67%          | 4                 | 67%          | (19)             | (66)%        |
| Operating amortization per income statement                        | (52)             | (63)             | 232              | (43)             | (59)             | (52)             | (59)             | (7)                    | (13)%        | (7)               | (13)%        | (16)             | (37)%        |
| Other  | (18)             | (12)             | (18)             | 32               | 2                | (18)             | 2                | 20                     | #            | 20                | #            | (30)             | (94)%        |
| <b>Total ending balance</b>  | <b>\$ 2,121</b>  | <b>\$ 2,082</b>  | <b>\$ 2,378</b>  | <b>\$ 2,493</b>  | <b>\$ 2,522</b>  | <b>\$ 2,121</b>  | <b>\$ 2,522</b>  | <b>\$ 401</b>          | <b>19%</b>   | <b>\$ 401</b>     | <b>19%</b>   | <b>\$ 29</b>     | <b>1%</b>    |
| <b>Total Fixed Annuities DAC</b>                                   |                  |                  |                  |                  |                  |                  |                  |                        |              |                   |              |                  |              |
| Beginning balance  | \$ 301           | \$ 247           | \$ 198           | \$ 229           | \$ 272           | \$ 301           | \$ 272           | \$ (29)                | (10)%        | \$ (29)           | (10)%        | \$ 43            | 19%          |
| Capitalization   | 7                | 6                | 4                | 4                | 2                | 7                | 2                | (5)                    | (71)%        | (5)               | (71)%        | (2)              | (50)%        |
| Amortization per income statement                                  | (14)             | (17)             | 64               | (15)             | (14)             | (14)             | (14)             | -                      | -            | -                 | -            | 1                | 7%           |
| Other  | (47)             | (38)             | (37)             | 54               | 5                | (47)             | 5                | 52                     | #            | 52                | #            | (49)             | (91)%        |
| <b>Total ending balance</b>  | <b>\$ 247</b>    | <b>\$ 198</b>    | <b>\$ 229</b>    | <b>\$ 272</b>    | <b>\$ 265</b>    | <b>\$ 247</b>    | <b>\$ 265</b>    | <b>\$ 18</b>           | <b>7%</b>    | <b>\$ 18</b>      | <b>7%</b>    | <b>\$ (7)</b>    | <b>(3)%</b>  |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(3)</sup> Includes payout annuities.

<sup>(4)</sup> Attributable to interest sensitive products only, which have been approximately 98% to 99% of the total ending fixed annuities accumulation values in the periods reported. The asset earnings rate is a calculated yield based on specifically assigned assets.

<sup>(5)</sup> The Gross rate of return on invested assets for the 1st quarter of 2010 is affected by a significant purchase of a forward settled Agency Backed TBA position that is recorded on a trade basis. Without this position, the Gross rate of return on invested assets for the 1st quarter 2010 would have been approximately 6.1%.

<sup>(6)</sup> In the 2nd, 3rd, and 4th quarters of 2010 and the 1st quarter of 2011, 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 6.0%, 6.2%, 6.1%, and 6.0% respectively.

# Variance of greater than 100%.





# Statistical Supplement Package

(unaudited)

First Quarter 2011

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## Protection Segment

**Ameriprise Financial, Inc.**  
**Protection Segment**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | 1 Qtr 2010    | 2 Qtr 2010    | 3 Qtr 2010   | 4 Qtr 2010   | 1 Qtr 2011    | Year-to-Date  |               | Prior Year Comparisons |              |                |              |                  |             |
|--|---------------|---------------|--------------|--------------|---------------|---------------|---------------|------------------------|--------------|----------------|--------------|------------------|-------------|
|  |               |               |              |              |               | 2010          | 2011          | Qtr Chg - 1Q           |              | YTD Chg - 1Q   |              | Seq Qtr Chg - 1Q |             |
|  |               |               |              |              |               |               |               | Diff.                  | %            | Diff.          | %            | Diff.            | %           |
| <b>Operating Income Statements</b>                     |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| <b>Revenues</b>  |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| Management and financial advice fees                   | \$ 13         | \$ 13         | \$ 13        | \$ 15        | \$ 14         | \$ 13         | \$ 14         | \$ 1                   | 8 %          | \$ 1           | 8 %          | \$ (1)           | (7)%        |
| Distribution fees                                      | 24            | 24            | 24           | 24           | 23            | 24            | 23            | (1)                    | (4)%         | (1)            | (4)%         | (1)              | (4)%        |
| Net investment income                                  | 102           | 110           | 108          | 108          | 107           | 102           | 107           | 5                      | 5 %          | 5              | 5 %          | (1)              | (1)%        |
| Premiums   | 257           | 264           | 266          | 268          | 264           | 257           | 264           | 7                      | 3 %          | 7              | 3 %          | (4)              | (1)%        |
| Other revenues   | 110           | 109           | 91           | 112          | 110           | 110           | 110           | -                      | -            | -              | -            | (2)              | (2)%        |
| <b>Total revenues</b>                                  | <b>506</b>    | <b>520</b>    | <b>502</b>   | <b>527</b>   | <b>518</b>    | <b>506</b>    | <b>518</b>    | <b>12</b>              | <b>2 %</b>   | <b>12</b>      | <b>2 %</b>   | <b>(9)</b>       | <b>(2)%</b> |
| Banking and deposit interest expense                   | -             | -             | -            | 1            | -             | -             | -             | -                      | -            | -              | -            | (1)              | #           |
| <b>Operating total net revenues <sup>(1)</sup></b>     | <b>506</b>    | <b>520</b>    | <b>502</b>   | <b>526</b>   | <b>518</b>    | <b>506</b>    | <b>518</b>    | <b>12</b>              | <b>2 %</b>   | <b>12</b>      | <b>2 %</b>   | <b>(8)</b>       | <b>(2)%</b> |
| <b>Expenses</b>  |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| Distribution expenses                                  | 8             | 9             | 8            | 7            | 6             | 8             | 6             | (2)                    | (25)%        | (2)            | (25)%        | (1)              | (14)%       |
| Interest credited to fixed accounts                    | 36            | 37            | 39           | 35           | 35            | 36            | 35            | (1)                    | (3)%         | (1)            | (3)%         | -                | -           |
| Benefits, claims, losses and settlement expenses       | 236           | 240           | 299          | 291          | 261           | 236           | 261           | 25                     | 11 %         | 25             | 11 %         | (30)             | (10)%       |
| Amortization of deferred acquisition costs             | 52            | 45            | 35           | 51           | 49            | 52            | 49            | (3)                    | (6)%         | (3)            | (6)%         | (2)              | (4)%        |
| Interest and debt expense                              | -             | -             | -            | -            | -             | -             | -             | -                      | -            | -              | -            | -                | -           |
| General and administrative expense                     | 56            | 55            | 56           | 56           | 61            | 56            | 61            | 5                      | 9 %          | 5              | 9 %          | 5                | 9 %         |
| <b>Operating expenses <sup>(1)</sup></b>               | <b>388</b>    | <b>386</b>    | <b>437</b>   | <b>440</b>   | <b>412</b>    | <b>388</b>    | <b>412</b>    | <b>24</b>              | <b>6 %</b>   | <b>24</b>      | <b>6 %</b>   | <b>(28)</b>      | <b>(6)%</b> |
| <b>Pretax operating earnings <sup>(1)</sup></b>        | <b>\$ 118</b> | <b>\$ 134</b> | <b>\$ 65</b> | <b>\$ 86</b> | <b>\$ 106</b> | <b>\$ 118</b> | <b>\$ 106</b> | <b>\$ (12)</b>         | <b>(10)%</b> | <b>\$ (12)</b> | <b>(10)%</b> | <b>\$ 20</b>     | <b>23 %</b> |
| <b>Pretax segment income</b>                           | <b>\$ 119</b> | <b>\$ 135</b> | <b>\$ 65</b> | <b>\$ 85</b> | <b>\$ 107</b> | <b>\$ 119</b> | <b>\$ 107</b> | <b>\$ (12)</b>         | <b>(10)%</b> | <b>\$ (12)</b> | <b>(10)%</b> | <b>\$ 22</b>     | <b>26 %</b> |
| <b>Margins</b>   |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| Pretax segment margin                                  | 23.5 %        | 25.9 %        | 12.9 %       | 16.2 %       | 20.6 %        | 23.5 %        | 20.6 %        | (2.9)%                 |              | (2.9)%         |              | 4.4 %            |             |
| Pretax operating margin <sup>(1)</sup>                 | 23.3 %        | 25.8 %        | 12.9 %       | 16.3 %       | 20.5 %        | 23.3 %        | 20.5 %        | (2.8)%                 |              | (2.8)%         |              | 4.2 %            |             |
| <b>Return on Equity</b>                                |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| Allocated equity                                       | \$ 2,560      | \$ 2,654      | \$ 2,668     | \$ 2,596     | \$ 2,594      | \$ 2,560      | \$ 2,594      | \$ 34                  | 1 %          | \$ 34          | 1 %          | \$ (2)           | -           |
| Return on allocated equity <sup>(2)</sup>              | 15.8 %        | 16.3 %        | 13.6 %       | 12.0 %       | 11.9 %        | 15.8 %        | 11.9 %        | (3.9)%                 |              | (3.9)%         |              | (0.1)%           |             |
| Operating return on allocated equity <sup>(1)(3)</sup> | 14.7 %        | 15.5 %        | 13.0 %       | 11.8 %       | 11.7 %        | 14.7 %        | 11.7 %        | (3.0)%                 |              | (3.0)%         |              | (0.1)%           |             |
| <b>Product Information</b>                             |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| <b>Long Term Care</b>                                  |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| Operating earnings <sup>(1)</sup>                      | \$ 14         | \$ 6          | \$ 6         | \$ 10        | \$ 9          | \$ 14         | \$ 9          | \$ (5)                 | (36)%        | \$ (5)         | (36)%        | \$ (1)           | (10)%       |
| Allocated equity                                       | \$ 622        | \$ 636        | \$ 651       | \$ 648       | \$ 648        | \$ 622        | \$ 648        | \$ 26                  | 4 %          | \$ 26          | 4 %          | \$ -             | -           |
| Operating return on allocated equity <sup>(1)(3)</sup> | 5.1 %         | 5.2 %         | 4.7 %        | 4.3 %        | 3.8 %         | 5.1 %         | 3.8 %         | (1.3)%                 |              | (1.3)%         |              | (0.5)%           |             |
| <b>Protection excluding Long Term Care</b>             |               |               |              |              |               |               |               |                        |              |                |              |                  |             |
| Operating earnings <sup>(1)</sup>                      | \$ 104        | \$ 128        | \$ 59        | \$ 76        | \$ 97         | \$ 104        | \$ 97         | \$ (7)                 | (7)%         | \$ (7)         | (7)%         | \$ 21            | 28 %        |
| Allocated equity                                       | \$ 1,938      | \$ 2,018      | \$ 2,017     | \$ 1,948     | \$ 1,946      | \$ 1,938      | \$ 1,946      | \$ 8                   | -            | \$ 8           | -            | \$ (2)           | -           |
| Operating return on allocated equity <sup>(1)(3)</sup> | 17.7 %        | 18.7 %        | 15.6 %       | 14.3 %       | 14.2 %        | 17.7 %        | 14.2 %        | (3.5)%                 |              | (3.5)%         |              | (0.1)%           |             |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Calculated using net income subject to the effective tax rate excluding CIEs for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

<sup>(3)</sup> Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter in the denominator.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Protection Segment**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|   |                   |                   |                   |                   | Year-to-Date      |                   | Prior Year Comparisons |                   |              |                   |             |                 |             |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|--------------|-------------------|-------------|-----------------|-------------|
|   | 1 Qtr 2010        | 2 Qtr 2010        | 3 Qtr 2010        | 4 Qtr 2010        | 1 Qtr 2011        | 2010              | 2011                   | Qtr Chg - 1Q      | YTD Chg - 1Q | Seq Qtr Chg - 1Q  |             |                 |             |
|   |                   |                   |                   |                   |                   |                   |                        | Diff.             | %            | Diff.             | %           | Diff.           | %           |
| <b>Cash Sales</b>                             |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| VUL / UL <sup>(1)</sup>                       | \$ 54             | \$ 59             | \$ 54             | \$ 54             | \$ 37             | \$ 54             | \$ 37                  | \$ (17)           | (31)%        | \$ (17)           | (31)%       | \$ (17)         | (31)%       |
| Term and whole life                           | 3                 | 3                 | 4                 | 3                 | 3                 | 3                 | 3                      | -                 | -            | -                 | -           | -               | -           |
| Disability insurance                          | 1                 | 2                 | 2                 | 1                 | 1                 | 1                 | 1                      | -                 | -            | -                 | -           | -               | -           |
| Auto and Home                                 | 177               | 177               | 188               | 174               | 185               | 177               | 185                    | 8                 | 5%           | 8                 | 5%          | 11              | 6%          |
| <b>Total cash sales</b>                       | <b>\$ 235</b>     | <b>\$ 241</b>     | <b>\$ 248</b>     | <b>\$ 232</b>     | <b>\$ 226</b>     | <b>\$ 235</b>     | <b>\$ 226</b>          | <b>\$ (9)</b>     | <b>(4)%</b>  | <b>\$ (9)</b>     | <b>(4)%</b> | <b>\$ (6)</b>   | <b>(3)%</b> |
| <b>VUL / UL Policyholder Account Balances</b> |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| Beginning balance                             | \$ 8,803          | \$ 9,009          | \$ 8,560          | \$ 9,079          | \$ 9,492          | \$ 8,803          | \$ 9,492               | \$ 689            | 8%           | \$ 689            | 8%          | \$ 413          | 5%          |
| Premiums and deposits                         | 236               | 233               | 226               | 241               | 225               | 236               | 225                    | (11)              | (5)%         | (11)              | (5)%        | (16)            | (7)%        |
| Investment performance and interest           | 247               | (413)             | 570               | 457               | 269               | 247               | 269                    | 22                | 9%           | 22                | 9%          | (188)           | (41)%       |
| Withdrawals and surrenders                    | (277)             | (269)             | (277)             | (286)             | (288)             | (277)             | (288)                  | (11)              | (4)%         | (11)              | (4)%        | (2)             | (1)%        |
| Other   | -                 | -                 | -                 | 1                 | -                 | -                 | -                      | -                 | -            | -                 | -           | (1)             | #           |
| <b>Total ending balance</b>                   | <b>\$ 9,009</b>   | <b>\$ 8,560</b>   | <b>\$ 9,079</b>   | <b>\$ 9,492</b>   | <b>\$ 9,698</b>   | <b>\$ 9,009</b>   | <b>\$ 9,698</b>        | <b>\$ 689</b>     | <b>8%</b>    | <b>\$ 689</b>     | <b>8%</b>   | <b>\$ 206</b>   | <b>2%</b>   |
| <b>Premiums by Product</b>                    |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| Term and whole life                           | \$ 13             | \$ 15             | \$ 13             | \$ 13             | \$ 13             | \$ 13             | \$ 13                  | \$ -              | -            | \$ -              | -           | \$ -            | -           |
| Disability insurance                          | 41                | 42                | 42                | 40                | 40                | 41                | 40                     | (1)               | (2)%         | (1)               | (2)%        | -               | -           |
| Long term care                                | 29                | 30                | 30                | 31                | 29                | 29                | 29                     | -                 | -            | -                 | -           | (2)             | (6)%        |
| Auto and Home                                 | 167               | 171               | 175               | 177               | 175               | 167               | 175                    | 8                 | 5%           | 8                 | 5%          | (2)             | (1)%        |
| Intercompany premiums                         | 7                 | 6                 | 6                 | 7                 | 7                 | 7                 | 7                      | -                 | -            | -                 | -           | -               | -           |
| <b>Total premiums by product</b>              | <b>\$ 257</b>     | <b>\$ 264</b>     | <b>\$ 266</b>     | <b>\$ 268</b>     | <b>\$ 264</b>     | <b>\$ 257</b>     | <b>\$ 264</b>          | <b>\$ 7</b>       | <b>3%</b>    | <b>\$ 7</b>       | <b>3%</b>   | <b>\$ (4)</b>   | <b>(1)%</b> |
| <b>Auto and Home Insurance</b>                |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| Policy count (thousands)                      | 608               | 623               | 639               | 650               | 664               | 608               | 664                    | 56                | 9%           | 56                | 9%          | 14              | 2%          |
| Loss ratio                                    | 81.3%             | 80.3%             | 80.1%             | 96.5%             | 85.6%             | 81.3%             | 85.6%                  | 4.3%              |              | 4.3%              |             | (10.9)%         |             |
| Expense ratio                                 | 14.7%             | 15.1%             | 15.7%             | 16.3%             | 15.4%             | 14.7%             | 15.4%                  | 0.7%              |              | 0.7%              |             | (0.9)%          |             |
| Combined ratio                                | 96.0%             | 95.4%             | 95.8%             | 112.8%            | 101.0%            | 96.0%             | 101.0%                 | 5.0%              |              | 5.0%              |             | (11.8)%         |             |
| <b>DAC Rollforward</b>                        |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| <b>Life and Health</b>                        |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| Beginning balance                             | \$ 1,852          | \$ 1,828          | \$ 1,798          | \$ 1,787          | \$ 1,813          | \$ 1,852          | \$ 1,813               | \$ (39)           | (2)%         | \$ (39)           | (2)%        | \$ 26           | 1%          |
| Capitalization                                | 27                | 31                | 29                | 32                | 27                | 27                | 27                     | -                 | -            | -                 | -           | (5)             | (16)%       |
| Amortization per income statement             | (39)              | (33)              | (21)              | (36)              | (34)              | (39)              | (34)                   | 5                 | 13%          | 5                 | 13%         | 2               | 6%          |
| Other   | (12)              | (28)              | (19)              | 30                | 5                 | (12)              | 5                      | 17                | #            | 17                | #           | (25)            | (83)%       |
| <b>Total ending balance</b>                   | <b>\$ 1,828</b>   | <b>\$ 1,798</b>   | <b>\$ 1,787</b>   | <b>\$ 1,813</b>   | <b>\$ 1,811</b>   | <b>\$ 1,828</b>   | <b>\$ 1,811</b>        | <b>\$ (17)</b>    | <b>(1)%</b>  | <b>\$ (17)</b>    | <b>(1)%</b> | <b>\$ (2)</b>   | <b>-</b>    |
| <b>Life insurance in force</b>                | <b>\$ 192,477</b> | <b>\$ 192,192</b> | <b>\$ 192,102</b> | <b>\$ 191,819</b> | <b>\$ 191,657</b> | <b>\$ 192,477</b> | <b>\$ 191,657</b>      | <b>\$ (820)</b>   | <b>-</b>     | <b>\$ (820)</b>   | <b>-</b>    | <b>\$ (162)</b> | <b>-</b>    |
| <b>Net Amount at Risk</b>                     | <b>\$ 51,502</b>  | <b>\$ 50,952</b>  | <b>\$ 49,713</b>  | <b>\$ 48,335</b>  | <b>\$ 47,583</b>  | <b>\$ 51,502</b>  | <b>\$ 47,583</b>       | <b>\$ (3,919)</b> | <b>(8)%</b>  | <b>\$ (3,919)</b> | <b>(8)%</b> | <b>\$ (752)</b> | <b>(2)%</b> |
| <b>Net Policyholder Reserves</b>              |                   |                   |                   |                   |                   |                   |                        |                   |              |                   |             |                 |             |
| VUL / UL                                      | \$ 7,991          | \$ 7,560          | \$ 8,102          | \$ 8,517          | \$ 8,737          | \$ 7,991          | \$ 8,737               | \$ 746            | 9%           | \$ 746            | 9%          | \$ 220          | 3%          |
| Term and whole life                           | 230               | 230               | 235               | 235               | 234               | 230               | 234                    | 4                 | 2%           | 4                 | 2%          | (1)             | -           |
| Disability insurance                          | 486               | 489               | 498               | 504               | 511               | 486               | 511                    | 25                | 5%           | 25                | 5%          | 7               | 1%          |
| Long term care and other                      | 2,443             | 2,464             | 2,489             | 2,514             | 2,524             | 2,443             | 2,524                  | 81                | 3%           | 81                | 3%          | 10              | -           |
| Auto and Home loss and LAE reserves           | 314               | 318               | 317               | 328               | 328               | 314               | 328                    | 14                | 4%           | 14                | 4%          | -               | -           |
| <b>Total net policyholder reserves</b>        | <b>\$ 11,464</b>  | <b>\$ 11,061</b>  | <b>\$ 11,641</b>  | <b>\$ 12,098</b>  | <b>\$ 12,334</b>  | <b>\$ 11,464</b>  | <b>\$ 12,334</b>       | <b>\$ 870</b>     | <b>8%</b>    | <b>\$ 870</b>     | <b>8%</b>   | <b>\$ 236</b>   | <b>2%</b>   |

<sup>(1)</sup> Includes lump sum deposits.

# Variance of greater than 100%.



# Statistical Supplement Package

(unaudited)

First Quarter 2011

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## Corporate & Other Segment

**Ameriprise Financial, Inc.**  
**Corporate & Other Segment <sup>(2)</sup>**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|   |                  |                  |                  |                  |                  | Year-to-Date     |                  | Prior Year Comparisons |              |                 |              |                  |              |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------------|--------------|-----------------|--------------|------------------|--------------|
|   | 1 Qtr 2010       | 2 Qtr 2010       | 3 Qtr 2010       | 4 Qtr 2010       | 1 Qtr 2011       | 2010             | 2011             | Qtr Chg - 1Q           |              | YTD Chg - 1Q    |              | Seq Qtr Chg - 1Q |              |
|   |                  |                  |                  |                  |                  |                  |                  | Diff.                  | %            | Diff.           | %            | Diff.            | %            |
| <b>Operating Income Statements</b>  |                  |                  |                  |                  |                  |                  |                  |                        |              |                 |              |                  |              |
| <b>Revenues</b>   |                  |                  |                  |                  |                  |                  |                  |                        |              |                 |              |                  |              |
| Management and financial advice fees  | \$ 42            | \$ 45            | \$ 44            | \$ 46            | \$ 47            | \$ 42            | \$ 47            | \$ 5                   | 12 %         | \$ 5            | 12 %         | \$ 1             | 2 %          |
| Distribution fees   | 66               | 67               | 66               | 65               | 70               | 66               | 70               | 4                      | 6 %          | 4               | 6 %          | 5                | 8 %          |
| Net investment income   | -                | (14)             | 2                | (5)              | (7)              | -                | (7)              | (7)                    | -            | (7)             | -            | (2)              | (40)%        |
| Premiums  | -                | -                | -                | -                | -                | -                | -                | -                      | -            | -               | -            | -                | -            |
| Other revenues  | 26               | 7                | 8                | 9                | 6                | 26               | 6                | (20)                   | (77)%        | (20)            | (77)%        | (3)              | (33)%        |
| <b>Total revenues</b>   | <b>134</b>       | <b>105</b>       | <b>120</b>       | <b>115</b>       | <b>116</b>       | <b>134</b>       | <b>116</b>       | <b>(18)</b>            | <b>(13)%</b> | <b>(18)</b>     | <b>(13)%</b> | <b>1</b>         | <b>1 %</b>   |
| Banking and deposit interest expense  | -                | 3                | -                | -                | -                | -                | -                | -                      | -            | -               | -            | -                | -            |
| <b>Operating total net revenues <sup>(1)</sup></b>                              | <b>134</b>       | <b>102</b>       | <b>120</b>       | <b>115</b>       | <b>116</b>       | <b>134</b>       | <b>116</b>       | <b>(18)</b>            | <b>(13)%</b> | <b>(18)</b>     | <b>(13)%</b> | <b>1</b>         | <b>1 %</b>   |
| <b>Expenses</b>   |                  |                  |                  |                  |                  |                  |                  |                        |              |                 |              |                  |              |
| Distribution expenses   | 90               | 94               | 92               | 94               | 97               | 90               | 97               | 7                      | 8 %          | 7               | 8 %          | 3                | 3 %          |
| Interest credited to fixed accounts   | -                | -                | -                | -                | -                | -                | -                | -                      | -            | -               | -            | -                | -            |
| Benefits, claims, losses and settlement expenses                                | -                | -                | -                | -                | -                | -                | -                | -                      | -            | -               | -            | -                | -            |
| Amortization of deferred acquisition costs                                      | -                | -                | -                | -                | -                | -                | -                | -                      | -            | -               | -            | -                | -            |
| Interest and debt expense   | 24               | 29               | 27               | 27               | 25               | 24               | 25               | 1                      | 4 %          | 1               | 4 %          | (2)              | (7)%         |
| General and administrative expense  | 47               | 55               | 50               | 107              | 175              | 47               | 175              | 128                    | #            | 128             | #            | 68               | 64 %         |
| <b>Operating expenses <sup>(1)</sup></b>  | <b>161</b>       | <b>178</b>       | <b>169</b>       | <b>228</b>       | <b>297</b>       | <b>161</b>       | <b>297</b>       | <b>136</b>             | <b>84 %</b>  | <b>136</b>      | <b>84 %</b>  | <b>69</b>        | <b>30 %</b>  |
| <b>Pretax operating (loss) <sup>(1)</sup></b>                                   | <b>\$ (27)</b>   | <b>\$ (76)</b>   | <b>\$ (49)</b>   | <b>\$ (113)</b>  | <b>\$ (181)</b>  | <b>\$ (27)</b>   | <b>\$ (181)</b>  | <b>\$ (154)</b>        | <b>#</b>     | <b>\$ (154)</b> | <b>#</b>     | <b>\$ (68)</b>   | <b>(60)%</b> |
| <b>Pretax segment income (loss)</b>   | <b>\$ 56</b>     | <b>\$ 59</b>     | <b>\$ (79)</b>   | <b>\$ (128)</b>  | <b>\$ (197)</b>  | <b>\$ 56</b>     | <b>\$ (197)</b>  | <b>\$ (253)</b>        | <b>#</b>     | <b>\$ (253)</b> | <b>#</b>     | <b>\$ (69)</b>   | <b>(54)%</b> |
| <b>Pretax segment (loss) attributable to Ameriprise Financial</b>               | <b>\$ (26)</b>   | <b>\$ (80)</b>   | <b>\$ (47)</b>   | <b>\$ (102)</b>  | <b>\$ (179)</b>  | <b>\$ (26)</b>   | <b>\$ (179)</b>  | <b>\$ (153)</b>        | <b>#</b>     | <b>\$ (153)</b> | <b>#</b>     | <b>\$ (77)</b>   | <b>(75)%</b> |
| <b>Securities America (now included in Corporate &amp; Other segment above)</b> |                  |                  |                  |                  |                  |                  |                  |                        |              |                 |              |                  |              |
| Operating total net revenues <sup>(1)</sup>                                     | \$ 114           | \$ 116           | \$ 116           | \$ 121           | \$ 122           | \$ 114           | \$ 122           | \$ 8                   | 7 %          | \$ 8            | 7 %          | \$ 1             | 1 %          |
| Operating expenses <sup>(1)</sup>   | 111              | 114              | 117              | 140              | 237              | 111              | 237              | 126                    | #            | 126             | #            | 97               | 69 %         |
| <b>Pretax operating earnings (loss) <sup>(1)</sup></b>                          | <b>\$ 3</b>      | <b>\$ 2</b>      | <b>\$ (1)</b>    | <b>\$ (19)</b>   | <b>\$ (115)</b>  | <b>\$ 3</b>      | <b>\$ (115)</b>  | <b>\$ (118)</b>        | <b>#</b>     | <b>\$ (118)</b> | <b>#</b>     | <b>\$ (96)</b>   | <b>#</b>     |
| <b>Other Metrics</b>  |                  |                  |                  |                  |                  |                  |                  |                        |              |                 |              |                  |              |
| SAI independent advisors  | 1,906            | 1,898            | 1,885            | 1,826            | 1,846            | 1,906            | 1,846            | (60)                   | (3)%         | (60)            | (3)%         | 20               | 1 %          |
| <b>Total wrap accounts</b>  |                  |                  |                  |                  |                  |                  |                  |                        |              |                 |              |                  |              |
| Beginning assets  | \$ 13,669        | \$ 14,043        | \$ 13,823        | \$ 14,161        | \$ 15,225        | \$ 13,669        | \$ 15,225        | \$ 1,556               | 11 %         | \$ 1,556        | 11 %         | \$ 1,064         | 8 %          |
| Net flows   | 196              | 312              | 223              | 229              | 63               | 196              | 63               | (133)                  | (68)%        | (133)           | (68)%        | (166)            | (72)%        |
| Market appreciation (depreciation) and other                                    | 178              | (532)            | 115              | 835              | 226              | 178              | 226              | 48                     | 27 %         | 48              | 27 %         | (609)            | (73)%        |
| <b>Total wrap ending assets</b>   | <b>\$ 14,043</b> | <b>\$ 13,823</b> | <b>\$ 14,161</b> | <b>\$ 15,225</b> | <b>\$ 15,514</b> | <b>\$ 14,043</b> | <b>\$ 15,514</b> | <b>\$ 1,471</b>        | <b>10 %</b>  | <b>\$ 1,471</b> | <b>10 %</b>  | <b>\$ 289</b>    | <b>2 %</b>   |
| <b>Total client assets (at period end)</b>                                      | <b>\$ 24,432</b> | <b>\$ 23,675</b> | <b>\$ 24,852</b> | <b>\$ 25,651</b> | <b>\$ 26,278</b> | <b>\$ 24,432</b> | <b>\$ 26,278</b> | <b>\$ 1,846</b>        | <b>8 %</b>   | <b>\$ 1,846</b> | <b>8 %</b>   | <b>\$ 627</b>    | <b>2 %</b>   |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> Prior period quarters have been recast to reflect the transfer of Securities America financial data to the Corporate & Other segment from the Advice & Wealth Management segment.

# Variance of greater than 100%.

**Ameriprise Financial, Inc.**  
**Eliminations <sup>(1)</sup>**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  |              |              |              |              | Year-to-Date |              | Prior Year Comparisons |              |              |              |              |                  |            |
|--|--------------|--------------|--------------|--------------|--------------|--------------|------------------------|--------------|--------------|--------------|--------------|------------------|------------|
|  | 1 Qtr 2010   | 2 Qtr 2010   | 3 Qtr 2010   | 4 Qtr 2010   | 1 Qtr 2011   | 2010         | 2011                   | Qtr Chg - 1Q |              | YTD Chg - 1Q |              | Seq Qtr Chg - 1Q |            |
|  |              |              |              |              |              |              |                        | Diff.        | %            | Diff.        | %            | Diff.            | %          |
| <b>Operating Income Statements</b>                 |              |              |              |              |              |              |                        |              |              |              |              |                  |            |
| <b>Revenues</b>                                    |              |              |              |              |              |              |                        |              |              |              |              |                  |            |
| Management and financial advice fees               | \$ (32)      | \$ (31)      | \$ (31)      | \$ (33)      | \$ (28)      | \$ (32)      | \$ (28)                | \$ 4         | 13 %         | \$ 4         | 13 %         | \$ 5             | 15 %       |
| Distribution fees                                  | (197)        | (246)        | (272)        | (275)        | (278)        | (197)        | (278)                  | (81)         | (41)%        | (81)         | (41)%        | (3)              | (1)%       |
| Net investment income                              | -            | -            | -            | (1)          | -            | -            | -                      | -            | -            | -            | -            | 1                | #          |
| Premiums   | (6)          | (7)          | (6)          | (7)          | (6)          | (6)          | (6)                    | -            | -            | -            | -            | 1                | 14 %       |
| Other revenues                                     | -            | -            | -            | -            | -            | -            | -                      | -            | -            | -            | -            | -                | -          |
| <b>Total revenues</b>                              | <b>(235)</b> | <b>(284)</b> | <b>(309)</b> | <b>(316)</b> | <b>(312)</b> | <b>(235)</b> | <b>(312)</b>           | <b>(77)</b>  | <b>(33)%</b> | <b>(77)</b>  | <b>(33)%</b> | <b>4</b>         | <b>1 %</b> |
| Banking and deposit interest expense               | -            | (1)          | -            | (1)          | (1)          | -            | (1)                    | (1)          | -            | (1)          | -            | -                | -          |
| <b>Operating total net revenues <sup>(2)</sup></b> | <b>(235)</b> | <b>(283)</b> | <b>(309)</b> | <b>(315)</b> | <b>(311)</b> | <b>(235)</b> | <b>(311)</b>           | <b>(76)</b>  | <b>(32)%</b> | <b>(76)</b>  | <b>(32)%</b> | <b>4</b>         | <b>1 %</b> |
| <b>Expenses</b>                                    |              |              |              |              |              |              |                        |              |              |              |              |                  |            |
| Distribution expenses                              | (186)        | (232)        | (252)        | (257)        | (262)        | (186)        | (262)                  | (76)         | (41)%        | (76)         | (41)%        | (5)              | (2)%       |
| Interest credited to fixed accounts                | -            | -            | -            | -            | -            | -            | -                      | -            | -            | -            | -            | -                | -          |
| Benefits, claims, losses and settlement expenses   | -            | -            | -            | -            | -            | -            | -                      | -            | -            | -            | -            | -                | -          |
| Amortization of deferred acquisition costs         | -            | -            | -            | -            | -            | -            | -                      | -            | -            | -            | -            | -                | -          |
| Interest and debt expense                          | -            | -            | -            | -            | -            | -            | -                      | -            | -            | -            | -            | -                | -          |
| General and administrative expense                 | (49)         | (51)         | (57)         | (58)         | (49)         | (49)         | (49)                   | -            | -            | -            | -            | 9                | 16 %       |
| <b>Operating expenses <sup>(2)</sup></b>           | <b>(235)</b> | <b>(283)</b> | <b>(309)</b> | <b>(315)</b> | <b>(311)</b> | <b>(235)</b> | <b>(311)</b>           | <b>(76)</b>  | <b>(32)%</b> | <b>(76)</b>  | <b>(32)%</b> | <b>4</b>         | <b>1 %</b> |
| <b>Pretax operating earnings <sup>(2)</sup></b>    | <b>\$ -</b>  | <b>\$ -</b>  | <b>\$ -</b>  | <b>\$ -</b>  | <b>\$ -</b>  | <b>\$ -</b>  | <b>\$ -</b>            | <b>\$ -</b>  | <b>-</b>     | <b>\$ -</b>  | <b>-</b>     | <b>\$ -</b>      | <b>-</b>   |

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

<sup>(2)</sup> See non-GAAP financial information on pg 35.

# Variance of greater than 100%.



## Statistical Supplement Package

(unaudited)

First Quarter 2011

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### Balance Sheet and Ratings Information

**Ameriprise Financial, Inc.**  
**Consolidated Balance Sheets**  
**First Quarter 2011**

(in millions, unaudited)

|  | March 31, 2010    | June 30, 2010     | September 30, 2010 | December 31, 2010 | March 31, 2011    |
|--|-------------------|-------------------|--------------------|-------------------|-------------------|
| <b>Assets</b>  |                   |                   |                    |                   |                   |
| Ameriprise Financial   |                   |                   |                    |                   |                   |
| Cash and cash equivalents  | \$ 4,816          | \$ 3,827          | \$ 3,685           | \$ 2,861          | \$ 2,460          |
| Investments  | 35,765            | 36,526            | 37,980             | 37,053            | 37,457            |
| Separate account assets  | 60,326            | 58,029            | 64,014             | 68,330            | 70,260            |
| Receivables  | 4,768             | 4,906             | 4,892              | 5,037             | 5,505             |
| Deferred acquisition costs   | 4,243             | 4,123             | 4,437              | 4,619             | 4,638             |
| Restricted and segregated cash                                     | 1,532             | 1,272             | 1,447              | 1,516             | 1,472             |
| Other assets   | 4,007             | 5,612             | 5,818              | 4,905             | 4,767             |
| <b>Total Ameriprise Financial assets</b>                           | <b>115,457</b>    | <b>114,295</b>    | <b>122,273</b>     | <b>124,321</b>    | <b>126,559</b>    |
| Consolidated Investment Entities                                   |                   |                   |                    |                   |                   |
| Cash and cash equivalents  | 613               | 570               | 403                | 472               | 906               |
| Investments  | 5,349             | 5,437             | 5,375              | 5,444             | 5,363             |
| Receivables  | 80                | 92                | 77                 | 60                | 84                |
| Other assets   | 874               | 685               | 885                | 895               | 920               |
| <b>Total Consolidated Investment Entities assets</b>               | <b>6,916</b>      | <b>6,784</b>      | <b>6,740</b>       | <b>6,871</b>      | <b>7,273</b>      |
| <b>Total Assets</b>  | <b>\$ 122,373</b> | <b>\$ 121,079</b> | <b>\$ 129,013</b>  | <b>\$ 131,192</b> | <b>\$ 133,832</b> |
| <b>Liabilities</b>   |                   |                   |                    |                   |                   |
| Ameriprise Financial   |                   |                   |                    |                   |                   |
| Future policy benefits and claims                                  | \$ 30,866         | \$ 30,677         | \$ 31,124          | \$ 30,208         | \$ 29,817         |
| Separate account liabilities                                       | 60,326            | 58,029            | 64,014             | 68,330            | 70,260            |
| Customer deposits  | 8,632             | 8,421             | 8,492              | 8,779             | 8,911             |
| Short-term borrowings  | -                 | 484               | 869                | 397               | 497               |
| Long-term debt   | 2,612             | 2,684             | 2,735              | 2,317             | 2,298             |
| Accounts payable and accrued expenses                              | 748               | 1,019             | 1,049              | 1,137             | 885               |
| Other liabilities  | 2,743             | 3,166             | 3,662              | 3,015             | 3,882             |
| <b>Total Ameriprise Financial liabilities</b>                      | <b>105,927</b>    | <b>104,480</b>    | <b>111,945</b>     | <b>114,183</b>    | <b>116,550</b>    |
| Consolidated Investment Entities                                   |                   |                   |                    |                   |                   |
| Debt   | 5,502             | 5,296             | 5,456              | 5,535             | 5,712             |
| Accounts payable and accrued expenses                              | 17                | 21                | 26                 | 22                | 22                |
| Other liabilities  | 231               | 163               | 82                 | 167               | 359               |
| <b>Total Consolidated Investment Entities liabilities</b>          | <b>5,750</b>      | <b>5,480</b>      | <b>5,564</b>       | <b>5,724</b>      | <b>6,093</b>      |
| <b>Total Liabilities</b>   | <b>111,677</b>    | <b>109,960</b>    | <b>117,509</b>     | <b>119,907</b>    | <b>122,643</b>    |
| <b>Shareholders' Equity</b>  |                   |                   |                    |                   |                   |
| Ameriprise Financial   |                   |                   |                    |                   |                   |
| Common shares (\$.01 par)  | 3                 | 3                 | 3                  | 3                 | 3                 |
| Additional paid-in capital   | 5,819             | 5,869             | 5,917              | 6,029             | 6,043             |
| Retained earnings  | 5,445             | 5,658             | 5,955              | 6,190             | 6,385             |
| Appropriated retained earnings of consolidated investment entities | 508               | 620               | 590                | 558               | 530               |
| Treasury stock   | (2,038)           | (2,259)           | (2,412)            | (2,620)           | (2,952)           |
| Accumulated other comprehensive income, net of tax                 | 367               | 607               | 897                | 565               | 542               |
| <b>Total Ameriprise Financial shareholders' equity</b>             | <b>10,104</b>     | <b>10,498</b>     | <b>10,950</b>      | <b>10,725</b>     | <b>10,551</b>     |
| Noncontrolling interests   | 592               | 621               | 554                | 560               | 638               |
| <b>Total Equity</b>  | <b>10,696</b>     | <b>11,119</b>     | <b>11,504</b>      | <b>11,285</b>     | <b>11,189</b>     |
| <b>Total Liabilities and Shareholders' Equity</b>                  | <b>\$ 122,373</b> | <b>\$ 121,079</b> | <b>\$ 129,013</b>  | <b>\$ 131,192</b> | <b>\$ 133,832</b> |



**Ameriprise Financial, Inc.**  
**Capital and Ratings Information**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | March 31, 2010  | June 30, 2010   | September 30, 2010 | December 31, 2010 | March 31, 2011   |
|--|-----------------|-----------------|--------------------|-------------------|------------------|
| <b>Long-term Debt Summary</b>  |                 |                 |                    |                   |                  |
| Senior notes   | \$ 2,284        | \$ 2,356        | \$ 2,407           | \$ 2,003          | \$ 1,990         |
| Junior subordinated notes  | 322             | 322             | 322                | 308               | 308              |
| Non-recourse debt for inverse floaters   | 6               | 6               | 6                  | 6                 | -                |
| <b>Total Ameriprise Financial long-term debt</b>   | <b>2,612</b>    | <b>2,684</b>    | <b>2,735</b>       | <b>2,317</b>      | <b>2,298</b>     |
| Non-recourse debt of consolidated investment entities  | 5,502           | 5,296           | 5,456              | 5,535             | 5,712            |
| <b>Total long-term debt</b>  | <b>\$ 8,114</b> | <b>\$ 7,980</b> | <b>\$ 8,191</b>    | <b>\$ 7,852</b>   | <b>\$ 8,010</b>  |
| Total Ameriprise Financial long-term debt  | \$ 2,612        | \$ 2,684        | \$ 2,735           | \$ 2,317          | \$ 2,298         |
| Total non-recourse debt for inverse floaters   | (6)             | (6)             | (6)                | (6)               | -                |
| Fair value of hedges and unamortized discount  | 6               | (66)            | (117)              | (53)              | (40)             |
| <b>Total Ameriprise Financial long-term debt excluding non-recourse debt for inverse floaters, fair value of hedges and unamortized discount <sup>(1)</sup></b>  | <b>\$ 2,612</b> | <b>\$ 2,612</b> | <b>\$ 2,612</b>    | <b>\$ 2,258</b>   | <b>\$ 2,258</b>  |
| Total equity <sup>(3)</sup>  | \$ 10,696       | \$ 11,119       | \$ 11,504          | \$ 11,285         | \$ 11,189        |
| Noncontrolling interests   | (592)           | (621)           | (554)              | (560)             | (638)            |
| Total Ameriprise Financial shareholders' equity  | 10,104          | 10,498          | 10,950             | 10,725            | 10,551           |
| Equity of consolidated investment entities   | (482)           | (596)           | (561)              | (529)             | (501)            |
| <b>Total Ameriprise Financial shareholders' equity excluding CIEs <sup>(1)</sup></b>   | <b>\$ 9,622</b> | <b>\$ 9,902</b> | <b>\$ 10,389</b>   | <b>\$ 10,196</b>  | <b>\$ 10,050</b> |
| Total Ameriprise Financial capital   | \$ 12,716       | \$ 13,182       | \$ 13,685          | \$ 13,042         | \$ 12,849        |
| Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs <sup>(1)</sup>  | \$ 12,234       | \$ 12,514       | \$ 13,001          | \$ 12,454         | \$ 12,308        |
| <b>Debt to capital</b>   |                 |                 |                    |                   |                  |
| Total Ameriprise Financial long-term debt to total Ameriprise Financial capital  | 20.5 %          | 20.4 %          | 20.0 %             | 17.8 %            | 17.9 %           |
| Total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs <sup>(1)</sup> | 21.4 %          | 20.9 %          | 20.1 %             | 18.1 %            | 18.3 %           |
| <b>Ratings (as of March 31, 2011 earnings release date)</b>  |                 |                 |                    |                   |                  |
| <b>Claims Paying Ratings <sup>(2)</sup></b>  |                 |                 |                    |                   |                  |
| RiverSource Life Insurance Company   | A+              | AA-             | Aa3                | AA-               |                  |
| IDS Property Casualty Ins. Company   | A               | N/R             | N/R                | N/R               |                  |
| <b>Debt Ratings <sup>(2)</sup></b>   |                 |                 |                    |                   |                  |
| Ameriprise Financial, Inc.   | a-              | A               | A3                 | A-                |                  |

<sup>(1)</sup> See non-GAAP financial information on pg 35.

<sup>(2)</sup> For the most current ratings information, please see the individual rating agency's website.

<sup>(3)</sup> Includes accumulated other comprehensive income, net of tax.

N/R - Not Rated.

**Ameriprise Financial, Inc.**  
**Ameriprise Financial Investments <sup>(1)</sup>**  
**First Quarter 2011**

(in millions unless otherwise noted, unaudited)

|  | March 31, 2010   | June 30, 2010    | September 30, 2010 | December 31, 2010 | March 31, 2011   |
|--|------------------|------------------|--------------------|-------------------|------------------|
| <b>Cash and cash equivalents</b>   | \$ 4,816         | \$ 3,827         | \$ 3,685           | \$ 2,861          | \$ 2,460         |
| <b>Investments - Ending Balances</b>   |                  |                  |                    |                   |                  |
| <b>Available-for-Sale Securities</b>   |                  |                  |                    |                   |                  |
| Corporate debt securities  | 15,629           | 16,078           | 17,093             | 16,606            | 16,676           |
| Residential mortgage backed securities   | 7,317            | 7,473            | 7,481              | 7,258             | 7,562            |
| Commercial mortgage backed securities  | 4,467            | 4,681            | 4,969              | 4,868             | 4,702            |
| Asset backed securities  | 1,968            | 1,966            | 2,009              | 2,020             | 2,015            |
| <b>Total mortgage and other asset backed securities</b>                                      | <b>13,752</b>    | <b>14,120</b>    | <b>14,459</b>      | <b>14,146</b>     | <b>14,279</b>    |
| Other structured investments   | -                | -                | -                  | -                 | -                |
| State and municipal obligations  | 1,569            | 1,608            | 1,695              | 1,582             | 1,836            |
| US government and agencies obligations   | 229              | 178              | 147                | 143               | 93               |
| Foreign government bonds and obligations   | 108              | 110              | 112                | 108               | 108              |
| Common and preferred stocks  | 50               | 48               | 54                 | 10                | 10               |
| Other AFS  | 77               | 74               | 26                 | 24                | 28               |
| <b>Total other</b>   | <b>2,033</b>     | <b>2,018</b>     | <b>2,034</b>       | <b>1,867</b>      | <b>2,075</b>     |
| <b>Total available-for-sale securities</b>   | <b>31,414</b>    | <b>32,216</b>    | <b>33,586</b>      | <b>32,619</b>     | <b>33,030</b>    |
| Commercial mortgage loans  | 2,682            | 2,670            | 2,670              | 2,615             | 2,582            |
| Allowance for loan losses  | (39)             | (39)             | (39)               | (38)              | (36)             |
| <b>Commercial mortgage loans, net</b>  | <b>2,643</b>     | <b>2,631</b>     | <b>2,631</b>       | <b>2,577</b>      | <b>2,546</b>     |
| Policy loans   | 720              | 725              | 732                | 733               | 731              |
| Trading securities   | 544              | 547              | 571                | 565               | 578              |
| Other investments  | 444              | 407              | 460                | 559               | 572              |
| <b>Total investments</b>   | <b>35,765</b>    | <b>36,526</b>    | <b>37,980</b>      | <b>37,053</b>     | <b>37,457</b>    |
| <b>Total cash, cash equivalents and investments</b>  | <b>\$ 40,581</b> | <b>\$ 40,353</b> | <b>\$ 41,665</b>   | <b>\$ 39,914</b>  | <b>\$ 39,917</b> |
| Net unrealized gain Available-for-Sale Securities  | \$ 1,031         | \$ 1,581         | \$ 2,272           | \$ 1,486          | \$ 1,391         |
| <b>AFS Fixed Maturity Asset Quality - %</b>  |                  |                  |                    |                   |                  |
| AAA  | 41 %             | 41 %             | 39 %               | 39 %              | 39 %             |
| AA   | 5 %              | 6 %              | 6 %                | 6 %               | 6 %              |
| <b>AFS securities AA and above</b>   | <b>46 %</b>      | <b>47 %</b>      | <b>45 %</b>        | <b>45 %</b>       | <b>45 %</b>      |
| A  | 15 %             | 14 %             | 15 %               | 14 %              | 14 %             |
| BBB  | 34 %             | 34 %             | 35 %               | 35 %              | 36 %             |
| Below investment grade   | 5 %              | 5 %              | 5 %                | 6 %               | 5 %              |
| <b>Total AFS fixed maturity asset quality - %</b>  | <b>100 %</b>     | <b>100 %</b>     | <b>100 %</b>       | <b>100 %</b>      | <b>100 %</b>     |
| <b>Fair Value of Below Investment Grade Investments as a % of Total cash and investments</b> | <b>5 %</b>       | <b>5 %</b>       | <b>5 %</b>         | <b>5 %</b>        | <b>5 %</b>       |

<sup>(1)</sup> 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 45 - 48.

These non-GAAP measures include:

- Adjusted net pretax operating margin;
- Adjusted operating earnings;
- Adjusted operating revenues;
- Ameriprise Financial shareholders' equity excluding AOCI;
- Ameriprise Financial shareholders' equity excluding CIEs;
- Ameriprise Financial shareholders' equity excluding CIEs and AOCI;
- Basic operating earnings per share;
- Operating earnings (loss);
- Operating earnings per diluted share;
- Operating effective tax rate;
- Operating expenses;
- Operating net investment income;
- Operating return on allocated equity;
- Operating return on equity excluding CIEs and AOCI;
- Operating total net revenues;
- Pretax operating earnings (loss);
- Pretax operating margin;
- Return on allocated equity;
- Return on equity excluding AOCI;
- Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs;
- Total Ameriprise Financial long-term debt excluding non-recourse debt for inverse floaters, fair value of hedges and unamortized discount;
- Total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs

## 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 and banking services, primarily to retail clients through our financial advisors. Ameriprise financial advisors utilize a diversified 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 invested assets primarily from certificate and banking products. This segment earns revenues (distribution fees) for distributing non-affiliated products and earns intersegment revenues (distribution fees) for distributing 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. Effective with results reported in first quarter 2011, results of operations attributable to Securities America have been transferred to the Corporate & Other segment. All prior periods have been restated.

**Asset Management** - This segment provides investment advice and investment products to retail and institutional clients. Columbia Management Investment Advisors, LLC, formerly known as RiverSource Investments, LLC, predominantly provides U.S. domestic products and services and Threadneedle Asset Management Holdings Sàrl (Threadneedle) predominantly provides international investment products and services. U.S. domestic retail products are distributed through our Advice & Wealth Management segment and also through unaffiliated third party financial institutions, including distribution through Bank of America and its affiliates. Institutional products and services are primarily sold through our institutional sales force. International retail products are primarily distributed through third parties. Retail products include mutual funds, variable product funds underlying insurance and annuity separate accounts, separately managed accounts and collective funds. 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, separate accounts, individually managed accounts, collateralized loan obligations, hedge funds and property funds. Revenues in this segment are primarily earned as fees based on managed asset balances, which are impacted by both market movements and net asset flows. In addition to the products and services provided to third party clients, management teams serving our Asset Management segment provide all intercompany asset management services. The fees for all 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 variable and fixed annuity products of RiverSource Life companies to retail clients. Prior to the fourth quarter of 2010, our variable annuity products were distributed through affiliated financial advisors as well as unaffiliated advisors through third-party distribution. During the fourth quarter of 2010, we discontinued new sales of our variable annuities in non-Ameriprise channels to further strengthen the risk and return characteristics of the business. Our fixed annuity products are distributed through affiliated advisors as well as unaffiliated advisors through third-party distribution. Revenues for our variable annuity products are primarily earned as fees based on underlying account balances, which are impacted by both market movements and net asset flows. Revenues for our fixed annuity products are primarily earned as net investment income on invested 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 invested assets supporting reserves for immediate annuities and for certain guaranteed benefits offered with variable annuities and on capital supporting the business. Intersegment revenues for this segment reflect fees paid by our Asset Management segment for marketing support and other services provided in connection with the availability of RiverSource Variable Series Trust, Columbia Funds Variable Insurance Trust, Columbia Funds Variable Insurance Trust I and Wanger Advisors Trust 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 offers a variety of protection products to address the protection and risk management needs of our retail clients including life, disability income and property-casualty insurance. Life and disability income products are primarily distributed through Ameriprise advisors. Our property-casualty products are sold direct, primarily through affinity relationships. We issue insurance policies through our life insurance subsidiaries and property casualty companies. 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 invested 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 the Asset Management segment for marketing support and other services provided in connection with the availability of RiverSource Variable Series Trust, Columbia Funds Variable Insurance Trust, Columbia Funds Variable Insurance Trust I and Wanger Advisors Trust 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 on corporate level assets, including excess capital held in our subsidiaries and other unallocated equity and other revenues from various investments as well as unallocated corporate expenses. Effective with results reported in first quarter 2011, results of operations attributable to Securities America have been transferred to the Corporate & Other segment from the Advice & Wealth Management segment. All prior periods have been restated.

# 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** - The following is a list of items subtracted from asset management segment operating total net revenues to arrive at Adjusted Operating Revenues: operating net investment income, pass through distribution revenue, other pass through fees and subadvisory expenses.

**Allocated Equity** - The internal allocation of consolidated Ameriprise Financial shareholders' equity, excluding accumulated other comprehensive income (loss) and CIEs is based on management's best estimate of capital required by the business, and may include capital for contingencies. Equity is allocated to our operating segments for purposes of measuring segment return on allocated equity. Allocated equity does not represent insurance company risk-based capital or other regulatory capital requirements applicable to us and certain of our subsidiaries. For the Corporate & Other segment, allocated equity also includes any equity available after equity has been allocated to the operating segments. Allocated equity is not adjusted for non-operating items except for CIEs.

**Alternative Assets** - Assets reported by the Company that include Hedge Funds and Collateralized Debt Obligations ("CDO").

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

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

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

**Consolidated Investment Entities ("CIEs")** - CIEs include certain property and hedge funds as well as the variable interest entities 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 costs of acquiring new protection, annuity and certain mutual fund business, principally direct sales commissions and other distribution and underwriting costs that have been deferred on the sale of annuity, life, disability income and long term care insurance and, to a lesser extent, deferred marketing and promotion expenses on auto and home insurance and deferred distribution costs on certain mutual fund products. These costs are deferred to the extent they are recoverable from future profits.

**FAS 157 Valuation Impact** - The portion of the market impact on variable annuity guaranteed living benefits related to liability valuation adjustments made in accordance with Financial Accounting Standards Board Accounting Standards Codification 820, *Fair Value Measurements and Disclosures* ("FAS 157") that management considers to be non-economic, including the impact of discounting projected benefits at a rate reflecting a current estimate of RiverSource Life's nonperformance spread.

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

**Market Impact on Variable Annuity Guaranteed Living 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 associated hedge asset values and net of related impacts on DAC and DSIC amortization. This market impact includes the FAS 157 valuation 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** - Mutual or VP/VIT fund inflows less outflows.

**Operating Earnings** - Net income attributable to Ameriprise Financial less integration/restructuring charges, net of tax, market impact on variable annuity guaranteed living benefits, net of tax and realized gains, net of tax, plus realized losses, net of tax.

**Operating Expenses** - Total expenses less integration/restructuring charges, market impact on variable annuity guaranteed living benefits and expense from consolidated investment entities.

**Operating Net Investment Income** - Net investment income minus net realized gains (losses) and net investment income from consolidated investment entities.

**Operating Return on Allocated Equity** - Calculated using operating earnings subject to the operating effective tax rate for the last twelve months in the numerator and the average allocated equity as of the last day of the trailing four quarters and current quarter end in the denominator.

**Operating Total Net Revenues** - Total net revenues less realized gains plus realized losses less revenue from consolidated investment entities.

**Pretax Operating Earnings** - Pretax segment income (loss) plus or minus net realized gains (losses) plus integration/restructuring charges plus market impact on variable annuity guaranteed living benefits minus pretax income (loss) from consolidated investment entities.

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

**Pretax Segment Income (Loss) or Pretax Income (Loss)** - Income (loss) before net income (loss) attributable to noncontrolling interests and income tax provision (benefit).

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

**Return on Allocated Equity** - Calculated using net income (loss) subject to the effective tax rate excluding CIEs for the last twelve months and the average allocated equity as of the last day of the trailing four quarters and current quarter end.

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

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

**Total Ameriprise Financial Capital** - Total Ameriprise Financial shareholders' equity plus total Ameriprise Financial long-term debt. Total Ameriprise Financial capital is also presented excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs.

**Total Ameriprise Financial Long-term Debt to Total Ameriprise Financial Capital Ratio** - A ratio comprised of total Ameriprise Financial long-term debt divided by Ameriprise Financial capital. We also present total Ameriprise Financial long-term debt to total Ameriprise Financial capital ratios excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of consolidated investment entities.

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

Exhibit A



**Statistical Supplement Package**

(unaudited)

First Quarter 2011

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**Disclosed Items**

**Ameriprise Financial, Inc.**  
Disclosed Items  
1 Qtr 2011

**Excluded from Operating Earnings**

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

**Included in Operating Earnings**

|  | Asset Management                      | Annuities                                       | Protection                                | Corporate                                 |                               |
|--|---------------------------------------|---|---|---|-------------------------------|
|  | Threadneedle Valuation <sup>(5)</sup> | Threadneedle FSA Regulatory Levy <sup>(6)</sup> | Market Impacts to DAC/DSIC <sup>(7)</sup> | Market Impacts to DAC/DSIC <sup>(7)</sup> | Legal Expenses <sup>(8)</sup> |
| <b>(in millions, unaudited)</b>  |                                       |   |   |   |                               |
| <b>Revenues</b>  |                                       |   |   |   |                               |
| Management and financial advice fees                                   | \$ -                                  | \$ -  | \$ -                                      | \$ -                                      | \$ -                          |
| Distribution fees  | -                                     | -   | -   | -   | -                             |
| Net investment income  | -                                     | -   | -   | -   | -                             |
| Premiums   | -                                     | -   | -   | -   | -                             |
| Other revenues   | -                                     | -   | -   | -   | -                             |
| <b>Total revenues</b>  | <b>-</b>                              | <b>-</b>  | <b>-</b>                                  | <b>-</b>                                  | <b>-</b>                      |
| Banking and deposit interest expense                                   | -                                     | -   | -   | -   | -                             |
| <b>Total net revenues</b>  | <b>-</b>                              | <b>-</b>  | <b>-</b>                                  | <b>-</b>                                  | <b>-</b>                      |
| <b>Expenses</b>  |                                       |   |   |   |                               |
| Distribution expenses  | -                                     | -   | -   | -   | -                             |
| Interest credited to fixed accounts                                    | -                                     | -   | -   | -   | -                             |
| Benefits, claims, losses and settlement expenses                       | -                                     | -   | (3)                                       | -   | -                             |
| Amortization of deferred acquisition costs                             | -                                     | -   | (13)                                      | (2)                                       | -                             |
| Interest and debt expense  | -                                     | -   | -   | -   | -                             |
| General and administrative expense                                     | 5                                     | 5   | -   | -   | 118                           |
| <b>Total expenses</b>  | <b>5</b>                              | <b>5</b>  | <b>(16)</b>                               | <b>(2)</b>                                | <b>118</b>                    |
| Pretax segment income (loss)   | (5)                                   | (5)   | 16  | 2   | (118)                         |
| Less: Net income (loss) attributable to noncontrolling interest        | -                                     | -   | -   | -   | -                             |
| <b>Pretax segment gain (loss) attributable to Ameriprise Financial</b> | <b>\$ (5)</b>                         | <b>\$ (5)</b>                                   | <b>\$ 16</b>                              | <b>\$ 2</b>                               | <b>\$ (118)</b>               |

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

<sup>(2)</sup> Non-recurring integration charges related to Columbia Management acquisition

<sup>(3)</sup> Variable annuity guaranteed living benefit impacts include:

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

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

<sup>(4)</sup> Reflects revenues and expenses of Consolidated Investment Entities

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

<sup>(6)</sup> Impact related to an industry-wide Financial Services Authority levy

<sup>(7)</sup> Decrease in DAC and DSIC amortization from higher period ending account values

<sup>(8)</sup> Securities America legal expenses

**Ameriprise Financial, Inc.**  
Disclosed Items  
4 Qtr 2010

**Excluded from Operating Earnings**

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

**Included in Operating Earnings**

|  | Asset Management                           | Annuities                                 |   | Protection                                     |   | Corporate                      |
|--|--|---|---|--|---|--------------------------------|
|  | Hedge Fund Performance Fees <sup>(6)</sup> | Market Impacts to DAC/DSIC <sup>(7)</sup> | Market Impacts to DAC/DSIC <sup>(7)</sup> | Auto Liability Reserve Increase <sup>(8)</sup> | Phoenix Hail Storm Expense <sup>(9)</sup> | Legal Expenses <sup>(10)</sup> |
| <b>Revenues</b>  |  |   |   |  |   |                                |
| Management and financial advice fees                                   | \$ -                                       | \$ -                                      | \$ -                                      | \$ -   | \$ -                                      | \$ -                           |
| Distribution fees  | -  | -   | -   | -  | -   | -                              |
| Net investment income  | -  | -   | -   | -  | -   | -                              |
| Premiums   | -  | -   | -   | -  | -   | -                              |
| Other revenues   | -  | -   | -   | -  | -   | -                              |
| <b>Total revenues</b>  | <b>-</b>                                   | <b>-</b>                                  | <b>-</b>                                  | <b>-</b>                                       | <b>-</b>                                  | <b>-</b>                       |
| Banking and deposit interest expense                                   | -  | -   | -   | -  | -   | -                              |
| <b>Total net revenues</b>  | <b>-</b>                                   | <b>-</b>                                  | <b>-</b>                                  | <b>-</b>                                       | <b>-</b>                                  | <b>-</b>                       |
| <b>Expenses</b>  |  |   |   |  |   |                                |
| Distribution expenses  | -  | -   | -   | -  | -   | -                              |
| Interest credited to fixed accounts                                    | -  | -   | -   | -  | -   | -                              |
| Benefits, claims, losses and settlement expenses                       | -  | (3)                                       | -   | 16   | 11  | -                              |
| Amortization of deferred acquisition costs                             | -  | (20)                                      | (3)                                       | -  | -   | -                              |
| Interest and debt expense  | -  | -   | -   | -  | -   | -                              |
| General and administrative expense                                     | -  | -   | -   | -  | -   | 40                             |
| <b>Total expenses</b>  | <b>-</b>                                   | <b>(23)</b>                               | <b>(3)</b>                                | <b>16</b>                                      | <b>11</b>                                 | <b>40</b>                      |
| Pretax segment income (loss)   | 22   | 23  | 3   | (16)   | (11)                                      | (40)                           |
| Less: Net income (loss) attributable to noncontrolling interest        | -  | -   | -   | -  | -   | -                              |
| <b>Pretax segment gain (loss) attributable to Ameriprise Financial</b> | <b>\$ 22</b>                               | <b>\$ 23</b>                              | <b>\$ 3</b>                               | <b>\$ (16)</b>                                 | <b>\$ (11)</b>                            | <b>\$ (40)</b>                 |

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

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

(3) Variable annuity guaranteed living benefit impacts include:

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

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

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

(5) Reflects revenues and expenses of Consolidated Investment Entities

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

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

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

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

(10) Increase in legal reserves



**Ameriprise Financial, Inc.**  
Disclosed Items  
3 Qtr 2010

**Excluded from Operating Earnings**

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

**Included in Operating Earnings**

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

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

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

(3) Variable annuity guaranteed living benefit impacts include:

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

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

(4) Reflects revenues and expenses of Consolidated Investment Entities

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

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

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

\$132 million benefit from persistency improvements

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

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

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

**Ameriprise Financial, Inc.**  
Disclosed Items  
2 Qtr 2010

**Excluded from Operating Earnings**

|  | Advice & Wealth Management               |                                    | Asset Management                   | Annuities                                |  | Protection                               | Corporate                                |                                    |                     |
|--|--|------------------------------------|------------------------------------|--|--|--|--|------------------------------------|---------------------|
|  | Securities Gains/(Losses) <sup>(1)</sup> | Integration Charges <sup>(2)</sup> | Integration Charges <sup>(2)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | Market Impact on VA Guaranteed Living Benefits <sup>(3)(9)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | Integration Charges <sup>(2)</sup> | CIEs <sup>(4)</sup> |
| <b>(in millions, unaudited)</b>  |  |                                    |                                    |  |  |  |  |                                    |                     |
| <b>Revenues</b>  |  |                                    |                                    |  |  |  |  |                                    |                     |
| Management and financial advice fees                                   | \$ -                                     | \$ -                               | \$ -                               | \$ -                                     | \$ -   | \$ -                                     | \$ -                                     | \$ -                               | \$ -                |
| Distribution fees  | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | -                   |
| Net investment income  | 1  | -                                  | -                                  | 4  | -  | 1  | 1  | -                                  | 155                 |
| Premiums   | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | -                   |
| Other revenues   | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | 46                  |
| <b>Total revenues</b>  | <b>1</b>                                 | <b>-</b>                           | <b>-</b>                           | <b>4</b>                                 | <b>-</b>   | <b>1</b>                                 | <b>1</b>                                 | <b>-</b>                           | <b>201</b>          |
| Banking and deposit interest expense                                   | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | -                   |
| <b>Total net revenues</b>  | <b>1</b>                                 | <b>-</b>                           | <b>-</b>                           | <b>4</b>                                 | <b>-</b>   | <b>1</b>                                 | <b>1</b>                                 | <b>-</b>                           | <b>201</b>          |
| <b>Expenses</b>  |  |                                    |                                    |  |  |  |  |                                    |                     |
| Distribution expenses  | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | -                   |
| Interest credited to fixed accounts                                    | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | -                   |
| Benefits, claims, losses and settlement expenses                       | -  | -                                  | -                                  | -  | (68)   | -  | -  | -                                  | -                   |
| Amortization of deferred acquisition costs                             | -  | -                                  | -                                  | -  | 41   | -  | -  | -                                  | -                   |
| Interest and debt expense  | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | 45                  |
| General and administrative expense                                     | -  | 4                                  | 48                                 | -  | -  | -  | -  | 5                                  | 17                  |
| <b>Total expenses</b>  | <b>-</b>                                 | <b>4</b>                           | <b>48</b>                          | <b>-</b>                                 | <b>(27)</b>  | <b>-</b>                                 | <b>-</b>                                 | <b>5</b>                           | <b>62</b>           |
| Pretax segment income (loss)   | 1  | (4)                                | (48)                               | 4  | 27   | 1  | 1  | (5)                                | 139                 |
| Less: Net income (loss) attributable to noncontrolling interest        | -  | -                                  | -                                  | -  | -  | -  | -  | -                                  | 139                 |
| <b>Pretax segment gain (loss) attributable to Ameriprise Financial</b> | <b>\$ 1</b>                              | <b>\$ (4)</b>                      | <b>\$ (48)</b>                     | <b>\$ 4</b>                              | <b>\$ 27</b>   | <b>\$ 1</b>                              | <b>\$ 1</b>                              | <b>\$ (5)</b>                      | <b>\$ -</b>         |

**Included in Operating Earnings**

|  | Annuities                                 |   |                                       | Protection                                |                                      |                                       | Corporate                            |
|--|---|---|---------------------------------------|---|--------------------------------------|---------------------------------------|--------------------------------------|
|  | Market Impacts to DAC/DSIC <sup>(5)</sup> | Implementation of EPN <sup>(6)(9)</sup> | DAC/DSIC Model Updates <sup>(7)</sup> | Market Impacts to DAC/DSIC <sup>(5)</sup> | Implementation of EPN <sup>(6)</sup> | DAC/DSIC Model Updates <sup>(7)</sup> | RiverSource 2a-7 Fund <sup>(8)</sup> |
| <b>(in millions, unaudited)</b>  |   |   |                                       |   |                                      |                                       |                                      |
| <b>Revenues</b>  |   |   |                                       |   |                                      |                                       |                                      |
| Management and financial advice fees                                   | \$ -                                      | \$ -                                    | \$ -                                  | \$ -                                      | \$ -                                 | \$ -                                  | \$ -                                 |
| Distribution fees  | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| Net investment income  | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| Premiums   | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| Other revenues   | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| <b>Total revenues</b>  | <b>-</b>                                  | <b>-</b>                                | <b>-</b>                              | <b>-</b>                                  | <b>-</b>                             | <b>-</b>                              | <b>-</b>                             |
| Banking and deposit interest expense                                   | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| <b>Total net revenues</b>  | <b>-</b>                                  | <b>-</b>                                | <b>-</b>                              | <b>-</b>                                  | <b>-</b>                             | <b>-</b>                              | <b>-</b>                             |
| <b>Expenses</b>  |   |   |                                       |   |                                      |                                       |                                      |
| Distribution expenses  | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| Interest credited to fixed accounts                                    | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| Benefits, claims, losses and settlement expenses                       | 6   | 21                                      | (5)                                   | -   | -                                    | -                                     | -                                    |
| Amortization of deferred acquisition costs                             | 29  | (13)                                    | (21)                                  | 4   | (6)                                  | (7)                                   | -                                    |
| Interest and debt expense  | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| General and administrative expense                                     | -   | -                                       | -                                     | -   | -                                    | -                                     | 8                                    |
| <b>Total expenses</b>  | <b>35</b>                                 | <b>8</b>                                | <b>(26)</b>                           | <b>4</b>                                  | <b>(6)</b>                           | <b>(7)</b>                            | <b>8</b>                             |
| Pretax segment income (loss)   | (35)                                      | (8)                                     | 26                                    | (4)                                       | 6                                    | 7                                     | (8)                                  |
| Less: Net income (loss) attributable to noncontrolling interest        | -   | -                                       | -                                     | -   | -                                    | -                                     | -                                    |
| <b>Pretax segment gain (loss) attributable to Ameriprise Financial</b> | <b>\$ (35)</b>                            | <b>\$ (8)</b>                           | <b>\$ 26</b>                          | <b>\$ (4)</b>                             | <b>\$ 6</b>                          | <b>\$ 7</b>                           | <b>\$ (8)</b>                        |

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

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

(3) Variable annuity guaranteed living benefit impacts include:

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

\$ 51 million increase in DAC and DSIC amortization resulting from hedged living benefits offset.

(4) Reflects revenues and expenses of Consolidated Investment Entities.

(5) Increase in DAC and DSIC amortization from lower period ending account values.

(6) Increase / (decrease) in expense related to the implementation of Enhanced Portfolio Navigator (EPN).

(7) Revisions to certain calculations in the valuation of DAC and DSIC.

(8) Expenses to support \$1 Net Asset Value of RiverSource money market funds

(9) \$2 million benefit in Market Impact on VA Guaranteed Living Benefits was originally classified as benefit in Annuities segment due to implementation of EPN.

**Ameriprise Financial, Inc.**  
Disclosed Items  
1 Qtr 2010

**Excluded from Operating Earnings**

|  | Advice & Wealth Management               |                                    | Asset Management                         |                                    | Annuities                                |   | Protection                               | Corporate                                |                     |
|--|--|------------------------------------|--|------------------------------------|--|---|--|--|---------------------|
|  | Securities Gains/(Losses) <sup>(1)</sup> | Integration Charges <sup>(2)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | Integration Charges <sup>(2)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | Market Impact on VA Guaranteed Living Benefits <sup>(2)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | Securities Gains/(Losses) <sup>(1)</sup> | CIEs <sup>(4)</sup> |
| <b>(in millions, unaudited)</b>  |  |                                    |  |                                    |  |   |  |  |                     |
| <b>Revenues</b>  |  |                                    |  |                                    |  |   |  |  |                     |
| Management and financial advice fees                                   | \$ -                                     | \$ -                               | \$ -                                     | \$ -                               | \$ -                                     | \$ -  | \$ -                                     | \$ -                                     | \$ -                |
| Distribution fees  | -  | -                                  | -  | -                                  | -  | -   | -  | -  | -                   |
| Net investment income  | (1)                                      | -                                  | 1  | -                                  | 3  | -   | 1  | 1  | 79                  |
| Premiums   | -  | -                                  | -  | -                                  | -  | -   | -  | -  | -                   |
| Other revenues   | -  | -                                  | -  | -                                  | -  | -   | -  | -  | 57                  |
| <b>Total revenues</b>  | <b>(1)</b>                               | <b>-</b>                           | <b>1</b>                                 | <b>-</b>                           | <b>3</b>                                 | <b>-</b>  | <b>1</b>                                 | <b>1</b>                                 | <b>136</b>          |
| Banking and deposit interest expense                                   | -  | -                                  | -  | -                                  | -  | -   | -  | -  | -                   |
| <b>Total net revenues</b>  | <b>(1)</b>                               | <b>-</b>                           | <b>1</b>                                 | <b>-</b>                           | <b>3</b>                                 | <b>-</b>  | <b>1</b>                                 | <b>1</b>                                 | <b>136</b>          |
| <b>Expenses</b>  |  |                                    |  |                                    |  |   |  |  |                     |
| Distribution expenses  | -  | -                                  | -  | -                                  | -  | -   | -  | -  | -                   |
| Interest credited to fixed accounts                                    | -  | -                                  | -  | -                                  | -  | -   | -  | -  | -                   |
| Benefits, claims, losses and settlement expenses                       | -  | -                                  | -  | -                                  | -  | 23  | -  | -  | -                   |
| Amortization of deferred acquisition costs                             | -  | -                                  | -  | -                                  | -  | (6)   | -  | -  | -                   |
| Interest and debt expense  | -  | -                                  | -  | -                                  | -  | -   | -  | -  | 40                  |
| General and administrative expense                                     | -  | 2                                  | -  | 5                                  | -  | -   | -  | -  | 14                  |
| <b>Total expenses</b>  | <b>-</b>                                 | <b>2</b>                           | <b>-</b>                                 | <b>5</b>                           | <b>-</b>                                 | <b>17</b>   | <b>-</b>                                 | <b>-</b>                                 | <b>54</b>           |
| Pretax segment income (loss)   | (1)                                      | (2)                                | 1  | (5)                                | 3  | (17)  | 1  | 1  | 82                  |
| Less: Net income (loss) attributable to noncontrolling interest        | -  | -                                  | -  | -                                  | -  | -   | -  | -  | 82                  |
| <b>Pretax segment gain (loss) attributable to Ameriprise Financial</b> | <b>\$ (1)</b>                            | <b>\$ (2)</b>                      | <b>\$ 1</b>                              | <b>\$ (5)</b>                      | <b>\$ 3</b>                              | <b>\$ (17)</b>  | <b>\$ 1</b>                              | <b>\$ 1</b>                              | <b>\$ -</b>         |

**Included in Operating Earnings**

|  | Advice & Wealth Management  | Asset Management                      | Annuities                     | Corporate                   |
|--|-----------------------------|---------------------------------------|-------------------------------|-----------------------------|
|  | Reserve Fund <sup>(5)</sup> | Threadneedle Valuation <sup>(6)</sup> | VA Cash Impact <sup>(7)</sup> | Reserve Fund <sup>(5)</sup> |
| <b>(in millions, unaudited)</b>  |                             |                                       |                               |                             |
| <b>Revenues</b>  |                             |                                       |                               |                             |
| Management and financial advice fees                                   | \$ -                        | \$ -                                  | \$ -                          | \$ -                        |
| Distribution fees  | -                           | -                                     | -                             | -                           |
| Net investment income  | 2                           | -                                     | (5)                           | -                           |
| Premiums   | -                           | -                                     | -                             | -                           |
| Other revenues   | -                           | -                                     | -                             | 20                          |
| <b>Total revenues</b>  | <b>2</b>                    | <b>-</b>                              | <b>(5)</b>                    | <b>20</b>                   |
| Banking and deposit interest expense                                   | -                           | -                                     | -                             | -                           |
| <b>Total net revenues</b>  | <b>2</b>                    | <b>-</b>                              | <b>(5)</b>                    | <b>20</b>                   |
| <b>Expenses</b>  |                             |                                       |                               |                             |
| Distribution expenses  | -                           | -                                     | -                             | -                           |
| Interest credited to fixed accounts                                    | -                           | -                                     | -                             | -                           |
| Benefits, claims, losses and settlement expenses                       | -                           | -                                     | -                             | -                           |
| Amortization of deferred acquisition costs                             | -                           | -                                     | -                             | -                           |
| Interest and debt expense  | -                           | -                                     | -                             | -                           |
| General and administrative expense                                     | -                           | 27                                    | -                             | -                           |
| <b>Total expenses</b>  | <b>-</b>                    | <b>27</b>                             | <b>-</b>                      | <b>-</b>                    |
| Pretax segment income (loss)   | 2                           | (27)                                  | (5)                           | 20                          |
| Less: Net income (loss) attributable to noncontrolling interest        | -                           | -                                     | -                             | -                           |
| <b>Pretax segment gain (loss) attributable to Ameriprise Financial</b> | <b>\$ 2</b>                 | <b>\$ (27)</b>                        | <b>\$ (5)</b>                 | <b>\$ 20</b>                |

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

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

<sup>(3)</sup> Variable annuity guaranteed living benefit impacts include:

\$ 24 million net expense related to hedged variable annuity living benefits.

\$ 7 million decrease in DAC and DSIC amortization resulting from hedged living benefits offset.

<sup>(4)</sup> Reflects revenues and expenses of Consolidated Investment Entities.

<sup>(5)</sup> Benefit from payments by the Reserve Fund.

<sup>(6)</sup> Impact related to Threadneedle's estimated change in market valuation attributable to its employee incentive compensation program.

<sup>(7)</sup> Impact from raising cash in preparation for the introduction of enhanced variable annuity features.

**Exhibit B**



**Statistical Supplement Package**

(unaudited)

**First Quarter 2011**

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**Reconciliation of GAAP Metrics to Operating Metrics**

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

(in millions unless otherwise noted, unaudited)

|  | 1 Qtr 2010    | 2 Qtr 2010    | 3 Qtr 2010    | 4 Qtr 2010    | 1 Qtr 2011    | Year-to-Date  |               |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|  |               |               |               |               |               | 2010          | 2011          |
| <b>Advice &amp; Wealth Management Segment</b>    |               |               |               |               |               |               |               |
| Pretax operating earnings                        | \$ 51         | \$ 86         | \$ 89         | \$ 96         | \$ 99         | \$ 51         | \$ 99         |
| Reconciling items:                               |               |               |               |               |               |               |               |
| Net investment income                            |               |               |               |               |               |               |               |
| Realized gains (losses)                          | (1)           | 1             | -             | 1             | 1             | (1)           | 1             |
| General and administrative expense               |               |               |               |               |               |               |               |
| Integration and restructuring charges            | (2)           | (4)           | (1)           | -             | -             | (2)           | -             |
| Total reconciling items, before income taxes     | (3)           | (3)           | (1)           | 1             | 1             | (3)           | 1             |
| Pretax segment income (loss)                     | <u>\$ 48</u>  | <u>\$ 83</u>  | <u>\$ 88</u>  | <u>\$ 97</u>  | <u>\$ 100</u> | <u>\$ 48</u>  | <u>\$ 100</u> |
| <b>Asset Management Segment</b>                  |               |               |               |               |               |               |               |
| Pretax operating earnings                        | \$ 22         | \$ 104        | \$ 121        | \$ 163        | \$ 136        | \$ 22         | \$ 136        |
| Reconciling items:                               |               |               |               |               |               |               |               |
| Net investment income                            |               |               |               |               |               |               |               |
| Realized gains (losses)                          | 1             | -             | 1             | 1             | -             | 1             | -             |
| General and administrative expense               |               |               |               |               |               |               |               |
| Integration and restructuring charges            | (5)           | (48)          | (18)          | (24)          | (29)          | (5)           | (29)          |
| Total reconciling items, before income taxes     | (4)           | (48)          | (17)          | (23)          | (29)          | (4)           | (29)          |
| Pretax segment income                            | <u>\$ 18</u>  | <u>\$ 56</u>  | <u>\$ 104</u> | <u>\$ 140</u> | <u>\$ 107</u> | <u>\$ 18</u>  | <u>\$ 107</u> |
| <b>Annuities Segment</b>                         |               |               |               |               |               |               |               |
| Pretax operating earnings                        | \$ 134        | \$ 102        | \$ 257        | \$ 171        | \$ 174        | \$ 134        | \$ 174        |
| Reconciling items:                               |               |               |               |               |               |               |               |
| Net investment income                            |               |               |               |               |               |               |               |
| Realized gains (losses)                          | 3             | 4             | (1)           | 3             | (3)           | 3             | (3)           |
| Benefits, claims, losses and settlement expenses |               |               |               |               |               |               |               |
| Market impact on VA guaranteed living benefits   | (23)          | 68            | 18            | (72)          | (27)          | (23)          | (27)          |
| Amortization of deferred acquisition costs       |               |               |               |               |               |               |               |
| Market impact on VA guaranteed living benefits   | 6             | (41)          | (10)          | 29            | 10            | 6             | 10            |
| Total reconciling items, before income taxes     | (14)          | 31            | 7             | (40)          | (20)          | (14)          | (20)          |
| Pretax segment income                            | <u>\$ 120</u> | <u>\$ 133</u> | <u>\$ 264</u> | <u>\$ 131</u> | <u>\$ 154</u> | <u>\$ 120</u> | <u>\$ 154</u> |
| <b>Protection Segment</b>                        |               |               |               |               |               |               |               |
| Pretax operating earnings                        | \$ 118        | \$ 134        | \$ 65         | \$ 86         | \$ 106        | \$ 118        | \$ 106        |
| Reconciling items:                               |               |               |               |               |               |               |               |
| Net investment income                            |               |               |               |               |               |               |               |
| Realized gains (losses)                          | 1             | 1             | -             | (1)           | 1             | 1             | 1             |
| Total reconciling items, before income taxes     | 1             | 1             | -             | (1)           | 1             | 1             | 1             |
| Pretax segment income                            | <u>\$ 119</u> | <u>\$ 135</u> | <u>\$ 65</u>  | <u>\$ 85</u>  | <u>\$ 107</u> | <u>\$ 119</u> | <u>\$ 107</u> |

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

(in millions unless otherwise noted, unaudited)

|   | 1 Qtr 2010   | 2 Qtr 2010   | 3 Qtr 2010     | 4 Qtr 2010      | 1 Qtr 2011      | Year-to-Date |                 |
|---|--------------|--------------|----------------|-----------------|-----------------|--------------|-----------------|
|   |              |              |                |                 |                 | 2010         | 2011            |
| <b>Corporate Segment</b>                                      |              |              |                |                 |                 |              |                 |
| Pretax operating loss   | \$ (27)      | \$ (76)      | \$ (49)        | \$ (113)        | \$ (181)        | \$ (27)      | \$ (181)        |
| Reconciling items:  |              |              |                |                 |                 |              |                 |
| Net investment income   |              |              |                |                 |                 |              |                 |
| Net investment income attributable to the CIEs                | 79           | 155          | 17             | 24              | 27              | 79           | 27              |
| Realized gains (losses)                                       | 1            | 1            | 2              | 15              | 2               | 1            | 2               |
| Other revenues  |              |              |                |                 |                 |              |                 |
| Other revenues attributable to the CIEs                       | 57           | 46           | 9              | 13              | 20              | 57           | 20              |
| Banking and deposit interest expense                          |              |              |                |                 |                 |              |                 |
| Banking and deposit interest expense attributable to the CIEs | -            | -            | -              | -               | -               | -            | -               |
| Interest and debt expense                                     |              |              |                |                 |                 |              |                 |
| Interest and debt expense attributable to the CIEs            | (40)         | (45)         | (45)           | (51)            | (50)            | (40)         | (50)            |
| General and administrative expense                            |              |              |                |                 |                 |              |                 |
| Integration and restructuring charges                         | -            | (5)          | -              | (4)             | -               | -            | -               |
| General and administrative expense attributable to the CIEs   | (14)         | (17)         | (13)           | (12)            | (15)            | (14)         | (15)            |
| Total reconciling items, before income taxes                  | 83           | 135          | (30)           | (15)            | (16)            | 83           | (16)            |
| Pretax segment income (loss)                                  | <u>\$ 56</u> | <u>\$ 59</u> | <u>\$ (79)</u> | <u>\$ (128)</u> | <u>\$ (197)</u> | <u>\$ 56</u> | <u>\$ (197)</u> |
| <b>Eliminations</b>   |              |              |                |                 |                 |              |                 |
| Pretax operating earnings                                     | \$ -         | \$ -         | \$ -           | \$ -            | \$ -            | \$ -         | \$ -            |
| Reconciling items:  |              |              |                |                 |                 |              |                 |
| Management and financial advice fees                          |              |              |                |                 |                 |              |                 |
| Management fees earned by the Company from the CIEs           | (9)          | (10)         | (9)            | (10)            | (10)            | (9)          | (10)            |
| General and administrative expense                            |              |              |                |                 |                 |              |                 |
| General and administrative expense attributable to the CIEs   | 9            | 10           | 9              | 10              | 10              | 9            | 10              |
| Total reconciling items, before income taxes                  | -            | -            | -              | -               | -               | -            | -               |
| Pretax segment income (loss)                                  | <u>\$ -</u>  | <u>\$ -</u>  | <u>\$ -</u>    | <u>\$ -</u>     | <u>\$ -</u>     | <u>\$ -</u>  | <u>\$ -</u>     |

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

(in millions unless otherwise noted, unaudited)

|  |                   |                   |                   |                   | <b>Year-to-Date</b> |                 |                 |
|--|-------------------|-------------------|-------------------|-------------------|---------------------|-----------------|-----------------|
|  | <b>1 Qtr 2010</b> | <b>2 Qtr 2010</b> | <b>3 Qtr 2010</b> | <b>4 Qtr 2010</b> | <b>1 Qtr 2011</b>   | <b>2010</b>     | <b>2011</b>     |
| <b>Total net revenues</b>  | \$ 2,271          | \$ 2,577          | \$ 2,450          | \$ 2,678          | \$ 2,654            | \$ 2,271        | \$ 2,654        |
| Less CIEs  | 127               | 191               | 17                | 27                | 37                  | 127             | 37              |
| Plus Realized (gains) losses   | (5)               | (7)               | (2)               | (19)              | (1)                 | (5)             | (1)             |
| Operating total net revenues   | <u>\$ 2,139</u>   | <u>\$ 2,379</u>   | <u>\$ 2,431</u>   | <u>\$ 2,632</u>   | <u>\$ 2,616</u>     | <u>\$ 2,139</u> | <u>\$ 2,616</u> |
| <b>Pretax income</b>   | \$ 361            | \$ 466            | \$ 442            | \$ 325            | \$ 271              | \$ 361          | \$ 271          |
| Less CIEs  | 82                | 139               | (32)              | (26)              | (18)                | 82              | (18)            |
| Pretax earnings excluding CIEs   | 279               | 327               | 474               | 351               | 289                 | 279             | 289             |
| Income tax provision   | 65                | 68                | 130               | 71                | 48                  | 65              | 48              |
| <b>Net income attributable to Ameriprise Financial</b>                                 | 214               | 259               | 344               | 280               | 241                 | 214             | 241             |
| Integration/restructuring charges net of tax <sup>(1)</sup>                            | 4                 | 37                | 12                | 20                | 19                  | 4               | 19              |
| Market impact on variable annuity guaranteed living benefits net of tax <sup>(1)</sup> | 11                | (17)              | (5)               | 27                | 11                  | 11              | 11              |
| Realized (gains) losses net of tax <sup>(1)</sup>                                      | (3)               | (5)               | (1)               | (13)              | (1)                 | (3)             | (1)             |
| Operating earnings   | <u>\$ 226</u>     | <u>\$ 274</u>     | <u>\$ 350</u>     | <u>\$ 314</u>     | <u>\$ 270</u>       | <u>\$ 226</u>   | <u>\$ 270</u>   |
| <b>Pretax income</b>   | \$ 361            | \$ 466            | \$ 442            | \$ 325            | \$ 271              | \$ 361          | \$ 271          |
| Less CIEs  | 82                | 139               | (32)              | (26)              | (18)                | 82              | (18)            |
| Pretax earnings excluding CIEs   | 279               | 327               | 474               | 351               | 289                 | 279             | 289             |
| Integration/restructuring charges  | 7                 | 57                | 19                | 28                | 29                  | 7               | 29              |
| Market impact on variable annuity guaranteed living benefits                           | 17                | (27)              | (8)               | 43                | 17                  | 17              | 17              |
| Realized (gains) losses  | (5)               | (7)               | (2)               | (19)              | (1)                 | (5)             | (1)             |
| Pretax operating earnings  | <u>\$ 298</u>     | <u>\$ 350</u>     | <u>\$ 483</u>     | <u>\$ 403</u>     | <u>\$ 334</u>       | <u>\$ 298</u>   | <u>\$ 334</u>   |
| <b>Margin</b>  | 9.4%              | 10.1%             | 14.0%             | 10.5%             | 9.1%                | 9.4%            | 9.1%            |
| Pretax operating margin  | 13.9%             | 14.7%             | 19.9%             | 15.3%             | 12.8%               | 13.9%           | 12.8%           |
| Operating margin   | 10.6%             | 11.5%             | 14.4%             | 11.9%             | 10.3%               | 10.6%           | 10.3%           |
| <b>Weighted average common shares outstanding</b>                                      |                   |                   |                   |                   |                     |                 |                 |
| Basic  | 260.8             | 261.1             | 255.3             | 252.7             | 251.6               | 260.8           | 251.6           |
| Diluted  | 265.0             | 265.3             | 259.9             | 258.9             | 257.7               | 265.0           | 257.7           |
| <b>Basic earnings per share</b>  | \$ 0.82           | \$ 0.99           | \$ 1.35           | \$ 1.11           | \$ 0.96             | \$ 0.82         | \$ 0.96         |
| <b>Earnings per diluted share</b>  | \$ 0.81           | \$ 0.98           | \$ 1.32           | \$ 1.08           | \$ 0.94             | \$ 0.81         | \$ 0.94         |
| Basic operating earnings per share   | \$ 0.87           | \$ 1.05           | \$ 1.37           | \$ 1.24           | \$ 1.07             | \$ 0.87         | \$ 1.07         |
| Operating earnings per diluted share   | \$ 0.85           | \$ 1.03           | \$ 1.35           | \$ 1.21           | \$ 1.05             | \$ 0.85         | \$ 1.05         |

<sup>(1)</sup> Calculated using the statutory tax rate of 35%.

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

(in millions unless otherwise noted, unaudited)

|   | March 31, 2010   | June 30, 2010    | September 30, 2010 | December 31, 2010 | March 31, 2011   |
|---|------------------|------------------|--------------------|-------------------|------------------|
| <b>Long-term Debt Summary</b>   |                  |                  |                    |                   |                  |
| Senior notes  | \$ 2,284         | \$ 2,356         | \$ 2,407           | \$ 2,003          | \$ 1,990         |
| Junior subordinated notes   | 322              | 322              | 322                | 308               | 308              |
| Non-recourse debt for inverse floaters  | 6                | 6                | 6                  | 6                 | -                |
| <b>Total Ameriprise Financial long-term debt</b>  | <b>2,612</b>     | <b>2,684</b>     | <b>2,735</b>       | <b>2,317</b>      | <b>2,298</b>     |
| Less non-recourse debt for inverse floaters   | 6                | 6                | 6                  | 6                 | -                |
| Less fair value of hedges and unamortized discount  | (6)              | 66               | 117                | 53                | 40               |
| Total Ameriprise Financial long-term debt excluding non-recourse debt for inverse floaters, fair value of hedges and unamortized discount   | <u>\$ 2,612</u>  | <u>\$ 2,612</u>  | <u>\$ 2,612</u>    | <u>\$ 2,258</u>   | <u>\$ 2,258</u>  |
| <br>  |                  |                  |                    |                   |                  |
| Total equity  | \$ 10,696        | \$ 11,119        | \$ 11,504          | \$ 11,285         | \$ 11,189        |
| Less Noncontrolling interests   | 592              | 621              | 554                | 560               | 638              |
| <b>Total Ameriprise Financial shareholders' equity</b>  | <b>10,104</b>    | <b>10,498</b>    | <b>10,950</b>      | <b>10,725</b>     | <b>10,551</b>    |
| Less Equity of consolidated investment entities   | 482              | 596              | 561                | 529               | 501              |
| <b>Total Ameriprise Financial shareholders' equity excluding CIEs</b>   | <b>\$ 9,622</b>  | <b>\$ 9,902</b>  | <b>\$ 10,389</b>   | <b>\$ 10,196</b>  | <b>\$ 10,050</b> |
| <br>  |                  |                  |                    |                   |                  |
| Total Ameriprise Financial long-term debt   | \$ 2,612         | \$ 2,684         | \$ 2,735           | \$ 2,317          | \$ 2,298         |
| Total Ameriprise Financial shareholders' equity   | 10,104           | 10,498           | 10,950             | 10,725            | 10,551           |
| <b>Total Ameriprise Financial capital</b>   | <b>12,716</b>    | <b>13,182</b>    | <b>13,685</b>      | <b>13,042</b>     | <b>12,849</b>    |
| Less non-recourse debt for inverse floaters   | 6                | 6                | 6                  | 6                 | -                |
| Less equity of consolidated investment entities   | 482              | 596              | 561                | 529               | 501              |
| Less fair value of hedges and unamortized discount  | (6)              | 66               | 117                | 53                | 40               |
| Total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters, and equity of CIEs   | <u>\$ 12,234</u> | <u>\$ 12,514</u> | <u>\$ 13,001</u>   | <u>\$ 12,454</u>  | <u>\$ 12,308</u> |
| <br>  |                  |                  |                    |                   |                  |
| <b>Total Ameriprise Financial long-term debt to total Ameriprise Financial capital</b>  | <b>20.5%</b>     | <b>20.4%</b>     | <b>20.0%</b>       | <b>17.8%</b>      | <b>17.9%</b>     |
| Total Ameriprise Financial long-term debt to total Ameriprise Financial capital excluding fair value of hedges, unamortized discount, non-recourse debt for inverse floaters and equity of CIEs | 21.4%            | 20.9%            | 20.1%              | 18.1%             | 18.3%            |
| <br>  |                  |                  |                    |                   |                  |
| <b>Ameriprise Financial shareholders' equity</b>  | <b>\$ 10,104</b> | <b>\$ 10,498</b> | <b>\$ 10,950</b>   | <b>\$ 10,725</b>  | <b>\$ 10,551</b> |
| AOCI  | 367              | 607              | 897                | 565               | 542              |
| Appropriated retained earnings of CIEs  | 508              | 620              | 590                | 558               | 530              |
| AOCI attributable to CIEs   | 26               | 24               | 29                 | 29                | 29               |
| <br>  |                  |                  |                    |                   |                  |
| <b>Ameriprise Financial shareholders' equity</b>  | <b>\$ 10,104</b> | <b>\$ 10,498</b> | <b>\$ 10,950</b>   | <b>\$ 10,725</b>  | <b>\$ 10,551</b> |
| Less AOCI   | 367              | 607              | 897                | 565               | 542              |
| <b>Ameriprise Financial shareholders' equity excluding AOCI</b>   | <b>\$ 9,737</b>  | <b>\$ 9,891</b>  | <b>\$ 10,053</b>   | <b>\$ 10,160</b>  | <b>\$ 10,009</b> |
| <br>  |                  |                  |                    |                   |                  |
| <b>Ameriprise Financial shareholders' equity</b>  | <b>\$ 10,104</b> | <b>\$ 10,498</b> | <b>\$ 10,950</b>   | <b>\$ 10,725</b>  | <b>\$ 10,551</b> |
| Less Appropriated retained earnings of CIEs   | 508              | 620              | 590                | 558               | 530              |
| Plus AOCI attributable to CIEs  | 26               | 24               | 29                 | 29                | 29               |
| <b>Ameriprise Financial shareholders' equity excluding CIEs</b>   | <b>\$ 9,622</b>  | <b>\$ 9,902</b>  | <b>\$ 10,389</b>   | <b>\$ 10,196</b>  | <b>\$ 10,050</b> |
| <br>  |                  |                  |                    |                   |                  |
| <b>Ameriprise Financial shareholders' equity</b>  | <b>\$ 10,104</b> | <b>\$ 10,498</b> | <b>\$ 10,950</b>   | <b>\$ 10,725</b>  | <b>\$ 10,551</b> |
| Less Appropriated retained earnings of CIEs   | 508              | 620              | 590                | 558               | 530              |
| Less AOCI   | 367              | 607              | 897                | 565               | 542              |
| <b>Ameriprise Financial shareholders' equity excluding CIEs and AOCI</b>  | <b>\$ 9,229</b>  | <b>\$ 9,271</b>  | <b>\$ 9,463</b>    | <b>\$ 9,602</b>   | <b>\$ 9,479</b>  |