

# Ameriprise Financial Invested Assets

**September 30, 2011** 



### Net Unrealized Gain/(Loss) by Investment Type

(\$ millions)	Ar	nortized Cost	Fa	ir Value	% of Total Invested Assets	Gain	ealized (Loss) last uarter	Unrealized Gain (Loss) this quarter	Change in Unrealized
Cash and cash equivalents	\$	2,664	\$	2,664	6 %	\$	-	\$ -	\$ -
Corporate debt securities - Investment Grade		14,929		16,545	40 %		1,255	1,616	361
Corporate debt securities - High Yield		821		798	2 %		13	(23)	(36)
Residential Mortgage backed securities - Agency		3,447		3,608	9 %		121	161	40
Residential Mortgage backed securities - Re-Remic		2,137		2,243	5 %		181	106	(75)
Residential Mortgage backed securities - Prime		861		800	2 %		(45)	(61)	(16
Residential Mortgage backed securities - Alt-A		991		782	2 %		(192)	(209)	(17)
Asset backed securities - Subprime		338		300	1 %		(26)	(38)	(12)
Asset backed securities - Other		1,666		1,734	4 %		69	68	(1)
Commercial mortgage backed securities		4,625		4,885	12 %		282	260	(22)
State and municipal obligations		1,985		2,083	5 %		(14)	98	112
US government and agencies obligations		63		73	-		8	10	2
Other AFS *		143		161	1 %		21	18	(3)
Total cash, cash equivalents and available-for-sale securities	\$	34,670	\$	36,676	89 %	\$	1,673	\$ 2,006	\$ 333
Commercial mortgage loans, net of reserve		2,520		2,520	6 %		-	-	-
Policy loans		741		741	2 %		-	-	-
Trading securities **		567		567	1 %		-	-	-
Other investments (primarily syndicated loans and affordable housing partnerships)		750		750	2 %		-	-	-
Total Invested Assets	\$	39,248	\$	41,254	100 %	\$	1,673	\$ 2,006	\$ 333

#### Below Investment Grade as a % of Total Invested Assets

5	9
	=

#### Limited alternative asset portfolio:

- No credit default swaps or structured credit exposures in the corporate bond portfolio
- No securities lending or private equity
- Limited deeply subordinated debt securities, CLO's, equities, and hedge funds

<sup>\*</sup> Other AFS includes foreign governments, common and preferred stocks, short term AFS (excludes \$62 million in exposure to consolidated CDO's).

<sup>\*\*</sup> Trading securities include \$320 million of government guaranteed debt, remaining balance is primarily seed money.

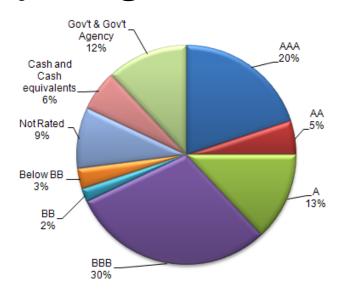


#### **Gross Unrealized Losses**

	Less	than	12 m	onths	12	month	s oı	r more			Total	
			G	ross				Gross			Gross	% of Total
	Fair	r	Unre	ealized			Un	realized		Fair	Unrealized	Unrealized
(\$ millions)	Valu	е	I	_oss	Fair	Value		Loss	•	/alue	Loss	Loss
Corporate debt securities - Investment Grade	\$ 1,2	261	\$	(41)	\$	54	\$	(4)	\$	1,315	\$ (45)	9 %
Corporate debt securities - High Yield		440		(23)		41		(13)		481	(36)	7 %
Residential Mortgage backed securities - Agency		97		-		4		-		101	-	-
Residential Mortgage backed securities - Re-Remic	!	504		(13)		51		(2)		555	(15)	3 %
Residential Mortgage backed securities - Prime	;	326		(13)		211		(72)		537	(85)	17 %
Residential Mortgage backed securities - Alt-A	:	277		(5)		435		(209)		712	(214)	42 %
Asset backed securities - Subprime		146		(8)		95		(30)		241	(38)	8 %
Asset backed securities - Other	:	250		(3)		51		(1)		301	(4)	1 %
Commercial mortgage backed securities		474		(4)		31		-		505	(4)	1 %
State and municipal obligations		59		(2)		241		(61)		300	(63)	12 %
Other AFS		23		(2)		-		- 1		23	(2)	
Total cash, cash equivalents and												
available-for-sale securities	\$ 3,	857	\$	(114)	\$	1,214	\$	(392)	\$	5,071	\$ (506)	100 %



### **Invested Assets by Rating**



Total Fair Value is \$41.3 billion

- High quality investment portfolio
  - Cash and cash equivalents at 6% of the portfolio
  - Govt's, Agencies, and AAA-rated securities comprise 32% of portfolio
  - Below investment grade securities at 5% of the portfolio
  - Within the BBB-rated exposure, the vast majority is in the Telecommunications, Electric Utilities, Consumer Non-cyclical, and Energy industries regulated, asset-rich, non-cyclical industries and issuers
    - Biased toward asset-rich companies with strong cash flow generating capabilities
    - Focus on seniority in the capital structure and proximity to the assets (e.g. from structural standpoint, first mortgage or operating company level securities)
- "Not Rated" category is comprised primarily of direct commercial mortgage loans



### **Corporates - Investment Grade**

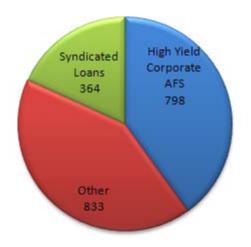
		06/3	0/2011				09/	30/2011			
(\$ millions)	 ortized Cost	Fair	Value	 ealized n (Loss)	Δ	Amortized Cost	Fai	r Value	 ealized (Loss)	Chanç Unreal	_
Utilities	\$ 4,246	\$	4,663	\$ 417	\$	4,413	\$	4,958	\$ 545	\$	128
Communications	2,408		2,591	183		2,502		2,711	209		26
Consumer Non Cyclicals	2,067		2,256	189		2,110		2,401	291		102
Energy	1,560		1,763	203		1,588		1,858	270		67
Banking	1,110		1,148	38		1,069		1,073	4		(34)
Transportation	958		1,055	97		940		1,073	133		36
Consumer Cyclicals	664		713	49		689		769	80		31
Capital Goods	547		585	38		560		610	50		12
Basic Industries	351		362	11		370		370	-		(11)
REITs	308		327	19		303		316	13		(6)
Insurance/HMO's	277		288	11		277		297	20		9
Finance	101		101	-		108		109	1		1
	\$ 14,597	\$	15,852	\$ 1,255	\$	14,929	\$	16,545	\$ 1,616	\$	361



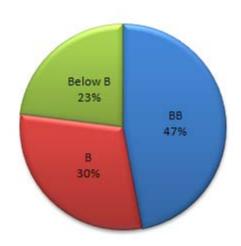
### **Below Investment Grade Summary**

					% of Total	U	nrealized	Uni	realized		
	Ar	mortized			Invested	Ga	nin (Loss)	Gai	n (Loss)		nge in
(\$ millions)		Cost	Faiı	· Value	Assets	las	st quarter	this	quarter	Unre	alized
Total Below Investment Grade	\$	2,334	\$	1,995	5 %	\$	(282)	\$	(339)	\$	(57)

#### Fair Value (\$ millions)



#### Ratings





## Residential Mortgage Backed Securities Agency

		06/30/201	1		09/30/2011		
(\$ millions)	Amortized Cost	Fair Value	Unrealized Gain (Loss)	Amortized Cost	Fair Value	Unrealized Gain (Loss)	Change in Unrealized
Agency	\$ 3,494	\$ 3,615	\$ 121	\$ 3,447	\$ 3,608	\$ 161	\$ 40

WAL: 3.1 yrs

Effective Duration: 1.7 yrs
Effective Convexity: (0.9)



### Residential Mortgage Backed Securities Prime

	Į.	<b>AAA</b>		Α	Α		Α	BE	BB	BB &	Below	To	otal
	Amortized		Δ	Amortized		Amortized		Amortized	Fair	Amortized		Amortized	
(\$ millions)	Cost	Fair Valu	е	Cost	Fair Value	Cost	Fair Value	Cost	Value	Cost	Fair Value	Cost	Fair Value
Prime													
2003 & prior	\$ 133	\$ 13	7   \$	32	\$ 31	\$ 116	\$ 111	\$ 12	\$ 11	\$ -	\$ -	\$ 293	\$ 290
2004	60	5	9	18	17	25	24	31	28	65	49	199	177
2005	3		3	3	3	28	30	41	43	185	148	260	227
2006	-		-	-	-	15	16	-	-	33	33	48	49
2007	20	2	1	20	18	-	-	9	9	12	9	61	57
Re-Remic (1)	1,891	1,98	1	110	119	126	125	-	-	10	18	2,137	2,243
Total Prime	\$ 2,107	\$ 2,20	1 \$	183	\$ 188	\$ 310	\$ 306	\$ 93	\$ 91	\$ 305	\$ 257	\$ 2,998	\$ 3,043

			06	/30/2011					09	/30/2011			
(\$ millions)	An	nortized Cost	Fai	ir Value	_	realized n (Loss)	Α	mortized Cost	Fai	r Value	nrealized ain (Loss)		ange in ealized
Prime											-		
2003 & prior	\$	311	\$	310	\$	(1)	\$	293	\$	290	\$ (3)	\$	(2)
2004		211		193		(18)		199		177	(22)		(4)
2005		270		243		(27)		260		227	(33)		(6)
2006		49		52		3		48		49	1		(2)
2007		64		62		(2)		61		57	(4)		(2)
Re-Remic (1)		2,220		2,401		181		2,137		2,243	106		(75)
Total Prime	\$	3,125	\$	3,261	\$	136	\$	2,998	\$	3,043	\$ 45	\$	(91)
		•						•		-	•	·	

<sup>(1)</sup> Re-Remics of mortgage backed securities are prior vintages with cash flows structured into senior and subordinated bonds. Credit enhancement has been increased through the Re-Remic process on the securities the company owns.



### Residential Mortgage Backed Securities Alt-A

	A	AA	Α	A		Α	BI	3B	BB &	Below	То	tal
	Amortized		Amortized		Amortized		Amortized		Amortized		Amortized	
(\$ millions)	Cost	Fair Value										
Alt-A		-										
2003 & prior	\$ 1	\$ 1	\$ 11	\$ 12	\$ 2	\$ 3	\$ 1	\$ 1	\$ -	\$ -	\$ 15	\$ 17
2004	-	-	14	13	16	17	59	49	25	20	114	99
2005	-	-	-	-	1	1	9	7	274	192	284	200
2006	-	-	-	-	-	-	-	-	122	84	122	84
2007	-	-	-	-	-	-	-	-	173	102	173	102
2008	-	-	-	-	-	-	-	-	-	-	-	-
2009	-	-	-	-	-	-	-	-	-	-	-	-
2010	73	72	-	-	-	-	-	-	-	-	73	72
Re-Remic (1)	206	204	-	-	4	4	-	-	-	-	210	208
Total Alt-A		\$ 277	\$ 25	\$ 25	\$ 23	\$ 25	\$ 69	\$ 57	\$ 594	\$ 398	\$ 991	\$ 782

		06/30/2011			09/30/2011		
(\$ millions)	Amortized Cost	Fair Value	Unrealized Gain (Loss)		Fair Value	Unrealized Gain (Loss)	Change in Unrealized
Alt-A			, ,			(	
2003 & prior	\$ 16	\$ 17	\$ 1	\$ 15	\$ 17	\$ 2	\$ 1
2004	106	97	(9)	114	99	(15)	(6)
2005	293	220	(73)	284	200	(84)	(11)
2006	129	91	(38)	122	84	(38)	-
2007	179	107	(72)	173	102	(71)	1
2008	-	-	-	-	-	-	-
2009	-	-	-	-	-	-	-
2010	75	75	-	73	72	(1)	(1)
Re-Remic (1)	230	229	(1)	210	208	(2)	(1)
Total Alt-A	\$ 1,028	\$ 836	\$ (192)	\$ 991	\$ 782	\$ (209)	\$ (17)

<sup>(1)</sup> Re-Remics of mortgage backed securities are prior vintages with cash flows structured into senior and subordinated bonds. Credit enhancement has been increased through the Re-Remic process on the securities the company owns.



## Asset Backed Securities Subprime Mortgage Backed Securities

_	A/	<b>AA</b>	A	Α		A	В	ВВ	BB &	Below	To	tal
	Amortized		Amortized		Amortized		Amortized		Amortized		Amortized	
(\$ millions)	Cost	Fair Value										
Subprime										-		
2003 & prior	\$ 6	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6	\$ 5
2004	20	19	2	2	5	5	7	4	8	6	42	36
2005	46	44	38	36	12	11	-	-	29	24	125	115
2006	42	41	-	-	-	-	6	6	46	33	94	80
2007	15	14	-	-	-	-	2	2	6	1	23	17
2008	-	-	6	5	-	-	-	-	-	-	6	5
Re-Remic (1)	11	11	-	-	3	3	28	28	-	-	42	42
Total Subprime	\$ 140	\$ 134	\$ 46	\$ 43	\$ 20	\$ 19	\$ 43	\$ 40	\$ 89	\$ 64	\$ 338	\$ 300

		06/	/30/2011					09/	30/2011		
(\$ millions)	nortized Cost		ir Value	_	realized in (Loss)	A	mortized Cost	Fai	r Value	realized n (Loss)	ge in lized
Subprime											
2003 & prior	\$ 6	\$	6	\$	-	\$	6	\$	5	\$ (1)	\$ (1)
2004	43		39		(4)		42		36	(6)	(2)
2005	132		128		(4)		125		115	(10)	(6)
2006	56		43		(13)		94		80	(14)	(1)
2007	25		20		(5)		23		17	(6)	(1)
2008	6		5		(1)		6		5	(1)	-
Re-Remic (1)	44		45		1		42		42	-	(1)
Total Subprime	\$ 312	\$	286	\$	(26)	\$	338	\$	300	\$ (38)	\$ (12)

<sup>(1)</sup> Re-Remics of mortgage backed securities are prior vintages with cash flows structured into senior and subordinated bonds. Credit enhancement has been increased through the Re-Remic process on the securities the company owns.



## **Asset Backed Securities Other**

		Ag	ency			AA	Α		Δ	λA			A	4			В	3B			BB & I	Below		То	tal	
	Am	ortized			Amor	tized		Amo	ortized			Am	ortized			An	nortized			Amo	rtized		Am	ortized		
(\$ millions)	(	Cost	Fair	r Value	Co	st	Fair Value	C	Cost	Fa	ir Value	C	Cost	Fa	ir Value		Cost	Fair	Value	С	ost	Fair Value	(	Cost	Fair	r Value
Other (non-RMBS) ABS																										
Small Business Administration	\$	254	\$	275	\$	-	\$ -	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$ -	\$	254	\$	275
Auto		-		-		215	219		72		72		-		-		-		-		-	-		287		291
Credit Card		-		-		300	312		-		-		-		-		-		-		-	-		300		312
Student Loan		-		-		300	313		74		77		27		32		-		-		-	-		401		422
Other		-		-		93	94		-		-		257		263		74		77		-	-		424		434
Total Other (non-RMBS) ABS	\$	254	\$	275	\$	908	\$ 938	\$	146	\$	149	\$	284	\$	295	\$	74	\$	77	\$	_	\$ -	\$	1,666	\$	1,734

			30/2011	09/30/2011									
(\$ millions)	1	ortized Cost		r Value	 		ortized Cost	,	Fair /alue		ealized n (Loss)		nge in alized
Other (non-RMBS) ABS													
Small Business Administration	\$	267	\$	284	\$ 17	\$	254	\$	275	\$	21	\$	4
Auto		225		231	6		287		291		4		(2)
Credit Card		409		423	14		300		312		12		(2)
Student Loan		414		439	25		401		422		21		(4)
Other		393		400	7		424		434		10		3
Total Other (non-RMBS) ABS	\$	1,708	\$	1,777	\$ 69	\$	1,666	\$	1,734	\$	68	\$	(1)



## Commercial Mortgage Backed Securities Rating & Vintage

	P	ge	ncy		A.A	AA		Α	ιA			A	4		ВІ	3B		BB &	Below		Т	otal	
	Amortize	d		Aı	mortized		An	nortized			Amortize	d		Aı	mortized		Ar	mortized		An	nortized		
(\$ millions)	Cost		Fair Value		Cost	Fair Value		Cost	Fair	r Value	Cost		Fair Value		Cost	Fair Value		Cost	Fair Value	•	Cost	Fai	ir Value
CMBS								•							•								
2003 & prior	\$ 48	2	\$ 506	\$	465	\$ 480	\$	-	\$	-	\$	-	\$ -	\$	-	\$ -	\$	-	\$ -	\$	947	\$	986
2004	1	6	17		434	466		29		32		-	-		-	-		-	-		479		515
2005		1	1		1,242	1,330		-		-	4	17	47		-	-		-	-		1,290		1,378
2006	2	3	26		197	222		-		-	1	12	12		-	-		-	-		232		260
2007		-	-		187	194		25		24	2	22	22		-	-		-	-		234		240
2008		-	-		-	-		-		-		-	-		-	-		-	-		-		-
2009	3	0	32		49	52		-		-		-	-		-	-		-	-		79		84
2010	4	3	43		292	295		18		18		-	-		-	-		-	-		353		356
2011	17	9	181		397	401		-		-		-	-		-	-		-	-		576		582
Re-Remic		-	-		435	484		-		-		-	-		-	-		-	-		435		484
Total CMBS	\$ 77	4	\$ 806	\$	3,698	\$ 3,924	\$	72	\$	74	\$ 8	31	\$ 81	\$	· -	\$ -	\$	-	\$ -	\$	4,625	\$	4,885

		06/3	30/2011					09	/30/2011				
(\$ millions)	ortized Cost	Fair	· Value		alized	A	mortized Cost	Fa	ir Value	_	realized in (Loss)		ange in ealized
CMBS	000.	· u.i	Value	Cum	(2000)		000.		ii valuo	Ou	(2000)	0	<u>ouneou</u>
2003 & prior	\$ 1,053	\$	1,100	\$	47	\$	947	\$	986	\$	39	\$	(8)
2004	562		603		41		479		515		36		(5)
2005	1,301		1,402		101		1,290		1,378		88		(13)
2006	243		266		23		232		260		28		5
2007	231		240		9		234		240		6		(3)
2008	-		-		-		-		-		-		-
2009	81		86		5		79		84		5		-
2010	240		241		1		353		356		3		2
2011	307		308		1		576		582		6		5
Re-Remic	435		489		54		435		484		49		(5)
Total CMBS	\$ 4,453	\$	4,735	\$	282	\$	4,625	\$	4,885	\$	260	\$	(22)



### Direct Commercial Mortgage Loans Region & Property Type

(\$ millions)			
Region	Amo	ort. Cost	% of Total
East North Central	\$	251	10%
East South Central		65	2%
Middle Atlantic		220	9%
Mountain		279	11%
New England		144	6%
Pacific		573	22%
South Atlantic		610	24%
West North Central		250	10%
West South Central		163	<u>6%</u>
	\$	2,555	100%

Property Type	Amo	ort. Cost	% of Total
Apartments	\$	378	15%
Hotel		52	2%
Industrial		471	18%
Mixed Use		40	2%
Office		698	27%
Other		108	4%
Retail		808	32%
	\$	2,555	100%

LTV	61%
60+ day delinquencies	0.1%
Coverage	1.81

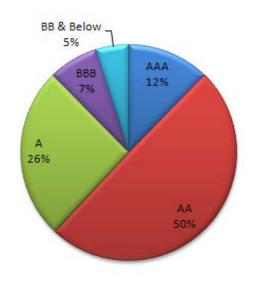
Allowance for loan losses	\$ (35)

- Portfolio of commercial loans is well diversified geographically and by property type
- As of September 30, 2011 the company held three properties as REO totaling \$12.8 million and two delinquencies totaling \$3.1 million
- Average loan to value ratio of 61%, debt service coverage ratio of 1.81x, loan size of \$3.0 million



### **Municipal Bonds**

		06/30/201	1		09/30/2011		
			Net			Net	
	Amortized		Unrealized	Amortized		Unrealized	Change in
(\$ millions)	Cost	Fair Value	Gain (Loss)	Cost	Fair Value	Gain (Loss)	Unrealized
Municipal Bonds	\$ 1,971	\$ 1,957	\$ (14)	\$ 1,985	\$ 2,083	\$ 98	\$ 112



Number of issuers 344



#### **European Exposure**

- Non-Financials in Greece, Italy, Ireland, Portugal, and Spain are primarily Utilities/Telecommunications
- Non-Financials in other European countries are multinational companies concentrated in utilities and non-cyclical industrials
- No exposure to deeply subordinated instruments

	Sc	ver	eign	Fina	ncials		Non-Fina	ancials		Total	
(\$ millions)	Amortiz Cost		Fair Value	Amortized Cost	Fair Value		Amortized Cost	Fair Value	Amortized Cost	Fair Value	% of Invested Assets
Greece	\$	-	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -	0.0%
Italy		-	-	-	-		119	118	119	118	0.3%
Ireland		-	-	-	-		40	39	40	39	0.1%
Portugal		-	-	-	-		-	-	-	-	0.0%
Spain		-	-	50	50	*	134	130	184	180	0.4%
Subtotal		-	-	50	50		293	287	343	337	0.8%
Other European Exposure		27	28	421	414		909	974	1,357	1,416	3.4%
Total	\$	27	\$ 28	\$ 471	\$ 464		\$ 1,202	\$ 1,261	\$ 1,700	\$ 1,753	4.2%

<sup>\*</sup>holding is a US subsidiary of Banco Santander SA