Company Overview

For more than 120 years, Ameriprise Financial has been helping clients plan for and achieve their financial goals.

Based in Minneapolis, Ameriprise Financial is a leading financial planning and services company with approximately 10,000 financial advisors\(^1\) and more than two million individual, business and institutional clients. We specialize in meeting the retirement-related financial needs of the mass affluent and affluent and provide solutions for asset accumulation, income management and insurance protection. Our financial advisors deliver tailored solutions to clients through a personalized approach to financial planning and advice built on long-term relationships.
Primary Businesses
Advice & Wealth Management, Asset Management, Annuities and Protection

Key Subsidiaries

Broker-Dealers
- Ameriprise Financial Services, Inc.
- American Enterprise Investment Services, Inc.
- RiverSource Distributors, Inc.

Insurance/Annuities
- RiverSource Life Insurance Company
- RiverSource Life Insurance Co. of NY
- IDS Property Casualty Insurance Company

Asset Management
- Columbia Management Investment Advisers, LLC
- Threadneedle Asset Management Holdings Sàrl

Trust and Deposit
- Ameriprise National Trust Bank
- Ameriprise Trust Company
- Ameriprise Certificate Company

Operational Centers

Ameriprise Financial, Inc.
Minneapolis, New York, Phoenix

Columbia Threadneedle Investments
London, Singapore, Boston, Minneapolis, New York, Chicago, Portland, Oregon and other U.S. locations

RiverSource Life Insurance Company
Minneapolis, New York

Ameriprise Auto & Home Insurance
DePere, Wis.

Credentials

- Leading financial planning company in the U.S.\(^2\)
- Largest number of CERTIFIED FINANCIAL PLANNER\(^TM\) professionals among any retail advisory force\(^5\)
- 5th largest branded advisor force in the U.S.\(^3\)
- 9th largest IRA provider in the U.S.\(^4\)
- #3 in forgiveness on the Loyalty Index – Investment Firm category\(^6\)
- #34 global asset manager\(^6\)
- Top 15 largest provider of long-term U.S. mutual fund assets\(^7\)
- One of the largest mutual fund advisory programs in assets\(^8\)
- Columbia Threadneedle was recognized with more than 40 investment awards in 2016\(^9\)

- Named a Best Place to Work by the Minneapolis-St. Paul Business Journal\(^10\)
- #239 in FORTUNE 500\(^11\)
- More than $750 billion in assets under management and administration\(^12\)
- A leading annuity and life insurance provider\(^13\)
- More than 2 million individual, business and institutional clients\(^12\)
- #3 retail fund AUM in the UK\(^15\)
- 100% score in the Corporate Equality Index\(^16\)

See p.4 for source information
### Key Metrics

#### Assets under management and administration
*in billions*

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$631</td>
<td>$772</td>
<td>$806</td>
<td>$777</td>
<td>$787</td>
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</table>

#### Retail client assets
*in billions*

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>$353</td>
<td>$409</td>
<td>$444</td>
<td>$447</td>
<td>$479</td>
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</tbody>
</table>

#### Operating net revenue per advisor
*in thousands*

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$366</td>
<td>$440</td>
<td>$496</td>
<td>$514</td>
<td>$518</td>
</tr>
</tbody>
</table>

#### Client assets in fee-based wrap accounts
*in billions*

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$125</td>
<td>$154</td>
<td>$175</td>
<td>$180</td>
<td>$201</td>
</tr>
</tbody>
</table>

### 2016 Consolidated Financial Highlights

*(in millions, except per share amounts)*

#### GAAP

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net revenues</td>
<td>$11,696</td>
<td>$12,170</td>
<td>$12,268</td>
</tr>
<tr>
<td>Net income from continuing operations attributable to Ameriprise Financial</td>
<td>$1,314</td>
<td>$1,562</td>
<td>$1,621</td>
</tr>
<tr>
<td>Earnings from continuing operations per diluted share attributable to Ameriprise Financial common shareholders</td>
<td>$7.81</td>
<td>$8.48</td>
<td>$8.31</td>
</tr>
<tr>
<td>Return on equity from continuing operations excluding accumulated other comprehensive income, net of tax</td>
<td>20.4%</td>
<td>21.4%</td>
<td>21.5%</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>$6,292</td>
<td>$7,217</td>
<td>$8,124</td>
</tr>
<tr>
<td>Shareholders’ equity excluding accumulated other comprehensive income, net of tax</td>
<td>$6,092</td>
<td>$6,964</td>
<td>$7,462</td>
</tr>
</tbody>
</table>

#### Operating

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net revenues</td>
<td>$11,535</td>
<td>$11,734</td>
<td>$11,591</td>
</tr>
<tr>
<td>Earnings</td>
<td>$1,427</td>
<td>$1,716</td>
<td>$1,662</td>
</tr>
<tr>
<td>Earnings per diluted share</td>
<td>$8.48</td>
<td>$9.32</td>
<td>$8.52</td>
</tr>
<tr>
<td>Return on equity excluding accumulated other comprehensive income, net of tax</td>
<td>22.2%</td>
<td>24.3%</td>
<td>23.0%</td>
</tr>
</tbody>
</table>
Executive Leadership Team

James M. Cracchiolo  
Chairman and Chief Executive Officer

Walter S. Berman  
Executive Vice President and Chief Financial Officer

Kelli A. Hunter  
Executive Vice President, Human Resources

Randy C. Kupper  
Executive Vice President and Chief Information Officer

Neal Maglaque  
President, Advice & Wealth Management  
Business Development and Chief Operating Officer

Deirdre D. McGraw  
Executive Vice President, Marketing, Corporate  
Communications and Community Relations

Colin Moore  
Executive Vice President, Global Chief Investment Officer

Patrick H. O’Connell  
Executive Vice President, Ameriprise Advisor Group

Michelle Scrimgeour  
Chief Executive Officer, EMEA

Joseph E. Sweeney  
President, Advice & Wealth Management  
Products and Service Delivery

Karen Wilson Thissen  
Executive Vice President and General Counsel

William F. (Ted) Truscott  
Chief Executive Officer, Global Asset Management

William J. (Bill) Williams  
Executive Vice President, Ameriprise Franchise Group

John R. Woerner  
President, Insurance & Annuities and Chief Strategy Officer

1 Approximately 10,000 financial advisors — Ameriprise Financial 2016 10-K.
2 Ameriprise helped pioneer the financial planning process more than 30 years ago and has more CERTIFIED FINANCIAL PLANNER™ professionals than any firm documented by the Certified Financial Planner Board of Standards, Inc. as of Dec. 31, 2016.
3 5th largest advisor force in the U.S. — company reports as of Q1, 2017.
6 #34 global asset manager — Pensions & Investments / Willis Towers Watson World 500 — data as of year-end 2015.
8 One of the largest mutual fund advisor program managers — Cerulli Edge Managed Accounts Edition, AUM as of 1Q 2017.
9 Columbia Threadneedle was recognized with more than 40 investment awards in 2016 — Ameriprise Financial 2016 Annual Report.
12 AUM/A — Q1 2017 Ameriprise Financial Statistical Supplement.
13 A leading annuity and insurance provider — 11th largest provider of variable annuities, Retail Individual Life Insurance Sales in the U.S.,  
Investment products are not federally or FDIC-insured, are not deposits or obligations of, or guaranteed by any financial institution, and involve investment risks including possible loss of principal and fluctuation in value.

Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER™ and federally registered CFP (with flame design) in the U.S., which it awards to individuals who successfully complete CFP Board’s initial and ongoing certification requirements.

RiverSource Distributors, Inc. (Distributor), Member FINRA. Insurance and annuity products are issued by RiverSource Life Insurance Company and in New York, by RiverSource Life Insurance Co. of New York, Albany, New York. Only RiverSource Life Insurance Co. of New York is authorized to sell insurance and annuities in New York.

Investments advisory products and services offered through Ameriprise Financial Services, Inc., a registered investment adviser. Columbia Threadneedle Investments and RiverSource are all part of Ameriprise Financial, Inc.

Ameriprise Financial Services, Inc., Member FINRA and SIPC.

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### Reconciliation Tables

<table>
<thead>
<tr>
<th>$ (in millions)</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total net revenues</td>
<td>$11,696</td>
<td>$12,170</td>
<td>$12,268</td>
</tr>
<tr>
<td>Less: Revenues attributable to the CIEs</td>
<td>128</td>
<td>446</td>
<td>651</td>
</tr>
<tr>
<td>Less: Net realized investment gains</td>
<td>6</td>
<td>4</td>
<td>37</td>
</tr>
<tr>
<td>Less: Market impact on indexed universal life benefits</td>
<td>24</td>
<td>7</td>
<td>(11)</td>
</tr>
<tr>
<td>Less: Market impact of hedges on investments</td>
<td>3</td>
<td>(21)</td>
<td>-</td>
</tr>
<tr>
<td>Operating total net revenues</td>
<td>$11,535</td>
<td>$11,734</td>
<td>$11,591</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating earnings before annual unlocking effect</td>
<td>1,427</td>
<td>1,716</td>
<td>1,662</td>
<td>$1,460</td>
<td>$1,241</td>
</tr>
<tr>
<td>Less: Annual unlocking effect, net of tax</td>
<td>(153)</td>
<td>27</td>
<td>(28)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating earnings after annual unlocking effect</td>
<td>$1,580</td>
<td>$1,689</td>
<td>$1,690</td>
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<td></td>
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</tbody>
</table>

### Notes:

1. Adjustments reflect the trailing twelve months’ sum of after-tax net realized investment gains/losses, net of deferred sales inducement costs (“DSIC”) and deferred acquisition costs (“DAC”) amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits, net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidating certain investment entities. After-tax is calculated using the statutory tax rate of 35%.

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

3. Adjustments reflect the trailing twelve months’ sum of after-tax net realized investment gains/losses, net of deferred sales inducement costs (“DSIC”) and deferred acquisition costs (“DAC”) amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits, net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidating certain investment entities. After-tax is calculated using the statutory tax rate of 35%.

4. Adjustments reflect the trailing twelve months’ sum of after-tax net realized investment gains/losses, net of deferred sales inducement costs (“DSIC”) and deferred acquisition costs (“DAC”) amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits, net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidating certain investment entities. After-tax is calculated using the statutory tax rate of 35%.

5. Adjustments reflect the trailing twelve months’ sum of after-tax net realized investment gains/losses, net of deferred sales inducement costs (“DSIC”) and deferred acquisition costs (“DAC”) amortization, unearned revenue amortization and the reinsurance accrual; the market impact on variable annuity guaranteed benefits, net of hedges and the related DSIC and DAC amortization; the market impact on indexed universal life benefits, net of hedges and the related DAC amortization, unearned revenue amortization, and the reinsurance accrual; the market impact of hedges to offset interest rate changes on unrealized gains or losses for certain investments; integration/restructuring charges; and the impact of consolidating certain investment entities. After-tax is calculated using the statutory tax rate of 35%.

### Operating return on equity excluding accumulated other comprehensive income (loss), net of tax

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>20.4%</td>
<td>21.5%</td>
<td>21.6%</td>
<td>17.3%</td>
<td>12.8%</td>
</tr>
</tbody>
</table>

### Ameriprise Financial shareholders’ equity

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,314</td>
<td>$1,562</td>
<td>$1,619</td>
<td>$1,334</td>
<td>$1,025</td>
</tr>
</tbody>
</table>

### Adjustments

<table>
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<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>$1,427</td>
<td>1,716</td>
<td>1,662</td>
<td>$1,460</td>
<td>$1,241</td>
</tr>
</tbody>
</table>

### Per Diluted Share

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$7.81</td>
<td>$8.48</td>
<td>$8.30</td>
<td>$6.44</td>
<td>$4.60</td>
</tr>
</tbody>
</table>

### Integration/restructuring charges

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>22.2%</td>
<td>24.3%</td>
<td>23.1%</td>
<td>19.7%</td>
<td>16.2%</td>
</tr>
</tbody>
</table>

### Ameriprise Financial shareholders’ equity

<table>
<thead>
<tr>
<th></th>
<th></th>
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<tbody>
<tr>
<td>$6,877</td>
<td>$7,882</td>
<td>$8,244</td>
<td>$8,556</td>
<td>$9,047</td>
</tr>
</tbody>
</table>

### Definitions

- **AOCI** refers to accumulated other comprehensive income (loss), net of tax.
- **DSIC** refers to deferred sales inducement costs.
- **DAC** refers to deferred acquisition costs.
- **Net income attributable to Ameriprise Financial** is calculated using the statutory tax rate of 35%.

### Calculation Notes

1. Calculated using the statutory tax rate of 35%.
2. Calculated using the statutory tax rate of 35%.