

AMERIPRISE FINANCIAL INC  
Form 10-Q  
August 09, 2011  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

**FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Quarterly Period Ended June 30, 2011**

**OR**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Transition Period from** \_\_\_\_\_ **to** \_\_\_\_\_

**Commission File No. 1-32525**

**AMERIPRISE FINANCIAL, INC.**

(Exact name of registrant as specified in its charter)

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

**Delaware**

(State or other jurisdiction of incorporation or organization)

**13-3180631**

(I.R.S. Employer Identification No.)

**1099 Ameriprise Financial Center, Minneapolis, Minnesota**  
(Address of principal executive offices)

**55474**  
(Zip Code)

Registrant's telephone number, including area code: **(612) 671-3131**

Former name, former address and former fiscal year, if changed since last report: **Not Applicable**

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large Accelerated Filer

Accelerated Filer

Non-Accelerated Filer   
(Do not check if a smaller reporting company)

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

**Class**  
Common Stock (par value \$.01 per share)

**Outstanding at July 22, 2011**  
236,078,732 shares

Table of Contents

AMERIPRISE FINANCIAL, INC.

FORM 10-Q

INDEX

Part I. Financial Information:

<u>Item 1.</u>	<u>Financial Statements</u>	
	<u>Consolidated Statements of Operations – Three months and six months ended June 30, 2011 and 2010</u>	3
	<u>Consolidated Balance Sheets – June 30, 2011 and December 31, 2010</u>	4
	<u>Consolidated Statements of Cash Flows – Six months ended June 30, 2011 and 2010</u>	5
	<u>Consolidated Statements of Equity – Six months ended June 30, 2011 and 2010</u>	7
	<u>Notes to Consolidated Financial Statements</u>	8
<u>Item 2.</u>	<u>Management’s Discussion and Analysis of Financial Condition and Results of Operations</u>	45
<u>Item 3.</u>	<u>Quantitative and Qualitative Disclosures About Market Risk</u>	88
<u>Item 4.</u>	<u>Controls and Procedures</u>	88

Part II. Other Information:

<u>Item 1.</u>	<u>Legal Proceedings</u>	89
<u>Item 1A.</u>	<u>Risk Factors</u>	89
<u>Item 2.</u>	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	89
<u>Item 6.</u>	<u>Exhibits</u>	89
<u>Signatures</u>		90
<u>Exhibit Index</u>		E-1

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## PART I. FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

(in millions, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
<b>Revenues</b>				
Management and financial advice fees	\$ 1,172	\$ 910	\$ 2,309	\$ 1,642
Distribution fees	416	387	813	713
Net investment income	498	655	1,013	1,244
Premiums	312	299	604	581
Other revenues	236	231	440	481
Total revenues	2,634	2,482	5,179	4,661
Banking and deposit interest expense	11	20	24	41
Total net revenues	2,623	2,462	5,155	4,620
<b>Expenses</b>				
Distribution expenses	643	528	1,262	964
Interest credited to fixed accounts	212	231	419	459
Benefits, claims, losses and settlement expenses	406	297	788	649
Amortization of deferred acquisition costs	138	171	254	289
Interest and debt expense	75	74	150	138
General and administrative expense	750	699	1,496	1,301
Total expenses	2,224	2,000	4,369	3,800
Income from continuing operations before income tax provision	399	462	786	820
Income tax provision	114	66	207	130
Income from continuing operations	285	396	579	690
Income (loss) from discontinued operations, net of tax	(4)	2	(75)	4
Net income	281	398	504	694
Less: Net income (loss) attributable to noncontrolling interests	(28)	139	(46)	221
Net income attributable to Ameriprise Financial	\$ 309	\$ 259	\$ 550	\$ 473
<b>Earnings per share attributable to Ameriprise Financial, Inc. common shareholders</b>				
<b>Basic</b>				
Income from continuing operations	\$ 1.28	\$ 0.98	\$ 2.51	\$ 1.80
Income (loss) from discontinued operations	(0.02)	0.01	(0.30)	0.01
Net income	\$ 1.26	\$ 0.99	\$ 2.21	\$ 1.81

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

**Diluted**

Income from continuing operations	\$	1.25	\$	0.97	\$	2.46	\$	1.77
Income (loss) from discontinued operations		(0.02)		0.01		(0.30)		0.01
Net income	\$	1.23	\$	0.98	\$	2.16	\$	1.78

**Weighted average common shares outstanding**

Basic		245.5		261.1		248.5		260.9
Diluted		251.0		265.3		254.3		265.1

<b>Cash dividends paid per common share</b>	\$	0.23	\$	0.18	\$	0.41	\$	0.35
---	----	------	----	------	----	------	----	------

Supplemental Disclosures:

Net investment income:

Net investment income before impairment losses on securities	\$	514	\$	656	\$	1,031	\$	1,275
Total other-than-temporary impairment losses on securities		(43)				(43)		(32)
Portion of loss recognized in other comprehensive income		27		(1)		25		1
Net impairment losses recognized in net investment income		(16)		(1)		(18)		(31)
Net investment income	\$	498	\$	655	\$	1,013	\$	1,244

*See Notes to Consolidated Financial Statements.*

Table of Contents**AMERIPRISE FINANCIAL, INC.****CONSOLIDATED BALANCE SHEETS**

(in millions, except share amounts)

	<b>June 30, 2011</b> <b>(unaudited)</b>	<b>December 31, 2010</b>
<b>Assets</b>		
Cash and cash equivalents	\$ 2,528	\$ 2,838
Investments	37,947	37,053
Separate account assets	70,763	68,330
Receivables	5,239	4,849
Deferred acquisition costs	4,582	4,619
Restricted and segregated cash	1,478	1,516
Other assets	5,341	4,965
Assets held for sale	162	173
Total assets before consolidated investment entities	128,040	124,343
Consolidated Investment Entities:		
Cash	479	472
Investments, at fair value	5,416	5,444
Receivables (includes \$62 and \$33, respectively, at fair value)	96	60
Other assets, at fair value	1,107	895
Total assets of consolidated investment entities	7,098	6,871
Total assets	\$ 135,138	\$ 131,214
<b>Liabilities and Equity Liabilities:</b>		
Future policy benefits and claims	\$ 30,002	\$ 30,208
Separate account liabilities	70,763	68,330
Customer deposits	9,430	8,779
Short-term borrowings	505	397
Long-term debt	2,332	2,317
Accounts payable and accrued expenses	1,045	1,112
Other liabilities	3,724	2,983
Liabilities held for sale	190	79
Total liabilities before consolidated investment entities	117,991	114,205
Consolidated Investment Entities:		
Debt (includes \$5,234 and \$5,171, respectively, at fair value)	5,702	5,535
Accounts payable and accrued expenses	27	22
Other liabilities (includes \$177 and \$154, respectively, at fair value)	190	167
Total liabilities of consolidated investment entities	5,919	5,724
Total liabilities	123,910	119,929
<b>Equity:</b>		
Ameriprise Financial, Inc.:		
Common shares (\$.01 par value; shares authorized, 1,250,000,000; shares issued, 303,034,371 and 301,366,044, respectively)	3	3
Additional paid-in capital	6,108	6,029
Retained earnings	6,629	6,190

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Appropriated retained earnings of consolidated investment entities	494	558
Treasury shares, at cost (65,974,154 and 54,668,152 shares, respectively)	(3,319)	(2,620)
Accumulated other comprehensive income, net of tax	633	565
Total Ameriprise Financial, Inc. shareholders' equity	10,548	10,725
Noncontrolling interests	680	560
Total equity	11,228	11,285
Total liabilities and equity	\$ 135,138	\$ 131,214

*See Notes to Consolidated Financial Statements.*

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

(in millions)

	Six Months Ended June 30,	
	2011	2010
<b>Cash Flows from Operating Activities</b>		
Net income	\$ 504	\$ 694
Adjustments to reconcile net income to net cash provided by operating activities:		
Capitalization of deferred acquisition and sales inducement costs	(254)	(259)
Amortization of deferred acquisition and sales inducement costs	284	324
Depreciation, amortization and accretion, net	67	48
Deferred income tax expense	45	426
Share-based compensation	80	70
Net realized investment gains	(21)	(39)
Other-than-temporary impairments and provision for loan losses	24	35
Net loss (income) attributable to noncontrolling interests	46	(221)
Changes in operating assets and liabilities before consolidated investment entities:		
Restricted and segregated cash	(13)	22
Trading securities and equity method investments, net	(61)	7
Future policy benefits and claims, net	17	54
Receivables	(157)	(319)
Brokerage deposits	48	(39)
Accounts payable and accrued expenses	(75)	83
Derivatives collateral, net	61	533
Other, net	225	(200)
Changes in operating assets and liabilities of consolidated investment entities, net	(162)	179
Net cash provided by operating activities	658	1,398
<b>Cash Flows from Investing Activities</b>		
Available-for-Sale securities:		
Proceeds from sales	644	1,192
Maturities, sinking fund payments and calls	3,025	3,204
Purchases	(4,111)	(3,474)
Proceeds from sales, maturities and repayments of commercial mortgage loans	112	107
Funding of commercial mortgage loans	(62)	(82)
Proceeds from sales of other investments	88	92
Purchase of other investments	(151)	(23)
Purchase of investments by consolidated investment entities	(1,785)	(1,010)
Proceeds from sales, maturities and repayments of investments by consolidated investment entities	1,949	933
Return of capital in investments of consolidated investment entities	6	2
Purchase of land, buildings, equipment and software	(89)	(54)
Change in policy and certificate loans, net	(4)	(6)
Acquisitions		(866)
Change in consumer banking loans and credit card receivables, net	(216)	(196)
Other, net	(2)	(8)
Net cash used in investing activities	(596)	(189)



*See Notes to Consolidated Financial Statements.*

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) (continued)

(in millions)

	Six Months Ended June 30,	
	2011	2010
<b>Cash Flows from Financing Activities</b>		
Investment certificates and banking time deposits:		
Proceeds from additions	\$ 487	\$ 554
Maturities, withdrawals and cash surrenders	(750)	(1,120)
Change in other banking deposits	864	463
Policyholder and contractholder account values:		
Consideration received	626	833
Net transfers to separate accounts	(59)	(1,277)
Surrenders and other benefits	(712)	(692)
Deferred premium options, net	(125)	(77)
Issuance of debt, net of issuance costs		744
Repayments of debt	(6)	
Change in short-term borrowings, net	108	484
Dividends paid to shareholders	(103)	(91)
Repurchase of common shares	(795)	(206)
Exercise of stock options	49	45
Excess tax benefits from share-based compensation	37	5
Borrowings by consolidated investment entities	121	58
Repayments of debt by consolidated investment entities	(180)	(177)
Noncontrolling interests investments in subsidiaries	101	29
Distributions to noncontrolling interests	(36)	(40)
Other, net	(1)	(2)
Net cash used in financing activities	(374)	(467)
Effect of exchange rate changes on cash	4	(12)
Net increase (decrease) in cash and cash equivalents (1)	(308)	730
Cash and cash equivalents at beginning of period (1)	2,861	3,097
Cash and cash equivalents at end of period (1)	\$ 2,553	\$ 3,827
Supplemental Disclosures:		
Interest paid on debt before consolidated investment entities	\$ 70	\$ 61
Income taxes paid, net	223	53
Non-cash investing activity:		
Affordable housing partnership commitments not yet remitted	111	17

(1) Cash and cash equivalents includes cash held for sale. See Note 17 for additional information.

See Notes to Consolidated Financial Statements.



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## CONSOLIDATED STATEMENTS OF EQUITY (UNAUDITED)

(in millions, except share data)

	Ameriprise Financial, Inc.									
	Number of	Common	Additional	Retained	Appropriated	Treasury	Accumulated	Non-		
	Outstanding	Shares	Paid-In	Earnings	Retained	Shares	Other	Controlling		Total
	Shares		Capital		Investment		Income	Interests		
		Shares			Entities					
<b>Balances at January 1, 2010</b>	255,095,491	\$ 3	\$ 5,748	\$ 5,276	\$	\$ (2,023)	\$ 265	\$ 603	\$	\$ 9,872
Change in accounting principle					473					473
Comprehensive income:										
Net income				473				221		694
Net income reclassified to appropriated retained earnings					147			(147)		
Other comprehensive income, net of tax:										
Change in net unrealized securities gains							379			379
Change in noncredit related impairments on securities and net unrealized securities losses on previously impaired securities								2		2
Change in net unrealized derivatives gains								(2)		(2)
Foreign currency translation adjustment								(37)	(45)	(82)
Total comprehensive income										991
Dividends paid to shareholders				(91)						(91)
Noncontrolling interests investments in subsidiaries									29	29
Distributions to noncontrolling interests									(40)	(40)
Repurchase of common shares	(6,270,836)					(236)				(236)
Share-based compensation plans	3,213,595		121							121
<b>Balances at June 30, 2010</b>	252,038,250	\$ 3	\$ 5,869	\$ 5,658	\$ 620	\$ (2,259)	\$ 607	\$ 621	\$	\$ 11,119
<b>Balances at January 1, 2011</b>	246,697,892	\$ 3	\$ 6,029	\$ 6,190	\$ 558	\$ (2,620)	\$ 565	\$ 560	\$	\$ 11,285
Comprehensive income:										
Net income (loss)				550				(46)		504
Net loss reclassified to appropriated retained earnings					(64)			64		
Other comprehensive income, net of tax:										
Change in net unrealized securities gains							73			73
							4			4

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Change in noncredit related impairments on securities and net unrealized securities losses on previously impaired securities																	
Change in net unrealized derivatives gains													(22)	(22)			
Foreign currency translation adjustment													13	14	27		
Total comprehensive income															586		
Dividends paid to shareholders															(103)		
Noncontrolling interests investments in subsidiaries															101	101	
Distributions to noncontrolling interests															(36)	(36)	
Repurchase of common shares	(12,972,436)														(780)	(780)	
Share-based compensation plans	3,334,761			79	(8)										81	23	175
<b>Balances at June 30, 2011</b>	<b>237,060,217</b>	<b>\$</b>	<b>3</b>	<b>\$</b>	<b>6,108</b>	<b>\$</b>	<b>6,629</b>	<b>\$</b>	<b>494</b>	<b>\$</b>	<b>(3,319)</b>	<b>\$</b>	<b>633</b>	<b>\$</b>	<b>680</b>	<b>\$</b>	<b>11,228</b>

See Notes to Consolidated Financial Statements.

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

**1. Basis of Presentation**

Ameriprise Financial, Inc. is a holding company, which primarily conducts business through its subsidiaries to provide financial planning, products and services that are designed to be utilized as solutions for clients' cash and liquidity, asset accumulation, income, protection and estate and wealth transfer needs. The foreign operations of Ameriprise Financial, Inc. are conducted primarily through its subsidiary, Threadneedle Asset Management Holdings Sàrl ( "Threadneedle" ).

The accompanying Consolidated Financial Statements include the accounts of Ameriprise Financial, Inc., companies in which it directly or indirectly has a controlling financial interest and variable interest entities ( "VIEs" ) in which it is the primary beneficiary (collectively, the "Company" ). The income or loss generated by consolidated entities which will not be realized by the Company's shareholders is attributed to noncontrolling interests in the Consolidated Statements of Operations. Noncontrolling interests are the ownership interests in subsidiaries not attributable, directly or indirectly, to Ameriprise Financial, Inc. and are classified as equity within the Consolidated Balance Sheets. The Company excluding noncontrolling interests is defined as Ameriprise Financial. All material intercompany transactions and balances have been eliminated in consolidation. See Note 3 for additional information related to VIEs.

During the first quarter of 2011, management decided to identify an appropriate buyer for Securities America Financial Corporation and its subsidiaries (collectively, "Securities America" ). Management believes a sale would allow Securities America to focus on growth opportunities in the independent channel and would allow the Company to devote resources to the Ameriprise branded advisor business. During the second quarter of 2011, the results of Securities America have been presented as discontinued operations for all periods presented and the related assets and liabilities have been classified as held for sale. See Note 17 for additional information on discontinued operations.

The interim financial information in this report has not been audited. In the opinion of management, all adjustments necessary for a fair presentation of the consolidated results of operations and financial position for the interim periods have been made. Except for the adjustment described below, all adjustments made were of a normal recurring nature.

In the second quarter of 2010, the Company made an adjustment for revisions to certain calculations in its valuation of deferred acquisition costs ( "DAC" ) and deferred sales inducement costs ( "DSIC" ) which resulted in a \$33 million pretax benefit (\$21 million after-tax).

The accompanying Consolidated Financial Statements are prepared in accordance with U.S. generally accepted accounting principles ( "U.S. GAAP" ). Certain reclassifications of prior period amounts have been made to conform to the current presentation. Results of operations reported for interim periods are not necessarily indicative of results for the entire year. These Consolidated Financial Statements and Notes should be read in conjunction with the Consolidated Financial Statements and Notes in the Company's Annual Report on Form 10-K for the year ended December 31, 2010, filed with the Securities and Exchange Commission ( "SEC" ) on February 28, 2011.

The Company evaluated events or transactions that may have occurred after the balance sheet date for potential recognition or disclosure through the date the financial statements were issued.

## 2. Recent Accounting Pronouncements

### Adoption of New Accounting Standards

#### *Fair Value*

In January 2010, the Financial Accounting Standards Board ( FASB ) updated the accounting standards related to disclosures on fair value measurements. The standard expands the current disclosure requirements to include additional detail about significant transfers between Levels 1 and 2 within the fair value hierarchy and presents activity in the rollforward of Level 3 activity on a gross basis. The standard also clarifies existing disclosure requirements related to the level of disaggregation to be used for assets and liabilities as well as disclosures on the inputs and valuation techniques used to measure fair value. The standard is effective for interim and annual reporting periods beginning after December 15, 2009, except for the disclosure requirements related to the Level 3 rollforward, which are effective for interim and annual periods beginning after December 15, 2010. The Company adopted the standard in the first quarter of 2010, except for the additional disclosures related to the Level 3 rollforward, which the Company adopted in the first quarter of 2011. The adoption did not have any effect on the Company's consolidated results of operations and financial condition. See Note 3 and Note 11 for the required disclosures.

#### *Consolidation of Variable Interest Entities*

In June 2009, the FASB updated the accounting standards related to the consolidation of VIEs. The standard amends the guidance on the determination of the primary beneficiary of a VIE from a quantitative model to a qualitative model and requires

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

additional disclosures about an enterprise's involvement in VIEs. Under the new qualitative model, the primary beneficiary must have both the power to direct the activities of the VIE and the obligation to absorb losses or the right to receive gains that could be potentially significant to the VIE. In February 2010, the FASB amended this guidance to defer application of the consolidation requirements for certain investment funds. The standards are effective for interim and annual reporting periods beginning after November 15, 2009. The Company adopted the standards effective January 1, 2010 and as a result consolidated certain collateralized debt obligations (CDOs). At adoption, the Company recorded a \$5.5 billion increase to assets and a \$5.1 billion increase to liabilities. The difference between the fair value of the assets and liabilities of the CDOs was recorded as a cumulative effect increase of \$473 million to appropriated retained earnings of consolidated investment entities. Such amounts are recorded as appropriated retained earnings as the CDO note holders, not Ameriprise Financial, ultimately will receive the benefits or absorb the losses associated with the assets and liabilities of the CDOs. Subsequent to the adoption, the net change in fair value of the assets and liabilities of the CDOs will be recorded as net income attributable to noncontrolling interests and as an adjustment to appropriated retained earnings of consolidated investment entities. See Note 3 for additional information related to the application of the amended VIE consolidation model and the required disclosures.

**Future Adoption of New Accounting Standards**

*Comprehensive Income*

In June 2011, the FASB updated the accounting standards related to the presentation of comprehensive income. The standard requires entities to present all nonowner changes in stockholders' equity either in a single continuous statement of comprehensive income or in two separate but consecutive statements. For both options, an entity is required to present reclassification adjustments for items that are reclassified from other comprehensive income to net income in the statement(s) where the components of net income and the components of other comprehensive income are presented. The amendments do not affect how earnings per share is calculated or presented. The standard is effective for interim and annual periods beginning after December 15, 2011. The standard is to be applied retrospectively. The adoption of the standard will not impact the Company's consolidated results of operations and financial condition.

*Fair Value*

In May 2011, the FASB updated the accounting standards related to fair value measurement and disclosure requirements. The standard requires entities, for assets and liabilities measured at fair value in the statement of financial position which are Level 3 fair value measurements, to disclose quantitative information about unobservable inputs and assumptions used in the measurements, a description of the valuation processes in place, and a qualitative discussion about the sensitivity of the measurements to changes in unobservable inputs and interrelationships between those inputs if a change in those inputs would result in a significantly different fair value measurement. In addition, the standard requires disclosure of fair value by level within the fair value hierarchy for each class of assets and liabilities not measured at fair value in the statement of financial position but for which the fair value is disclosed. The standard is effective for interim and annual periods beginning on or after December 15, 2011. The adoption of the standard is not expected to have a material impact on the Company's consolidated results of operations and financial condition.



*Transfers and Servicing: Reconsideration of Effective Control for Repurchase Agreements*

In April 2011, the FASB updated the accounting standards related to accounting for repurchase agreements and other similar agreements. The standard modifies the criteria for determining when these transactions would be accounted for as secured borrowings as opposed to sales. The standard is effective prospectively for new transfers and existing transactions that are modified in the first interim or annual period beginning on or after December 31, 2011. The adoption of the standard is not expected to have a material impact on the Company's consolidated results of operations and financial condition.

*Receivables*

In April 2011, the FASB updated the accounting standards for troubled debt restructurings. The new standard includes indicators that a lender should consider in determining whether a borrower is experiencing financial difficulties and provides clarification for determining whether the lender has granted a concession to the borrower. The standard sets the effective dates for troubled debt restructuring disclosures required by recent guidance on credit quality disclosures. The standard is effective for interim and annual periods beginning on or after June 15, 2011, and is to be applied retrospectively to modifications occurring on or after the beginning of the annual period of adoption. For purposes of measuring impairments of receivables that are considered impaired as a result of applying the new guidance, the standard should be applied prospectively for the interim or annual period beginning on or after June 15, 2011. The adoption of the standard is not expected to have a material impact on the Company's consolidated results of operations and financial condition.

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

*Accounting for Costs Associated with Acquiring or Renewing Insurance Contracts*

In October 2010, the FASB updated the accounting standards for DAC. Under this new standard, only the following costs incurred in the acquisition of new and renewal insurance contracts would be capitalizable as DAC: (i) incremental direct costs of a successful contract acquisition, (ii) portions of employees' salaries and benefits directly related to time spent performing specified acquisition activities (that is, underwriting, policy issuance and processing, medical and inspection, and sales force contract selling) for a contract that has actually been acquired, (iii) other costs related to the specified acquisition activities that would not have been incurred had the acquisition contract not occurred, and (iv) advertising costs that meet the capitalization criteria in other U.S. GAAP guidance for certain direct-response marketing. All other costs are to be expensed as incurred. The standard is effective for interim and annual periods beginning after December 15, 2011, with earlier adoption permitted if it is at the beginning of an entity's annual reporting period. The standard is to be applied prospectively; however, retrospective application to all prior periods presented is permitted but not required. The Company will adopt the standard on January 1, 2012. The Company is currently evaluating the impact of the standard on its consolidated results of operations and financial condition.

**3. Consolidated Investment Entities**

The Company provides asset management services to various CDOs and other investment products (collectively, "investment entities"), which are sponsored by the Company for the investment of client assets in the normal course of business. Certain of these investment entities are considered to be VIEs while others are considered to be voting rights entities ("VREs"). The Company consolidates certain of these investment entities.

The CDOs managed by the Company are considered VIEs. These CDOs are asset backed financing entities collateralized by a pool of assets, primarily syndicated loans and, to a lesser extent, high-yield bonds. Multiple tranches of debt securities are issued by a CDO, offering investors various maturity and credit risk characteristics. The debt securities issued by the CDOs are non-recourse to the Company. The CDOs' debt holders have recourse only to the assets of the CDO. The assets of the CDOs cannot be used by the Company. Scheduled debt payments are based on the performance of the CDOs' collateral pool. The Company generally earns management fees from the CDOs based on the par value of outstanding debt and, in certain instances, may also receive performance-based fees. In the normal course of business, the Company has invested in certain CDOs, generally an insignificant portion of the unrated, junior subordinated debt.

For certain of the CDOs, the Company has determined that consolidation is required as it has power over the CDOs and holds a variable interest in the CDOs for which the Company has the potential to receive significant benefits or the potential obligation to absorb significant losses. For other CDOs managed by the Company, the Company has determined that consolidation is not required as the Company does not hold a variable interest in the CDOs.

The Company provides investment advice and related services to private, pooled investment vehicles organized as limited partnerships, limited liability companies or foreign (non-U.S.) entities. Certain of these pooled investment vehicles are considered VIEs while others are VREs. For

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

investment management services, the Company generally earns management fees based on the market value of assets under management, and in certain instances may also receive performance-based fees. The Company provides seed money occasionally to certain of these funds. For certain of the pooled investment vehicles, the Company has determined that consolidation is required as the Company stands to absorb a majority of the entity's expected losses or receive a majority of the entity's expected residual returns. For other VIE pooled investment vehicles, the Company has determined that consolidation is not required because the Company is not expected to absorb the majority of the expected losses or receive the majority of the expected residual returns. For the pooled investment vehicles which are VREs, the Company consolidates the structure when it has a controlling financial interest.

The Company also provides investment advisory, distribution and other services to the Columbia and Threadneedle mutual fund families. The Company has determined that consolidation is not required for these mutual funds.

In addition, the Company may invest in structured investments including VIEs for which it is not the sponsor. These structured investments typically invest in fixed income instruments and are managed by third parties and include asset backed securities, commercial mortgage backed securities, and residential mortgage backed securities. The Company includes these investments in Available-for-Sale securities. The Company has determined that it is not the primary beneficiary of these structures due to its relative size, position in the capital structure of these entities, and the Company's lack of power over the structures. The Company's maximum exposure to loss as a result of its investment in structured investments that it does not consolidate is limited to its carrying value. The Company has no obligation to provide further financial or other support to these structured investments nor has the Company provided any support to these structured investments. See Note 4 for additional information about these structured investments.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

The following tables reflect the impact of consolidated investment entities on the Consolidated Balance Sheets and the Consolidated Statements of Operations:

	June 30, 2011			
	Before Consolidation	Consolidated Investment Entities	Eliminations	Total
	(in millions)			
Total assets	\$ 128,099	\$ 7,098	\$ (59)	\$ 135,138
Total liabilities	\$ 117,991	\$ 5,919	\$	\$ 123,910
Total Ameriprise Financial, Inc. shareholders' equity	10,084	523	(59)	10,548
Noncontrolling interests equity	24	656		680
Total liabilities and equity	\$ 128,099	\$ 7,098	\$ (59)	\$ 135,138

	December 31, 2010			
	Before Consolidation	Consolidated Investment Entities	Eliminations	Total
	(in millions)			
Total assets	\$ 124,401	\$ 6,871	\$ (58)	\$ 131,214
Total liabilities	\$ 114,205	\$ 5,724	\$	\$ 119,929
Total Ameriprise Financial, Inc. shareholders' equity	10,196	587	(58)	10,725
Noncontrolling interests equity		560		560
Total liabilities and equity	\$ 124,401	\$ 6,871	\$ (58)	\$ 131,214

	Three Months Ended June 30, 2011			
	Before Consolidation	Consolidated Investment Entities	Eliminations	Total
	(in millions)			
Total net revenues	\$ 2,598	\$ 35	\$ (10)	\$ 2,623
Total expenses	2,171	63	(10)	2,224
Income (loss) from continuing operations before income tax provision	427	(28)		399
Income tax provision	114			114
Income (loss) from continuing operations	313	(28)		285
Loss from discontinued operations, net of tax	(4)			(4)
Net income (loss)	309	(28)		281
Net loss attributable to noncontrolling interests		(28)		(28)
Net income attributable to Ameriprise Financial	\$ 309	\$	\$	\$ 309



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

	Six Months Ended June 30, 2011			
	Before Consolidation	Consolidated Investment Entities	Eliminations	Total
	(in millions)			
Total net revenues	\$ 5,093	\$ 82	\$ (20)	\$ 5,155
Total expenses	4,261	128	(20)	4,369
Income (loss) from continuing operations before income tax provision	832	(46)		786
Income tax provision	207			207
Income (loss) from continuing operations	625	(46)		579
Loss from discontinued operations, net of tax	(75)			(75)
Net income (loss)	550	(46)		504
Net loss attributable to noncontrolling interests		(46)		(46)
Net income attributable to Ameriprise Financial	\$ 550	\$	\$	\$ 550

	Three Months Ended June 30, 2010			
	Before Consolidation	Consolidated Investment Entities	Eliminations	Total
	(in millions)			
Total net revenues	\$ 2,271	\$ 201	\$ (10)	\$ 2,462
Total expenses	1,948	62	(10)	2,000
Income from continuing operations before income tax provision	323	139		462
Income tax provision	66			66
Income from continuing operations	257	139		396
Income from discontinued operations, net of tax	2			2
Net income	259	139		398
Net income attributable to noncontrolling interests		139		139
Net income attributable to Ameriprise Financial	\$ 259	\$	\$	\$ 259

	Six Months Ended June 30, 2010			
	Before Consolidation	Consolidated Investment Entities	Eliminations	Total
	(in millions)			
Total net revenues	\$ 4,302	\$ 337	\$ (19)	\$ 4,620
Total expenses	3,703	116	(19)	3,800
Income from continuing operations before income tax provision	599	221		820
Income tax provision	130			130
Income from continuing operations	469	221		690
Income from discontinued operations, net of tax	4			4
Net income	473	221		694

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net income attributable to noncontrolling interests			221		221
Net income attributable to Ameriprise Financial	\$	473	\$	\$	473

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

The following tables present the balances of assets and liabilities held by consolidated investment entities measured at fair value on a recurring basis:

	June 30, 2011				
	Level 1	Level 2	Level 3	Total	
	(in millions)				
<b>Assets</b>					
<b>Investments</b>					
Corporate debt securities	\$	\$ 347	\$ 6	\$	\$ 353
Common stocks	38	88	23		149
Other structured investments		60	3		63
Syndicated loans		4,605	246		4,851
Total investments	38	5,100	278		5,416
Receivables		62			62
Other assets		10	1,097		1,107
Total assets at fair value	\$ 38	\$ 5,172	\$ 1,375	\$	\$ 6,585
<b>Liabilities</b>					
Debt	\$		\$ 5,234	\$	\$ 5,234
Other liabilities		177			177
Total liabilities at fair value	\$	\$ 177	\$ 5,234	\$	\$ 5,411

	December 31, 2010				
	Level 1	Level 2	Level 3	Total	
	(in millions)				
<b>Assets</b>					
<b>Investments</b>					
Corporate debt securities	\$	\$ 418	\$ 6	\$	\$ 424
Common stocks	26	53	11		90
Other structured investments		39	22		61
Syndicated loans		4,867			4,867
Trading securities		2			2
Total investments	26	5,379	39		5,444
Receivables		33			33
Other assets		8	887		895
Total assets at fair value	\$ 26	\$ 5,420	\$ 926	\$	\$ 6,372
<b>Liabilities</b>					
Debt	\$		\$ 5,171	\$	\$ 5,171
Other liabilities		154			154
Total liabilities at fair value	\$	\$ 154	\$ 5,171	\$	\$ 5,325



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

The following tables provide a summary of changes in Level 3 assets and liabilities held by consolidated investment entities measured at fair value on a recurring basis:

	Corporate Debt Securities	Common Stocks	Other Structured Investments (in millions)	Syndicated Loans	Other Assets	Debt
Balance, April 1, 2011	\$ 6	\$ 26	\$	\$ 216	\$ 920	\$ (5,333)
Total gains (losses) included in:						
Net income		(1)(1)				(31)(1)
Other comprehensive income					1	
Purchases			3	68	184	
Sales				(4)		
Issues						(17)
Settlements				(54)		147
Transfers into (out of) of Level 3		(2)(2)		20(3)	(8)(4)	
Balance, June 30, 2011	\$ 6	\$ 23	\$ 3	\$ 246	\$ 1,097	\$ (5,234)
Changes in unrealized gains (losses) included in income relating to assets held at June 30, 2011	\$	\$ (1)(1)	\$	\$ 1(1)	\$	\$ (27)(1)

(1) Included in net investment income in the Consolidated Statements of Operations.

(2) Represents securities with a fair value of \$5 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and securities with a fair value of \$3 million that were transferred to Level 3 as the fair value of the securities is now based on a single broker quote.

(3) Represents securities with a fair value of \$47 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and securities with a fair value of \$67 million that were transferred to Level 3 as the fair value of the securities is now based on a single broker quote.

(4) Represents securities that were transferred to Level 2 as the fair value of these securities is now obtained from a nationally-recognized pricing service with observable inputs.

	Corporate Debt Securities	Common Stocks	Other Structured Investments (in millions)	Other Assets	Debt
Balance, April 1, 2010	\$ 15	\$	\$ 6	\$ 870	\$ (5,144)
Cumulative effect of accounting change					
Total gains (losses) included in:					

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net income	(1)(1)	1	(1)(1)	35(2)	77(1)
Other comprehensive income				(14)	
Purchases, sales, issues and settlements, net	(8)	3	5	(209)	19
Balance, June 30, 2010	\$ 6	\$ 4	\$ 10	\$ 682	\$ (5,048)
<b>Changes in unrealized gains (losses)</b>					
included in income relating to assets held at					
June 30, 2010	\$	\$ 1(1)	\$	\$ 5(3)	\$ 77(1)

- 
- (1) Included in net investment income in the Consolidated Statements of Operations.
- (2) Represents a \$36 million gain included in other revenues and a \$1 million loss included in net investment income in the Consolidated Statements of Operations.
- (3) Represents a \$6 million gain included in other revenues and a \$1 million loss included in net investment income in the Consolidated Statements of Operations.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

	Corporate Debt Securities	Common Stocks	Other Structured Investments (in millions)	Syndicated Loans	Other Assets	Debt
Balance, January 1, 2011	\$ 6	\$ 11	\$ 22	\$	\$ 887	\$ (5,171)
Total gains (losses) included in:						
Net income		5(1)	(1)(1)	4(1)	4(2)	(215)(1)
Other comprehensive income					25	
Purchases			3	93	196	
Sales	(1)			(6)	(15)	
Issues						(27)
Settlements				(56)	1	179
Transfers into (out of) of Level 3	1(3)	7(4)	(21)(5)	211(6)	(1)(7)	
Balance, June 30, 2011	\$ 6	\$ 23	\$ 3	\$ 246	\$ 1,097	\$ (5,234)
Changes in unrealized gains (losses) included in income relating to assets and liabilities held at June 30, 2011	\$	\$ 3(1)	\$ (1)(1)	\$ 3(1)	\$ (1)(1)	\$ (211)(1)

- (1) Included in net investment income in the Consolidated Statements of Operations.
- (2) Included in other revenues in the Consolidated Statements of Operations.
- (3) Represents securities that were transferred to Level 3 as the fair value of these securities is now based on a single broker quote.
- (4) Represents securities with a fair value of \$7 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and securities with a fair value of \$14 million that were transferred to Level 3 as the fair value of the securities is now based on a single broker quote.
- (5) Represents securities that were transferred to Level 2 as the fair value of these securities is now obtained from a nationally-recognized pricing service with observable inputs.
- (6) Represents securities with a fair value of \$47 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and securities with a fair value of \$258 million that were transferred to Level 3 as the fair value of the securities is now based on a single broker quote.
- (7) Represents securities with a fair value of \$8 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and securities with a fair value of \$7 million that were transferred to Level 3 as the fair value of the securities is now based on a single broker quote.

Corporate Debt Securities	Common Stocks	Other Structured Investments	Other Assets	Debt
---------------------------------	------------------	------------------------------------	-----------------	------

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Balance, January 1, 2010	\$		\$		\$	831	\$	
Cumulative effect of accounting change		15				5		(4,962)
Total gains (losses) included in:								
Net income		(1)(1)		1		1(1)		72(2) (106)(1)
Other comprehensive income								(64)
Purchases, sales, issues and settlements, net		(8)		3		4		(157) 20
Balance, June 30, 2010	\$	6	\$	4	\$	10	\$	682 (5,048)
Changes in unrealized gains (losses) included in income relating to assets and liabilities held at								
June 30, 2010	\$		\$	1(1)	\$	1(1)	\$	42(3) (106)(1)

(1) Included in net investment income in the Consolidated Statements of Operations.

(2) Represents a \$73 million gain included in other revenues and a \$1 million loss included in net investment income in the Consolidated Statements of Operations.

(3) Represents a \$43 million gain included in other revenues and a \$1 million loss included in net investment income in the Consolidated Statements of Operations.

The Company has elected the fair value option for the financial assets and liabilities of the consolidated CDOs. Management believes that the use of the fair value option better matches the changes in fair value of assets and liabilities related to the CDOs.

Table of Contents**AMERIPRISE FINANCIAL, INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

For receivables, certain other assets and other liabilities of the consolidated CDOs, the carrying value approximates fair value as the nature of these assets and liabilities has historically been short term and the receivables have been collectible. The fair value of these assets and liabilities is classified as Level 2. Other liabilities consist primarily of securities purchased but not yet settled held by consolidated CDOs. The fair value of syndicated loans obtained from nationally-recognized pricing services is classified as Level 2. The fair value of syndicated loans obtained from a single broker quote is classified as Level 3. Other assets consist primarily of properties held in consolidated pooled investment vehicles managed by Threadneedle. The fair value of these properties is determined using discounted cash flows and market comparables. Inputs into the valuation of these properties include: rental cash flows, current occupancy, historical vacancy rates, tenant history and assumptions regarding how quickly the property can be occupied and at what rental rates. Given the significance of the unobservable inputs to these measurements, these assets are classified as Level 3. The fair value of the CDO's debt is valued using a discounted cash flow methodology. Inputs used to determine the expected cash flows include assumptions about default and recovery rates of the CDO's underlying assets. Given the significance of the unobservable inputs to this fair value measurement, the CDO debt is classified as Level 3. See Note 11 for a description of the Company's determination of the fair value of investments.

The following table presents the fair value and unpaid principal balance of assets and liabilities carried at fair value under the fair value option:

	June 30, 2011	(in millions)		December 31, 2010
<b>Syndicated loans</b>				
Unpaid principal balance	\$	4,980	\$	5,107
Excess estimated unpaid principal over fair value		(129)		(240)
Fair value	\$	4,851	\$	4,867
Fair value of loans more than 90 days past due	\$	37	\$	71
Fair value of loans in non-accrual status		37		71
Difference between fair value and unpaid principal of loans more than 90 days past due, loans in non-accrual status or both		26		62
<b>Debt</b>				
Unpaid principal balance	\$	5,740	\$	5,893
Excess estimated unpaid principal over fair value		(506)		(722)
Fair value	\$	5,234	\$	5,171

Interest income from syndicated loans, bonds and structured investments is recorded based on contractual rates in net investment income. Gains and losses related to changes in the fair value of investments and gains and losses on sales of investments are recorded in net investment income. Interest expense on debt is recorded in interest and debt expense with gains and losses related to changes in the fair value of debt recorded in net investment income.

Total net gains and (losses) recognized in net investment income related to changes in the fair value of financial assets and liabilities for which the fair value option was elected were \$(33) million and \$100 million for the three months ended June 30, 2011 and 2010, respectively. Total net gains and (losses) recognized in net investment income related to changes in the fair value of financial assets and liabilities for which the fair value option was elected were \$(66) million and \$128 million for the six months ended June 30, 2011 and 2010, respectively. The majority of the syndicated loans and debt have floating rates; as such, changes in their fair values are primarily attributable to changes in credit spreads.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Debt of the consolidated investment entities and the stated interest rates were as follows:

	Carrying Value		Weighted Average Interest Rate	
	June 30, 2011	December 31, 2010	June 30, 2011	December 31, 2010
	(in millions)			
Debt of consolidated CDOs due 2012-2021	\$ 5,234	\$ 5,171	0.9%	1.0%
Floating rate revolving credit borrowings due 2014	419	329	5.4	5.6
Floating rate revolving credit borrowings due 2015	49	35	4.5	5.2
Total	\$ 5,702	\$ 5,535		

The debt of the consolidated CDOs has both fixed and floating interest rates, which range from 0% to 13.3%. The interest rates on the debt of consolidated investment entities are weighted average rates based on the outstanding principal and contractual

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

interest rates. The carrying value of the debt of the consolidated CDOs represents the fair value of the aggregate debt as of June 30, 2011 and December 31, 2010. The carrying value of the floating rate revolving credit borrowings represents the outstanding principal amount of debt of certain consolidated pooled investment vehicles managed by Threadneedle. The fair value of this debt was \$468 million and \$364 million as of June 30, 2011 and December 31, 2010, respectively.

**4. Investments**

The following is a summary of Ameriprise Financial investments:

	June 30, 2011	(in millions)	December 31, 2010
Available-for-Sale securities, at fair value	\$ 33,348		\$ 32,619
Commercial mortgage loans, net	2,524		2,577
Trading securities	644		565
Policy loans	736		733
Other investments	695		559
Total	\$ 37,947		\$ 37,053

Available-for-Sale securities distributed by type were as follows:

Description of Securities	Amortized Cost	Gross Unrealized Gains	June 30, 2011		Fair Value	Noncredit OTTI (1)
			Gross Unrealized Losses			
			(in millions)			
Corporate debt securities	\$ 15,366	\$ 1,298	\$ (30)		\$ 16,634	\$
Residential mortgage backed securities	7,647	350	(285)		7,712	(117)
Commercial mortgage backed securities	4,453	286	(4)		4,735	
Asset backed securities	2,020	76	(33)		2,063	(15)
State and municipal obligations	1,971	59	(73)		1,957	
U.S. government and agencies obligations	86	8			94	
Foreign government bonds and obligations	107	17			124	
Common and preferred stocks	6	4			10	
Other debt obligations	19				19	
Total	\$ 31,675	\$ 2,098	\$ (425)		\$ 33,348	\$ (132)

Description of Securities	December 31, 2010	
		Fair Value

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses (in millions)		Noncredit OTTI (1)
Corporate debt securities	\$ 15,433	\$ 1,231	\$ (58)	\$ 16,606	\$
Residential mortgage backed securities	7,213	368	(323)	7,258	(117)
Commercial mortgage backed securities	4,583	293	(8)	4,868	
Asset backed securities	1,982	78	(40)	2,020	(16)
State and municipal obligations	1,666	21	(105)	1,582	
U.S. government and agencies obligations	135	8		143	
Foreign government bonds and obligations	91	17		108	
Common and preferred stocks	6	4		10	
Other debt obligations	24			24	
Total	\$ 31,133	\$ 2,020	\$ (534)	\$ 32,619	\$ (133)

(1) Represents the amount of other-than-temporary impairment ( OTTI ) losses in accumulated other comprehensive income. Amount includes unrealized gains and losses on impaired securities subsequent to the initial impairment measurement date. These amounts are included in gross unrealized gains and losses as of the end of the period.

At both June 30, 2011 and December 31, 2010, fixed maturity securities comprised approximately 88% of Ameriprise Financial investments. Rating agency designations are based on the availability of ratings from Nationally Recognized Statistical Rating Organizations ( NRSROs ), including Moody s Investors Service ( Moody s ), Standard & Poor s Ratings Services ( S&P ) and Fitch Ratings Ltd. ( Fitch ). The Company uses the median of available ratings from Moody s, S&P



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

and Fitch, or, if fewer than three ratings are available, the lower rating is used. When ratings from Moody's, S&P and Fitch are unavailable, the Company may utilize ratings from other NRSROs or rate the securities internally. At both June 30, 2011 and December 31, 2010, the Company's internal analysts rated \$1.2 billion of securities, using criteria similar to those used by NRSROs. A summary of fixed maturity securities by rating was as follows:

Ratings	June 30, 2011			December 31, 2010		
	Amortized Cost	Fair Value	Percent of Total Fair Value	Amortized Cost	Fair Value	Percent of Total Fair Value
	(in millions, except percentages)					
AAA	\$ 12,202	\$ 12,854	39%	\$ 12,142	\$ 12,809	39%
AA	1,833	1,917	6	1,843	1,899	6
A	4,916	5,195	15	4,449	4,670	14
BBB	10,801	11,737	35	10,536	11,408	35
Below investment grade	1,917	1,635	5	2,157	1,823	6
Total fixed maturities	\$ 31,669	\$ 33,338	100%	\$ 31,127	\$ 32,609	100%

At June 30, 2011 and December 31, 2010, approximately 34% and 29%, respectively, of the securities rated AAA were GNMA, FNMA and FHLMC mortgage backed securities. No holdings of any other issuer were greater than 10% of total equity.

The following tables provide information about Available-for-Sale securities with gross unrealized losses and the length of time that individual securities have been in a continuous unrealized loss position:

Description of Securities	Less than 12 months			June 30, 2011 12 months or more			Number of Securities	Total Fair Value	Unrealized Losses
	Number of Securities	Fair Value	Unrealized Losses	Number of Securities	Fair Value	Unrealized Losses			
	(in millions, except number of securities)								
Corporate debt securities	98	\$ 1,304	\$ (23)	7	\$ 115	\$ (7)	105	\$ 1,419	\$ (30)
Residential mortgage backed securities	142	1,175	(17)	132	714	(268)	274	1,889	(285)
Commercial mortgage backed securities	33	419	(4)				33	419	(4)
Asset backed securities	27	231	(3)	29	154	(30)	56	385	(33)
State and municipal obligations	109	342	(11)	57	235	(62)	166	577	(73)
Total	409	\$ 3,471	\$ (58)	225	\$ 1,218	\$ (367)	634	\$ 4,689	\$ (425)

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Description of Securities	Less than 12 months			December 31, 2010 12 months or more			Number of Securities	Total Fair Value	Unrealized Losses
	Number of Securities	Fair Value	Unrealized Losses	Number of Securities	Fair Value	Unrealized Losses			
Corporate debt securities	115	\$ 1,859	\$ (46)	13	\$ 157	\$ (12)	128	\$ 2,016	\$ (58)
Residential mortgage backed securities	108	782	(12)	133	712	(311)	241	1,494	(323)
Commercial mortgage backed securities	30	498	(7)	1	23	(1)	31	521	(8)
Asset backed securities	29	354	(8)	25	123	(32)	54	477	(40)
State and municipal obligations	206	696	(31)	60	232	(74)	266	928	(105)
Total	488	\$ 4,189	\$ (104)	232	\$ 1,247	\$ (430)	720	\$ 5,436	\$ (534)

As part of Ameriprise Financial's ongoing monitoring process, management determined that a majority of the gross unrealized losses on its Available-for-Sale securities are attributable to movement in credit spreads.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

The following table presents a rollforward of the cumulative amounts recognized in the Consolidated Statements of Operations for other-than-temporary impairments related to credit losses on securities for which a portion of the securities total other-than-temporary impairments was recognized in other comprehensive income:

	Three Months Ended June 30,			Six Months Ended June 30,		
	2011	2010		2011	2010	
	(in millions)					
Beginning balance of credit losses on securities held for which a portion of other-than-temporary impairment was recognized in other comprehensive income	\$ 283	\$ 290		\$ 297	\$ 263	
Additional amount related to credit losses for which an other-than-temporary impairment was not previously recognized	13			13	15	
Reductions for securities sold during the period (realized)				(16)		
Additional increases to the amount related to credit losses for which an other-than-temporary impairment was previously recognized	3	1		5	13	
Ending balance of credit losses on securities held as of June 30 for which a portion of other-than-temporary impairment was recognized in other comprehensive income	\$ 299	\$ 291		\$ 299	\$ 291	

The change in net unrealized securities gains (losses) in other comprehensive income includes three components, net of tax: (i) unrealized gains (losses) that arose from changes in the market value of securities that were held during the period; (ii) (gains) losses that were previously unrealized, but have been recognized in current period net income due to sales of Available-for-Sale securities and due to the reclassification of noncredit other-than-temporary impairment losses to credit losses and (iii) other items primarily consisting of adjustments in asset and liability balances, such as DAC, DSIC, benefit reserves and reinsurance recoverables, to reflect the expected impact on their carrying values had the unrealized gains (losses) been realized as of the respective balance sheet dates.

The following table presents a rollforward of the net unrealized securities gains (losses) on Available-for-Sale securities included in accumulated other comprehensive income:

Net  
Unrealized

Accumulated Other  
Comprehensive Income

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

	Securities Gains (Losses)	Deferred Income Tax (in millions)	Related to Net Unrealized Securities Gains (Losses)
Balance at January 1, 2010	\$ 474	\$ (164)	\$ 310
Net unrealized securities gains arising during the period (2)	898	(315)	583
Reclassification of gains included in net income	(8)	3	(5)
Impact of DAC, DSIC, benefit reserves and reinsurance recoverables	(305)	107	(198)
Balance at June 30, 2010	\$ 1,059	\$ (369)	\$ 690(1)
Balance at January 1, 2011	\$ 946	\$ (331)	\$ 615
Net unrealized securities gains arising during the period (2)	192	(66)	126
Reclassification of gains included in net income	(5)	2	(3)
Impact of DAC, DSIC, benefit reserves and reinsurance recoverables	(71)	25	(46)
Balance at June 30, 2011	\$ 1,062	\$ (370)	\$ 692(1)

(1) Includes \$(62) million and \$(82) million of noncredit related impairments on securities and net unrealized securities losses on previously impaired securities at June 30, 2011 and June 30, 2010, respectively.

(2) Includes other-than-temporary impairment losses on Available-for-Sale securities related to factors other than credit that were recognized in other comprehensive income during the period.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

Net realized gains and losses on Available-for-Sale securities, determined using the specific identification method, recognized in earnings were as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
	(in millions)		(in millions)	
Gross realized gains from sales	\$ 21	\$ 7	\$ 39	\$ 40
Gross realized losses from sales	(1)		(18)	(1)
Other-than-temporary impairments	(16)	(1)	(18)	(31)

Other-than-temporary impairments for the three months and six months ended June 30, 2011 and 2010 primarily related to credit losses on non-agency residential mortgage backed securities.

Available-for-Sale securities by contractual maturity at June 30, 2011 were as follows:

	Amortized Cost		Fair Value	
	(in millions)			
Due within one year	\$	903	\$	920
Due after one year through five years		5,690		6,043
Due after five years through 10 years		6,287		6,829
Due after 10 years		4,669		5,036
		17,549		18,828
Residential mortgage backed securities		7,647		7,712
Commercial mortgage backed securities		4,453		4,735
Asset backed securities		2,020		2,063
Common and preferred stocks		6		10
Total	\$	31,675	\$	33,348

Actual maturities may differ from contractual maturities because issuers may have the right to call or prepay obligations. Residential mortgage backed securities, commercial mortgage backed securities and asset backed securities are not due at a single maturity date. As such, these securities, as well as common and preferred stocks, were not included in the maturities distribution.

*Trading Securities*

Net recognized gains related to trading securities held at June 30, 2011 and 2010 were \$2 million and \$7 million, respectively, for the three months then ended. Net recognized gains related to trading securities held at June 30, 2011 and 2010 were \$5 million and \$9 million,

respectively, for the six months then ended.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

**5. Financing Receivables**

The Company's financing receivables include commercial mortgage loans, syndicated loans, consumer bank loans, policy loans and margin loans. The Company does not hold any loans acquired with deteriorated credit quality. Commercial mortgage loans, syndicated loans and policy loans are reflected in investments. Consumer bank loans and margin loans are reflected in receivables. Policy loans do not exceed the cash surrender value of the policy at origination. As there is minimal risk of loss related to policy loans, the Company does not record an allowance for loan losses for policy loans. The Company monitors collateral supporting margin loans and requests additional collateral when necessary in order to mitigate the risk of loss. As there is minimal risk of loss related to margin loans, the allowance for loan losses is immaterial.

**Allowance for Loan Losses**

The following tables present a rollforward of the allowance for loan losses for the six months ended and the ending balance of the allowance for loan losses by impairment method and type of loan:

	Commercial Mortgage Loans		June 30, 2011		Consumer Bank Loans		Total
			Syndicated Loans				
			(in millions)				
Beginning balance	\$	38	\$	10	\$	16	\$ 64
Charge-offs		(2)				(6)	(8)
Provisions				(1)		7	6
Ending balance	\$	36	\$	9	\$	17	\$ 62
Ending balance: Individually evaluated for impairment	\$	10	\$	1	\$	2	\$ 13
Ending balance: Collectively evaluated for impairment		26		8		15	49

	Commercial Mortgage Loans		June 30, 2010		Consumer Bank Loans		Total
			Syndicated Loans				
			(in millions)				
Beginning balance	\$	32	\$	26	\$	13	\$ 71
Charge-offs		(1)		(2)		(5)	(8)
Provisions		8		(10)		8	6
Ending balance	\$	39	\$	14	\$	16	\$ 69
	\$	7	\$	1	\$	2	\$ 10

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Ending balance: Individually evaluated for impairment

Ending balance: Collectively evaluated for impairment

32	13	14	59
----	----	----	----

The recorded investment in financing receivables by impairment method and type of loan was as follows:

	June 30, 2011				Total
	Commercial Mortgage Loans	Syndicated Loans	Consumer Bank Loans		
	(in millions)				
Ending balance: Individually evaluated for impairment	\$ 76	\$ 2	\$ 12	\$ 90	
Ending balance: Collectively evaluated for impairment	2,484	332	1,243	4,059	
Ending balance	\$ 2,560	\$ 334	\$ 1,255	\$ 4,149	

	December 31, 2010				Total
	Commercial Mortgage Loans	Syndicated Loans	Consumer Bank Loans		
	(in millions)				
Ending balance: Individually evaluated for impairment	\$ 75	\$ 1	\$ 12	\$ 88	
Ending balance: Collectively evaluated for impairment	2,540	310	1,054	3,904	
Ending balance	\$ 2,615	\$ 311	\$ 1,066	\$ 3,992	



Table of Contents**AMERIPRISE FINANCIAL, INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

As of June 30, 2011 and December 31, 2010, the Company's recorded investment in financing receivables individually evaluated for impairment for which there was no related allowance for loan losses was \$16 million and \$19 million, respectively. Unearned income, unamortized premiums and discounts, and net unamortized deferred fees and costs are not material to the Company's total loan balance. During the three months and six months ended June 30, 2011, the Company purchased \$108 million and \$221 million, respectively, and sold \$46 million and \$140 million, respectively, of consumer bank loans. During the three months and six months ended June 30, 2010, the Company purchased \$92 million and \$149 million, respectively, and sold \$82 million and \$185 million, respectively, of consumer bank loans. During the three months and six months ended June 30, 2011, the Company purchased \$40 million and \$103 million, respectively, and sold \$1 million and \$2 million, respectively, of syndicated loans. During the three months and six months ended June 30, 2010, the Company purchased \$6 million and sold \$18 million and \$22 million, respectively, of syndicated loans.

**Credit Quality Information**

Nonperforming loans, which are generally loans 90 days or more past due, were \$8 million and \$15 million as of June 30, 2011 and December 31, 2010, respectively. All other loans were considered to be performing.

*Commercial Mortgage Loans*

The Company reviews the credit worthiness of the borrower and the performance of the underlying properties in order to determine the risk of loss on commercial mortgage loans. Based on this review, the commercial mortgage loans are assigned an internal risk rating, which management updates as necessary. Commercial mortgage loans which management has assigned its highest risk rating were 3% of commercial mortgage loans as of both June 30, 2011 and December 31, 2010. Loans with the highest risk rating represent distressed loans which the Company has identified as impaired or expects to become delinquent or enter into foreclosure in the next six months. In addition, the Company reviews the concentrations of credit risk by region and property type.

Concentrations of credit risk of commercial mortgage loans by U.S. region were as follows:

	Loans		Percentage	
	June 30, 2011	December 31, 2010	June 30, 2011	December 31, 2010
	(in millions)			
East North Central	\$ 232	\$ 242	9%	9%
East South Central	63	66	2	3
Middle Atlantic	219	215	9	8
Mountain	288	301	11	11
New England	143	156	6	6

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Pacific	559	541	22	21
South Atlantic	619	625	24	24
West North Central	258	271	10	10
West South Central	179	198	7	8
	2,560	2,615	100%	100%
Less: allowance for loan losses	36	38		
Total	\$ 2,524	\$ 2,577		

Concentrations of credit risk of commercial mortgage loans by property type were as follows:

	Loans		Percentage	
	June 30, 2011	December 31, 2010	June 30, 2011	December 31, 2010
	(in millions)			
Apartments	\$ 347	\$ 351	13%	13%
Hotel	55	57	2	2
Industrial	476	475	19	18
Mixed Use	41	43	2	2
Office	700	747	27	29
Retail	837	843	33	32
Other	104	99	4	4
	2,560	2,615	100%	100%
Less: allowance for loan losses	36	38		
Total	\$ 2,524	\$ 2,577		

Table of Contents**AMERIPRISE FINANCIAL, INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)***Syndicated Loans*

The Company's syndicated loan portfolio is diversified across industries and issuers. The primary credit indicator for syndicated loans is whether the loans are performing in accordance with the contractual terms of the syndication. Total nonperforming syndicated loans at June 30, 2011 and December 31, 2010 were \$2 million and \$3 million, respectively.

*Consumer Bank Loans*

The Company considers the credit worthiness of borrowers (FICO score), collateral characteristics such as loan-to-value (LTV) and geographic concentration in determining the allowance for loan losses for residential mortgage loans, credit cards and other consumer bank loans. At a minimum, management updates FICO scores and LTV ratios semiannually.

As of June 30, 2011 and December 31, 2010, approximately 5% and 7%, respectively, of residential mortgage loans and credit cards and other consumer bank loans had FICO scores below 640. At June 30, 2011 and December 31, 2010, approximately 2% and 3%, respectively, of the Company's residential mortgage loans had LTV ratios greater than 90%. The Company's most significant geographic concentration for the consumer bank loans is in California representing 37% and 33% of the portfolio as of June 30, 2011 and December 31, 2010, respectively. No other state represents more than 10% of the total consumer bank loan portfolio.

**6. Deferred Acquisition Costs and Deferred Sales Inducement Costs**

The balances of and changes in DAC were as follows:

	2011	(in millions)	2010
Balance at January 1	\$	4,619	\$ 4,334
Capitalization of acquisition costs		249	233
Amortization		(254)	(289)
Impact of change in net unrealized securities gains		(32)	(155)
Balance at June 30	\$	4,582	\$ 4,123

The balances of and changes in DSIC, which is included in other assets, were as follows:

	2011	(in millions)	2010
Balance at January 1	\$	545	\$ 524
Capitalization of sales inducement costs		5	26
Amortization		(30)	(35)
Impact of change in net unrealized securities gains		(5)	(22)
Balance at June 30	\$	515	\$ 493

## 7. Future Policy Benefits and Claims and Separate Account Liabilities

Future policy benefits and claims consisted of the following:

	June 30, 2011	(in millions)	December 31, 2010
Fixed annuities	\$	16,381	\$ 16,520
Equity indexed annuity ( EIA ) accumulated host values		74	100
EIA embedded derivatives		2	3
Variable annuity fixed sub-accounts		4,755	4,868
Variable annuity guaranteed minimum withdrawal benefits ( GMWB )		269	337
Variable annuity guaranteed minimum accumulation benefits ( GMAB )		71	104
Other variable annuity guarantees		13	13
Total annuities		21,565	21,945
Variable universal life ( VUL )/ universal life ( UL ) insurance		2,604	2,588
VUL/UL insurance additional liabilities		172	143
Other life, disability income and long term care insurance		5,114	5,004
Auto, home and other insurance		407	394
Policy claims and other policyholders funds		140	134
Total	\$	30,002	\$ 30,208

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

Separate account liabilities consisted of the following:

	June 30, 2011	December 31, 2010
	(in millions)	
Variable annuity variable sub-accounts	\$ 60,542	\$ 57,862
VUL insurance variable sub-accounts	6,096	5,887
Other insurance variable sub-accounts	45	46
Threadneedle investment liabilities	4,080	4,535
Total	\$ 70,763	\$ 68,330

**8. Variable Annuity and Insurance Guarantees**

The majority of the variable annuity contracts offered by the Company contain guaranteed minimum death benefit ( GMDB ) provisions. The Company also offers variable annuities with death benefit provisions that gross up the amount payable by a certain percentage of contract earnings, which are referred to as gain gross-up ( GGU ) benefits. In addition, the Company offers contracts with GMWB and GMAB provisions. The Company previously offered contracts containing guaranteed minimum income benefit ( GMIB ) provisions.

Certain UL contracts offered by the Company provide secondary guarantee benefits. The secondary guarantee ensures that, subject to specified conditions, the policy will not terminate and will continue to provide a death benefit even if there is insufficient policy value to cover the monthly deductions and charges.

The following table provides information related to variable annuity guarantees for which the Company has established additional liabilities:

Variable Annuity Guarantees by Benefit Type(1)	Total Contract Value	June 30, 2011			Total Contract Value	December 31, 2010		
		Contract Value in Separate Accounts	Net Amount at Risk(2)	Weighted Average Attained Age (in millions, except age)		Contract Value in Separate Accounts	Net Amount at Risk(2)	Weighted Average Attained Age
<b>GMDB:</b>								
Return of premium	\$ 40,591	\$ 38,931	\$ 105	62	\$ 37,714	\$ 36,028	\$ 173	62
Five/six-year reset	13,186	10,696	211	62	13,689	11,153	312	62
One-year ratchet	7,821	7,358	184	64	7,741	7,242	287	63
Five-year ratchet	1,542	1,490	6	60	1,466	1,414	8	60
Other	748	721	54	67	680	649	61	67
Total GMDB	\$ 63,888	\$ 59,196	\$ 560	62	\$ 61,290	\$ 56,486	\$ 841	62

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

<b>GGU death benefit</b>	\$	992	\$	936	\$	84		62	\$	970	\$	912	\$	79		64
<b>GMIB</b>	\$	549	\$	517	\$	66		64	\$	597	\$	561	\$	76		64
<b>GMWB:</b>																
GMWB	\$	4,284	\$	4,263	\$	62		65	\$	4,341	\$	4,317	\$	106		64
GMWB for life		22,999		22,899		83		64		20,374		20,259		129		63
Total GMWB	\$	27,283	\$	27,162	\$	145		64	\$	24,715	\$	24,576	\$	235		63
<b>GMAB</b>	\$	3,707	\$	3,700	\$	10		56	\$	3,540	\$	3,523	\$	22		56

---

(1) Individual variable annuity contracts may have more than one guarantee and therefore may be included in more than one benefit type. Variable annuity contracts for which the death benefit equals the account value are not shown in this table.

(2) Represents the current guaranteed benefit amount in excess of the current contract value. GMIB, GMWB and GMAB benefits are subject to waiting periods and payment periods specified in the contract.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

Changes in additional liabilities for variable annuity and insurance guarantees were as follows:

	GMDB & GGU		GMIB		GMWB		GMAB		UL	
	(in millions)									
Liability balance at January 1, 2010	\$	6	\$	6	\$	204	\$	100	\$	15
Incurring claims		11		1		638		147		8
Paid claims		(10)								(3)
Liability balance at June 30, 2010	\$	7	\$	7	\$	842	\$	247	\$	20
Liability balance at January 1, 2011	\$	5	\$	8	\$	337	\$	104	\$	68
Incurring claims		3				(68)		(33)		25
Paid claims		(3)								(5)
Liability balance at June 30, 2011	\$	5	\$	8	\$	269	\$	71	\$	88

The liabilities for guaranteed benefits are supported by general account assets.

The following table summarizes the distribution of separate account balances by asset type for variable annuity contracts providing guaranteed benefits:

	June 30, 2011		December 31, 2010	
	(in millions)			
Mutual funds:				
Equity	\$	33,703	\$	32,310
Bond		23,683		22,319
Other		2,084		2,208
Total mutual funds	\$	59,470	\$	56,837

**9. Customer Deposits**

Customer deposits consisted of the following:

	June 30, 2011		December 31, 2010	
	(in millions)			
Fixed rate certificates	\$	2,083	\$	2,313
Stock market based certificates		753		790
Stock market embedded derivative reserve		10		14

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Other	39	43
Less: accrued interest classified in other liabilities	(11)	(19)
Total investment certificate reserves	2,874	3,141
Brokerage deposits	2,164	2,116
Banking deposits	4,392	3,522
Total	\$ 9,430	\$ 8,779



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

**10. Debt**

The balances and the stated interest rates of outstanding debt of Ameriprise Financial were as follows:

	Outstanding Balance		Stated Interest Rate	
	June 30, 2011	December 31, 2010	June 30, 2011	December 31, 2010
	(in millions)			
Senior notes due 2015	\$ 737(1)	\$ 728(1)	5.7%	5.7%
Senior notes due 2019	317(1)	312(1)	7.3	7.3
Senior notes due 2020	770(1)	763(1)	5.3	5.3
Senior notes due 2039	200	200	7.8	7.8
Junior subordinated notes due 2066	308	308	7.5	7.5
Municipal bond inverse floater certificates due 2021		6		0.3
Total long-term debt	2,332	2,317		
Short-term borrowings	505	397	0.3	0.3
Total	\$ 2,837	\$ 2,714		

(1) Amounts include adjustments for fair value hedges on the Company's long-term debt and any unamortized discounts. See Note 12 for information on the Company's fair value hedges.

*Long-term debt*

During the first quarter of 2011, the Company extinguished \$6 million of its municipal bond inverse floater certificates funded through the call of a \$10 million portfolio of municipal bonds.

*Short-term borrowings*

The Company enters into repurchase agreements in exchange for cash, which it accounts for as secured borrowings. The Company has pledged Available-for-Sale securities consisting of agency residential mortgage backed securities and commercial mortgage backed securities to collateralize its obligation under the repurchase agreements. The fair value of the securities pledged is recorded in investments and was \$520 million and \$412 million at June 30, 2011 and December 31, 2010, respectively. The stated interest rate of the short-term borrowings is a weighted average annualized interest rate on repurchase agreements held as of the balance sheet date.

## 11. Fair Values of Assets and Liabilities

U.S. GAAP defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date; that is, an exit price. The exit price assumes the asset or liability is not exchanged subject to a forced liquidation or distressed sale.

### Valuation Hierarchy

The Company categorizes its fair value measurements according to a three-level hierarchy. The hierarchy prioritizes the inputs used by the Company's valuation techniques. A level is assigned to each fair value measurement based on the lowest level input that is significant to the fair value measurement in its entirety. The three levels of the fair value hierarchy are defined as follows:

- Level 1      Unadjusted quoted prices for identical assets or liabilities in active markets that are accessible at the measurement date.
- Level 2      Prices or valuations based on observable inputs other than quoted prices in active markets for identical assets and liabilities.
- Level 3      Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

### Determination of Fair Value

The Company uses valuation techniques consistent with the market and income approaches to measure the fair value of its assets and liabilities. The Company's market approach uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities. The Company's income approach uses valuation techniques to convert future projected cash flows to a single discounted present value amount. When applying either approach, the Company maximizes the use of observable inputs and minimizes the use of unobservable inputs.

The following is a description of the valuation techniques used to measure fair value and the general classification of these instruments pursuant to the fair value hierarchy.

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

**Assets**

*Cash Equivalents*

Cash equivalents include highly liquid investments with original maturities of 90 days or less. Actively traded money market funds are measured at their net asset value ( NAV ) and classified as Level 1. The Company's remaining cash equivalents are classified as Level 2 and measured at amortized cost, which is a reasonable estimate of fair value because of the short time between the purchase of the instrument and its expected realization.

*Investments (Trading Securities and Available-for-Sale Securities)*

When available, the fair value of securities is based on quoted prices in active markets. If quoted prices are not available, fair values are obtained from nationally-recognized pricing services, broker quotes, or other model-based valuation techniques. Level 1 securities primarily include U.S. Treasuries and seed money in funds traded in active markets. Level 2 securities primarily include agency mortgage backed securities, commercial mortgage backed securities, asset backed securities, municipal and corporate bonds, U.S. and foreign government and agency securities, and seed money and other investments in certain hedge funds. The fair value of these Level 2 securities is based on a market approach with prices obtained from nationally-recognized pricing services. Observable inputs used to value these securities can include: reported trades, benchmark yields, issuer spreads and broker/dealer quotes. Level 3 securities primarily include non-agency residential mortgage backed securities, asset backed securities and corporate bonds. The fair value of these Level 3 securities is typically based on a single broker quote, except for the valuation of non-agency residential mortgage backed securities. The Company uses prices from nationally-recognized pricing services to determine the fair value of non-agency residential mortgage backed securities; however, the Company classifies these securities as Level 3 because it believes the market for these securities is inactive and their valuation includes significant unobservable inputs.

*Separate Account Assets*

The fair value of assets held by separate accounts is determined by the NAV of the funds in which those separate accounts are invested. The NAV represents the exit price for the separate account. Separate account assets are classified as Level 2 as they are traded in principal-to-principal markets with little publicly released pricing information.

*Other Assets*

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Derivatives that are measured using quoted prices in active markets, such as foreign exchange forwards, or derivatives that are exchange-traded are classified as Level 1 measurements. The fair value of derivatives that are traded in less active over-the-counter markets are generally measured using pricing models with market observable inputs such as interest rates and equity index levels. These measurements are classified as Level 2 within the fair value hierarchy and include swaps and the majority of options.

### *Assets Held for Sale*

Assets held for sale consist of cash equivalents of Securities America.

### **Liabilities**

#### *Future Policy Benefits and Claims*

The Company values the embedded derivative liability attributable to the provisions of certain variable annuity riders using internal valuation models. These models calculate fair value by discounting expected cash flows from benefits plus margins for profit, risk and expenses less embedded derivative fees. The projected cash flows used by these models include observable capital market assumptions (such as, market implied equity volatility and the LIBOR swap curve) and incorporate significant unobservable inputs related to contractholder behavior assumptions (such as withdrawals and lapse rates) and margins for risk, profit and expenses that the Company believes an exit market participant would expect. The fair value of these embedded derivatives also reflects a current estimate of the Company's nonperformance risk specific to these liabilities. Given the significant unobservable inputs to this valuation, these measurements are classified as Level 3. The embedded derivative liability attributable to these provisions is recorded in future policy benefits and claims. The Company uses various Black-Scholes calculations to determine the fair value of the embedded derivative liability associated with the provisions of its equity indexed annuities. The inputs to these calculations are primarily market observable and include interest rates, volatilities, and equity index levels. As a result, these measurements are classified as Level 2.

#### *Customer Deposits*

The Company uses various Black-Scholes calculations to determine the fair value of the embedded derivative liability associated with the provisions of its stock market certificates. The inputs to these calculations are primarily market observable and include interest rates, volatilities and equity index levels. As a result, these measurements are classified as Level 2.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

*Other Liabilities*

Derivatives that are measured using quoted prices in active markets, such as foreign exchange forwards, or derivatives that are exchange-traded are classified as Level 1 measurements. The fair value of derivatives that are traded in less active over-the-counter markets are generally measured using pricing models with market observable inputs such as interest rates and equity index levels. These measurements are classified as Level 2 within the fair value hierarchy and include swaps and the majority of options.

Securities sold but not yet purchased include highly liquid investments which are short-term in nature. Level 1 securities include U.S. Treasuries and securities traded in active markets. The remaining securities sold but not yet purchased are measured using amortized cost, which is a reasonable estimate of fair value because of the short time between the purchase of the instrument and its expected realization and are classified as Level 2.

The following tables present the balances of assets and liabilities of Ameriprise Financial measured at fair value on a recurring basis:

	Level 1	Level 2	June 30, 2011 (in millions)		Level 3	Total
<b>Assets</b>						
Cash equivalents	\$ 4	\$ 2,275	\$		\$	\$ 2,279
<b>Available-for-Sale securities:</b>						
Corporate debt securities		15,360		1,274		16,634
Residential mortgage backed securities		3,615		4,097		7,712
Commercial mortgage backed securities		4,671		64		4,735
Asset backed securities		1,565		498		2,063
State and municipal obligations		1,957				1,957
U.S. government and agencies obligations	43	51				94
Foreign government bonds and obligations		124				124
Common stocks	2	3		5		10
Other debt obligations		19				19
Total Available-for-Sale securities	45	27,365		5,938		33,348
<b>Trading securities:</b>						
Seed money	198	57		12		267
Investments segregated for regulatory purposes	1	14				15
Other		361				361
Total trading securities	199	432		12		643
Separate account assets		70,763				70,763
<b>Other assets:</b>						
Interest rate derivative contracts		546				546
Equity derivative contracts	77	344				421
Credit derivative contracts		1				1

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Foreign currency derivative contracts	1	2	3
Total other assets	78	893	971
Assets held for sale	10		10
Total assets at fair value	\$ 336	\$ 101,728	\$ 5,950 \$ 108,014

Liabilities

Future policy benefits and claims:

EIA embedded derivatives	\$	\$ 2	\$	\$ 2
GMWB and GMAB embedded derivatives			316	316
Total future policy benefits and claims		2	316	318

Customer deposits		10		10
-------------------	--	----	--	----

Other liabilities:

Interest rate derivative contracts		451		451
Equity derivative contracts	68	773		841
Credit derivative contracts		1		1
Foreign currency derivative contracts	1	1		2
Other		3		3
Total other liabilities	69	1,229		1,298
Total liabilities at fair value	\$ 69	\$ 1,241	\$ 316	\$ 1,626

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

	December 31, 2010			Total
	Level 1	Level 2	Level 3	
	(in millions)			
<b>Assets</b>				
Cash equivalents	\$ 42	\$ 2,481	\$	\$ 2,523
Available-for-Sale securities:				
Corporate debt securities		15,281	1,325	16,606
Residential mortgage backed securities		3,011	4,247	7,258
Commercial mortgage backed securities		4,817	51	4,868
Asset backed securities		1,544	476	2,020
State and municipal obligations		1,582		1,582
U.S. government and agencies obligations	64	79		143
Foreign government bonds and obligations		108		108
Common stocks	2	3	5	10
Other debt obligations		24		24
Total Available-for-Sale securities	66	26,449	6,104	32,619
Trading securities:				
Seed money	133	71	19	223
Investments segregated for regulatory purposes	2	14		16
Fixed income trading		323		323
Total trading securities	135	408	19	562
Separate account assets		68,330		68,330
Other assets:				
Interest rate derivative contracts		438		438
Equity derivative contracts	32	420		452
Credit derivative contracts		4		4
Foreign currency derivative contracts	1			1
Other		2		2
Total other assets	33	864		897
Assets held for sale		15		15
Total assets at fair value	\$ 276	\$ 98,547	\$ 6,123	\$ 104,946
<b>Liabilities</b>				
Future policy benefits and claims:				
EIA embedded derivatives	\$	\$ 3	\$	\$ 3
GMWB and GMAB embedded derivatives			421	421
Total future policy benefits and claims		3	421	424
Customer deposits		14		14
Other liabilities:				
Interest rate derivative contracts		379		379
Equity derivative contracts	18	722		740
Credit derivative contracts		1		1
Foreign currency derivative contracts	1			1
Other		2		2
Total other liabilities	19	1,104		1,123
Total liabilities at fair value	\$ 19	\$ 1,121	\$ 421	\$ 1,561





Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

The following tables provide a summary of changes in Level 3 assets and liabilities of Ameriprise Financial measured at fair value on a recurring basis:

	Corporate Debt Securities	Available-for-Sale Securities				Common Stocks	Total	Trading Securities	Future Policy Benefits and Claims: GMWB and GMAB Embedded Derivatives
		Residential Mortgage Backed Securities	Commercial Mortgage Backed Securities	Asset Backed Securities					
Balance, April 1, 2011	\$ 1,315	\$ 4,093	\$ 26	\$ 488	\$ 5	\$ 5,927	\$ 13	\$ (190)	
Total gains (losses) included in:									
Net income	7			1		8(1)		(88)(2)	
Other comprehensive income	11	(11)		(4)		(4)			
Purchases	36	349	74	41		500			
Sales							(1)		
Issues								(36)	
Settlements	(93)	(278)		(28)		(399)		(2)	
Transfers into (out of) Level 3	(2)	(56)	(36)			(94)(3)			
Balance, June 30, 2011	\$ 1,274	\$ 4,097	\$ 64	\$ 498	\$ 5	\$ 5,938	\$ 12	\$ (316)	
Changes in unrealized gains (losses) relating to assets and liabilities held at June 30, 2011 included in:									
Net investment income	\$	\$	\$	\$ 1	\$	\$ 1	\$	\$	
Benefits, claims, losses and settlement expenses								(90)	

(1) Included in net investment income in the Consolidated Statements of Operations.

(2) Included in benefits, claims, losses and settlement expenses in the Consolidated Statements of Operations.

(3) Represents securities with a fair value of \$104 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and a security with a fair value of \$10 million that was transferred to Level 3 as the fair value of the security is now based on a single broker quote.

	Corporate Debt Securities	Available-for-Sale Securities				Common Stocks	Total	Trading Securities	Other Assets	Future Policy Benefits and Claims: GMWB and GMAB Embedded Derivatives
		Residential Mortgage Backed Securities	Commercial Mortgage Backed Securities	Asset Backed Securities						
Balance, April 1, 2010	\$ 1,258	\$ 3,885	\$ 80	\$ 459	\$ 4	\$ 5,686	\$ 16	\$	\$ (193)	
Total gains (losses) included in:										

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net income	1	21	1	4	27(1)	1(1)	1(1)	(851)(2)	
Other comprehensive income	24	120	1	10	155				
Purchases, sales, issues and settlements, net	(40)	147	62	(8)	161	1		(39)	
Transfers into (out of) Level 3				(23)	(23)(3)				
Balance, June 30, 2010	\$ 1,243	\$ 4,173	\$ 144	\$ 442	\$ 4	\$ 6,006	\$ 18	\$ 1	\$ (1,083)
Changes in unrealized gains (losses) relating to assets and liabilities held at June 30, 2010 included in:									
Net investment income	\$	\$ 20	\$ 1	\$ 4	\$	\$ 25	\$ 2	\$	
Benefits, claims, losses and settlement expenses									(852)

(1) Included in net investment income in the Consolidated Statements of Operations.

(2) Included in benefits, claims, losses and settlement expenses in the Consolidated Statements of Operations.

(3) Represents a security transferred to Level 2 as the fair value is now obtained from a nationally-recognized pricing service with observable inputs.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

	Corporate Debt Securities	Available-for-Sale Securities				Common Stocks	Total	Trading Securities	Future Policy Benefits and Claims: GMWB and GMAB Embedded Derivatives
		Residential Mortgage Backed Securities	Commercial Mortgage Backed Securities	Asset Backed Securities	Other				
(in millions)									
Balance, January 1, 2011	\$ 1,325	\$ 4,247	\$ 51	\$ 476	\$ 5	\$ 6,104	\$ 19	\$	(421)
Total gains included in:									
Net income	7	7		3		17(1)	1(1)		175(2)
Other comprehensive income	12	2		1		15	1		
Purchases	73	499	89	70		731	2		
Sales		(3)				(3)	(11)		
Issues									(68)
Settlements	(131)	(599)	(1)	(52)		(783)			(2)
Transfers into (out of) Level 3	(12)	(56)	(75)			(143)(3)			
Balance, June 30, 2011	\$ 1,274	\$ 4,097	\$ 64	\$ 498	\$ 5	\$ 5,938	\$ 12	\$	(316)
Changes in unrealized gains (losses) relating to assets and liabilities held at June 30, 2011 included in:									
Net investment income	\$	\$ 17	\$	\$ 4	\$	\$ 21	\$	\$	
Benefits, claims, losses and settlement expenses									166

(1) Included in net investment income in the Consolidated Statements of Operations.

(2) Included in benefits, claims, losses and settlement expenses in the Consolidated Statements of Operations.

(3) Represents securities with a fair value of \$145 million that were transferred to Level 2 as the fair value of the securities is now obtained from a nationally-recognized pricing service with observable inputs and a security with a fair value of \$2 million that was transferred to Level 3 as the fair value of the security is now based on a single broker quote.

	Corporate Debt Securities	Available-for-Sale Securities				Common Stocks	Total	Trading Securities	Other Assets	Future Policy Benefits and Claims: GMWB and GMAB Embedded Derivatives
		Residential Mortgage Backed Securities	Commercial Mortgage Backed Securities	Asset Backed Securities	Other Structured Investments					
(in millions)										
Balance, January 1, 2010	\$ 1,252	\$ 3,982	\$ 72	\$ 455	\$ 4	\$ 58	\$ 5,823	\$ 16	\$	(299)
Total gains (losses) included in:										
Net income	1	15	1	8			25(1)	2(1)	1(1)	(716)(2)
Other comprehensive income	43	196	10	28			277	(1)		
Purchases, sales, issues and settlements, net	(53)	(20)	61	(26)		(58)(4)	(96)	1		(68)
Transfers into (out of) Level 3				(23)			(23)(3)			
Balance, June 30, 2010	\$ 1,243	\$ 4,173	\$ 144	\$ 442	\$ 4	\$	\$ 6,006	\$ 18	\$ 1	(1,083)

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Changes in unrealized gains (losses) relating to assets and liabilities held at June 30, 2010 included in:

Net investment income	\$		\$	15	\$		\$	1	\$		\$	7	\$		\$		\$	23	\$		\$	2	\$		\$	
Benefits, claims, losses and settlement expenses																										(719)

- 
- (1) Included in net investment income in the Consolidated Statements of Operations.
  - (2) Included in benefits, claims, losses and settlement expenses in the Consolidated Statements of Operations.
  - (3) Represents a security transferred to Level 2 as the fair value is now obtained from a nationally-recognized pricing service with observable inputs.
  - (4) Represents the elimination of Ameriprise Financial's investment in CDOs, which were consolidated due to the adoption of a new accounting standard. See Note 3 for additional information related to the consolidation of CDOs.

Table of Contents**AMERIPRISE FINANCIAL, INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

The Company recognizes transfers between levels of the fair value hierarchy as of the beginning of the quarter in which each transfer occurred.

During the reporting periods, there were no material assets or liabilities measured at fair value on a nonrecurring basis.

The following table provides the carrying value and the estimated fair value of financial instruments that are not reported at fair value. All other financial instruments that are reported at fair value have been included above in the table with balances of assets and liabilities Ameriprise Financial measured at fair value on a recurring basis.

	June 30, 2011		December 31, 2010	
	Carrying Value	Fair Value	Carrying Value	Fair Value
	(in millions)			
<b>Financial Assets</b>				
Commercial mortgage loans, net	\$ 2,524	\$ 2,650	\$ 2,577	\$ 2,671
Policy loans	736	734	733	808
Receivables	2,254	2,023	1,852	1,566
Restricted and segregated cash	1,478	1,478	1,516	1,516
Assets held for sale	19	18	18	18
Other investments and assets	357	361	331	338
<b>Financial Liabilities</b>				
Future policy benefits and claims	\$ 15,130	\$ 15,555	\$ 15,328	\$ 15,768
Investment certificate reserves	2,864	2,860	3,127	3,129
Banking and brokerage customer deposits	6,556	6,558	5,638	5,642
Separate account liabilities	4,478	4,478	4,930	4,930
Debt and other liabilities	3,194	3,427	2,710	2,907

*Investments*

The fair value of commercial mortgage loans, except those with significant credit deterioration, is determined by discounting contractual cash flows using discount rates that reflect current pricing for loans with similar remaining maturities and characteristics including loan-to-value ratio, occupancy rate, refinance risk, debt-service coverage, location, and property condition. For commercial mortgage loans with significant credit deterioration, fair value is determined using the same adjustments as above with an additional adjustment for the Company's estimate of the amount recoverable on the loan.

The fair value of policy loans is determined using discounted cash flows.

*Receivables*

The fair value of consumer bank loans is determined by discounting estimated cash flows and incorporating adjustments for prepayment, administration expenses, severity and credit loss estimates, with discount rates based on the Company's estimate of current market conditions.

Loans held for sale are measured at the lower of cost or market and fair value is based on what secondary markets are currently offering for loans with similar characteristics.

Brokerage margin loans are measured at outstanding balances, which are a reasonable estimate of fair value because of the sufficiency of the collateral and short term nature of these loans.

*Restricted and Segregated Cash*

Restricted and segregated cash is generally set aside for specific business transactions and restrictions are specific to the Company and do not transfer to third party market participants; therefore, the carrying amount is a reasonable estimate of fair value.

Amounts segregated under federal and other regulations may also reflect resale agreements and are measured at the cost at which the securities will be sold. This measurement is a reasonable estimate of fair value because of the short time between entering into the transaction and its expected realization and the reduced risk of credit loss due to pledging U.S. government-backed securities as collateral.

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

*Assets Held for Sale*

Assets held for sale reflect notes receivable of Securities America. See Note 1 and Note 17 for additional information on the Company's presentation of discontinued operations.

*Other Investments and Assets*

Other investments and assets primarily consist of syndicated loans. The fair value of syndicated loans is obtained from a nationally-recognized pricing service.

*Future Policy Benefits and Claims*

The fair value of fixed annuities, in deferral status, is determined by discounting cash flows using a risk neutral discount rate with adjustments for profit margin, expense margin, early policy surrender behavior, a provision for adverse deviation from estimated early policy surrender behavior, and the Company's nonperformance risk specific to these liabilities. The fair value of other liabilities including non-life contingent fixed annuities in payout status, equity indexed annuity host contracts and the fixed portion of a small number of variable annuity contracts classified as investment contracts is determined in a similar manner.

*Customer Deposits*

The fair value of investment certificate reserves is determined by discounting cash flows using discount rates that reflect current pricing for assets with similar terms and characteristics, with adjustments for early withdrawal behavior, penalty fees, expense margin and the Company's nonperformance risk specific to these liabilities.

Banking and brokerage customer deposits are liabilities with no defined maturities and fair value is the amount payable on demand at the reporting date.

*Separate Account Liabilities*

Certain separate account liabilities are classified as investment contracts and are carried at an amount equal to the related separate account assets. Carrying value is a reasonable estimate of the fair value as it represents the exit value as evidenced by withdrawal transactions between contractholders and the Company. A nonperformance adjustment is not included as the related separate account assets act as collateral for these liabilities and minimize nonperformance risk.

*Debt and Other Liabilities*

The fair value of long-term debt is based on quoted prices in active markets, when available. If quoted prices are not available fair values are obtained from nationally-recognized pricing services, broker quotes, or other model-based valuation techniques such as present value of cash flows.

The fair value of short-term borrowings is obtained from a nationally-recognized pricing service. A nonperformance adjustment is not included as collateral requirements for these borrowings minimize the nonperformance risk.

The fair value of future funding commitments to affordable housing partnerships is determined by discounting cash flows.



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

**12. Derivatives and Hedging Activities**

Derivative instruments enable the Company to manage its exposure to various market risks. The value of such instruments is derived from an underlying variable or multiple variables, including equity, foreign exchange and interest rate indices or prices. The Company primarily enters into derivative agreements for risk management purposes related to the Company's products and operations.

The Company uses derivatives as economic hedges and accounting hedges. The following table presents the balance sheet location and the gross fair value of derivative instruments, including embedded derivatives:

Derivatives designated as hedging instruments	Balance Sheet Location	Asset		Balance Sheet Location	Liability		
		June 30, 2011	December 31, 2010		June 30, 2011	December 31, 2010	
		(in millions)				(in millions)	
<b>Cash flow hedges</b>							
Asset-based distribution fees	Other assets	\$	\$	10	Other liabilities	\$	\$
<b>Fair value hedges</b>							
Fixed rate debt	Other assets		82	61	Other liabilities		
Total qualifying hedges			82	71			
<b>Derivatives not designated as hedging instruments</b>							
<b>GMWB and GMAB</b>							
Interest rate contracts	Other assets		464	366	Other liabilities		451
Equity contracts	Other assets		342	354	Other liabilities		780
Credit contracts	Other assets		1	4	Other liabilities		1
Foreign currency contracts	Other assets		2		Other liabilities		2
Embedded derivatives(1)	N/A				Future policy benefits and claims		316
Total GMWB and GMAB			809	724			1,550
<b>Other derivatives:</b>							
<b>Interest rate</b>							
Interest rate lock commitments	Other assets			1	Other liabilities		
<b>Equity</b>							
EIA	Other assets			1	Other liabilities		
EIA embedded derivatives	N/A				Future policy benefits and claims		2
Stock market certificates	Other assets		71	89	Other liabilities		61
Stock market certificates embedded derivatives	N/A				Customer deposits		10
Ameriprise Financial Franchise Advisor Deferred Equity Plan	Other assets		8	8	Other liabilities		
<b>Foreign exchange</b>							
Foreign currency	Other assets		1	1	Other liabilities		1
Total other			80	100			73
Total non-designated hedges			889	824			1,623
							1,559

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

---

Total derivatives	\$	971	\$	895	\$	1,623	\$	1,559
-------------------	----	-----	----	-----	----	-------	----	-------

---

N/A Not applicable.

(1) The fair values of GMWB and GMAB embedded derivatives fluctuate based on changes in equity, interest rate and credit markets.

See Note 11 for additional information regarding the Company's fair value measurement of derivative instruments.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

**Derivatives Not Designated as Hedges**

The following table presents a summary of the impact of derivatives not designated as hedging instruments on the Consolidated Statements of Operations:

Derivatives not designated as hedging instruments	Location of Gain (Loss) on Derivatives Recognized in Income	Amount of Gain (Loss) on Derivatives Recognized in Income			
		Three Months Ended June 30,		Six Months Ended June 30,	
		2011	2010	2011	2010
(in millions)					
<b>GMWB and GMAB</b>					
Interest rate contracts	Benefits, claims, losses and settlement expenses	\$ 87	\$ 185	\$ 62	\$ 211
Equity contracts	Benefits, claims, losses and settlement expenses	5	747	(250)	574
Credit contracts	Benefits, claims, losses and settlement expenses	(5)	(20)	(7)	(30)
Foreign currency contracts	Benefits, claims, losses and settlement expenses	(4)		(6)	
Embedded derivatives(1)	Benefits, claims, losses and settlement expenses	(125)	(890)	105	(784)
<b>Total GMWB and GMAB</b>		<b>(42)</b>	<b>22</b>	<b>(96)</b>	<b>(29)</b>
<b>Other derivatives:</b>					
<b>Interest rate</b>					
Interest rate lock commitments	Other revenues			(1)	
<b>Equity</b>					
GMDB	Benefits, claims, losses and settlement expenses		8		5
EIA	Interest credited to fixed accounts	(1)	(1)		
EIA embedded derivatives	Interest credited to fixed accounts	1	4	1	6
Stock market certificates	Banking and deposit interest expense		(5)	3	(2)
Stock market certificates embedded derivatives	Banking and deposit interest expense	1	5	(2)	2
Seed money	Net investment income		5	(3)	3
Ameriprise Financial Franchise Advisor					
Deferred Equity Plan	Distribution expenses	(2)			
<b>Foreign exchange</b>					
Seed money	General and administrative expense		(1)		1
Foreign currency	Net investment income	1		1	
Total other			15	(1)	15
<b>Total derivatives</b>		<b>\$ (42)</b>	<b>\$ 37</b>	<b>\$ (97)</b>	<b>\$ (14)</b>

(1) The fair values of GMWB and GMAB embedded derivatives fluctuate based on changes in equity, interest rate and credit markets.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

The Company holds derivative instruments that either do not qualify or are not designated for hedge accounting treatment. These derivative instruments are used as economic hedges of equity, interest rate, credit and foreign currency exchange rate risk related to various products and transactions of the Company.

The majority of the Company's annuity contracts contain GMDB provisions, which may result in a death benefit payable that exceeds the contract accumulation value when market values of customers' accounts decline. Certain annuity contracts contain GMWB or GMAB provisions, which guarantee the right to make limited partial withdrawals each contract year regardless of the volatility inherent in the underlying investments or guarantee a minimum accumulation value of consideration received at the beginning of the contract period, after a specified holding period, respectively. The Company economically hedges the exposure related to non-life contingent GMWB and GMAB provisions primarily using various futures, options, total return swaps, interest rate swaptions, interest rate swaps, variance swaps and credit default swaps. At June 30, 2011 and December 31, 2010, the gross notional amount of derivative contracts for the Company's GMWB and GMAB provisions was \$67.9 billion and \$55.5 billion, respectively. The Company had previously entered into a limited number of derivative contracts to economically hedge equity exposure related to GMDB provisions on variable annuity contracts written in 2009. As of both June 30, 2011 and December 31, 2010, the Company did not have any outstanding hedges on its GMDB provisions.

Table of Contents**AMERIPRISE FINANCIAL, INC.****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

The deferred premium associated with some of the above options is paid or received semi-annually over the life of the option contract. The following is a summary of the payments the Company is scheduled to make and receive for these options:

	<b>Premiums Payable</b>	<b>Premiums Receivable</b>
	<b>(in millions)</b>	
2011(1)	\$ 151	\$ 21
2012	285	40
2013	262	25
2014	236	22
2015	212	21
2016-2026	813	38

(1) 2011 amounts represent the amounts payable and receivable for the period from July 1, 2011 to December 31, 2011.

Actual timing and payment amounts may differ due to future contract settlements, modifications or exercises of options prior to the full premium being paid or received.

Equity indexed annuities and stock market certificate products have returns tied to the performance of equity markets. As a result of fluctuations in equity markets, the obligation incurred by the Company related to equity indexed annuities and stock market certificate products will positively or negatively impact earnings over the life of these products. As a means of economically hedging its obligations under the provisions of these products, the Company enters into index options and futures contracts. The gross notional amount of these derivative contracts was \$1.4 billion and \$1.5 billion at June 30, 2011 and December 31, 2010, respectively.

The Company enters into forward contracts, futures and total return swaps to manage its exposure to price risk arising from seed money investments in proprietary investment products. The gross notional amount of these contracts was \$152 million and \$174 million at June 30, 2011 and December 31, 2010, respectively.

The Company enters into foreign currency forward contracts to economically hedge its exposure to certain receivables and obligations denominated in non-functional currencies. The gross notional amount of these contracts was \$24 million and \$21 million at June 30, 2011 and December 31, 2010, respectively.

In the first quarter of 2010, the Company entered into a total return swap to economically hedge its exposure to equity price risk of Ameriprise Financial, Inc. common stock granted as part of its Ameriprise Financial Franchise Advisor Deferred Equity Plan. In the fourth quarter of 2010, the Company extended the contract through 2011. As part of the contract, the Company expects to cash settle the difference between the value of

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

a fixed number of shares at the contract date (which may be increased from time to time) and the value of those shares over an unwind period ending on December 31, 2011. The gross notional value of this contract was \$35 million at both June 30, 2011 and December 31, 2010.

### **Embedded Derivatives**

Certain annuities contain GMAB and non-life contingent GMWB provisions, which are considered embedded derivatives. In addition, the equity component of the equity indexed annuity and stock market certificate product obligations are also considered embedded derivatives. These embedded derivatives are bifurcated from their host contracts and reported on the Consolidated Balance Sheets at fair value with changes in fair value reported in earnings. As discussed above, the Company uses derivatives to mitigate the financial statement impact of these embedded derivatives.

### **Cash Flow Hedges**

The Company has designated and accounts for the following as cash flow hedges: (i) interest rate swaps to hedge interest rate exposure on debt, (ii) interest rate lock agreements to hedge interest rate exposure on debt issuances and (iii) swaptions used to hedge the risk of increasing interest rates on forecasted fixed premium product sales. The Company previously designated and accounted for as cash flow hedges interest rate swaps to hedge certain asset-based distribution fees.

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

During the second quarter of 2011, the Company reclassified from accumulated other comprehensive income into earnings a \$27 million gain on an interest rate hedge put in place in anticipation of issuing debt between December 2010 and June 2011. The gain was reclassified due to the forecasted transaction not occurring according to the original hedge strategy. For the three months and six months ended June 30, 2011, amounts recognized in earnings related to cash flow hedges due to ineffectiveness were not material. The estimated net amount of existing pretax losses on June 30, 2011 that the Company expects to reclassify to earnings within the next twelve months is \$1 million, which consists of \$5 million of pretax gains to be recorded as a reduction to interest and debt expense and \$6 million of pretax losses to be recorded in net investment income. The following tables present the impact of the effective portion of the Company's cash flow hedges on the Consolidated Statements of Operations and the Consolidated Statements of Equity:

Derivatives designated as hedging instruments	Amount of Gain (Loss) Recognized in Other Comprehensive Income on Derivatives			
	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
	(in millions)			
Interest on debt	\$	\$	\$	\$ (10)
Asset-based distribution fees			9	1
Total	\$	\$	9	\$ 1
			\$	\$ (1)

Location of Gain (Loss) Reclassified from Accumulated Other Comprehensive Income into Income	Amount of Gain (Loss) Reclassified from Accumulated Other Comprehensive Income into Income			
	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
	(in millions)			
Other revenues	\$	27	\$	27
Interest and debt expense		1	2	2
Distribution fees		4		9
Net investment income		(2)	(1)	(3)
Total	\$	30	\$	1
			\$	\$ 35
			\$	\$ 1

Currently, the longest period of time over which the Company is hedging exposure to the variability in future cash flows is 24 years and relates to forecasted debt interest payments.

**Fair Value Hedges**

During the first quarter of 2010, the Company entered into and designated as fair value hedges three interest rate swaps to convert senior notes due 2015, 2019 and 2020 from fixed rate debt to floating rate debt. The swaps have identical terms as the underlying debt being hedged so no ineffectiveness is expected to be realized. The Company recognizes gains and losses on the derivatives and the related hedged items within interest and debt expense. The following table presents the amounts recognized in income related to fair value hedges:

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Amount of Gain Recognized in Income on Derivatives

Derivatives designated as hedging instruments	Location of Gain Recorded into Income	Three Months Ended June 30,				Six Months Ended June 30,			
		2011		2010		2011		2010	
		(in millions)				(in millions)			
Fixed rate debt	Interest and debt expense	\$	10	\$	20	\$	20	\$	6
Total		\$	10	\$	20	\$	20	\$	6

**Credit Risk**

Credit risk associated with the Company's derivatives is the risk that a derivative counterparty will not perform in accordance with the terms of the applicable derivative contract. To mitigate such risk, the Company has established guidelines and oversight of credit risk through a comprehensive enterprise risk management program that includes members of senior management. Key components of this program are to require preapproval of counterparties and the use of master netting arrangements and collateral arrangements whenever practical. As of June 30, 2011 and December 31, 2010, the Company held \$105 million and \$98 million, respectively, in cash and cash equivalents and recorded a corresponding liability in other liabilities for collateral the Company is obligated to return to counterparties. As of June 30, 2011 and December 31, 2010, the Company had accepted additional collateral consisting of various securities with a fair value of \$3 million and \$23 million, respectively, which are not reflected on the Consolidated Balance Sheets. As of June 30, 2011 and December 31, 2010, the



Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

Company's maximum credit exposure related to derivative assets after considering netting arrangements with counterparties and collateral arrangements was approximately \$14 million and \$45 million, respectively.

Certain of the Company's derivative instruments contain provisions that adjust the level of collateral the Company is required to post based on the Company's debt rating (or based on the financial strength of the Company's life insurance subsidiaries for contracts in which those subsidiaries are the counterparty). Additionally, certain of the Company's derivative contracts contain provisions that allow the counterparty to terminate the contract if the Company's debt does not maintain a specific credit rating (generally an investment grade rating) or the Company's life insurance subsidiary does not maintain a specific financial strength rating. If these termination provisions were to be triggered, the Company's counterparty could require immediate settlement of any net liability position. At June 30, 2011 and December 31, 2010, the aggregate fair value of all derivative instruments in a net liability position containing such credit risk features was \$384 million and \$412 million, respectively. The aggregate fair value of assets posted as collateral for such instruments as of June 30, 2011 and December 31, 2010 was \$361 million and \$406 million, respectively. If the credit risk features of derivative contracts that were in a net liability position at June 30, 2011 and December 31, 2010 were triggered, the additional fair value of assets needed to settle these derivative liabilities would have been \$23 million and \$6 million, respectively.

**13. Income Taxes**

The Company's effective tax rate on income from continuing operations was 28.7% and 14.3% for the three months ended June 30, 2011 and 2010, respectively. The Company's effective tax rate on income from continuing operations was 26.4% and 15.8% for the six months ended June 30, 2011 and 2010, respectively.

The Company is required to establish a valuation allowance for any portion of the deferred tax assets that management believes will not be realized. Included in deferred tax assets is a significant deferred tax asset relating to capital losses that have been recognized for financial statement purposes but not yet for tax return purposes. Under current U.S. federal income tax law, capital losses generally must be used against capital gain income within five years of the year in which the capital losses are recognized for tax purposes. Significant judgment is required in determining if a valuation allowance should be established, and the amount of such allowance if required. Factors used in making this determination include estimates relating to the performance of the business including the ability to generate capital gains. Consideration is given to, among other things in making this determination, (i) future taxable income exclusive of reversing temporary differences and carryforwards, (ii) future reversals of existing taxable temporary differences, (iii) taxable income in prior carryback years, and (iv) tax planning strategies. Based on analysis of the Company's tax position, management believes it is more likely than not that the results of future operations and implementation of tax planning strategies will generate sufficient taxable income to enable the Company to utilize all of its deferred tax assets. Accordingly, no valuation allowance for deferred tax assets has been established as of June 30, 2011 and December 31, 2010.

Included in the Company's deferred income tax assets are tax benefits related to capital loss carryforwards of \$29 million which will expire beginning December 31, 2015. As a result of the Company's ability to file a consolidated U.S. federal income tax return including the Company's life insurance subsidiaries starting in 2010, as well as the expected level of taxable income, management believes the Company's net operating loss carryforwards and tax credit carryforwards will be utilized in the current year.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

As of June 30, 2011 and December 31, 2010, the Company had \$167 million and \$75 million, respectively, of gross unrecognized tax benefits. If recognized, approximately \$44 million and \$54 million, net of federal tax benefits, of unrecognized tax benefits as of June 30, 2011 and December 31, 2010, respectively, would affect the effective tax rate.

The Company recognizes interest and penalties related to unrecognized tax benefits as a component of the income tax provision. The Company recognized \$49 million and \$65 million of interest and penalties for the three months and six months ended June 30, 2011, respectively. The Company recognized \$10 million and \$20 million of interest and penalties for the three months and six months ended June 30, 2010, respectively. At June 30, 2011 and December 31, 2010, the Company had a payable of \$36 million and a receivable of \$29 million, respectively, related to accrued interest and penalties.

It is reasonably possible that the total amounts of unrecognized tax benefits will change in the next 12 months. Based on the current audit position of the Company, it is estimated that the total amount of gross unrecognized tax benefits may decrease by \$130 million to \$140 million in the next 12 months.

The Company or one or more of its subsidiaries files income tax returns in the U.S. federal jurisdiction, and various states and foreign jurisdictions. With few exceptions, the Company is no longer subject to U.S. federal, state and local, or non-U.S. income tax examinations by tax authorities for years before 1997. The Internal Revenue Service ( IRS ) completed its field examination of the Company's U.S. income tax returns for 2005 through 2007 during the third and fourth quarters of 2010. The IRS had previously completed its field examination of the 1997 through 2004 tax returns in recent years as part of the overall examination of the American Express Company consolidated returns. However, for federal income tax purposes these years continue to remain open as a consequence of certain issues under appeal. In the fourth quarter of 2010, the IRS commenced an examination of the Company's U.S. income tax returns for 2008 and 2009. The Company's or certain of its subsidiaries' state income tax returns are currently under examination by various jurisdictions for years ranging from 1999 through 2009.

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

On September 25, 2007, the IRS issued Revenue Ruling 2007-61 in which it announced that it intends to issue regulations with respect to certain computational aspects of the Dividends Received Deduction ( DRD ) related to separate account assets held in connection with variable contracts of life insurance companies. Any regulations that the IRS ultimately proposes for issuance in this area will be subject to public notice and comment, at which time insurance companies and other members of the public will have the opportunity to raise legal and practical questions about the content, scope and application of such regulations. As a result, the ultimate timing and substance of any such regulations are unknown at this time, but they may result in the elimination of some or all of the separate account DRD tax benefit that the Company receives.

**14. Guarantees and Contingencies**

*Guarantees*

Owing to conditions then-prevailing in the credit markets and the isolated defaults of unaffiliated structured investment vehicles held in the portfolios of money market funds advised by its Columbia Management Investment Advisers, LLC subsidiary (the 2a-7 Funds ), the Company closely monitored the net asset value of the 2a-7 Funds during 2008 and through the date of this report and, as circumstances warranted from time to time, injected capital into one or more of the 2a-7 Funds. Management believes that the market conditions which gave rise to those circumstances have significantly diminished. The Company has not provided a formal capital support agreement or net asset value guarantee to any of the 2a-7 Funds.

*Contingencies*

The Company and its subsidiaries are involved in the normal course of business in legal, regulatory and arbitration proceedings, including class actions, concerning matters arising in connection with the conduct of its activities as a diversified financial services firm. These include proceedings specific to the Company as well as proceedings generally applicable to business practices in the industries in which it operates. The Company can also be subject to litigation arising out of its general business activities, such as its investments, contracts, leases and employment relationships. Uncertain economic conditions, heightened volatility in the financial markets, such as those which have been experienced from the latter part of 2007 through 2009, and significant financial reform legislation may increase the likelihood that clients and other persons or regulators may present or threaten legal claims or that regulators increase the scope or frequency of examinations of the Company or the financial services industry generally.

As with other financial services firms, the level of regulatory activity and inquiry concerning the Company's businesses remains elevated. From time to time, the Company receives requests for information from, and/or has been subject to examination or claims by, the SEC, the Financial Industry Regulatory Authority ( FINRA ), the Office of Thrift Supervision, state insurance and securities regulators, state attorneys general and various other domestic or foreign governmental and quasi-governmental authorities on behalf of themselves or clients concerning the Company's business activities and practices, and the practices of the Company's financial advisors. During recent periods, the Company has received information requests or inquiries regarding certain pending matters, including: sales of, or disclosures pertaining to, mutual funds, annuities,

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

equity and fixed income securities, low priced securities, insurance products, brokerage services, financial advice offerings; trading practices within the Company's asset management business; supervision of the Company's financial advisors; supervisory practices in connection with financial advisors' outside business activities; information security; and abandoned property and escheatment practices. The number of reviews and investigations has increased in recent years with regard to many firms in the financial services industry, including Ameriprise Financial. The Company has cooperated and will continue to cooperate with the applicable regulators regarding their inquiries.

These legal and regulatory proceedings and disputes are subject to uncertainties and, as such, the Company is unable to predict the ultimate resolution or range of loss that may result. An adverse outcome in one or more of these proceedings could result in adverse judgments, settlements, fines, penalties or other relief, in addition to further claims, examinations or adverse publicity that could have a material adverse effect on the Company's consolidated financial condition or results of operations.

Certain legal and regulatory proceedings are described below.

In June 2004, an action captioned John E. Gallus et al. v. American Express Financial Corp. and American Express Financial Advisors Inc., was filed in the United States District Court for the District of Arizona, and was later transferred to the United States District Court for the District of Minnesota. The plaintiffs alleged that they were investors in several of the Company's mutual funds and they purported to bring the action derivatively on behalf of those funds under the Investment Company Act of 1940 (the '40 Act). The plaintiffs alleged that fees allegedly paid to the defendants by the funds for investment advisory and administrative services were excessive. Plaintiffs seek an order declaring that defendants have violated the '40 Act and awarding unspecified damages including excessive fees allegedly paid plus interest and other costs. On July 6, 2007, the district court granted the Company's motion for summary judgment, dismissing all claims with prejudice. Plaintiffs appealed the district court's decision, and on April 8, 2009, the U.S. Court of Appeals for the Eighth Circuit reversed the district court's decision, and

Table of Contents

**AMERIPRISE FINANCIAL, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)**

remanded the case for further proceedings. The Company filed with the United States Supreme Court a Petition for Writ of Certiorari to review the judgment of the Court of Appeals in this case in light of the Supreme Court's anticipated review of a similar excessive fee case captioned Jones v. Harris Associates. On March 30, 2010, the Supreme Court issued its ruling in Jones v. Harris Associates, and on April 5, 2010, the Supreme Court vacated the Eighth Circuit's decision in this case and remanded it to the Eighth Circuit for further consideration in light of the Supreme Court's decision in Jones v. Harris Associates. Without any further briefing or argument, on June 4, 2010, the Eighth Circuit remanded the case to the district court for further consideration in light of the Supreme Court's decision in Jones v. Harris Associates. The district court ordered briefing and heard oral argument on September 22, 2010 on the impact of the Jones v. Harris Associates decision. On December 8, 2010, the district court re-entered its July 2007 order granting summary judgment in favor of the Company. Plaintiffs filed a notice of appeal with the Eighth Circuit on January 10, 2011. The briefing on the appeal is complete and the parties are awaiting a date for oral argument.

In July 2009, two issuers of private placement interests (Medical Capital Holdings, Inc./Medical Capital Corporation and affiliated corporations and Provident Shale Royalties, LLC and affiliated corporations) sold by the Company's subsidiary Securities America, Inc. (SAI) were the subject of SEC actions (brought against those entities and individuals associated with them), which has resulted in the filing of several putative class action lawsuits naming both SAI and Ameriprise Financial, as well as related regulatory inquiries. Approximately \$400 million of Medical Capital and Provident Shale investments made by SAI clients are outstanding and currently in default. Medical Capital and Provident Royalties are both in receivership. A significant volume of FINRA arbitrations were brought against SAI. Several of them were individually settled, and there was one adverse ruling. The putative class actions and arbitrations generally allege violations of state and/or federal securities laws in connection with SAI's sales of these private placement interests. These actions were commenced in September 2009 and thereafter. The Medical Capital-related class actions were centralized and moved to the Central District of California by order of the United States Judicial Panel on Multidistrict Litigation under the caption *In re: Medical Capital Securities Litigation*. The Provident Shale-related class actions remain pending in Texas federal court. On June 22, 2010, the Liquidating Trustee of the Provident Liquidating Trust filed an adversary action (Liquidating Trustee Action) in the Provident bankruptcy proceeding naming SAI on behalf of both the Provident Liquidating Trust and a number of individual Provident investors who are alleged to have assigned their claims. The Liquidating Trustee Action generally alleges the same types of claims as are alleged in the Provident class actions as well as a claim under the Bankruptcy Code. The Liquidating Trustee Action has been moved from bankruptcy court to the Texas federal court with the other Provident class actions. On January 24, 2011 the Medical Capital Class Action was temporarily transferred to the federal court for the Northern District of Texas (the Court), where the Provident class action is pending, so that coordinated settlement negotiations can be conducted under that single Court's supervision. On February 17, 2011, the named plaintiffs to the class actions filed with the Court a Settlement Agreement and Motion for Preliminary Approval of Class Action Settlement, seeking the Court's approval of agreed-upon settlement terms. That settlement was recorded as a subsequent event to the 2010 fourth quarter and reflected in the Company's audited 2010 financial statements. On March 18, 2011, the Court declined to grant preliminary approval of that settlement. On April 15, 2011, SAI and its holding company, Securities America Financial Corporation entered into new settlement agreements which, in exchange for release of pending arbitration and litigation claims (including certain class action claims pending against the Company and the claims brought by the Liquidating Trustee), provide for the payment of a total of \$150 million, \$40 million of which was previously reported and charged to the Company's fourth quarter 2010 results as described above. The combined settlements, together with other provisions for claims relating to Medical Capital or Provident Royalties resulted in a \$118 million pre-tax expense in the Company's first quarter 2011 results. The new settlements are subject to certain conditions, including participation requirements for claimants to be covered by the settlements, and preliminary and final review and Court approval of the class action settlement. The Court issued an order finally approving the class action settlement on August 4, 2011. A related Administrative Complaint brought against SAI by the Commonwealth of Massachusetts on January 26, 2010, was also settled on May 24, 2011 with an agreement to pay \$2.8 million to Massachusetts investors.

In November 2010, the Company's J. & W. Seligman & Co. Incorporated subsidiary (Seligman) received a governmental inquiry regarding an industry insider trading investigation, as previously stated by the Company in general media reporting. The Company continues to cooperate fully with that inquiry. Neither the Company nor Seligman has been accused of any wrongdoing, and the government has confirmed that neither the Company nor any of its affiliated entities is a target of its investigation into potential insider trading.



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

**15. Earnings per Share Attributable to Ameriprise Financial, Inc. Common Shareholders**

The computations of basic and diluted earnings per share attributable to Ameriprise Financial, Inc. common shareholders are as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
	(in millions, except per share amounts)			
<b>Numerator:</b>				
Income from continuing operations	\$ 285	\$ 396	\$ 579	\$ 690
Less: Net income (loss) attributable to noncontrolling interests	(28)	139	(46)	221
Income from continuing operations attributable to Ameriprise Financial	313	257	625	469
Income (loss) from discontinued operations, net of tax	(4)	2	(75)	4
Net income attributable to Ameriprise Financial	\$ 309	\$ 259	\$ 550	\$ 473
<b>Denominator:</b>				
Basic: Weighted-average common shares outstanding	245.5	261.1	248.5	260.9
Effect of potentially dilutive nonqualified stock options and other share-based awards	5.5	4.2	5.8	4.2
Diluted: Weighted-average common shares outstanding	251.0	265.3	254.3	265.1
<b>Earnings per share attributable to Ameriprise Financial, Inc. common shareholders:</b>				
Basic:				
Income from continuing operations	\$ 1.28	\$ 0.98	\$ 2.51	\$ 1.80
Income (loss) from discontinued operations	(0.02)	0.01	(0.30)	0.01
Net income	\$ 1.26	\$ 0.99	\$ 2.21	\$ 1.81
Diluted:				
Income from continuing operations	\$ 1.25	\$ 0.97	\$ 2.46	\$ 1.77
Income (loss) from discontinued operations	(0.02)	0.01	(0.30)	0.01
Net income	\$ 1.23	\$ 0.98	\$ 2.16	\$ 1.78

**16. Segment Information**

The Company's segments are Advice & Wealth Management, Asset Management, Annuities, Protection and Corporate & Other.

During the first quarter of 2011, as a result of management's decision to pursue a sale of Securities America, results of operations of Securities America were transferred to the Corporate & Other segment from the Advice & Wealth Management. During the second quarter of 2011, the

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

results of operations of Securities America have been presented as discontinued operations for all periods presented and the related assets and liabilities have been classified as held for sale. See Note 1 and Note 17 for additional information on discontinued operations.

The following is a summary of assets by segment:

	<b>June 30, 2011</b>	<b>(in millions)</b>	<b>December 31, 2010</b>
Advice & Wealth Management	\$	12,072	\$ 11,241
Asset Management		7,489	7,854
Annuities		87,869	84,836
Protection		18,826	18,571
Corporate & Other		8,720	8,539
Assets held for sale		162	173
Total assets	\$	135,138	\$ 131,214



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

The following is a summary of segment results:

	Three Months Ended June 30, 2011							Consolidated
	Advice & Wealth Management	Asset Management	Annuities	Protection	Corporate & Other	Eliminations		
			(in millions)					
Revenue from external customers	\$ 725	\$ 732	\$ 630	\$ 488	\$ 59	\$	\$ 2,634	
Intersegment revenue	243	21	36	37		(337)		
Total revenues	968	753	666	525	59	(337)	2,634	
Banking and deposit interest expense	11						11	
Net revenues	957	753	666	525	59	(337)	2,623	
Income (loss) from continuing operations before income tax provision	\$ 108	\$ 125	\$ 143	\$ 90	\$ (67)	\$	399	
Income tax provision							114	
Income from continuing operations							285	
Loss from discontinued operations, net of tax							(4)	
Net income							281	
Less: Net loss attributable to noncontrolling interests							(28)	
Net income attributable to Ameriprise Financial							\$ 309	

	Three Months Ended June 30, 2010							Consolidated
	Advice & Wealth Management	Asset Management	Annuities	Protection	Corporate & Other	Eliminations		
			(in millions)					
Revenue from external customers	\$ 650	\$ 541	\$ 603	\$ 497	\$ 191	\$	\$ 2,482	
Intersegment revenue	220	22	27	22		(291)		
Total revenues	870	563	630	519	191	(291)	2,482	
Banking and deposit interest expense	17	1			3	(1)	20	
Net revenues	853	562	630	519	188	(290)	2,462	
Income from continuing operations before income tax provision	\$ 83	\$ 56	\$ 133	\$ 134	\$ 56	\$	462	
Income tax provision							66	
Income from continuing operations							396	
Income from discontinued operations, net of tax							2	

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net income	398
Less: Net income attributable to noncontrolling interests	139
Net income attributable to Ameriprise Financial	\$ 259

Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

	Six Months Ended June 30, 2011							Consolidated
	Advice & Wealth Management	Asset Management	Annuities	Protection	Corporate & Other	Eliminations	(in millions)	
Revenue from external customers	\$ 1,421	\$ 1,450	\$ 1,238	\$ 969	\$ 101	\$	\$ 5,179	
Intersegment revenue	474	41	68	73	1	(657)		
Total revenues	1,895	1,491	1,306	1,042	102	(657)	5,179	
Banking and deposit interest expense	24	1				(1)	24	
Net revenues	1,871	1,490	1,306	1,042	102	(656)	5,155	
Income (loss) from continuing operations before income tax provision	\$ 208	\$ 232	\$ 297	\$ 197	\$ (148)	\$	786	
Income tax provision							207	
Income from continuing operations							579	
Loss from discontinued operations, net of tax							(75)	
Net income							504	
Less: Net loss attributable to noncontrolling interests							(46)	
Net income attributable to Ameriprise Financial							\$ 550	

	Six Months Ended June 30, 2010							Consolidated
	Advice & Wealth Management	Asset Management	Annuities	Protection	Corporate & Other	Eliminations	(in millions)	
Revenue from external customers	\$ 1,252	\$ 892	\$ 1,182	\$ 987	\$ 348	\$	\$ 4,661	
Intersegment revenue	404	41	50	37		(532)		
Total revenues	1,656	933	1,232	1,024	348	(532)	4,661	
Banking and deposit interest expense	38	1			3	(1)	41	
Net revenues	1,618	932	1,232	1,024	345	(531)	4,620	
Income from continuing operations before income tax provision	\$ 131	\$ 74	\$ 253	\$ 253	\$ 109	\$	820	
Income tax provision							130	
Income from continuing operations							690	
Income from discontinued operations, net of tax							4	
Net income							694	
Less: Net income attributable to noncontrolling interests							221	
Net income attributable to Ameriprise Financial							\$ 473	



Table of Contents

## AMERIPRISE FINANCIAL, INC.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) (continued)

**17. Discontinued Operations**

During the first quarter of 2011, management decided to identify an appropriate buyer for Securities America. Management believes a sale would allow Securities America to focus on growth opportunities in the independent channel and would allow the Company to devote resources to the Ameriprise branded advisor business. During the second quarter of 2011, the results of Securities America have been presented as discontinued operations for all periods presented and the related assets and liabilities have been classified as held for sale.

The components of income (loss) from discontinued operations, net of tax, are as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
	(in millions)			
Total net revenues	\$ 118	\$ 116	\$ 240	\$ 230
Pretax income (loss)	(3)	4	(119)	7
Income tax provision (benefit)	1	2	(44)	3
Income (loss) from discontinued operations, net of tax	\$ (4)	\$ 2	\$ (75)	\$ 4

Assets and liabilities classified as held for sale are as follows:

	June 30, 2011	December 31, 2010
	(in millions)	
<b>Assets:</b>		
Cash and cash equivalents	\$ 25	\$ 23
Receivables	38	40
Other assets	99	110
Total assets held for sale	\$ 162	\$ 173
<b>Liabilities:</b>		
Long-term debt	\$ 5	\$ 5
Accounts payable and accrued expenses	28	26
Other liabilities	157	48
Total liabilities held for sale	\$ 190	\$ 79

**18. Common Share Repurchases**

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

In May 2010, the Company's Board of Directors authorized the expenditure of up to \$1.5 billion for the repurchase of the Company's common stock through the date of its 2012 annual shareholders meeting. In June 2011, the Company's Board of Directors authorized an additional expenditure of up to \$2.0 billion for the repurchase of the Company's common stock through June 28, 2013. For the six months ended June 30, 2011 and 2010, the Company repurchased a total of 12.5 million shares and 5.7 million shares, respectively, of its common stock for an aggregate cost of \$761 million and \$220 million, respectively. As of June 30, 2011, the Company had \$2.2 billion remaining under the share repurchase authorizations.

The Company may also reacquire shares of its common stock under its 2005 Incentive Compensation Plan (the "2005 ICP") related to restricted stock awards. Restricted shares that are forfeited before the vesting period has lapsed are recorded as treasury shares. In addition, the holders of restricted shares may elect to surrender a portion of their shares on the vesting date to cover their income tax obligations. These vested restricted shares reacquired by the Company and the Company's payment of the holders' income tax obligations are recorded as a treasury share purchase. For both the six months ended June 30, 2011 and 2010, the restricted shares forfeited under the 2005 ICP and recorded as treasury shares were 0.1 million. For both the six months ended June 30, 2011 and 2010, the Company reacquired 0.4 million shares of its common stock through the surrender of restricted shares upon vesting and paid in the aggregate \$19 million and \$16 million, respectively, related to the holders' income tax obligations on the vesting date.

During the six months ended June 30, 2011, the Company reissued 1.7 million treasury shares for restricted stock award grants and issuance of shares vested under the Ameriprise Financial Franchise Advisor Deferred Equity Plan.

Table of Contents

**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following discussion and analysis of our consolidated financial condition and results of operations should be read in conjunction with the Forward-Looking Statements that follow and our Consolidated Financial Statements and Notes presented in Item 1. Our Management's Discussion and Analysis should be read in conjunction with our Annual Report on Form 10-K for the year ended December 31, 2010, filed with the Securities and Exchange Commission (SEC) on February 28, 2011 (2010 10-K), as well as our current reports on Form 8-K and other publicly available information. Certain reclassifications of prior year amounts have been made to conform to the current presentation. References below to Ameriprise Financial, the Company, we, us, and our refer to Ameriprise Financial, Inc. exclusively, to our entire family of companies, or to one or more of our subsidiaries.

**Overview**

We provide financial planning, products and services that are designed to be utilized as solutions for our clients' cash and liquidity, asset accumulation, income, protection and estate and wealth transfer needs. Our model for delivering these solutions is centered on building long-term personal relationships between our branded advisors and clients, and in the case of our products distributed through unaffiliated advisors, by supporting those advisors in building strong client relationships. We believe that our focus on personal relationships, together with our strengths in financial planning and product development and distribution, allow us to fully address the evolving financial needs of our clients and our primary target market segment, the mass affluent and affluent, which we define as households with investable assets of more than \$100,000.

Our branded advisors use a financial planning and advisory process designed to provide comprehensive advice that focuses on all aspects of our clients' finances. This approach allows us to recommend actions and a broad range of product solutions consisting of investment, annuity, insurance, banking and other financial products that can help clients attain over time a return or form of protection while accepting what they determine to be an appropriate range and level of risk. Our approach puts us in a strong position to capitalize on significant demographic and market trends, which we believe will continue to drive increased demand for our financial planning and other financial services. Our emphasis on deep client-advisor relationships has been central to the success of our business model through the extreme market conditions of the past few years, and we believe it will help us to navigate future market and economic cycles.

As of June 30, 2011, we had a network of more than 9,600 financial advisors and registered representatives affiliated with us and doing business under our brand name (Ameriprise advisors). The financial product solutions we offer through Ameriprise advisors include both our own products and services and the products of other companies. The Ameriprise advisor network is the primary distribution channel through which we offer our life insurance and annuity products and services, as well as a range of banking and protection products. We offer our advisors training, tools, leadership, marketing programs and other field and centralized support to assist them in delivering advice and product solutions to clients. We support unaffiliated advisors with sales and service support and our solutions which they provide to clients. We believe our approach not only improves the products and services we provide to their clients, but also allows us to reinvest in enhanced services for clients and increase support for financial advisors. Our integrated model of financial planning, diversified product manufacturing and affiliated and non-affiliated product distribution affords us a deep understanding of our clients, which allows us to better manage the risk profile of our businesses. We believe our focus on meeting clients' needs through personal financial planning results in more satisfied clients with deeper, longer lasting relationships with our company and higher retention of our experienced financial advisors.

We continue to establish Ameriprise Financial as a financial services leader as we focus on meeting the financial needs of the mass affluent and affluent, as evidenced by our continued leadership in financial planning, a client retention percentage rate of 92% and our status as a top ten

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

ranked firm within core portions of our four main operating segments, including the size of our U.S. advisor force, long-term U.S. mutual funds, variable annuities and variable universal life ( VUL ) insurance.

Additionally, Securities America Financial Corporation, through its subsidiaries (collectively, Securities America ), provides a platform for affiliation of independent financial advisors and registered representatives who do not conduct business under the Ameriprise brand. Securities America operates under its own name, management and legal entity organization, and operating, compliance and technology infrastructure, and historically its results of operations were included in our Advice & Wealth Management segment. During the first quarter of 2011, we determined to identify an appropriate buyer for the Securities America business and transferred the results of operations of Securities America to our Corporate & Other segment. We believe a sale would allow Securities America to focus on growth opportunities in the independent channel and would allow us to devote resources to the Ameriprise branded advisor business. During the second quarter of 2011, the results of Securities America have been presented as discontinued operations for all periods presented and the related assets and liabilities have been classified as held for sale.



Table of Contents

We have four main operating segments: Advice & Wealth Management, Asset Management, Annuities and Protection, as well as our Corporate & Other segment. Our four main operating segments are aligned with the financial solutions we offer to address our clients' needs. The products and services we provide retail clients and, to a lesser extent, institutional clients, are the primary source of our revenues and net income. Revenues and net income are significantly affected by investment performance and the total value and composition of assets we manage and administer for our retail and institutional clients as well as the distribution fees we receive from other companies. These factors, in turn, are largely determined by overall investment market performance and the depth and breadth of our individual client relationships.

Equity price, credit market and interest rate fluctuations can have a significant impact on our results of operations, primarily due to the effects they have on the asset management and other asset-based fees we earn, the spread income generated on our annuities, banking and deposit products and universal life (UL) insurance products, the value of deferred acquisition costs (DAC) and deferred sales inducement costs (DSIC) assets associated with variable annuity and VUL products, the values of liabilities for guaranteed benefits associated with our variable annuities and the values of derivatives held to hedge these benefits.

In June 2009, the Financial Accounting Standards Board (FASB) updated the accounting standards related to the required consolidation of certain variable interest entities (VIEs). We adopted the accounting standard effective January 1, 2010 and recorded as a cumulative change in accounting principle an increase to appropriated retained earnings of consolidated investment entities of \$473 million and consolidated approximately \$5.5 billion of client assets and \$5.1 billion of liabilities in VIEs onto our Consolidated Balance Sheets that were not previously consolidated. Management views the VIE assets as client assets and the liabilities have recourse only to those assets. While the economics of our business have not changed, the financial statements were impacted. Prior to adoption, we consolidated certain property funds and hedge funds. These entities and the VIEs consolidated as of January 1, 2010, are defined as consolidated investment entities (CIEs). Changes in the valuation of the CIE assets and liabilities impact pretax income. The net income of the CIEs is reflected in net income attributable to noncontrolling interests. The results of operations of the CIEs are reflected in the Corporate & Other segment. On a consolidated basis, the management fees we earn for the services we provide to the CIEs and the related general and administrative expenses are eliminated and the changes in the assets and liabilities related to the CIEs, primarily debt and underlying syndicated loans, are reflected in net investment income. We continue to include the fees in the management and financial advice fees line within our Asset Management segment.

Management believes that operating measures, which exclude net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; income (loss) from discontinued operations; and the impact of consolidating CIEs, best reflect the underlying performance of our core operations 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 for certain compensation-related matters. Throughout our Management's Discussion and Analysis, these non-GAAP measures are referred to as operating measures. While the consolidation of the CIEs impacts our balance sheet and income statement, our exposure to these entities is unchanged and there is no impact to the underlying business results. The CIEs we manage have the following characteristics:

- They were formed on behalf of institutional investors to obtain a diversified investment portfolio and were not formed in order to obtain financing for Ameriprise Financial.
- Ameriprise Financial receives customary, industry standard management fees for the services it provides to these CIEs and has a fiduciary responsibility to maximize the investors' returns.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

- Ameriprise Financial does not have any obligation to provide financial support to the CIEs, does not provide any performance guarantees of the CIEs and has no obligation to absorb the investors' losses.
- Management excludes the impact of consolidating the CIEs on assets, liabilities, pretax income and equity for setting our financial performance targets and annual incentive award compensation targets.

It is management's priority to increase shareholder value over a multi-year horizon by achieving our on-average, over-time financial targets.

Table of Contents

Our financial targets are:

- Operating total net revenue growth of 6% to 8%,
- Operating earnings per diluted share growth of 12% to 15%, and
- Operating return on equity excluding accumulated other comprehensive income of 12% to 15%.

Net revenues increased \$161 million, or 7%, to \$2.6 billion for the three months ended June 30, 2011 compared to \$2.5 billion for the prior year period. Operating net revenues exclude net realized gains or losses and revenues of the CIEs and include the fees we earn from services provided to the CIEs. Operating net revenues increased \$328 million, or 14%, to \$2.6 billion for the three months ended June 30, 2011 compared to \$2.3 billion for the prior year period.

Net revenues increased \$535 million, or 12%, to \$5.2 billion for the six months ended June 30, 2011 compared to \$4.6 billion for the prior year period. Operating net revenues increased \$796 million, or 19%, to \$5.1 billion for the six months ended June 30, 2011 compared to \$4.3 billion for the prior year period.

Net income from continuing operations attributable to Ameriprise Financial per diluted share increased \$0.28, or 29%, to \$1.25 for the three months ended June 30, 2011 compared to \$0.97 for the prior year period. Operating earnings exclude net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; income (loss) from discontinued operations; and the impact of consolidating CIEs. Operating earnings per diluted share increased \$0.28, or 27%, to \$1.31 for the three months ended June 30, 2011 compared to \$1.03 for the prior year period.

Net income from continuing operations attributable to Ameriprise Financial per diluted share increased \$0.69, or 39%, to \$2.46 for the six months ended June 30, 2011 compared to \$1.77 for the prior year period. Operating earnings per diluted share increased \$0.76, or 41%, to \$2.63 for the six months ended June 30, 2011 compared to \$1.87 for the prior year period.

Return on equity excluding accumulated other comprehensive income was 12.8% for the twelve months ended June 30, 2011 compared to 10.6% for the prior year period. Operating return on equity is calculated using operating earnings for the last twelve months in the numerator and the average Ameriprise Financial, Inc. shareholders' equity from continuing operations excluding the impact of consolidating CIEs and accumulated other comprehensive income as of the last day of the trailing four quarters and the current quarter in the denominator. Operating return on equity excluding accumulated other comprehensive income was 14.5% for the twelve months ended June 30, 2011 compared to 11.5% for the prior year period.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

On April 30, 2010, we acquired the long-term asset management business of Columbia Management Group from Bank of America (the Columbia Management Acquisition). The acquisition, the integration of which is expected to be completed in 2011, has enhanced the scale and performance of our retail mutual fund and institutional asset management businesses. We incurred pretax non-recurring integration costs related to the Columbia Management Acquisition of \$21 million and \$50 million for the three months and six months ended June 30, 2011, respectively. In total, we have incurred \$157 million of pretax non-recurring integration costs through June 30, 2011. These costs include system integration costs, proxy and other regulatory filing costs, employee reduction and retention costs, and investment banking, legal and other acquisition costs. We realized integration net synergies of approximately \$30 million and \$60 million for the three months and six months ended June 30, 2011. Net synergies are on track for our target of \$130 million for 2011. We expect annualized net synergies in 2012 of approximately \$145 million. The rate of decline in costs from such synergies may vary by quarter.

### **Critical Accounting Policies**

The accounting and reporting policies that we use affect our Consolidated Financial Statements. Certain of our accounting and reporting policies are critical to an understanding of our consolidated results of operations and financial condition and, in some cases, the application of these policies can be significantly affected by the estimates, judgments and assumptions made by management during the preparation of our Consolidated Financial Statements. These accounting policies are discussed in detail in Management's Discussion and Analysis Critical Accounting Policies in our 2010 10-K.

### **Recent Accounting Pronouncements**

For information regarding recent accounting pronouncements and their expected impact on our future consolidated results of operations and financial condition, see Note 2 to our Consolidated Financial Statements.

Table of Contents**Assets Under Management and Administration**

Assets under management ( AUM ) 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 assets of clients in our Ameriprise advisor branded platform held in wrap accounts ( branded client wrap assets ) as well as assets managed by sub-advisors selected by us. AUM also includes 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 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.

Assets under administration ( AUA ) 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. AUA also includes 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.

The following table presents detail regarding our AUM and AUA:

	2011	June 30, (in billions)	2010	Change	
<b>Assets Under Management and Administration</b>					
Advice & Wealth Management AUM	\$	105.9	\$	83.0	28%
Asset Management AUM		467.2		413.3	13
Eliminations		(13.4)		(10.6)	(26)
<b>Total Assets Under Management</b>		<b>559.7</b>		<b>485.7</b>	<b>15</b>
<b>Total Assets Under Administration</b>		<b>110.5</b>		<b>89.5</b>	<b>23</b>
<b>Total AUM and AUA</b>	\$	<b>670.2</b>	\$	<b>575.2</b>	<b>17%</b>

Total AUM increased \$74.0 billion, or 15%, to \$559.7 billion as of June 30, 2011 compared to the prior year period primarily due to market appreciation and branded client wrap account net inflows. Total AUA increased \$21.0 billion, or 23%, to \$110.5 billion as of June 30, 2011 compared to the prior year period primarily due to market appreciation.

**Consolidated Results of Operations for the Three Months Ended June 30, 2011 and 2010**

In June 2009, the FASB updated the accounting standards related to the required consolidation of certain VIEs. We adopted the accounting standard effective January 1, 2010 and recorded as a cumulative change in accounting principle an increase to appropriated retained earnings of consolidated investment entities of \$473 million and consolidated approximately \$5.5 billion of client assets and \$5.1 billion of liabilities in VIEs onto our Consolidated Balance Sheets that were not previously consolidated. Management views the VIE assets as client assets and the

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

liabilities have recourse only to those assets. While the economics of our business have not changed, the financial statements were impacted. Prior to adoption, we consolidated certain property funds and hedge funds. These entities and the VIEs consolidated as of January 1, 2010, are defined as CIEs. Changes in the valuation of the CIE assets and liabilities impact pretax income. The net income of the CIEs is reflected in net income attributable to noncontrolling interests. On a consolidated basis, the management fees we earn for the services we provide to the CIEs and the related general and administrative expenses are eliminated and the changes in the assets and liabilities related to the CIEs, primarily debt and underlying syndicated loans, are reflected in net investment income.

Management believes that operating measures, which exclude net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; income (loss) from discontinued operations; and the impact of consolidating CIEs, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents our consolidated results of operations:

	Three Months Ended June 30,							
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP	2010 Less: Adjustments(1)	Operating	Operating Change	
	(in millions, unaudited)							
<b>Revenues</b>								
Management and financial advice fees	\$ 1,172	\$ (10)	\$ 1,182	\$ 910	\$ (10)	\$ 920	\$ 262	28%
Distribution fees	416		416	387		387	29	7
Net investment income	498	23	475	655	162	493	(18)	(4)
Premiums	312		312	299		299	13	4
Other revenues	236	18	218	231	46	185	33	18
Total revenues	2,634	31	2,603	2,482	198	2,284	319	14
Banking and deposit interest expense	11		11	20		20	(9)	(45)
Total net revenues	2,623	31	2,592	2,462	198	2,264	328	14
<b>Expenses</b>								
Distribution expenses	643		643	528		528	115	22
Interest credited to fixed accounts	212		212	231		231	(19)	(8)
Benefits, claims, losses and settlement expenses	406	7	399	297	(68)	365	34	9
Amortization of deferred acquisition costs	138		138	171	41	130	8	6
Interest and debt expense	75	51	24	74	45	29	(5)	(17)
General and administrative expense	750	23	727	699	64	635	92	14
Total expenses	2,224	81	2,143	2,000	82	1,918	225	12
Income from continuing operations before income tax provision	399	(50)	449	462	116	346	103	30
Income tax provision	114	(7)	121	66	(8)	74	47	64
Income from continuing operations	285	(43)	328	396	124	272	56	21
Income (loss) from discontinued operations, net of tax	(4)	(4)		2	2			
Net income	281	(47)	328	398	126	272	56	21
Less: Net income (loss) attributable to non-controlling interests	(28)	(28)		139	139			
Net income attributable to Ameriprise Financial	\$ 309	\$ (19)	\$ 328	\$ 259	\$ (13)	\$ 272	\$ 56	21%

(1) Includes the elimination of management fees we earn for services provided to the CIEs and the related expense; revenues and expenses of the CIEs; net realized gains or losses; the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; and income (loss) from discontinued operations. Income tax provision is calculated using the statutory tax rate of 35% on applicable adjustments.





Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the components of the adjustments in the table above:

	Three Months Ended June 30,					
	CIEs	2011 Other Adjust- ments (1)	Total Adjust- ments (in millions, unaudited)	CIEs	2010 Other Adjust- ments (1)	Total Adjust- ments
<b>Revenues</b>						
Management and financial advice fees	\$ (10)	\$	\$ (10)	\$ (10)	\$	\$ (10)
Distribution fees						
Net investment income	17	6	23	155	7	162
Premiums						
Other revenues	18		18	46		46
Total revenues	25	6	31	191	7	198
Banking and deposit interest expense						
Total net revenues	25	6	31	191	7	198
<b>Expenses</b>						
Distribution expenses						
Interest credited to fixed accounts						
Benefits, claims, losses and settlement expenses		7	7		(68)	(68)
Amortization of deferred acquisition costs						
Interest and debt expense	51		51	45		45
General and administrative expense	2	21	23	7	57	64
Total expenses	53	28	81	52	30	82
Income (loss) from continuing operations before income tax benefit						
Income tax benefit	(28)	(22)	(50)	139	(23)	116
Income tax benefit		(7)	(7)		(8)	(8)
Income (loss) from continuing operations	(28)	(15)	(43)	139	(15)	124
Income (loss) from discontinued operations, net of tax						
Net income (loss)	(28)	(4)	(4)		2	2
Less: Net income (loss) attributable to noncontrolling interests	(28)	(19)	(47)	139	(13)	126
Net loss attributable to Ameriprise Financial	\$	\$ (19)	\$ (19)	\$	\$ (13)	\$ (13)

(1) Other adjustments include net realized gains or losses; the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; and income (loss) from discontinued operations.

The following table presents a reconciliation of operating earnings per diluted share:

	Three Months Ended June 30,		Per Diluted Share Three Months Ended June 30,	
	2011	2010	2011	2010
(in millions, except per share amounts, unaudited)				
Income from continuing operations	\$ 285	\$ 396		
Less: Net income (loss) attributable to noncontrolling interests	(28)	139		
	313	257	\$ 1.25	\$ 0.97

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net income from continuing operations attributable to Ameriprise Financial				
Income (loss) from discontinued operations, net of tax	(4)	2	(0.02)	0.01
Net income attributable to Ameriprise Financial	309	259	1.23	0.98
Operating adjustments, after-tax	19	13	0.08	0.05
Operating earnings	\$ 328	\$ 272	\$ 1.31	\$ 1.03
Weighted average common shares outstanding:				
Basic	245.5	261.1		
Diluted	251.0	265.3		

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

### Table of Contents

The following table presents a reconciliation of operating return on equity excluding accumulated other comprehensive income:

	Twelve Months Ended	
	June 30, 2011	June 30, 2010
	(in millions, unaudited)	
Net income from continuing operations attributable to Ameriprise Financial	\$ 1,277	\$ 966
Less: Adjustments (1)	(84)	(56)
Operating earnings	\$ 1,361	\$ 1,022
Total Ameriprise Financial, Inc. shareholders' equity	\$ 10,654	\$ 9,404
Less: Assets and liabilities held for sale	50	102
Less: Accumulated other comprehensive income, net of tax	649	226
Total Ameriprise Financial, Inc. shareholders' equity from continuing operations excluding AOCI	9,955	9,076
Less: Equity impacts attributable to CIEs	558	226
Operating equity	\$ 9,397	\$ 8,850
Return on equity from continuing operations, excluding AOCI	12.8%	10.6%
Operating return on equity excluding AOCI (2)	14.5%	11.5%

(1) Adjustments reflect the trailing twelve months' sum of after-tax net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of DAC and DSIC; and integration and restructuring charges.

(2) Operating return on equity excluding accumulated other comprehensive income and CIEs is calculated using the trailing twelve months of earnings excluding the after-tax net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of DAC and DSIC; integration and restructuring charges; and discontinued operations in the numerator, and Ameriprise Financial shareholders' equity excluding accumulated other comprehensive income; the impact of CIEs; and the assets and liabilities held for sale using a five point average of quarter-end equity in the denominator.

### *Overall*

Net income attributable to Ameriprise Financial increased \$50 million, or 19%, to \$309 million for the three months ended June 30, 2011 compared to \$259 million for the prior year period. Net income from continuing operations attributable to Ameriprise Financial increased \$56 million, or 22%, to \$313 million for the three months ended June 30, 2011 compared to \$257 million for the prior year period. Operating net income attributable to Ameriprise Financial excludes net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; income (loss) from discontinued operations; and the impact of consolidating CIEs. Operating net income attributable to Ameriprise Financial increased \$56 million, or 21%, to \$328 million for the three months ended June 30, 2011 compared to \$272 million for the prior year period reflecting higher revenues from business growth, partially offset by a higher tax rate.

### *Net Revenues*

Net revenues increased \$161 million, or 7%, to \$2.6 billion for the three months ended June 30, 2011 compared to \$2.5 billion for the prior year period. Operating net revenues exclude net realized gains or losses and revenues of the CIEs and include the fees we earn from services provided

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

to the CIEs. Operating net revenues increased \$328 million, or 14%, to \$2.6 billion for the three months ended June 30, 2011 compared to \$2.3 billion for the prior year period driven by growth in asset-based fees from net inflows in branded client wrap assets, market appreciation and the Columbia Management Acquisition.

Management and financial advice fees increased \$262 million, or 29%, to \$1.2 billion for the three months ended June 30, 2011 compared to \$910 million for the prior year period. Operating management and financial advice fees include the fees we earn from services provided to the CIEs. Operating management and financial advice fees increased \$262 million, or 28%, to \$1.2 billion for the three months ended June 30, 2011 compared to \$920 million for the prior year period primarily due to an additional month of business acquired in the Columbia Management Acquisition and higher asset levels reflecting market appreciation and net inflows in branded client wrap assets. The daily average S&P 500 Index increased 16% compared to the prior year period. Branded client wrap assets increased \$22.8 billion, or 27%, to \$105.9 billion at June 30, 2011 compared to the prior year period due to net inflows and market appreciation. Average variable annuities contract accumulation values increased \$9.4 billion, or 19%, from the prior year period due to higher equity market levels, as well as net inflows. Total Asset Management AUM increased \$53.9 billion, or 13%, to \$467.2 billion at June 30, 2011 compared to the prior year period primarily due to market appreciation, partially offset by net outflows.

Table of Contents

Distribution fees increased \$29 million, or 7%, to \$416 million for the three months ended June 30, 2011 compared to \$387 million in the prior year period primarily due to higher asset-based fees driven by growth in assets from market appreciation and net inflows in branded client wrap assets, as well as increased client activity.

Net investment income decreased \$157 million, or 24%, to \$498 million for the three months ended June 30, 2011 compared to \$655 million in the prior year period. Net investment income for the second quarter of 2011 included a \$17 million gain for changes in the assets and liabilities of CIEs, primarily debt and underlying syndicated loans, compared to \$155 million in the prior year period. Operating net investment income excludes net realized gains or losses and changes in the assets and liabilities of CIEs. Operating net investment income decreased \$18 million, or 4%, to \$475 million for the three months ended June 30, 2011 compared to \$493 million for the prior year period due to a decrease in investment income on fixed maturity securities driven by lower invested assets resulting from net outflows in certificates driven by lower interest crediting rates and lower investments in annuity general account assets due to the implementation of changes to the Portfolio Navigator program, a variable annuity asset allocation program, in the second quarter of 2010 and lower interest sensitive fixed annuity account balances.

Premiums increased \$13 million, or 4%, to \$312 million for the three months ended June 30, 2011 compared to \$299 million for the prior year period primarily due to growth in Auto and Home premiums driven by higher volumes, as well as higher sales of immediate annuities with life contingencies. Auto and Home policy counts increased 9% period-over-period.

Other revenues increased \$5 million, or 2%, to \$236 million for the three months ended June 30, 2011 compared to \$231 million in the prior year period. Operating other revenues exclude revenues of the CIEs. Operating other revenues increased \$33 million, or 18%, to \$218 million for the three months ended June 30, 2011 compared to \$185 million in the prior year period. During the second quarter of 2011, we reclassified from accumulated other comprehensive income into earnings a \$27 million gain on an interest rate hedge put in place in anticipation of issuing debt between December 2010 and June 2011. We did not issue debt and do not plan to issue debt in the foreseeable future. Operating other revenues for the three months ended June 30, 2011 also included higher fees from variable annuity guarantees driven by higher in force amounts compared to the prior year period.

Banking and deposit interest expense decreased \$9 million, or 45%, to \$11 million for the three months ended June 30, 2011 compared to \$20 million in the prior year period primarily due to lower certificate balances, as well as a decrease in crediting rates on certificate products.

*Expenses*

Total expenses increased \$224 million, or 11%, to \$2.2 billion for the three months ended June 30, 2011 compared to \$2.0 billion for the prior year period. Operating expenses exclude the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; and expenses of the CIEs. Operating expenses increased \$225 million, or 12%, to \$2.1 billion for the three months ended June 30, 2011 compared to \$1.9 billion for the prior year period primarily due to increases in distribution expenses and general and administrative expense.

Distribution expenses increased \$115 million, or 22%, to \$643 million for the three months ended June 30, 2011 compared to \$528 million for the prior year period as a result of market appreciation and the Columbia Management Acquisition, as well as higher advisor compensation from business growth.

Interest credited to fixed accounts decreased \$19 million, or 8%, to \$212 million for the three months ended June 30, 2011 compared to \$231 million for the prior year period driven by lower average variable annuities fixed sub-account balances and a lower average crediting rate on interest sensitive fixed annuities, as well as lower average fixed annuity account balances. Average variable annuities fixed sub-account balances decreased \$747 million, or 14%, to \$4.8 billion for the second quarter of 2011 compared to the prior year period primarily due to the implementation of changes to the Portfolio Navigator program in the second quarter of 2010. The average fixed annuity crediting rate excluding capitalized interest decreased to 3.7% in the second quarter of 2011 compared to 3.9% in the prior year period. Average fixed annuities contract accumulation values decreased \$290 million, or 2%, to \$14.3 billion for the second quarter of 2011 compared to the prior year period.

Benefits, claims, losses and settlement expenses increased \$109 million, or 37%, to \$406 million for the three months ended June 30, 2011 compared to \$297 million for the prior year period. Operating benefits, claims, losses and settlement expenses, which exclude the market impact on variable annuity guaranteed living benefits, net of hedges and DSIC amortization, increased \$34 million, or 9%, to \$399 million for the three months ended June 30, 2011 compared to \$365 million for the prior year period. Benefits, claims, losses and settlement expenses related to our Auto and Home business increased from the prior year period primarily due to \$15 million of catastrophe losses from storms in April and May and \$10 million of higher auto liability reserves reflecting elevated reserve levels based on late 2010 experience. Benefits, claims, losses and settlement expenses for the prior year period included a \$21 million expense, net of DSIC, as a result of the implementation of changes to the Portfolio Navigator program and a \$5 million benefit related to an adjustment for revisions to certain calculations in our valuation of DSIC. Benefits, claims, losses and settlement expenses related to our immediate annuities with life contingencies

Table of Contents

increased compared to the prior year period primarily due to higher premiums. In addition, benefits, claims, losses and settlement expenses increased as a result of higher universal life claims and a \$7 million increase in ongoing reserve levels for universal life products with secondary guarantees compared to the prior year period.

Amortization of DAC decreased \$33 million, or 19%, to \$138 million for the three months ended June 30, 2011 compared to \$171 million for the prior year period. Operating amortization of DAC, which excludes the DAC offset to the market impact on variable annuity guaranteed living benefits, increased \$8 million, or 6%, to \$138 million for the three months ended June 30, 2011 compared to \$130 million for the prior year period. The market impact to amortization of DAC was a benefit of \$3 million for the three months ended June 30, 2011 compared to an expense of \$33 million for the prior year period. Amortization of DAC for the three months ended June 30, 2010 included a benefit of \$19 million as a result of the implementation of changes to the Portfolio Navigator program and a \$28 million benefit related to an adjustment for revisions to certain calculations in our valuation of DAC.

Interest and debt expense increased \$1 million, or 1%, to \$75 million for the three months ended June 30, 2011 compared to \$74 million for the prior year period. Operating interest and debt expense, which excludes interest expense on CIE debt, decreased \$5 million, or 17%, to \$24 million for the three months ended June 30, 2011 compared to \$29 million for the prior year period due to the impact of hedges on fixed rate debt.

General and administrative expense increased \$51 million, or 7%, to \$750 million for the three months ended June 30, 2011 compared to \$699 million for the prior year period. Operating general and administrative expense excludes integration and restructuring charges and expenses of the CIEs. Integration and restructuring charges decreased \$36 million to \$21 million in the second quarter of 2011 compared to \$57 million in the prior year period. Operating general and administrative expense increased \$92 million, or 14%, to \$727 million for the three months ended June 30, 2011 compared to \$635 million for the prior year period primarily reflecting an additional month of ongoing expenses from the Columbia Management Acquisition, higher compensation expense, a negative impact of foreign currency translation and higher costs related to new product and distribution investments compared to the prior year period. The negative impact of foreign currency translation on general and administrative expense is offset by the positive impact of foreign currency translation on management and financial advice fees.

*Income Taxes*

Our effective tax rate on income from continuing operations including income attributable to noncontrolling interests was 28.7% for the three months ended June 30, 2011, compared to 14.3% for the three months ended June 30, 2010. Our effective tax rate on income from continuing operations excluding income attributable to noncontrolling interests was 26.8% for the three months ended June 30, 2011, compared to 20.4% for the three months ended June 30, 2010. Our operating effective tax rate was 26.9% for the three months ended June 30, 2011, compared to 21.4% for the three months ended June 30, 2010.

The following table presents a reconciliation of our operating effective tax rate:

Three Months Ended June 30, 2011		Three Months Ended June 30, 2010	
GAAP	Operating	GAAP	Operating

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

(in millions, unaudited)

Income from continuing operations before income tax provision	\$	399	\$	449	\$	462	\$	346
Less: Pretax income (loss) attributable to noncontrolling interests		(28)				139		
Income from continuing operations before income tax provision excluding CIEs	\$	427	\$	449	\$	323	\$	346
Income tax provision from continuing operations	\$	114	\$	121	\$	66	\$	74
Effective tax rate		28.7%		26.9%		14.3%		21.4%
Effective tax rate excluding noncontrolling interests		26.8%		26.9%		20.4%		21.4%

On September 25, 2007, the Internal Revenue Service ( IRS ) issued Revenue Ruling 2007-61 in which it announced that it intends to issue regulations with respect to certain computational aspects of the Dividends Received Deduction ( DRD ) related to separate account assets held in connection with variable contracts of life insurance companies. Any regulations that the IRS ultimately proposes for issuance in this area will be subject to public notice and comment, at which time insurance companies and other members of the public will have the opportunity to raise legal and practical questions about the content, scope and application of such regulations. As a result, the ultimate timing and substance of any such regulations are unknown at this time, but they may result in the elimination of some or all of the separate account DRD tax benefit that we receive.



Table of Contents**Results of Operations by Segment for the Three Months Ended June 30, 2011 and 2010**

The following table presents summary financial information by segment:

	Three Months Ended June 30,					
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP	2010 Less: Adjustments(1)	Operating
	(in millions, unaudited)					
<b>Advice &amp; Wealth Management</b>						
Net revenues	\$ 957	\$	\$ 957	\$ 853	\$ 1	\$ 852
Expenses	849		849	770	4	766
Pretax income	\$ 108	\$	\$ 108	\$ 83	\$ (3)	\$ 86
<b>Asset Management</b>						
Net revenues	\$ 753	\$	\$ 753	\$ 562	\$	\$ 562
Expenses	628	21	607	506	48	458
Pretax income	\$ 125	\$ (21)	\$ 146	\$ 56	\$ (48)	\$ 104
<b>Annuities</b>						
Net revenues	\$ 666	\$ 1	\$ 665	\$ 630	\$ 4	\$ 626
Expenses	523	7	516	497	(27)	524
Pretax income	\$ 143	\$ (6)	\$ 149	\$ 133	\$ 31	\$ 102
<b>Protection</b>						
Net revenues	\$ 525	\$ 3	\$ 522	\$ 519	\$ 1	\$ 518
Expenses	435		435	385		385
Pretax income	\$ 90	\$ 3	\$ 87	\$ 134	\$ 1	\$ 133
<b>Corporate &amp; Other</b>						
Net revenues	\$ 59	\$ 37	\$ 22	\$ 188	\$ 202	\$ (14)
Expenses	126	63	63	132	67	65
Pretax income (loss)	(67)	(26)	(41)	56	135	(79)
Less: Pretax income (loss) attributable to noncontrolling interests	(28)	(28)		139	139	
Pretax loss attributable to Ameriprise Financial	\$ (39)	\$ 2	\$ (41)	\$ (83)	\$ (4)	\$ (79)
<b>Eliminations</b>						
Net revenues	\$ (337)	\$ (10)	\$ (327)	\$ (290)	\$ (10)	\$ (280)
Expenses	(337)	(10)	(327)	(290)	(10)	(280)
Pretax income	\$	\$	\$	\$	\$	\$

(1) Includes the elimination of management fees we earn for services provided to the CIEs and the related expense; revenues and expenses of the CIEs; net realized gains or losses; the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization; and integration and restructuring charges.

**Advice & Wealth Management**

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Our Advice & Wealth Management segment provides financial planning and advice, as well as full service brokerage and banking services, primarily to retail clients through our Ameriprise 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 the Asset Management segment.

In addition to purchases of affiliated and non-affiliated mutual funds and other securities on a stand-alone basis, clients may purchase mutual funds, among other securities, in connection with investment advisory fee-based wrap account programs or services, and pay fees based on a percentage of their assets.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the changes in branded client wrap assets:

	Three Months Ended June 30,			
	2011		2010	
	(in billions)			
Balance at April 1	\$	103.1	\$	85.9
Net flows		2.3		1.9
Market appreciation/(depreciation)		0.5		(4.8)
Balance at June 30	\$	105.9	\$	83.0

Branded client wrap assets increased \$22.8 billion, or 27%, to \$105.9 billion compared to the prior year period due to market appreciation and net inflows.

Management believes that operating measures, which exclude net realized gains or losses and integration and restructuring charges for our Advice & Wealth Management segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Advice & Wealth Management segment:

	Three Months Ended June 30,						Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating	
<b>Revenues</b>							
Management and financial advice fees	\$ 408	\$	\$ 408	\$ 337	\$	\$ 337	\$ 71 21%
Distribution fees	484		484	444		444	40 9
Net investment income	61		61	71	1	70	(9) (13)
Other revenues	15		15	18		18	(3) (17)
Total revenues	968		968	870	1	869	99 11
<b>Banking and deposit</b>							
interest expense	11		11	17		17	(6) (35)
Total net revenues	957		957	853	1	852	105 12
<b>Expenses</b>							
Distribution expenses	574		574	494		494	80 16
General and administrative expense	275		275	276	4	272	3 1
Total expenses	849		849	770	4	766	83 11
Pretax income	\$ 108	\$	\$ 108	\$ 83	\$ (3)	\$ 86	\$ 22 26%

(1) Adjustments include net realized gains or losses and integration and restructuring charges.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Our Advice & Wealth Management segment pretax income was \$108 million for the three months ended June 30, 2011 compared to \$83 million in the prior year period. Our Advice & Wealth Management segment pretax operating income, which excludes net realized gains or losses and integration and restructuring charges, increased \$22 million, or 26%, to \$108 million for the three months ended June 30, 2011 compared to \$86 million in the prior year period due to improved advisor productivity, higher equity markets and new client flows. Pretax margin was 11.3% for the second quarter of 2011 compared to 9.7% for the prior year period. Pretax operating margin was 11.3% for the second quarter of 2011 compared to 10.1% for the prior year period.

### *Net Revenues*

Net revenues increased \$104 million, or 12%, to \$957 million for the three months ended June 30, 2011 compared to \$853 million in the prior year period. Operating net revenues exclude net realized gains or losses. Operating net revenues increased \$105 million, or 12%, to \$957 million for the three months ended June 30, 2011 compared to \$852 million in the prior year period driven by higher management and distribution fees from growth in assets under management and increased client activity.

Management and financial advice fees increased \$71 million, or 21%, to \$408 million for the three months ended June 30, 2011 compared to \$337 million for the prior year period driven by growth in assets under management resulting from market appreciation and net inflows in branded client wrap assets. The daily average S&P 500 Index increased 16% compared to the prior year period. Branded client wrap assets increased \$22.8 billion, or 27%, to \$105.9 billion at June 30, 2011 compared to the prior year period due to net inflows and market appreciation.

Table of Contents

Distribution fees increased \$40 million, or 9%, to \$484 million for the three months ended June 30, 2011 compared to \$444 million for the prior year period primarily driven by growth in assets under management resulting from market appreciation and net inflows in branded client wrap assets and increased client activity.

Net investment income decreased \$10 million, or 14%, to \$61 million for the three months ended June 30, 2011 compared to \$71 million for the prior year period. Operating net investment income, which excludes net realized gains or losses, decreased \$9 million, or 13%, to \$61 million for the three months ended June 30, 2011 compared to \$70 million for the prior year period due to a decrease in investment income on fixed maturity securities driven by lower invested assets resulting from net outflows in certificates driven by lower interest crediting rates.

Banking and deposit interest expense decreased \$6 million, or 35%, to \$11 million for the three months ended June 30, 2011 compared to \$17 million for the prior year period primarily due to lower certificate balances, as well as a decrease in crediting rates on certificate products.

*Expenses*

Total expenses increased \$79 million, or 10%, to \$849 million for the three months ended June 30, 2011 compared to \$770 million for the prior year period. Operating expenses, which exclude integration and restructuring charges, increased \$83 million, or 11%, to \$849 million for the three months ended June 30, 2011 compared to \$766 million for the prior year period due to an increase in distribution expenses.

Distribution expenses increased \$80 million, or 16%, to \$574 million for the three months ended June 30, 2011 compared to \$494 million for the prior year period primarily due to higher advisor compensation from business growth.

**Asset Management**

Our Asset Management segment provides investment advice and investment products to retail and institutional clients. Columbia Management Investment Advisers, LLC (formerly RiverSource Investments, LLC, and referred to as Columbia or Columbia Management ) predominantly provides U.S. domestic products and services and Threadneedle Asset Management Holdings Sàrl ( Threadneedle ) predominantly provides international investment products and services. Columbia retail products are distributed through unaffiliated third party financial institutions, through our Advice & Wealth Management segment and also through Bank of America and its affiliates. Institutional products and services are primarily sold through our institutional sales force. Threadneedle retail products are primarily distributed through third parties. Retail products include mutual funds and variable product funds underlying insurance and annuity separate accounts. Institutional asset management services are designed to meet specific client objectives and may involve a range of products including those that focus on traditional asset classes, separately managed accounts, individually managed accounts, collateralized loan obligations, hedge funds, collective 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 the Advice & Wealth Management, Annuities and Protection segments.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

On April 30, 2010, we completed the acquisition of the long-term asset management business of the Columbia Management Group from Bank of America. The acquisition significantly enhanced the capabilities of the Asset Management segment by increasing its scale, broadening its retail and institutional distribution capabilities and strengthening and diversifying its lineup of retail and institutional products. The integration of the Columbia Management business, which is ongoing and is expected to be completed in 2011, has involved organizational changes to our portfolio management and analytical teams and to our operational, compliance, sales and marketing support staffs. This integration has also involved the streamlining of our U.S. domestic product offerings, a process that is ongoing. As a result of the integration, we combined RiverSource Investments, our legacy U.S. asset management business, with Columbia Management, under the Columbia brand. Total U.S. retail assets and number of funds under the Columbia brand as of June 30, 2011 were \$225.4 billion and 221 funds, respectively.

Threadneedle will remain our primary international investment management platform. Threadneedle manages four Open Ended Investment Companies ( OEICs ) and one Societe d Investissement A Capital Variable ( SICAV ) offering. The four OEICs are Threadneedle Investment Funds ICVC ( TIF ), Threadneedle Specialist Investment Funds ICVC ( TSIF ), Threadneedle Focus Investment Funds ( TFIF ) and Threadneedle Advantage Portfolio Funds ( TPAF ). TIF, TSIF, TFIF and TPAF are structured as umbrella companies with a total of 52 (33, 14, 2 and 3, respectively) sub funds covering the world s bond and equity markets. The SICAV is the Threadneedle (Lux) SICAV ( T(Lux) ). T(Lux) is structured as an umbrella company with a total of 30 sub funds covering the world s bond, commodities and equity markets. In addition, Threadneedle manages 13 unit trusts, 10 of which invest into the OEICs, 6 property unit trusts and 1 property fund of funds.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following tables present the mutual fund performance of our retail Columbia and Threadneedle funds as of June 30, 2011:

**Columbia**

**Mutual Fund Rankings in top 2 Lipper Quartiles**

Domestic Equity	Equal weighted	1 year	72%
		3 year	59%
		5 year	67%
	Asset weighted	1 year	62%
		3 year	64%
		5 year	71%
International Equity	Equal weighted	1 year	39%
		3 year	38%
		5 year	50%
	Asset weighted	1 year	8%
		3 year	56%
		5 year	63%
Taxable Fixed Income	Equal weighted	1 year	65%
		3 year	68%
		5 year	68%
	Asset weighted	1 year	74%
		3 year	68%
		5 year	73%
Tax Exempt Fixed Income	Equal weighted	1 year	100%
		3 year	100%
		5 year	94%
	Asset weighted	1 year	100%
		3 year	100%
		5 year	99%
Asset Allocation Funds	Equal weighted	1 year	71%
		3 year	57%
		5 year	57%
	Asset weighted	1 year	79%
		3 year	88%
		5 year	87%
<b>Number of funds with 4 or 5 Morningstar star ratings</b>		Overall	52
		3 year	46
		5 year	47
<b>Percent of funds with 4 or 5 Morningstar star ratings</b>		Overall	45%
		3 year	40%
		5 year	42%
<b>Percent of assets with 4 or 5 Morningstar star ratings</b>		Overall	53%
		3 year	44%
		5 year	38%

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Beginning in the second quarter of 2011, mutual fund performance rankings are based on the performance of Class Z fund shares for Columbia branded mutual funds. In instances where a fund's Class Z shares do not have a full one, three or five year track record, performance for an older share class of the same fund, typically Class A shares, is utilized for the period before Class Z shares were launched. No adjustments to the historical track records are made to account for differences in fund expenses between share classes of a fund.

Equal Weighted Rankings in Top 2 Quartiles: Counts the number of funds with above median ranking divided by the total number of funds. Asset size is not a factor.

Asset Weighted Rankings in Top 2 Quartiles: Sums the total assets of the funds with above median ranking (using Class Z and appended Class Z) divided by total assets of all funds. Funds with more assets will receive a greater share of the total percentage above or below median.

Aggregated data includes all Columbia branded mutual funds.

Data not shown prior to second quarter 2011. History will be built using the new format going forward.



Table of Contents**Threadneedle****Retail Fund Rankings in Top 2 Morningstar Quartiles or Above Index Benchmark**

Equity	Equal weighted	1 year	83%
		3 year	75%
		5 year	86%
	Asset weighted	1 year	83%
		3 year	85%
		5 year	96%
Fixed Income	Equal weighted	1 year	56%
		3 year	77%
		5 year	73%
	Asset weighted	1 year	52%
		3 year	92%
		5 year	83%
Allocation (Managed) Funds	Equal weighted	1 year	67%
		3 year	100%
		5 year	100%
	Asset weighted	1 year	82%
		3 year	100%
		5 year	100%

The performance of each fund is measured on a consistent basis against the most appropriate benchmark – a peer group of similar funds or an index.

Equal weighted: Counts the number of funds with above median ranking (if measured against peer group) or above index performance (if measured against an index) divided by the total number of funds. Asset size is not a factor.

Asset weighted: Sums the assets of the funds with above median ranking (if measured against peer group) or above index performance (if measured against an index) divided by the total sum of assets in the funds. Funds with more assets will receive a greater share of the total percentage above or below median or index.

Aggregated Allocation (Managed) Funds include funds that invest in other funds of the Threadneedle range including those funds that invest in both equity and fixed income.

Aggregated Threadneedle data includes funds on the Threadneedle platform sub-advised by Columbia as well as advisors not affiliated with Ameriprise Financial, Inc.

Data not shown prior to second quarter 2011. History will be built using the new format going forward.



Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following tables present changes in Columbia (formerly RiverSource Investments branded funds) and Threadneedle managed assets:

	March 31, 2011	Net Flows	Market Appreciation/ Depreciation & Other (1) (in billions)	Foreign Exchange	June 30, 2011
<b>Columbia Managed Assets:</b>					
Retail Funds	\$ 226.4	\$ 0.3	\$ (1.3)	\$	\$ 225.4
Institutional Funds	127.1	(0.2)	0.6		127.5
Alternative Funds	9.7	(0.3)	(0.1)		9.3
Less: Eliminations	(0.2)				(0.2)
Total Columbia Managed Assets	363.0	(0.2)	(0.8)		362.0
<b>Threadneedle Managed Assets:</b>					
Retail Funds	34.3	2.0	0.3		36.6
Institutional Funds	71.1	(0.1)	1.5		72.5
Alternative Funds	1.4	(0.2)	0.1		1.3
Total Threadneedle Managed Assets	106.8	1.7	1.9		110.4
Less: Sub-Advised Eliminations	(4.4)	(1.0)	0.2		(5.2)
Total Managed Assets	\$ 465.4	\$ 0.5	\$ 1.3	\$	\$ 467.2

	March 31, 2010	Net Flows	Market Appreciation/ Depreciation & Other (1) (in billions)	Foreign Exchange	June 30, 2010
<b>Columbia Managed Assets: (2)</b>					
Retail Funds	\$ 78.6	\$ (1.4)	\$ 112.2(3)	\$	\$ 189.4
Institutional Funds	64.0	(2.5)	66.7(4)		128.2
Alternative Funds	10.1	0.1	(0.2)		10.0
Less: Eliminations	(0.1)		(0.1)		(0.2)
Total Columbia Managed Assets	152.6	(3.8)	178.6		327.4
<b>Threadneedle Managed Assets:</b>					
Retail Funds	30.4	(0.5)	(2.1)	(0.5)	27.3
Institutional Funds	65.0	(0.7)	(2.7)	(1.1)	60.5
Alternative Funds	1.7	0.1	(0.3)		1.5
Total Threadneedle Managed Assets	97.1	(1.1)	(5.1)	(1.6)	89.3
Less: Sub-Advised Eliminations	(3.7)		0.3		(3.4)
Total Managed Assets	\$ 246.0	\$ (4.9)	\$ 173.8	\$ (1.6)	\$ 413.3

(1) Distributions of Retail Funds are included in market appreciation (depreciation) and other.

(2) Prior to the Columbia Management Acquisition, the domestic managed assets of our Asset Management segment, which are now included in Columbia Managed Assets, were managed by RiverSource Investments.

(3) Included in Market appreciation (depreciation) and other is \$118.1 billion due to the Columbia Management Acquisition, including \$3 billion of assets that were transferred to RiverSource Sub-advised through the implementation of changes to the Portfolio Navigator program, and an additional \$13.1 billion of Portfolio Navigator related assets sub-advised by others.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

- (4) Included in Market appreciation (depreciation) and other is \$68.4 billion due to the Columbia Management Acquisition.

Columbia assets under management were \$362.0 billion at June 30, 2011 compared to \$327.4 billion a year ago driven by market appreciation, partially offset by net outflows. Columbia net outflows were \$246 million in the second quarter 2011 compared to net outflows of \$3.8 billion in the second quarter 2010. The improvement in net flows reflected lower retail redemptions, improved institutional net flows and reinvested dividends. Threadneedle assets under management were \$110.4 billion at June 30, 2011, up 24% from a year ago reflecting market appreciation and positive foreign currency translation, partially offset by net outflows. Second quarter 2011 net inflows at Threadneedle were \$1.7 billion compared to net outflows of \$1.1 billion in the second quarter 2010. European retail redemptions slowed significantly, and excluding outflows in lower-margin Zurich portfolios, Threadneedle had strong institutional net inflows in the second quarter 2011. Investment performance at Columbia Management and Threadneedle continues to be strong.

Table of Contents

Management believes that operating measures, which exclude net realized gains or losses and integration charges for our Asset Management segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Asset Management segment:

	Three Months Ended June 30,							Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating		
<b>Revenues</b>								
Management and financial advice fees	\$ 627	\$	\$ 627	\$ 471	\$	\$ 471	\$ 156	33%
Distribution fees	123		123	88		88	35	40
Net investment income	3		3				3	NM
Other revenues				4		4	(4)	NM
Total revenues	753		753	563		563	190	34
Banking and deposit interest expense				1		1	(1)	NM
Total net revenues	753		753	562		562	191	34
<b>Expenses</b>								
Distribution expenses	260		260	186		186	74	40
Amortization of deferred acquisition costs	6		6	5		5	1	20
General and administrative expense	362	21	341	315	48	267	74	28
Total expenses	628	21	607	506	48	458	149	33
Pretax income	\$ 125	\$ (21)	\$ 146	\$ 56	\$ (48)	\$ 104	\$ 42	40%

NM Not Meaningful.

(1) Adjustments include net realized gains or losses and integration charges.

Our Asset Management segment pretax income was \$125 million for the three months ended June 30, 2011 compared to \$56 million for the prior year period. Our Asset Management segment pretax operating income, which excludes net realized gains or losses and integration charges, increased \$42 million, or 40%, to \$146 million for the three months ended June 30, 2011 compared to \$104 million for the prior year period. Earnings in the second quarter of 2011 reflected a full quarter of Columbia Management earnings compared to two months in the prior year period, which impacted revenues and expenses. Earnings growth in the second quarter of 2011 was also driven by asset growth and expense synergies. Pretax margin was 16.6% for the second quarter of 2011 compared to 10.0% for the prior year period. Pretax operating margin was 19.4% for the second quarter of 2011 compared to 18.5% for the prior year period.

*Net Revenues*

Net revenues increased \$191 million, or 34%, to \$753 million for the three months ended June 30, 2011 compared to \$562 million for the prior year period driven by an increase in management fees due to an additional month of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows.

Management and financial advice fees increased \$156 million, or 33%, to \$627 million for the three months ended June 30, 2011 compared to \$471 million for the prior year period due to an additional month of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows. The daily average S&P 500 Index increased 16% compared to the prior year period. Total Asset Management AUM increased \$53.9 billion, or 13%, to \$467.2 billion at June 30, 2011 compared to the prior year period primarily due to market appreciation, partially offset by net outflows.

Distribution fees increased \$35 million, or 40%, to \$123 million for the three months ended June 30, 2011 compared to \$88 million for the prior year period driven by an additional month of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows.

Table of Contents

*Expenses*

Total expenses increased \$122 million, or 24%, to \$628 million for the three months ended June 30, 2011 compared to \$506 million for the prior year period. Operating expenses, which exclude integration charges, increased \$149 million, or 33%, to \$607 million for the three months ended June 30, 2011 compared to \$458 million for the prior year period due to higher distribution expenses and general and administrative expenses. We realized integration net synergies of approximately \$30 million for the three months ended June 30, 2011.

Distribution expenses increased \$74 million, or 40%, to \$260 million for the three months ended June 30, 2011 compared to \$186 million for the prior year period primarily due to an additional month of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows.

General and administrative expense increased \$47 million, or 15%, to \$362 million for the three months ended June 30, 2011 compared to \$315 million for the prior year period. Integration charges decreased \$27 million to \$21 million for the three months ended June 30, 2011 compared to \$48 million in the prior year period. Operating general and administrative expense, which excludes integration charges, increased \$74 million, or 28%, to \$341 million for the three months ended June 30, 2011 compared to \$267 million for the prior year period primarily reflecting an additional month of ongoing expenses from the Columbia Management Acquisition, higher Threadneedle equity-based compensation expenses, a negative impact of foreign currency translation and higher costs related to new product and distribution investments. The negative impact of foreign currency translation on general and administrative expense is offset by the positive impact of foreign currency translation on management and financial advice fees.

**Annuities**

Our Annuities 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 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 annuity contracts. Intersegment expenses for this segment include distribution expenses for services provided by the Advice & Wealth Management segment, as well as expenses for investment management services provided by the Asset Management segment.

Management believes that operating measures, which exclude net realized gains or losses and the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization, for our Annuities segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.





Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the results of operations of our Annuities segment:

	Three Months Ended June 30,							Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating		
<b>Revenues</b>								
Management and financial advice fees	\$ 161	\$	\$ 161	\$ 130	\$	\$ 130	\$ 31	24%
Distribution fees	80		80	76		76	4	5
Net investment income	309	1	308	330	4	326	(18)	(6)
Premiums	49		49	42		42	7	17
Other revenues	67		67	52		52	15	29
Total revenues	666	1	665	630	4	626	39	6
Banking and deposit interest expense								
Total net revenues	666	1	665	630	4	626	39	6
<b>Expenses</b>								
Distribution expenses	81		81	70		70	11	16
Interest credited to fixed accounts	177		177	194		194	(17)	(9)
Benefits, claims, losses and settlement expenses	127	7	120	58	(68)	126	(6)	(5)
Amortization of deferred acquisition costs	82		82	121	41	80	2	3
General and administrative expense	56		56	54		54	2	4
Total expenses	523	7	516	497	(27)	524	(8)	(2)
Pretax income	\$ 143	\$ (6)	\$ 149	\$ 133	\$ 31	\$ 102	\$ 47	46%

(1) Adjustments include net realized gains or losses and the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization.

Our Annuities segment pretax income increased \$10 million, or 8%, to \$143 million for the three months ended June 30, 2011 compared to \$133 million for the prior year period. Our Annuities segment pretax operating income, which excludes net realized gains or losses and the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization, increased \$47 million, or 46%, to \$149 million for the three months ended June 30, 2011 compared to \$102 million in the prior year period.

*Net Revenues*

Net revenues increased \$36 million, or 6%, to \$666 million for the three months ended June 30, 2011 compared to \$630 million for the prior year period. Operating net revenues, which exclude net realized gains or losses, increased \$39 million, or 6%, to \$665 million for the three months ended June 30, 2011 compared to \$626 million for the prior year period reflecting higher fee revenue from increased variable annuity separate account balances and higher fees from variable annuity guarantees, partially offset by a decline in net investment income.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Management and financial advice fees increased \$31 million, or 24%, to \$161 million for the three months ended June 30, 2011 compared to \$130 million for the prior year period due to higher fees on variable annuities driven by higher separate account balances. Average variable annuities contract accumulation values increased \$9.4 billion, or 19%, from the prior year period due to higher equity market levels, as well as net inflows. Variable annuity net inflows in the second quarter of 2011 included strong sales in the Ameriprise channel. We discontinued new sales of variable annuities through non-Ameriprise channels in the fourth quarter of 2010 to further strengthen the risk return characteristics of the business, and the resulting outflows were in line with expectations.

Table of Contents

Distribution fees increased \$4 million, or 5%, to \$80 million for the three months ended June 30, 2011 compared to \$76 million for the prior year period primarily due to higher fees on variable annuities driven by higher separate account balances.

Net investment income decreased \$21 million, or 6%, to \$309 million for the three months ended June 30, 2011 compared to \$330 million in the prior year period. Operating net investment income, which excludes net realized gains or losses, decreased \$18 million, or 6%, to \$308 million for the three months ended June 30, 2011 compared to \$326 million for the prior year period due to a decrease in investment income on fixed maturity securities primarily reflecting lower investments in the general account due to the implementation of changes to the Portfolio Navigator program in the second quarter of 2010 and lower interest sensitive fixed annuity account balances.

Premiums increased \$7 million, or 17%, to \$49 million for the three months ended June 30, 2011 compared to \$42 million for the prior year period due to higher sales of immediate annuities with life contingencies.

Other revenues increased \$15 million, or 29%, to \$67 million for the three months ended June 30, 2011 compared to \$52 million for the prior year period due to higher fees from variable annuity guarantees driven by higher in force amounts.

*Expenses*

Total expenses increased \$26 million, or 5%, to \$523 million for the three months ended June 30, 2011 compared to \$497 million for the prior year period. Operating expenses, which exclude the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization, decreased \$8 million, or 2%, to \$516 million for the three months ended June 30, 2011 compared to \$524 million for the prior year period primarily due to a decrease in interest credited to fixed accounts partially offset by an increase in distribution expenses.

Distribution expenses increased \$11 million, or 16%, to \$81 million for the three months ended June 30, 2011 compared to \$70 million for the prior year period from increased variable annuity sales and asset-based compensation.

Interest credited to fixed accounts decreased \$17 million, or 9%, to \$177 million for the three months ended June 30, 2011 compared to \$194 million for the prior year period driven by lower average variable annuities fixed sub-account balances and a lower average crediting rate on interest sensitive fixed annuities, as well as lower average fixed annuity account balances. Average variable annuities fixed sub-account balances decreased \$747 million, or 14%, to \$4.8 billion for the second quarter of 2011 compared to the prior year period primarily due to the implementation of changes to the Portfolio Navigator program in the second quarter of 2010. The average fixed annuity crediting rate excluding capitalized interest decreased to 3.7% in the second quarter of 2011 compared to 3.9% in the prior year period. Average fixed annuities contract accumulation values decreased \$290 million, or 2%, to \$14.3 billion for the second quarter of 2011 compared to the prior year period. Fixed annuities remained in net outflows due to low client demand given current interest rates.

Benefits, claims, losses and settlement expenses increased \$69 million to \$127 million for the three months ended June 30, 2011 compared to \$58 million for the prior year period. Operating benefits, claims, losses and settlement expenses, which exclude the market impact on variable annuity guaranteed living benefits, net of hedges and DSIC amortization, decreased \$6 million, or 5%, to \$120 million for the three months

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

ended June 30, 2011 compared to \$126 million in the prior year period. Benefits, claims, losses and settlement expenses for the prior year period included a \$21 million expense, net of DSIC, as a result of the implementation of changes to the Portfolio Navigator program and a \$5 million benefit related to an adjustment for revisions to certain calculations in our valuation of DSIC. Benefits, claims, losses and settlement expenses related to our immediate annuities with life contingencies increased compared to the prior year period primarily due to higher premiums.

Amortization of DAC decreased \$39 million, or 32%, to \$82 million for the three months ended June 30, 2011 compared to \$121 million in the prior year period. Operating amortization of DAC, which excludes the DAC offset to the market impact on variable annuity guaranteed living benefits, increased \$2 million, or 3%, to \$82 million for the three months ended June 30, 2011 compared to \$80 million in the prior year period. The market impact to amortization of DAC was a benefit of \$3 million for the three months ended June 30, 2011 compared to an expense of \$29 million for the prior year period. Amortization of DAC for the three months ended June 30, 2010 included a benefit of \$13 million as a result of the implementation of changes to the Portfolio Navigator program and a \$21 million benefit related to an adjustment for revisions to certain calculations in our valuation of DAC.

Table of Contents

**Protection**

Our Protection 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 the 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 the Advice & Wealth Management segment, as well as expenses for investment management services provided by the Asset Management segment.

Management believes that operating measures, which exclude net realized gains or losses for our Protection segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Protection segment:

	Three Months Ended June 30,							
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating	Operating Change	
<b>Revenues</b>								
Management and financial advice fees	\$ 15	\$	\$ 15	\$ 13	\$	\$ 13	\$ 2	15%
Distribution fees	23		23	24		24	(1)	(4)
Net investment income	112	3	109	111	1	110	(1)	(1)
Premiums	267		267	262		262	5	2
Other revenues	108		108	109		109	(1)	(1)
Total revenues	525	3	522	519	1	518	4	1
Banking and deposit interest expense								
Total net revenues	525	3	522	519	1	518	4	1
<b>Expenses</b>								
Distribution expenses	10		10	9		9	1	11
Interest credited to fixed accounts	35		35	37		37	(2)	(5)
Benefits, claims, losses and settlement expenses	279		279	239		239	40	17
Amortization of deferred acquisition costs	50		50	45		45	5	11
General and administrative expense	61		61	55		55	6	11

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Total expenses		435			435		385			385		50		13	
Pretax income	\$	90	\$	3	\$	87	\$	134	\$	1	\$	133	\$	(46)	(35)%

---

(1) Adjustments include net realized gains or losses.

Our Protection segment pretax income decreased \$44 million, or 33%, to \$90 million for the three months ended June 30, 2011, compared to \$134 million for the prior year period. Our Protection segment pretax operating income, which excludes net realized gains or losses, decreased \$46 million, or 35%, to \$87 million for the three months ended June 30, 2011, compared to \$133 million for the prior year period.

Table of Contents

*Net Revenues*

Net revenues increased \$6 million, or 1%, to \$525 million for the three months ended June 30, 2011 compared to \$519 million for the prior year period. Operating net revenues, which exclude net realized gains or losses, increased \$4 million, or 1%, to \$522 million for the three months ended June 30, 2011 compared to \$518 million for the prior year period due to Auto and Home premium growth.

Premiums increased \$5 million, or 2%, to \$267 million for the three months ended June 30, 2011 compared to \$262 million for the prior year period due to growth in Auto and Home premiums driven by higher volumes. Auto and Home policy counts increased 9% period-over-period.

*Expenses*

Total expenses increased \$50 million, or 13%, to \$435 million for the three months ended June 30, 2011 compared to \$385 million for the prior year period primarily due to an increase in benefits, claims, losses and settlement expenses.

Benefits, claims, losses and settlement expenses increased \$40 million, or 17%, to \$279 million for the three months ended June 30, 2011 compared to \$239 million for the prior year period reflecting \$15 million of catastrophe losses in our Auto and Home business from storms in April and May, \$10 million of higher auto liability reserves reflecting elevated reserve levels based on late 2010 experience, a \$7 million increase in ongoing reserve levels for universal life products with secondary guarantees, and higher universal life claims compared to the prior year period when they were unusually favorable.

**Corporate & Other**

Our Corporate & Other 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. The Corporate & Other segment also includes revenues and expenses of CIEs.

Management believes that operating measures, which exclude net realized gains or losses, integration and restructuring charges and the impact of consolidating CIEs for our Corporate & Other segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Corporate & Other segment:

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

	Three Months Ended June 30,							Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating	Operating	
<b>Revenues</b>								
Management and financial advice fees	\$	\$	\$	\$	\$	\$	\$	
Distribution fees								
Net investment income (loss)	13	19	(6)	143	156	(13)	7	54%
Other revenues	46	18	28	48	46	2	26	NM
Total revenues	59	37	22	191	202	(11)	33	NM
Banking and deposit interest expense				3		3	(3)	NM
Total net revenues	59	37	22	188	202	(14)	36	NM
<b>Expenses</b>								
Distribution expenses	1		1				1	NM
Interest and debt expense	75	51	24	74	45	29	(5)	(17)
General and administrative expense	50	12	38	58	22	36	2	6
Total expenses	126	63	63	132	67	65	(2)	(3)
Pretax income (loss)	(67)	(26)	(41)	56	135	(79)	38	48
Less: Net income (loss) attributable to noncontrolling interests	(28)	(28)		139	139			
Pretax loss attributable to Ameriprise Financial	\$ (39)	\$ 2	\$ (41)	\$ (83)	\$ (4)	\$ (79)	\$ 38	48%

NM Not Meaningful.

(1) Includes revenues and expenses of the CIEs; net realized gains or losses; and integration and restructuring charges.



Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the components of the adjustments in the table above:

	Three Months Ended June 30,					
	CIEs	2011 Other Adjustments (1)	Total Adjustments (in millions, unaudited)	CIEs	2010 Other Adjustments (1)	Total Adjustments
<b>Revenues</b>						
Net investment income	\$ 17	\$ 2	\$ 19	\$ 155	\$ 1	\$ 156
Other revenues	18		18	46		46
Total revenues	35	2	37	201	1	202
<b>Banking and deposit interest expense</b>						
Total net revenues	35	2	37	201	1	202
<b>Expenses</b>						
<b>Distribution expenses</b>						
Interest and debt expense	51		51	45		45
General and administrative expense	12		12	17	5	22
Total expenses	63		63	62	5	67
Pretax income (loss)	(28)	2	(26)	139	(4)	135
<b>Less: Net income (loss) attributable to noncontrolling interests</b>						
	(28)		(28)	139		139
<b>Pretax income (loss) attributable to Ameriprise Financial</b>						
	\$	\$ 2	\$ 2	\$	\$ (4)	\$ (4)

(1) Other adjustments include net realized gains or losses and integration and restructuring charges.

Our Corporate & Other segment pretax loss attributable to Ameriprise Financial was \$39 million for the three months ended June 30, 2011 compared to \$83 million in the prior year period. Our Corporate & Other segment pretax operating loss attributable to Ameriprise Financial excludes net realized gains or losses, integration and restructuring charges and the impact of consolidating CIEs. Our Corporate & Other segment pretax operating loss attributable to Ameriprise Financial was \$41 million for the three months ended June 30, 2011 compared to \$79 million in the prior year period.

Net revenues decreased \$129 million, or 69%, to \$59 million for the three months ended June 30, 2011 compared to \$188 million for the prior year period reflecting a decrease in revenues of CIEs. Operating net revenues, which exclude revenues of CIEs and net realized gains or losses, were \$22 million for the three months ended June 30, 2011 compared to a \$14 million loss for the prior year period.

Net investment income decreased \$130 million to \$13 million for the three months ended June 30, 2011 compared to \$143 million for the prior year period. Net investment income for the second quarter of 2011 included a \$17 million gain for changes in the assets and liabilities of CIEs, primarily debt and underlying syndicated loans, compared to \$155 million in the prior year period. Operating net investment loss, which excludes net investment income of the CIEs and net realized gains or losses, was \$6 million for the three months ended June 30, 2011 compared to \$13 million for the prior year period.

Other revenues decreased \$2 million, or 4%, to \$46 million for the three months ended June 30, 2011 compared to \$48 million for the prior year period. Operating other revenues, which exclude revenues of the CIEs, increased \$26 million to \$28 million for the three months ended June 30, 2011 compared to \$2 million for the prior year period. During the second quarter of 2011, we reclassified from accumulated other comprehensive income into earnings a \$27 million gain on an interest rate hedge put in place in anticipation of issuing debt between December 2010 and June 2011. We did not issue debt and do not plan to issue debt in the foreseeable future.

Total expenses decreased \$6 million, or 5%, to \$126 million for the three months ended June 30, 2011 compared to \$132 million for the prior year period. Operating expenses, which exclude expenses of CIEs and integration and restructuring charges, decreased \$2 million, or 3%, to \$63 million for the three months ended June 30, 2011 compared to \$65 million for the prior year period.

Interest and debt expense increased \$1 million, or 1%, to \$75 million for the three months ended June 30, 2011 compared to \$74 million for the prior year period. Operating interest and debt expense, which excludes interest expense on CIE debt, decreased \$5 million, or 17%, to \$24 million for the three months ended June 30, 2011 compared to \$29 million for the prior year period due to the impact of hedges on fixed rate debt.

General and administrative expense decreased \$8 million, or 14%, to \$50 million for the three months ended June 30, 2011 compared to \$58 million for the prior year period. Operating general and administrative expense, which excludes expenses of

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

the CIEs and integration and restructuring charges, increased \$2 million, or 6%, to \$38 million for the three months ended June 30, 2011 compared to \$36 million for the prior year period.

**Consolidated Results of Operations for the Six Months Ended June 30, 2011 and 2010**

Management believes that operating measures, which exclude net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; income (loss) from discontinued operations; and the impact of consolidating CIEs, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents our consolidated results of operations:

	Six Months Ended June 30,								Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating			
<b>Revenues</b>									
Management and financial advice fees	\$ 2,309	\$ (20)	\$ 2,329	\$ 1,642	\$ (19)	\$ 1,661	\$ 668	40%	
Distribution fees	813		813	713		713	100	14	
Net investment income	1,013	51	962	1,244	246	998	(36)	(4)	
Premiums	604		604	581		581	23	4	
Other revenues	440	38	402	481	103	378	24	6	
Total revenues	5,179	69	5,110	4,661	330	4,331	779	18	
Banking and deposit interest expense	24		24	41		41	(17)	(41)	
Total net revenues	5,155	69	5,086	4,620	330	4,290	796	19	
<b>Expenses</b>									
Distribution expenses	1,262		1,262	964		964	298	31	
Interest credited to fixed accounts	419		419	459		459	(40)	(9)	
Benefits, claims, losses and settlement expenses	788	34	754	649	(45)	694	60	9	
Amortization of deferred acquisition costs	254	(10)	264	289	35	254	10	4	
Interest and debt expense	150	101	49	138	85	53	(4)	(8)	
General and administrative expense	1,496	57	1,439	1,301	76	1,225	214	17	
Total expenses	4,369	182	4,187	3,800	151	3,649	538	15	
Income from continuing operations before income tax provision	786	(113)	899	820	179	641	258	40	
Income tax provision	207	(23)	230	130	(15)	145	85	59	
	579	(90)	669	690	194	496	173	35	

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Income from continuing operations									
Income (loss) from discontinued operations, net of tax	(75)	(75)	4	4					
Net income	504	(165)	669	694	198	496	173	35	
Less: Net income (loss) attributable to non- controlling interests	(46)	(46)		221	221				
Net income attributable to Ameriprise Financial	\$ 550	\$ (119)	\$ 669	\$ 473	\$ (23)	\$ 496	\$ 173	35%	

(1) Includes the elimination of management fees we earn for services provided to the CIEs and the related expense; revenues and expenses of the CIEs; net realized gains or losses; the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; and income (loss) from discontinued operations. Income tax provision is calculated using the statutory tax rate of 35% on applicable adjustments.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the components of the adjustments in the table above:

	Six Months Ended June 30,					
	CIEs	2011 Other Adjustments (1)	Total Adjustments (in millions, unaudited)	CIEs	2010 Other Adjustments (1)	Total Adjustments
<b>Revenues</b>						
Management and financial advice fees	\$ (20)	\$	\$ (20)	\$ (19)	\$	\$ (19)
Distribution fees						
Net investment income	44	7	51	234	12	246
Premiums						
Other revenues	38		38	103		103
Total revenues	62	7	69	318	12	330
Banking and deposit interest expense						
Total net revenues	62	7	69	318	12	330
<b>Expenses</b>						
Distribution expenses						
Interest credited to fixed accounts						
Benefits, claims, losses and settlement expenses		34	34		(45)	(45)
Amortization of deferred acquisition costs		(10)	(10)		35	35
Interest and debt expense	101		101	85		85
General and administrative expense	7	50	57	12	64	76
Total expenses	108	74	182	97	54	151
Income (loss) from continuing operations before income tax benefit	(46)	(67)	(113)	221	(42)	179
Income tax benefit		(23)	(23)		(15)	(15)
Income (loss) from continuing operations	(46)	(44)	(90)	221	(27)	194
Income (loss) from discontinued operations, net of tax		(75)	(75)		4	4
Net income (loss)	(46)	(119)	(165)	221	(23)	198
Less: Net income (loss) attributable to noncontrolling interests	(46)		(46)	221		221
Net loss attributable to Ameriprise Financial	\$	\$ (119)	\$ (119)	\$	\$ (23)	\$ (23)

(1) Other adjustments include net realized gains or losses; the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; and income (loss) from discontinued operations.

The following table presents a reconciliation of operating earnings per diluted share:

	Six Months Ended June 30,		Per Diluted Share Six Months Ended June 30,	
	2011	2010	2011	2010
	(in millions, except per share amounts, unaudited)			
Income from continuing operations	\$ 579	\$ 690		
Less: Net income (loss) attributable to noncontrolling interests	(46)	221		
Net income from continuing operations attributable to Ameriprise Financial	625	469	\$ 2.46	\$ 1.77

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Income (loss) from discontinued operations, net of tax	(75)	4	(0.30)	0.01
Net income attributable to Ameriprise Financial	550	473	2.16	1.78
Operating adjustments, after-tax	119	23	0.47	0.09
Operating earnings	\$ 669	\$ 496	\$ 2.63	\$ 1.87
Weighted average common shares outstanding:				
Basic	248.5	260.9		
Diluted	254.3	265.1		

Table of Contents

*Overall*

Net income attributable to Ameriprise Financial increased \$77 million, or 16%, to \$550 million for the six months ended June 30, 2011 compared to \$473 million for the prior year period. Net income from continuing operations attributable to Ameriprise Financial increased \$156 million, or 33%, to \$625 million for the six months ended June 30, 2011 compared to \$469 million for the prior year period. Loss from discontinued operations, net of tax, of \$75 million for the six months ended June 30, 2011 included a \$77 million after-tax charge related to previously disclosed legal expenses. Operating net income attributable to Ameriprise Financial excludes net realized gains or losses; the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; income (loss) of discontinued operations; and the impact of consolidating CIEs. Operating net income attributable to Ameriprise Financial increased \$173 million, or 35%, to \$669 million for the six months ended June 30, 2011 compared to \$496 million for the prior year period reflecting higher revenues from business growth and an additional four months of Columbia Management results, partially offset by a higher tax rate.

*Net Revenues*

Net revenues increased \$535 million, or 12%, to \$5.2 billion for the six months ended June 30, 2011 compared to \$4.6 billion for the prior year period. Operating net revenues exclude net realized gains or losses and revenues of the CIEs and include the fees we earn from services provided to the CIEs. Operating net revenues increased \$796 million, or 19%, to \$5.1 billion for the six months ended June 30, 2011 compared to \$4.3 billion for the prior year period driven by growth in asset-based fees from net inflows in branded client wrap assets, market appreciation and the Columbia Management Acquisition.

Management and financial advice fees increased \$667 million, or 41%, to \$2.3 billion for the six months ended June 30, 2011 compared to \$1.6 billion for the prior year period. Operating management and financial advice fees include the fees we earn from services provided to the CIEs. Operating management and financial advice fees increased \$668 million, or 40%, to \$2.3 billion for the six months ended June 30, 2011 compared to \$1.7 billion for the prior year period primarily due to an additional four months of business resulting from the Columbia Management Acquisition and higher asset levels reflecting market appreciation and net inflows in branded client wrap assets. The daily average S&P 500 Index increased 16% compared to the prior year period. Branded client wrap assets increased \$22.8 billion, or 27%, to \$105.9 billion at June 30, 2011 compared to the prior year period due to net inflows and market appreciation. Average variable annuities contract accumulation values increased \$9.5 billion, or 19%, from the prior year period due to higher equity market levels, as well as net inflows. Total Asset Management AUM increased \$53.9 billion, or 13%, to \$467.2 billion at June 30, 2011 compared to the prior year period primarily due to market appreciation, partially offset by net outflows.

Distribution fees increased \$100 million, or 14%, to \$813 million for the six months ended June 30, 2011 compared to \$713 million in the prior year period primarily due to higher asset-based fees driven by the Columbia Management Acquisition and growth in assets from market appreciation and net inflows in branded client wrap assets, as well as increased client activity.

Net investment income decreased \$231 million, or 19%, to \$1.0 billion for the six months ended June 30, 2011 compared to \$1.2 billion in the prior year period. Net investment income for the six months ended June 30, 2011 included a \$44 million gain for changes in the assets and liabilities of CIEs, primarily debt and underlying syndicated loans, compared to \$234 million in the prior year period. Operating net investment income excludes net realized gains or losses and changes in the assets and liabilities of CIEs. Operating net investment income decreased \$36 million, or 4%, to \$962 million for the six months ended June 30, 2011 compared to \$998 million for the prior year period due to a decrease in investment income on fixed maturity securities driven by lower invested assets resulting from net outflows in certificates driven by lower interest crediting rates and lower investments in annuity general account assets due to the implementation of changes to the Portfolio Navigator

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

program in the second quarter of 2010 and lower interest sensitive fixed annuity account balances.

Premiums increased \$23 million, or 4%, to \$604 million for the six months ended June 30, 2011 compared to \$581 million for the prior year period primarily due to growth in Auto and Home premiums driven by higher volumes, as well as higher sales of immediate annuities with life contingencies. Auto and Home policy counts increased 9% period-over-period.

Other revenues decreased \$41 million, or 9%, to \$440 million for the six months ended June 30, 2011 compared to \$481 million in the prior year period. Operating other revenues exclude revenues of the CIEs. Operating other revenues increased \$24 million, or 6%, to \$402 million for the six months ended June 30, 2011 compared to \$378 million in the prior year period. During the second quarter of 2011, we reclassified from accumulated other comprehensive income into earnings a \$27 million gain on an interest rate hedge put in place in anticipation of issuing debt between December 2010 and June 2011. We did not issue debt and do not plan to issue debt in the foreseeable future. Operating other revenues for the six months ended June 30, 2011 also included higher fees from variable annuity guarantees driven by higher in force amounts compared to the prior year period, offset by a \$20 million benefit from payments related to the Reserve Funds matter in the first quarter of 2010.

Banking and deposit interest expense decreased \$17 million, or 41%, to \$24 million for the six months ended June 30, 2011 compared to \$41 million in the prior year period primarily due to lower certificate balances, as well as a decrease in crediting rates on certificate products.



Table of Contents

*Expenses*

Total expenses increased \$569 million, or 15%, to \$4.4 billion for the six months ended June 30, 2011 compared to \$3.8 billion for the prior year period. Operating expenses exclude the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization; integration and restructuring charges; and expenses of the CIEs. Operating expenses increased \$538 million, or 15%, to \$4.2 billion for the six months ended June 30, 2011 compared to \$3.6 billion for the prior year period primarily due to increases in distribution expenses and general and administrative expense.

Distribution expenses increased \$298 million, or 31%, to \$1.3 billion for the six months ended June 30, 2011 compared to \$964 million in the prior year period as a result of market appreciation and the Columbia Management Acquisition, as well as higher advisor compensation from business growth.

Interest credited to fixed accounts decreased \$40 million, or 9%, to \$419 million for the six months ended June 30, 2011 compared to \$459 million for the prior year period driven by lower average variable annuities fixed sub-account balances and a lower average crediting rate on interest sensitive fixed annuities, as well as lower average fixed annuity account balances. Average variable annuities fixed sub-account balances decreased \$918 million, or 16%, to \$4.8 billion for the first half of 2011 compared to the prior year period primarily due to the implementation of changes to the Portfolio Navigator program in the second quarter of 2010. The average fixed annuity crediting rate excluding capitalized interest decreased to 3.7% for the six months ended June 30, 2011 compared to 3.9% in the prior year period. Average fixed annuities contract accumulation values decreased \$254 million, or 2%, to \$14.3 billion for the six months ended June 30, 2011 compared to the prior year period.

Benefits, claims, losses and settlement expenses increased \$139 million, or 21%, to \$788 million for the six months ended June 30, 2011 compared to \$649 million for the prior year period. Operating benefits, claims, losses and settlement expenses, which exclude the market impact on variable annuity guaranteed living benefits, net of hedges and DSIC amortization, increased \$60 million, or 9%, to \$754 million for the six months ended June 30, 2011 compared to \$694 million for the prior year period. Benefits, claims, losses and settlement expenses related to our Auto and Home business increased from the prior year period primarily due to \$15 million of catastrophe losses from storms in April and May and higher auto liability reserves reflecting elevated reserve levels based on late 2010 experience. Benefits, claims, losses and settlement expenses for the prior year period included a \$21 million expense, net of DSIC, as a result of the implementation of changes to the Portfolio Navigator program and a \$5 million benefit related to an adjustment for revisions to certain calculations in our valuation of DSIC. Benefits, claims, losses and settlement expenses related to our immediate annuities with life contingencies increased compared to the prior year period primarily due to higher premiums. In addition, benefits, claims, losses and settlement expenses increased as a result of higher universal life claims and reserves for universal life products with secondary guarantees compared to the prior year period.

Amortization of DAC decreased \$35 million, or 12%, to \$254 million for the six months ended June 30, 2011 compared to \$289 million in the prior year period. Operating amortization of DAC, which excludes the DAC offset to the market impact on variable annuity guaranteed living benefits, increased \$10 million, or 4%, to \$264 million for the six months ended June 30, 2011 compared to \$254 million for the prior year period. The market impact to amortization of DAC was a benefit of \$18 million for the six months ended June 30, 2011 compared to an expense of \$26 million for the prior year period. Amortization of DAC for the six months ended June 30, 2010 included a benefit of \$19 million as a result of the implementation of changes to the Portfolio Navigator program and a \$28 million benefit related to an adjustment for revisions to certain calculations in our valuation of DAC.

Interest and debt expense increased \$12 million, or 9%, to \$150 million for the six months ended June 30, 2011 compared to \$138 million in the prior year period. Operating interest and debt expense, which excludes interest expense on CIE debt, decreased \$4 million, or 8%, to \$49 million

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

for the six months ended June 30, 2011 compared to \$53 million in the prior year period due to the impact of hedges on fixed rate debt.

General and administrative expense increased \$195 million, or 15%, to \$1.5 billion for the six months ended June 30, 2011 compared to \$1.3 billion for the prior year period. Operating general and administrative expense excludes integration and restructuring charges and expenses of the CIEs. Integration and restructuring charges decreased \$14 million to \$50 million for the six months ended June 30, 2011 compared to \$64 million in the prior year period. Operating general and administrative expense increased \$214 million, or 17%, to \$1.4 billion for the six months ended June 30, 2011 compared to \$1.2 billion for the prior year period primarily reflecting an additional four months of ongoing expenses from the Columbia Management Acquisition, as well as higher compensation expense and an increase in investment spending compared to the prior year period.

### *Income Taxes*

Our effective tax rate on income from continuing operations including income attributable to noncontrolling interests was 26.4% for the six months ended June 30, 2011, compared to 15.8% for the six months ended June 30, 2010. Our effective tax rate on income from continuing operations excluding income attributable to noncontrolling interests was 24.9% for the six months ended June 30, 2011, compared to 21.6% for the six months ended June 30, 2010. Our operating effective tax rate was 25.6% for the six months ended June 30, 2011, compared to 22.6% for the six months ended June 30, 2010.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents a reconciliation of our operating effective tax rate:

	Six Months Ended June 30, 2011		Six Months Ended June 30, 2010	
	GAAP	Operating (in millions, unaudited)	GAAP	Operating
Income from continuing operations before income tax provision	\$ 786	\$ 899	\$ 820	\$ 641
Less: Pretax income (loss) attributable to noncontrolling interests	(46)		221	
Income from continuing operations before income tax provision excluding CIEs	\$ 832	\$ 899	\$ 599	\$ 641
Income tax provision from continuing operations	\$ 207	\$ 230	\$ 130	\$ 145
Effective tax rate	26.4%	25.6%	15.8%	22.6%
Effective tax rate excluding noncontrolling interests	24.9%	25.6%	21.6%	22.6%

**Results of Operations by Segment for the Six Months Ended June 30, 2011 and 2010**

The following table presents summary financial information by segment:

	Six Months Ended June 30,					
	GAAP	2011 Less: Adjustments(1)	Operating (in millions, unaudited)	GAAP	2010 Less: Adjustments(1)	Operating
<b>Advice &amp; Wealth Management</b>						
Net revenues	\$ 1,871	\$ 1	\$ 1,870	\$ 1,618	\$	\$ 1,618
Expenses	1,663		1,663	1,487	6	1,481
Pretax income	\$ 208	\$ 1	\$ 207	\$ 131	\$ (6)	\$ 137
<b>Asset Management</b>						
Net revenues	\$ 1,490	\$	\$ 1,490	\$ 932	\$ 1	\$ 931
Expenses	1,258	50	1,208	858	53	805
Pretax income	\$ 232	\$ (50)	\$ 282	\$ 74	\$ (52)	\$ 126
<b>Annuities</b>						
Net revenues	\$ 1,306	\$ (2)	\$ 1,308	\$ 1,232	\$ 7	\$ 1,225
Expenses	1,009	24	985	979	(10)	989
Pretax income	\$ 297	\$ (26)	\$ 323	\$ 253	\$ 17	\$ 236
<b>Protection</b>						
Net revenues	\$ 1,042	\$ 4	\$ 1,038	\$ 1,024	\$ 2	\$ 1,022
Expenses	845		845	771		771
Pretax income	\$ 197	\$ 4	\$ 193	\$ 253	\$ 2	\$ 251
<b>Corporate &amp; Other</b>						
Net revenues	\$ 102	\$ 86	\$ 16	\$ 345	\$ 339	\$ 6
Expenses	250	128	122	236	121	115
Pretax income (loss)	(148)	(42)	(106)	109	218	(109)
	(46)	(46)		221	221	

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Less: Pretax income (loss) attributable to noncontrolling interests												
Pretax loss attributable to Ameriprise Financial	\$	(102)	\$	4	\$	(106)	\$	(112)	\$	(3)	\$	(109)
<b>Eliminations</b>												
Net revenues	\$	(656)	\$	(20)	\$	(636)	\$	(531)	\$	(19)	\$	(512)
Expenses		(656)		(20)		(636)		(531)		(19)		(512)
Pretax income	\$		\$		\$		\$		\$		\$	

---

(1) Includes the elimination of management fees we earn for services provided to the CIEs and the related expense; revenues and expenses of the CIEs; net realized gains or losses; the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization; and integration and restructuring charges.

Table of Contents**Advice & Wealth Management**

Management believes that operating measures, which exclude net realized gains or losses and integration and restructuring charges for our Advice & Wealth Management segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the changes in branded client wrap assets:

	Six Months Ended June 30,	
	2011	2010
	(in billions)	
Balance at January 1	\$ 97.5	\$ 81.3
Net flows	5.1	4.2
Market appreciation/(depreciation)	3.3	(2.5)
Balance at June 30	\$ 105.9	\$ 83.0

Branded client wrap assets increased \$22.8 billion, or 27%, to \$105.9 billion compared to the prior year period due to market appreciation and net inflows.

The following table presents the results of operations of our Advice & Wealth Management segment:

	Six Months Ended June 30,						
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP	2010 Less: Adjustments(1)	Operating	Operating Change
	(in millions, unaudited)						
<b>Revenues</b>							
Management and financial advice fees	\$ 794	\$	\$ 794	\$ 663	\$	\$ 663	\$ 131 20%
Distribution fees	945		945	814		814	131 16
Net investment income	125	1	124	144		144	(20) (14)
Other revenues	31		31	35		35	(4) (11)
Total revenues	1,895	1	1,894	1,656		1,656	238 14
<b>Banking and deposit</b>							
interest expense	24		24	38		38	(14) (37)
Total net revenues	1,871	1	1,870	1,618		1,618	252 16
<b>Expenses</b>							
Distribution expenses	1,115		1,115	940		940	175 19
General and administrative expense	548		548	547	6	541	7 1
Total expenses	1,663		1,663	1,487	6	1,481	182 12
Pretax income	\$ 208	\$ 1	\$ 207	\$ 131	\$ (6)	\$ 137	\$ 70 51%

(1) Adjustments include net realized gains or losses and integration and restructuring charges.

Our Advice & Wealth Management segment pretax income increased \$77 million, or 59%, to \$208 million for the six months ended June 30, 2011 compared to \$131 million in the prior year period. Our Advice & Wealth Management segment pretax operating income, which excludes net realized gains or losses and integration and restructuring charges, increased \$70 million, or 51%, to \$207 million for the six months ended June 30, 2011 compared to \$137 million in the prior year period driven by higher asset-based fees partially offset by higher distribution expenses. Pretax margin was 11.1% for the six months ended June 30, 2011 compared to 8.1% for the prior year period. Pretax operating margin was 11.1% for the six months ended June 30, 2011 compared to 8.5% for the prior year period.

Table of Contents

*Net Revenues*

Net revenues increased \$253 million, or 16%, to \$1.9 billion for the six months ended June 30, 2011 compared to \$1.6 billion in the prior year period. Operating net revenues exclude net realized gains or losses. Operating net revenues increased \$252 million, or 16%, to \$1.9 billion for the six months ended June 30, 2011 compared to \$1.6 billion in the prior year period driven by higher management and distribution fees from growth in assets under management and increased client activity.

Management and financial advice fees increased \$131 million, or 20%, to \$794 million for the six months ended June 30, 2011 compared to \$663 million for the prior year period driven by growth in assets under management resulting from market appreciation and net inflows in branded client wrap assets. The daily average S&P 500 Index increased 16% compared to the prior year period. Branded client wrap assets increased \$22.8 billion, or 27%, to \$105.9 billion at June 30, 2011 compared to the prior year period due to net inflows and market appreciation.

Distribution fees increased \$131 million, or 16%, to \$945 million for the six months ended June 30, 2011 compared to \$814 million for the prior year period primarily driven by growth in assets under management resulting from market appreciation and net inflows in branded client wrap assets and increased client activity.

Net investment income decreased \$19 million, or 13%, to \$125 million for the six months ended June 30, 2011 compared to \$144 million for the prior year period. Operating net investment income, which excludes net realized gains or losses, decreased \$20 million, or 14%, to \$124 million for the six months ended June 30, 2011 compared to \$144 million for the prior year period due to a decrease in investment income on fixed maturity securities driven by lower invested assets resulting from net outflows in certificates driven by lower interest crediting rates.

Banking and deposit interest expense decreased \$14 million, or 37%, to \$24 million for the six months ended June 30, 2011 compared to \$38 million for the prior year period primarily due to lower certificate balances, as well as a decrease in crediting rates on certificate products.

*Expenses*

Total expenses increased \$176 million, or 12%, to \$1.7 billion for the six months ended June 30, 2011 compared to \$1.5 billion for the prior year period. Operating expenses, which exclude integration and restructuring charges, increased \$182 million, or 12%, to \$1.7 billion for the six months ended June 30, 2011 compared to \$1.5 billion for the prior year period due to an increase in distribution expenses.

Distribution expenses increased \$175 million, or 19%, to \$1.1 billion for the six months ended June 30, 2011 compared to \$940 million for the prior year period primarily due to higher advisor compensation from business growth.





Table of Contents**Asset Management**

Management believes that operating measures, which exclude net realized gains or losses and integration charges for our Asset Management segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following tables present the changes in Columbia (formerly RiverSource Investments branded funds) and Threadneedle managed assets:

	December 31, 2010	Net Flows	Market Appreciation/ Depreciation & Other (1) (in billions)	Foreign Exchange	June 30, 2011
<b>Columbia Managed Assets:</b>					
Retail Funds	\$ 218.5	\$ (0.3)	\$ 7.2	\$	\$ 225.4
Institutional Funds	127.2	(1.2)	1.5		127.5
Alternative Funds	10.0	(0.7)			9.3
Less: Eliminations	(0.2)				(0.2)
<b>Total Columbia Managed Assets</b>	<b>355.5</b>	<b>(2.2)</b>	<b>8.7</b>		<b>362.0</b>
<b>Threadneedle Managed Assets:</b>					
Retail Funds	33.4	1.4	0.9	0.9	36.6
Institutional Funds	70.9	(2.5)	2.1	2.0	72.5
Alternative Funds	1.3	(0.2)	0.2		1.3
<b>Total Threadneedle Managed Assets</b>	<b>105.6</b>	<b>(1.3)</b>	<b>3.2</b>	<b>2.9</b>	<b>110.4</b>
Less: Sub-Advised Eliminations	(4.3)	(0.9)			(5.2)
<b>Total Managed Assets</b>	<b>\$ 456.8</b>	<b>\$ (4.4)</b>	<b>\$ 11.9</b>	<b>\$ 2.9</b>	<b>\$ 467.2</b>

	December 31, 2009	Net Flows	Market Appreciation/ Depreciation & Other(1) (in billions)	Foreign Exchange	June 30, 2010
<b>Columbia Managed Assets: (2)</b>					
Retail Funds	\$ 76.9	\$ (2.2)	\$ 114.7(3)	\$	\$ 189.4
Institutional Funds	62.3	(2.4)	68.3(4)		128.2
Alternative Funds	9.9	0.3	(0.2)		10.0
Less: Eliminations	(0.1)		(0.1)		(0.2)
<b>Total Columbia Managed Assets</b>	<b>149.0</b>	<b>(4.3)</b>	<b>182.7</b>		<b>327.4</b>
<b>Threadneedle Managed Assets:</b>					
Retail Funds	29.1	0.9	(0.4)	(2.3)	27.3
Institutional Funds	66.8	(2.0)	0.7	(5.0)	60.5
Alternative Funds	1.9	0.1	(0.3)	(0.2)	1.5
<b>Total Threadneedle Managed Assets</b>	<b>97.8</b>	<b>(1.0)</b>		<b>(7.5)</b>	<b>89.3</b>
Less: Sub-Advised Eliminations	(3.6)	(0.1)	0.3		(3.4)
<b>Total Managed Assets</b>	<b>\$ 243.2</b>	<b>\$ (5.4)</b>	<b>\$ 183.0</b>	<b>\$ (7.5)</b>	<b>\$ 413.3</b>

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

- (1) Distributions of Retail Funds are included in market appreciation (depreciation) and other.
- (2) Prior to the Columbia Management Acquisition, the domestic managed assets of our Asset Management segment, which are now included in Columbia Managed Assets, were managed by RiverSource Investments.
- (3) Included in Market appreciation (depreciation) and other is \$118.1 billion due to the Columbia Management Acquisition, including \$3 billion of assets that were transferred to RiverSource Sub-advised through the implementation of changes to the Portfolio Navigator program, and an additional \$13.1 billion of Portfolio Navigator related assets sub-advised by others.
- (4) Included in Market appreciation (depreciation) and other is \$68.4 billion due to the Columbia Management Acquisition.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the results of operations of our Asset Management segment:

	Six Months Ended June 30,							Operating Change
	2011 Less: GAAP	Adjustments(1)	Operating	2010 Less: GAAP	Adjustments(1)	Operating	(in millions, unaudited)	
<b>Revenues</b>								
Management and financial advice fees	\$ 1,247	\$	\$ 1,247	\$ 778	\$	\$ 778	\$ 469	60%
Distribution fees	238		238	146		146	92	63
Net investment income	4		4	4	1	3	1	33
Other revenues	2		2	5		5	(3)	(60)
Total revenues	1,491		1,491	933	1	932	559	60
Banking and deposit interest expense	1		1	1		1		
Total net revenues	1,490		1,490	932	1	931	559	60
<b>Expenses</b>								
Distribution expenses	518		518	292		292	226	77
Amortization of deferred acquisition costs	10		10	11		11	(1)	(9)
General and administrative expense	730	50	680	555	53	502	178	35
Total expenses	1,258	50	1,208	858	53	805	403	50%
Pretax income	\$ 232	\$ (50)	\$ 282	\$ 74	\$ (52)	\$ 126	\$ 156	NM

NM Not Meaningful.

(1) Adjustments include net realized gains or losses and integration charges.

Our Asset Management segment pretax income was \$232 million for the six months ended June 30, 2011 compared to \$74 million for the prior year period. Our Asset Management segment pretax operating income, which excludes net realized gains or losses and integration charges, was \$282 million for the six months ended June 30, 2011 compared to \$126 million for the prior year period. Earnings in the first half of 2011 reflected six months of Columbia Management earnings compared to two months in the prior year period, which impacted revenues and expenses. Earnings growth in the first half of 2011 was also driven by asset growth and expense synergies. Pretax margin was 15.6% for the six months ended June 30, 2011 compared to 7.9% for the prior year period. Pretax operating margin was 18.9% for the six months ended June 30, 2011 compared to 13.5% for the prior year period.

*Net Revenues*

Net revenues increased \$558 million, or 60%, to \$1.5 billion for the six months ended June 30, 2011 compared to \$932 million for the prior year period. Operating net revenues, which exclude net realized gains or losses, increased \$559 million, or 60%, to \$1.5 billion for the six months ended June 30, 2011 compared to \$931 million for the prior year period driven by an increase in management fees due to an additional four months of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows.

Management and financial advice fees increased \$469 million, or 60%, to \$1.2 billion for the six months ended June 30, 2011 compared to \$778 million for the prior year period due to an additional four months of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows. The daily average S&P 500 Index increased 16% compared to the prior year period. Total Asset Management AUM increased \$53.9 billion, or 13%, to \$467.2 billion at June 30, 2011 compared to the prior year period primarily due to market appreciation, partially offset by net outflows.

Distribution fees increased \$92 million, or 63%, to \$238 million for the six months ended June 30, 2011 compared to \$146 million for the prior year period driven by an additional four months of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows.

*Expenses*

Total expenses increased \$400 million, or 47%, to \$1.3 billion for the six months ended June 30, 2011 compared to \$858 million for the prior year period. Operating expenses, which exclude integration charges, increased \$403 million, or

Table of Contents

50%, to \$1.2 billion for the six months ended June 30, 2011 compared to \$805 million for the prior year period due to an increase in distribution expenses and general and administrative expense. We realized integration net synergies of approximately \$60 million for the six months ended June 30, 2011.

Distribution expenses increased \$226 million, or 77%, to \$518 million for the six months ended June 30, 2011 compared to \$292 million for the prior year period due to an additional four months of business resulting from the Columbia Management Acquisition and growth in assets from market appreciation, partially offset by net outflows.

General and administrative expense increased \$175 million, or 32%, to \$730 million for the six months ended June 30, 2011 compared to \$555 million for the prior year period. Integration charges decreased \$3 million to \$50 million for the six months ended June 30, 2011 compared to \$53 million in the prior year period. Operating general and administrative expense, which excludes integration charges, increased \$178 million, or 35%, to \$680 million for the six months ended June 30, 2011 compared to \$502 million for the prior year period reflecting an additional four months of ongoing expenses of Columbia Management, as well as higher investment spending.

**Annuities**

Management believes that operating measures, which exclude net realized gains or losses and the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization, for our Annuities segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Annuities segment:

	Six Months Ended June 30,							Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating	Operating	
<b>Revenues</b>								
Management and financial advice fees	\$ 316	\$	\$ 316	\$ 257	\$	\$ 257	\$ 59	23%
Distribution fees	156		156	146		146	10	7
Net investment income	629	(2)	631	660	7	653	(22)	(3)
Premiums	83		83	73		73	10	14
Other revenues	122		122	96		96	26	27
Total revenues	1,306	(2)	1,308	1,232	7	1,225	83	7
Banking and deposit interest expense								
Total net revenues	1,306	(2)	1,308	1,232	7	1,225	83	7
<b>Expenses</b>								
Distribution expenses	157		157	131		131	26	20
	349		349	386		386	(37)	(10)

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Interest credited to fixed accounts

Benefits, claims, losses and settlement expenses	250	34	216	176	(45)	221	(5)	(2)
Amortization of deferred acquisition costs	145	(10)	155	181	35	146	9	6
General and administrative expense	108		108	105		105	3	3
Total expenses	1,009	24	985	979	(10)	989	(4)	
Pretax income	\$ 297	\$ (26)	\$ 323	\$ 253	\$ 17	\$ 236	\$ 87	37%

(1) Adjustments include net realized gains or losses and the market impact on variable annuity living benefits, net of hedges, DSIC and DAC amortization.

Our Annuities segment pretax income increased \$44 million, or 17%, to \$297 million for the six months ended June 30, 2011 compared to \$253 million for the prior year period. Our Annuities segment pretax operating income, which excludes net realized gains or losses and the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization, increased \$87 million, or 37%, to \$323 million for the six months ended June 30, 2011 compared to \$236 million in the prior year period.

Table of Contents

*Net Revenues*

Net revenues increased \$74 million, or 6%, to \$1.3 billion for the six months ended June 30, 2011 compared to \$1.2 billion for the prior year period. Operating net revenues, which exclude net realized gains or losses, increased \$83 million, or 7%, to \$1.3 billion for the six months ended June 30, 2011 compared to \$1.2 billion for the prior year period reflecting higher fee revenue from increased variable annuity separate account balances and higher fees from variable annuity guarantees, partially offset by a decline in net investment income.

Management and financial advice fees increased \$59 million, or 23%, to \$316 million for the six months ended June 30, 2011 compared to \$257 million for the prior year period due to higher fees on variable annuities driven by higher separate account balances. Average variable annuities contract accumulation values increased \$9.5 billion, or 19%, from the prior year period due to higher equity market levels, as well as net inflows. Variable annuity net inflows for the six months ended June 30, 2011 included strong sales in the Ameriprise channel. We discontinued new sales of variable annuities through non-Ameriprise channels in the fourth quarter of 2010 to further strengthen the risk return characteristics of the business, and the resulting outflows were in line with expectations.

Distribution fees increased \$10 million, or 7%, to \$156 million for the six months ended June 30, 2011 compared to \$146 million for the prior year period primarily due to higher fees on variable annuities driven by higher separate account balances.

Net investment income decreased \$31 million, or 5%, to \$629 million for the six months ended June 30, 2011 compared to \$660 million in the prior year period. Operating net investment income, which excludes net realized gains or losses, decreased \$22 million, or 3%, to \$631 million for the six months ended June 30, 2011 compared to \$653 million for the prior year period due to a decrease in investment income on fixed maturity securities primarily reflecting lower investments in the general account due to the implementation of changes to the Portfolio Navigator program in the second quarter of 2010 and lower interest sensitive fixed annuity account balances.

Premiums increased \$10 million, or 14%, to \$83 million for the six months ended June 30, 2011 compared to \$73 million for the prior year period due to higher sales of immediate annuities with life contingencies.

Other revenues increased \$26 million, or 27%, to \$122 million for the six months ended June 30, 2011 compared to \$96 million for the prior year period due to higher fees from variable annuity guarantees driven by higher in force amounts.

*Expenses*

Total expenses increased \$30 million, or 3%, to \$1.0 billion for the six months ended June 30, 2011 compared to \$979 million for the prior year period. Operating expenses, which exclude the market impact on variable annuity guaranteed living benefits, net of hedges, DSIC and DAC amortization, decreased \$4 million to \$985 million for the six months ended June 30, 2011 compared to \$989 million for the prior year period primarily due to a decrease in interest credited to fixed accounts partially offset by an increase in distribution expenses.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Distribution expenses increased \$26 million, or 20%, to \$157 million for the six months ended June 30, 2011 compared to \$131 million for the prior year period primarily due to higher variable annuity compensation.

Interest credited to fixed accounts decreased \$37 million, or 10%, to \$349 million for the six months ended June 30, 2011 compared to \$386 million for the prior year period driven by lower average variable annuities fixed sub-account balances and a lower average crediting rate on interest sensitive fixed annuities, as well as lower average fixed annuity account balances. Average variable annuities fixed sub-account balances decreased \$918 million, or 16%, to \$4.8 billion for the first half of 2011 compared to the prior year period primarily due to the implementation of changes to the Portfolio Navigator program in the second quarter of 2010. The average fixed annuity crediting rate excluding capitalized interest decreased to 3.7% for the six months ended June 30, 2011 compared to 3.9% in the prior year period. Average fixed annuities contract accumulation values decreased \$254 million, or 2%, to \$14.3 billion for the six months ended June 30, 2011 compared to the prior year period. Fixed annuities remained in net outflows due to low client demand given current interest rates.

Benefits, claims, losses and settlement expenses increased \$74 million, or 42%, to \$250 million for the six months ended June 30, 2011 compared to \$176 million for the prior year period. Operating benefits, claims, losses and settlement expenses, which exclude the market impact on variable annuity guaranteed living benefits, net of hedges and DSIC amortization, decreased \$5 million, or 2%, to \$216 million for the six months ended June 30, 2011 compared to \$221 million in the prior year period. Benefits, claims, losses and settlement expenses for the prior year period included a \$21 million expense, net of DSIC, as a result of the implementation of changes to the Portfolio Navigator program and a \$5 million benefit related to an adjustment for revisions to certain calculations in our valuation of DSIC. Benefits, claims, losses and settlement expenses related to our immediate annuities with life contingencies increased compared to the prior year period primarily due to higher premiums.



Table of Contents

Amortization of DAC decreased \$36 million, or 20%, to \$145 million for the six months ended June 30, 2011 compared to \$181 million in the prior year period. Operating amortization of DAC, which excludes the DAC offset to the market impact on variable annuity guaranteed living benefits, increased \$9 million, or 6%, to \$155 million for the six months ended June 30, 2011 compared to \$146 million in the prior year period. The market impact to amortization of DAC was a benefit of \$16 million for the six months ended June 30, 2011 compared to an expense of \$23 million for the prior year period. Amortization of DAC for the six months ended June 30, 2010 included a benefit of \$13 million as a result of the implementation of changes to the Portfolio Navigator program and a \$21 million benefit related to an adjustment for revisions to certain calculations in our valuation of DAC.

**Protection**

Management believes that operating measures, which exclude net realized gains or losses for our Protection segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Protection segment:

	Six Months Ended June 30,							
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP	2010 Less: Adjustments(1)	Operating	Operating Change	
	(in millions, unaudited)							
<b>Revenues</b>								
Management and financial advice fees	\$ 29	\$	\$ 29	\$ 26	\$	\$ 26	\$ 3	12%
Distribution fees	46		46	48		48	(2)	(4)
Net investment income	220	4	216	214	2	212	4	2
Premiums	529		529	517		517	12	2
Other revenues	218		218	219		219	(1)	
Total revenues	1,042	4	1,038	1,024	2	1,022	16	2
Banking and deposit interest expense								
Total net revenues	1,042	4	1,038	1,024	2	1,022	16	2
<b>Expenses</b>								
Distribution expenses	16		16	17		17	(1)	(6)
Interest credited to fixed accounts	70		70	73		73	(3)	(4)
Benefits, claims, losses and settlement expenses	538		538	473		473	65	14
Amortization of deferred acquisition costs	99		99	97		97	2	2
General and administrative expense	122		122	111		111	11	10
Total expenses	845		845	771		771	74	10
Pretax income	\$ 197	\$ 4	\$ 193	\$ 253	\$ 2	\$ 251	\$ (58)	(23)%

(1) Adjustments include net realized gains or losses.

Our Protection segment pretax income decreased \$56 million, or 22%, to \$197 million for the six months ended June 30, 2011, compared to \$253 million for the prior year period. Our Protection segment pretax operating income, which excludes net realized gains or losses, decreased \$58 million, or 23%, to \$193 million for the six months ended June 30, 2011, compared to \$251 million for the prior year period.

*Net Revenues*

Net revenues increased \$18 million, or 2%, to \$1.0 billion for the six months ended June 30, 2011 compared to \$1.0 billion for the prior year period. Operating net revenues, which exclude net realized gains or losses, increased \$16 million, or 2%, to \$1.0 billion for the six months ended June 30, 2011 compared to \$1.0 billion for the prior year period primarily due to Auto and Home premium growth and higher investment income driven by growth in assets.

Table of Contents

Net investment income increased \$6 million, or 3%, to \$220 million for the six months ended June 30, 2011 compared to \$214 million for the prior year period. Operating net investment income, which excludes net realized gains or losses, increased \$4 million, or 2%, to \$216 million for the six months ended June 30, 2011 compared to \$212 million for the prior year period primarily due to growth in assets.

Premiums increased \$12 million, or 2%, to \$529 million for the six months ended June 30, 2011 compared to \$517 million for the prior year period due to growth in Auto and Home premiums driven by higher volumes. Auto and Home policy counts increased 9% period-over-period.

*Expenses*

Total expenses increased \$74 million, or 10%, to \$845 million for the six months ended June 30, 2011 compared to \$771 million for the prior year period primarily due to an increase in benefits, claims, losses and settlement expenses.

Benefits, claims, losses and settlement expenses increased \$65 million, or 14%, to \$538 million for the six months ended June 30, 2011 compared to \$473 million for the prior year period. Benefits, claims, losses and settlement expenses related to our Auto and Home business increased from the prior year period primarily due to \$15 million of catastrophe losses from storms in April and May and higher auto liability reserves reflecting elevated reserve levels based on late 2010 experience. In addition, benefits, claims, losses and settlement expenses increased as a result of higher universal life claims and an increase in ongoing reserve levels for universal life products with secondary guarantees compared to the prior year period.

**Corporate & Other**

Management believes that operating measures, which exclude net realized gains or losses, integration and restructuring charges and the impact of consolidating CIEs for our Corporate & Other segment, best reflect the underlying performance of our core operations and facilitate a more meaningful trend analysis. See our discussion on the use of these non-GAAP measures in the Overview section above.

The following table presents the results of operations of our Corporate & Other segment:

	Six Months Ended June 30,							Operating Change
	GAAP	2011 Less: Adjustments(1)	Operating	GAAP (in millions, unaudited)	2010 Less: Adjustments(1)	Operating		
<b>Revenues</b>								
Management and financial advice fees	\$	\$	\$	\$	\$	\$	\$	
Distribution fees	35	48	(13)	222	236	(14)	1	7%

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net investment income (loss)								
Other revenues	67	38	29	126	103	23	6	26
Total revenues	102	86	16	348	339	9	7	78
Banking and deposit interest expense								
Total net revenues	102	86	16	345	339	6	10	NM
<b>Expenses</b>								
Distribution expenses	1		1				1	NM
Interest and debt expense	150	101	49	138	85	53	(4)	(8)
General and administrative expense	99	27	72	98	36	62	10	16
Total expenses	250	128	122	236	121	115	7	6
Pretax income (loss)	(148)	(42)	(106)	109	218	(109)	3	3
Less: Net income (loss) attributable to noncontrolling interests								
Pretax loss attributable to Ameriprise Financial	\$ (102)	\$ 4	\$ (106)	\$ (112)	\$ (3)	\$ (109)	\$ 3	3%

NM Not Meaningful.

(1) Includes revenues and expenses of the CIEs; net realized gains or losses; and integration and restructuring charges.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents the components of the adjustments in the table above:

	Six Months Ended June 30,					
	CIEs	2011 Other Adjustments (1)	Total Adjustments (in millions, unaudited)	CIEs	2010 Other Adjustments (1)	Total Adjustments
<b>Revenues</b>						
Net investment income	\$ 44	\$ 4	\$ 48	\$ 234	\$ 2	\$ 236
Other revenues	38		38	103		103
Total revenues	82	4	86	337	2	339
<b>Banking and deposit interest expense</b>						
Total net revenues	82	4	86	337	2	339
<b>Expenses</b>						
<b>Distribution expenses</b>						
Interest and debt expense	101		101	85		85
<b>General and administrative expense</b>						
General and administrative expense	27		27	31	5	36
Total expenses	128		128	116	5	121
Pretax income (loss)	(46)	4	(42)	221	(3)	218
<b>Less: Net income (loss) attributable to noncontrolling interests</b>						
Less: Net income (loss) attributable to noncontrolling interests	(46)		(46)	221		221
<b>Pretax income (loss) attributable to Ameriprise Financial</b>						
Pretax income (loss) attributable to Ameriprise Financial	\$	\$ 4	\$ 4	\$	\$ (3)	\$ (3)

(1) Other adjustments include net realized gains or losses and integration and restructuring charges.

Our Corporate & Other segment pretax loss attributable to Ameriprise Financial was \$102 million for the six months ended June 30, 2011 compared to \$112 million in the prior year period. Our Corporate & Other segment pretax operating loss attributable to Ameriprise Financial excludes net realized gains or losses, integration and restructuring charges and the impact of consolidating CIEs. Our Corporate & Other segment pretax operating loss attributable to Ameriprise Financial was \$106 million for the six months ended June 30, 2011 compared to \$109 million in the prior year period.

Net revenues decreased \$243 million, or 70%, to \$102 million for the six months ended June 30, 2011 compared to \$345 million for the prior year period primarily reflecting a decrease in revenues of CIEs. Operating net revenues, which exclude revenues of CIEs and net realized gains or losses, increased \$10 million to \$16 million for the six months ended June 30, 2011 compared to \$6 million for the prior year period primarily due to an increase in other revenues.

Net investment income decreased \$187 million to \$35 million for the six months ended June 30, 2011 compared to \$222 million for the prior year period. Net investment income for the first half of 2011 included a \$44 million gain for changes in the assets and liabilities of CIEs, primarily debt and underlying syndicated loans, compared to \$234 million in the prior year period. Operating net investment loss, which excludes net investment income of the CIEs and net realized gains or losses, was \$13 million for the six months ended June 30, 2011 compared to \$14 million for the prior year period.

Other revenues decreased \$59 million, or 47%, to \$67 million for the six months ended June 30, 2011 compared to \$126 million for the prior year period. Operating other revenues, which exclude revenues of the CIEs, increased \$6 million, or 26%, to \$29 million for the six months ended June 30, 2011 compared to \$23 million for the prior year period. During the second quarter of 2011, we reclassified from accumulated other comprehensive income into earnings a \$27 million gain on an interest rate hedge put in place in anticipation of issuing debt between December 2010 and June 2011. We did not issue debt and do not plan to issue debt in the foreseeable future. Operating other revenues for the first half of 2010 included a \$20 million benefit from payments related to the Reserve Funds matter.

Total expenses increased \$14 million, or 6%, to \$250 million for the six months ended June 30, 2011 compared to \$236 million for the prior year period. Operating expenses, which exclude expenses of CIEs and integration and restructuring charges, increased \$7 million, or 6%, to \$122 million for the six months ended June 30, 2011 compared to \$115 million for the prior year period.

Table of Contents

Interest and debt expense increased \$12 million, or 9%, to \$150 million for the six months ended June 30, 2011 compared to \$138 million for the prior year period. Operating interest and debt expense, which excludes interest expense on CIE debt, decreased \$4 million, or 8%, to \$49 million for the six months ended June 30, 2011 compared to \$53 million for the prior year period due to the impact of hedges on fixed rate debt.

General and administrative expense increased \$1 million to \$99 million for the six months ended June 30, 2011 compared to \$98 million for the prior year period. Operating general and administrative expense, which excludes expenses of the CIEs and integration and restructuring charges, increased \$10 million, or 16%, to \$72 million for the six months ended June 30, 2011 compared to \$62 million for the prior year period.

**Fair Value Measurements**

We report certain assets and liabilities at fair value; specifically, separate account assets, derivatives, embedded derivatives, properties held by our consolidated property funds, and most investments and cash equivalents. Fair value assumes the exchange of assets or liabilities occurs in orderly transactions. Companies are not permitted to use market prices that are the result of a forced liquidation or distressed sale. We include actual market prices, or observable inputs, in our fair value measurements to the extent available. Broker quotes are obtained when quotes from pricing services are not available. We validate prices obtained from third parties through a variety of means such as: price variance analysis, subsequent sales testing, stale price review, price comparison across pricing vendors and due diligence reviews of vendors.

***Non-Agency Residential Mortgage Backed Securities Backed by Sub-prime, Alt-A or Prime Collateral***

Sub-prime mortgage lending is the origination of residential mortgage loans to customers with weak credit profiles. Alt-A mortgage lending is the origination of residential mortgage loans to customers who have credit ratings above sub-prime but may not conform to government-sponsored standards. Prime mortgage lending is the origination of residential mortgage loans to customers with good credit profiles. We have exposure to each of these types of loans predominantly through mortgage backed and asset backed securities. The slowdown in the U.S. housing market, combined with relaxed underwriting standards by some originators, has led to higher delinquency and loss rates for some of these investments. Market conditions have increased the likelihood of other-than-temporary impairments for certain non-agency residential mortgage backed securities. As a part of our risk management process, an internal rating system is used in conjunction with market data as the basis of analysis to assess the likelihood that we will not receive all contractual principal and interest payments for these investments. For the investments that are more at risk for impairment, we perform our own assessment of projected cash flows incorporating assumptions about default rates, prepayment speeds and loss severity to determine if an other-than-temporary impairment should be recognized.

Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Table of Contents

The following table presents, as of June 30, 2011, our non-agency residential mortgage backed and asset backed securities backed by sub-prime, Alt-A or prime mortgage loans by credit rating and vintage year:

	AAA		AA		A		BBB		BB & Below		Total	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value	Amortized Cost	Fair Value
	(in millions)											
<b>Sub-prime</b>												
2003 & prior	\$ 6	\$ 6	\$	\$	\$	\$	\$	\$	\$	\$	\$ 6	\$ 6
2004	21	21	2	2	5	5	7	4	8	7	43	39
2005	49	49	39	39	18	17	6	6	20	17	132	128
2006							6	6	50	37	56	43
2007	17	17			2	2			6	1	25	20
2008			6	5							6	5
Re-Remic(1)	12	12			4	4	28	29			44	45
Total Sub-prime	\$ 105	\$ 105	\$ 47	\$ 46	\$ 29	\$ 28	\$ 47	\$ 45	\$ 84	\$ 62	\$ 312	\$ 286
<b>Alt-A</b>												
2003 & prior	\$ 1	\$ 1	\$ 11	\$ 12	\$ 3	\$ 3	\$ 1	\$ 1	\$	\$	\$ 16	\$ 17
2004			5	4	16	18	59	53	26	22	106	97
2005					1	1	9	8	283	211	293	220
2006									129	91	129	91
2007									179	107	179	107
2008												
2009												
2010	75	75									75	75
Re-Remic(1)	226	225			4	4					230	229
Total Alt-A	\$ 302	\$ 301	\$ 16	\$ 16	\$ 24	\$ 26	\$ 69	\$ 62	\$ 617	\$ 431	\$ 1,028	\$ 836
<b>Prime</b>												
2003 & prior	\$ 153	\$ 158	\$ 29	\$ 29	\$ 123	\$ 117	\$ 6	\$ 6	\$	\$	\$ 311	\$ 310
2004	63	64	20	20	26	26	33	30	69	53	211	193
2005	14	18	29	33	29	32	37	37	161	123	270	243
2006			15	17					34	35	49	52
2007	52	53							12	9	64	62
Re-Remic(1)	1,984	2,142	112	126	114	114			10	19	2,220	2,401
Total Prime	\$ 2,266	\$ 2,435	\$ 205	\$ 225	\$ 292	\$ 289	\$ 76	\$ 73	\$ 286	\$ 239	\$ 3,125	\$ 3,261
<b>Grand Total</b>	<b>\$ 2,673</b>	<b>\$ 2,841</b>	<b>\$ 268</b>	<b>\$ 287</b>	<b>\$ 345</b>	<b>\$ 343</b>	<b>\$ 192</b>	<b>\$ 180</b>	<b>\$ 987</b>	<b>\$ 732</b>	<b>\$ 4,465</b>	<b>\$ 4,383</b>

(1) 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 we own.

**Fair Value of Liabilities and Nonperformance Risk**

Companies are required to measure the fair value of liabilities at the price that would be received to transfer the liability to a market participant (an exit price). Since there is not a market for our obligations of our variable annuity riders, we consider the assumptions participants in a



## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

hypothetical market would make to reflect an exit price. As a result, we adjust the valuation of variable annuity riders by updating certain contractholder assumptions, adding explicit margins to provide for profit, risk and expenses, and adjusting the rates used to discount expected cash flows to reflect a current market estimate of our nonperformance risk. The nonperformance risk adjustment is based on broker quotes for credit default swaps that are adjusted to estimate the risk of our life insurance company subsidiaries not fulfilling these liabilities. Consistent with general market conditions, this estimate resulted in a spread over the LIBOR swap curve as of June 30, 2011. As our estimate of this spread widens or tightens, the liability will decrease or increase. If this nonperformance credit spread moves to a zero spread over the LIBOR swap curve, the reduction to net income would be approximately \$71 million, net of DAC and DSIC amortization and income taxes, based on June 30, 2011 credit spreads.

Table of Contents

**Liquidity and Capital Resources**

*Overview*

We maintained substantial liquidity during the six months ended June 30, 2011. At June 30, 2011, we had \$2.5 billion in cash and cash equivalents compared to \$2.8 billion at December 31, 2010. We have additional liquidity available through an unsecured revolving credit facility for up to \$500 million that we entered into on September 30, 2010 and which expires in September 2011. Under the terms of the underlying credit agreement, we can increase this facility to \$750 million upon satisfaction of certain approval requirements. Available borrowings under this facility are reduced by any outstanding letters of credit. We have had no borrowings under this credit facility and had \$1 million of outstanding letters of credit at June 30, 2011.

In March 2010, we issued \$750 million of 5.30% senior notes due 2020. A portion of the proceeds was used to retire \$340 million of debt that matured in November 2010. On April 30, 2010, we closed on the Columbia Management Acquisition and paid \$866 million in the second quarter with cash on hand and assumed liabilities of \$30 million. Our subsidiaries, Ameriprise Bank, FSB and RiverSource Life Insurance Company ( RiverSource Life ), are members of the Federal Home Loan Bank ( FHLB ) of Des Moines, which provides these subsidiaries with access to collateralized borrowings. As of June 30, 2011, we had no borrowings from the FHLB. Beginning in 2010, we entered into repurchase agreements to reduce reinvestment risk from higher levels of expected annuity net cash flows. Repurchase agreements allow us to receive cash to reinvest in longer-duration assets, while paying back the short-term debt with cash flows generated by the fixed income portfolio. The balance of repurchase agreements at June 30, 2011 was \$505 million, which is collateralized with agency residential mortgage backed securities and commercial mortgage backed securities from our investment portfolio. We believe cash flows from operating activities, available cash balances and our availability of revolver borrowings will be sufficient to fund our operating liquidity needs.

*Dividends from Subsidiaries*

Ameriprise Financial is primarily a parent holding company for the operations carried out by our wholly owned subsidiaries. Because of our holding company structure, our ability to meet our cash requirements, including the payment of dividends on our common stock, substantially depends upon the receipt of dividends or return of capital from our subsidiaries, particularly our life insurance subsidiary, RiverSource Life, our face-amount certificate subsidiary, Ameriprise Certificate Company ( ACC ), AMPF Holding Corporation, which is the parent company of our retail introducing broker-dealer subsidiary, Ameriprise Financial Services, Inc. ( AFSI ) and our clearing broker-dealer subsidiary, American Enterprise Investment Services, Inc. ( AEIS ), our Auto and Home insurance subsidiary, IDS Property Casualty Insurance Company ( IDS Property Casualty ), doing business as Ameriprise Auto & Home Insurance, our transfer agent subsidiary, Columbia Management Investment Services Corp., our investment advisory company, Columbia Management Investment Advisers, LLC, and Threadneedle. The payment of dividends by many of our subsidiaries is restricted and certain of our subsidiaries are subject to regulatory capital requirements.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

### Table of Contents

Actual capital and regulatory capital requirements for our wholly owned subsidiaries subject to regulatory capital requirements were as follows:

	Actual Capital		Regulatory Capital Requirements	
	June 30, 2011	December 31, 2010	June 30, 2011	December 31, 2010
	(in millions)			
RiverSource Life(1)(2)	\$ 3,688	\$ 3,813	N/A	\$ 652
RiverSource Life of NY(1)(2)	289	291	N/A	38
IDS Property Casualty(1)(3)	421	411	\$ 144	141
Ameriprise Insurance Company(1)(3)	44	44	2	2
ACC(4)(5)	166	184	158	173
Threadneedle(6)	224	182	187	104
Ameriprise Bank, FSB(7)	377	302	365	294
AFSI(3)(4)	158	119	2	1
Ameriprise Captive Insurance Company(3)	41	38	17	12
Ameriprise Trust Company(3)	44	41	41	40
AEIS(3)(4)	120	115	39	35
Securities America, Inc.(3)(4)	5	2	#	#
RiverSource Distributors, Inc.(3)(4)	27	24	#	#
Columbia Management Investment Distributors, Inc.(3)(4)	44	27	#	#

NA Not applicable.

# Amounts are less than \$1 million.

(1) Actual capital is determined on a statutory basis.

(2) Regulatory capital requirement is based on the statutory risk-based filing.

(3) Regulatory capital requirement is based on the applicable regulatory requirement, calculated as of June 30, 2011 and December 31, 2010

(4) Actual capital is determined on an adjusted GAAP basis.

(5) ACC is required to hold capital in compliance with the Minnesota Department of Commerce and SEC capital requirements.

(6) Actual capital and regulatory capital requirements are determined in accordance with U.K. regulatory legislation. The actual capital and the regulatory capital requirements at June 30, 2011 represent management's assessment at March 31, 2011 of the risk based requirements, as specified by FSA regulations and submitted to the FSA in June 2011.

(7) Ameriprise Bank is required to hold capital in compliance with the Office of Thrift Supervision ( OTS ) regulations and policies, which currently require a Tier 1 (core) capital ratio of not less than 7.5%. Under the Dodd-Frank Wall Street Reform and Consumer Protection Act, the responsibility for the ongoing examination, supervision, and regulation of federal savings associations, including Ameriprise Bank, transferred from the OTS to the Office of the Comptroller of the Currency ( OCC ) effective July 21, 2011. The primary regulatory reporting requirements under the OCC are expected to become effective during the period ending March 31, 2012.

In addition to the particular regulations restricting dividend payments and establishing subsidiary capitalization requirements, we take into account the overall health of the business, capital levels and risk management considerations in determining a dividend strategy for payments to our company from our subsidiaries, and in deciding to use cash to make capital contributions to our subsidiaries.

During the six months ended June 30, 2011, the parent holding company received cash dividends or a return of capital from its subsidiaries of \$841 million (including \$600 million from RiverSource Life) and contributed cash to its subsidiaries of \$87 million. During the six months ended June 30, 2010, the parent holding company received cash dividends or a return of capital from its subsidiaries of \$590 million (including \$425 million from RiverSource Life) and contributed cash to its subsidiaries of \$20 million.

*Dividends Paid to Shareholders and Share Repurchases*

We paid regular quarterly cash dividends to our shareholders totaling \$103 million and \$91 million for the six months ended June 30, 2011 and 2010, respectively. On July 26, 2011, our Board of Directors declared a quarterly cash dividend of \$0.23 per common share. The dividend will be paid on August 19, 2011 to our shareholders of record at the close of business on August 5, 2011.

On May 11, 2010, we announced that our board of directors authorized an expenditure of up to \$1.5 billion for the repurchase of shares of our common stock through the date of our 2012 annual shareholders meeting. On June 15, 2011, we announced that our Board of Directors authorized an additional expenditure of up to \$2.0 billion for the repurchase of shares of our common stock through June 28, 2013. We intend to fund share repurchases through existing working capital, future earnings and other customary financing methods. The share repurchase program does not require the purchase of any minimum number of shares, and depending on market conditions and other factors, these purchases may be commenced or suspended at

Table of Contents

any time without prior notice. Acquisitions under the share repurchase program may be made in the open market, through privately negotiated transactions or block trades or other means. During the six months ended June 30, 2011, we repurchased a total of 12.5 million shares of our common stock at an average price of \$60.74 per share. As of June 30, 2011, we had \$2.2 billion remaining under our share repurchase authorizations.

**Cash Flows**

Cash flows of CIEs are reflected in our cash flows provided by (used in) operating activities, investing activities and financing activities. Cash held by CIEs is not available for general use by Ameriprise Financial, nor is Ameriprise Financial cash available for general use by its CIEs. As such, the operating, investing and financing cash flows of the CIEs have no impact to the change in cash and cash equivalents.

*Operating Activities*

Net cash provided by operating activities for the six months ended June 30, 2011 decreased \$779 million to \$619 million compared to \$1.4 billion for the six months ended June 30, 2010. Net cash provided by operating activities in the first half of 2011 included a negative impact of \$162 million related to CIEs compared to a positive impact of \$179 million in the prior year period. In the first half of 2011, operating cash increased \$61 million due to an increase in net cash collateral held related to derivative instruments compared to an increase of \$533 million in the prior year period. Income taxes paid increased \$170 million in the first half of 2011 compared to the prior year period. Net cash provided by operating activities in the first half of 2011 included an increase in cash generated from higher asset-based fee revenue, partially offset by higher payments for distribution expenses.

*Investing Activities*

Our investing activities primarily relate to our Available-for-Sale investment portfolio. Further, this activity is significantly affected by the net flows of our investment certificate, fixed annuity and universal life products reflected in financing activities.

Net cash used in investing activities was \$557 million for the six months ended June 30, 2011 compared to \$189 million for the six months ended June 30, 2010. Cash used to purchase Available-for-Sale securities increased \$598 million compared to the prior year period and cash proceeds from sales and maturities, sinking fund payments and calls of Available-for-Sale securities decreased \$727 million compared to the prior year period. We paid cash of \$866 million for the Columbia Management Acquisition in the second quarter of 2010.

*Financing Activities*

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

Net cash used in financing activities was \$374 million for the six months ended June 30, 2011 compared to \$467 million for the six months ended June 30, 2010. Net cash outflows related to policyholder and contractholder account values were \$145 million for the six months ended June 30, 2011 compared to \$1.1 billion for the prior year period. Net cash outflows related to policyholder and contractholder account values in the prior year period included net transfers to separate accounts of \$1.3 billion primarily due to the implementation of changes to the Portfolio Navigator program. Cash outflows related to investment certificates and banking time deposits decreased \$303 million due to lower maturities, withdrawals and cash surrenders compared to the prior year period. Cash provided by other banking deposits increased \$401 million compared to the prior year period.

Net cash inflows related to changes in repurchase agreements decreased \$376 million compared to the prior year period. Cash received due to issuance of debt, net of issuance costs, was \$744 million for the six months ended June 30, 2010. Cash used for the repurchase of common stock increased \$589 million for the six months ended June 30, 2011 compared to the prior year period.

### **Contractual Commitments**

There have been no material changes to our contractual obligations disclosed in our 2010 10-K.

### **Off-Balance Sheet Arrangements**

There have been no material changes in our off-balance sheet arrangements disclosed in our 2010 10-K.

Table of Contents

**Forward-Looking Statements**

This report contains forward-looking statements that reflect management's plans, estimates and beliefs. Actual results could differ materially from those described in these forward-looking statements. Examples of such forward-looking statements include:

- statements of the Company's plans, intentions, positioning, expectations, objectives or goals, including those relating to asset flows, mass affluent and affluent client acquisition strategy, client retention and growth of our client base, financial advisor productivity, retention, recruiting and enrollments, acquisition integration, general and administrative costs; consolidated tax rate, return of capital to shareholders, and excess capital position and financial flexibility to capture additional growth opportunities;
- other statements about future economic performance, the performance of equity markets and interest rate variations and the economic performance of the United States and of global markets; and
- statements of assumptions underlying such statements.

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

Such factors include, but are not limited to:

- changes in the valuations, liquidity and volatility in the interest rate, credit default, equity market, and foreign exchange environments;
- changes in relevant accounting standards, as well as changes in the litigation and regulatory environment, including ongoing legal proceedings and regulatory actions, the frequency and extent of legal claims threatened or initiated by clients, other persons and regulators, and developments in regulation and legislation, including the rules and regulations implemented or to be implemented in connection with the Dodd-Frank Wall Street Reform and Consumer Protection Act and the transference of holding company and bank supervisory regulation authority from the OTS to the Federal Reserve Bank and the OCC, respectively, effective July 21, 2011;
- investment management performance and consumer acceptance of the Company's products;

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

- effects of competition in the financial services industry and changes in product distribution mix and distribution channels;
- changes to the Company's reputation that may arise from employee or affiliated advisor misconduct, legal or regulatory actions, improper management of conflicts of interest or otherwise;
- the Company's capital structure, including indebtedness, limitations on subsidiaries to pay dividends, and the extent, manner, terms and timing of any share or debt repurchases management may effect as well as the opinions of rating agencies and other analysts and the reactions of market participants or the Company's regulators, advisors, distribution partners or customers in response to any change or prospect of change in any such opinion;
- changes to the availability of liquidity and the Company's credit capacity that may arise due to shifts in market conditions, the Company's credit ratings and the overall availability of credit;
- risks of default, capacity constraint or repricing by issuers or guarantors of investments the Company owns or by counterparties to hedge, derivative, insurance or reinsurance arrangements or by manufacturers of products the Company distributes, experience deviations from the Company's assumptions regarding such risks, the evaluations or the prospect of changes in evaluations of any such third parties published by rating agencies or other analysts, and the reactions of other market participants or the Company's regulators, advisors, distribution partners or customers in response to any such evaluation or prospect of changes in evaluation;
- with respect to VIE pooled investments the Company has determined do not require consolidation under GAAP, the Company's assessment that it does not have the power over the VIE or hold a variable interest in these investments for which the Company has the potential to receive significant benefits or to absorb significant losses;
- experience deviations from the Company's assumptions regarding morbidity, mortality and persistency in certain annuity and insurance products, or from assumptions regarding market returns assumed in valuing DAC and DSIC



Table of Contents

or market volatility underlying the Company's valuation and hedging of guaranteed living benefit annuity riders; or from assumptions regarding anticipated claims and losses relating to the Company's automobile and home insurance products;

- changes in capital requirements that may be indicated, required or advised by regulators or rating agencies;
  
- the impacts of the Company's efforts to improve distribution economics and to grow third-party distribution of its products;
  
- the Company's ability to pursue and complete strategic transactions and initiatives, including acquisitions, divestitures, including the divestiture of Securities America, joint ventures and the development of new products and services;
  
- the Company's ability to realize the financial, operating and business fundamental benefits or to obtain regulatory approvals regarding integrations we plan for the acquisitions we have completed or may pursue and contract to complete in the future, as well as the amount and timing of integration expenses;
  
- the ability and timing to realize savings and other benefits from re-engineering and tax planning;
  
- changes in the capital markets and competitive environments induced or resulting from the partial or total ownership or other support by central governments of certain financial services firms or financial assets; and
  
- general economic and political factors, including consumer confidence in the economy, the ability and inclination of consumers generally to invest as well as their ability and inclination to invest in financial instruments and products other than cash and cash equivalents, the costs of products and services the Company consumes in the conduct of its business, and applicable legislation and regulation and changes therein, including tax laws, tax treaties, fiscal and central government treasury policy, and policies regarding the financial services industry and publicly-held firms, and regulatory rulings and pronouncements.

Management cautions the reader that the foregoing list of factors is not exhaustive. There may also be other risks that management is unable to predict at this time that may cause actual results to differ materially from those in forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. Management undertakes no obligation to update publicly or revise any forward-looking statements. The foregoing list of factors should be read in conjunction with the Risk Factors discussion included in Part I, Item 1A of our 2010 10-K.



Table of Contents

**ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

There have been no material changes in the Quantitative and Qualitative Disclosures About Market Risk discussion included as Part II, Item 7A of our 2010 10-K.

**ITEM 4. CONTROLS AND PROCEDURES**

**Disclosure Controls and Procedures**

We maintain disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934, as amended (the Exchange Act )) designed to provide reasonable assurance that the information required to be reported in the Exchange Act filings is recorded, processed, summarized and reported within the time periods specified in and pursuant to SEC regulations, including controls and procedures designed to ensure that this information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding the required disclosure. It should be noted that, because of inherent limitations, our company's disclosure controls and procedures, however well designed and operated, can provide only reasonable, and not absolute, assurance that the objectives of the disclosure controls and procedures are met.

Our management, under the supervision and with the participation of our Chief Executive Officer and Chief Financial Officer, evaluated the effectiveness of the disclosure controls and procedures as of the end of the period covered by this report. Based upon that evaluation, our company's Chief Executive Officer and Chief Financial Officer have concluded that our disclosure controls and procedures were effective at a reasonable level of assurance as of June 30, 2011.

**Changes in Internal Control over Financial Reporting**

There have not been any changes in our internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) during the fiscal quarter to which this report relates that have materially affected, or are reasonably likely to materially affect, our company's internal control over financial reporting.

Table of Contents

## PART II. OTHER INFORMATION

**ITEM 1. LEGAL PROCEEDINGS**

The information set forth in Note 14 to the Consolidated Financial Statements in Part I, Item 1 is incorporated herein by reference.

**ITEM 1A. RISK FACTORS**

There have been no material changes in the risk factors provided in Part I, Item 1A of our 2010 10-K.

**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

The following table presents the information with respect to purchases made by or on behalf of Ameriprise Financial, Inc. or any affiliated purchaser (as defined in Rule 10b-18(a)(3) under the Securities Exchange Act of 1934), of our common stock during the second quarter of 2011:

Period	(a) Total Number of Shares Purchased	(b) Average Price Paid Per Share	(c) Total Number of Shares Purchased as part of Publicly Announced Plans or Programs(1)	(d) Approximate Dollar Value of Shares that May Yet Be Purchased Under the Plans or Programs(1)
April 1 to April 30, 2011				
Share repurchase program(1)	1,047,983	\$ 62.04	1,047,983	\$ 466,409,323
Employee transactions(2)	772	\$ 62.48	N/A	N/A
May 1 to May 31, 2011				
Share repurchase program(1)	3,121,661	\$ 61.46	3,121,661	\$ 274,559,662
Employee transactions(2)	17,575	\$ 61.71	N/A	N/A
June 1 to June 30, 2011				
Share repurchase program(1)	1,900,055	\$ 57.37	1,900,055	\$ 2,165,553,299
Employee transactions(2)	333	\$ 59.10	N/A	N/A
Totals				
Share repurchase program	6,069,699	\$ 60.28	6,069,699	
Employee transactions	18,680	\$ 61.70	N/A	
	6,088,379		6,069,699	

N/A Not applicable.

## Edgar Filing: AMERIPRISE FINANCIAL INC - Form 10-Q

(1) On May 11, 2010, we announced that our Board of Directors authorized us to repurchase up to \$1.5 billion worth of our common stock through the date of the company's 2012 annual shareholders meeting. On June 15, 2011, we announced that our board of directors authorized an additional expenditure of up to \$2.0 billion for the repurchase of shares of our common stock through June 28, 2013. The share repurchase program does not require the purchase of any minimum number of shares, and depending on market conditions and other factors, these purchases may be commenced or suspended at any time without prior notice. Acquisitions under the share repurchase program may be made in the open market, through privately negotiated transactions or block trades or other means.

(2) Restricted shares withheld pursuant to the terms of awards under the amended and revised Ameriprise Financial 2005 Incentive Compensation Plan (the Plan) to offset tax withholding obligations that occur upon vesting and release of restricted shares. The Plan provides that the value of the shares withheld shall be the closing price of common stock of Ameriprise Financial, Inc. on the date the relevant transaction occurs.

### ITEM 6. EXHIBITS

The list of exhibits required to be filed as exhibits to this report are listed on page E-1 hereof, under Exhibit Index, which is incorporated herein by reference.

Table of Contents

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

AMERIPRISE FINANCIAL, INC.  
(Registrant)

Date: August 9, 2011

By /s/ Walter S. Berman  
Walter S. Berman  
Executive Vice President and  
Chief Financial Officer

Date: August 9, 2011

By /s/ David K. Stewart  
David K. Stewart  
Senior Vice President and  
Controller  
(Principal Accounting Officer)

Table of Contents

**EXHIBIT INDEX**

Pursuant to the rules and regulations of the Securities and Exchange Commission, we have filed certain agreements as exhibits to this Quarterly Report on Form 10-Q. These agreements may contain representations and warranties by the parties. These representations and warranties have been made solely for the benefit of the other party or parties to such agreements and (i) may have been qualified by disclosures made to such other party or parties, (ii) were made only as of the date of such agreements or such other date(s) as may be specified in such agreements and are subject to more recent developments, which may not be fully reflected in our public disclosure, (iii) may reflect the allocation of risk among the parties to such agreements and (iv) may apply materiality standards different from what may be viewed as material to investors. Accordingly, these representations and warranties may not describe our actual state of affairs at the date hereof and should not be relied upon.

The following exhibits are filed as part of this Quarterly Report on Form 10-Q. The exhibit numbers followed by an asterisk (\*) indicate exhibits electronically filed herewith. All other exhibit numbers indicate exhibits previously filed and are hereby incorporated herein by reference.

Exhibit	Description
3.1	Amended Restated Certificate of Incorporation of Ameriprise Financial, Inc. (incorporated by reference to Exhibit 3.1 to the Current Report on Form 8-K, File No. 1-32525, filed on April 30, 2010).
3.2	Amended and Restated Bylaws of Ameriprise Financial, Inc. (incorporated by reference to Exhibit 3.2 to the Current Report on Form 8-K, File No. 1-32525, filed on April 30, 2010).
4.1	Form of Specimen Common Stock Certificate (incorporated by reference to Exhibit 4.1 to Amendment No. 3 to Form 10 Registration Statement, File No. 1-32525, filed on August 19, 2005). Other instruments defining rights of holders of long-term debt securities of the registrant are omitted pursuant to Section (b)(4)(iii)(A) of Item 601 of Regulation S-K. The registrant agrees to furnish copies of these instruments to the SEC upon request.
31.1*	Certification of James M. Cracchiolo pursuant to Rule 13a-14(a) promulgated under the Securities Exchange Act of 1934, as amended.
31.2*	Certification of Walter S. Berman pursuant to Rule 13a-14(a) promulgated under the Securities Exchange Act of 1934, as amended.
32*	Certification of James M. Cracchiolo and Walter S. Berman pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
101*	The following materials from Ameriprise Financial, Inc.'s Quarterly Report on Form 10-Q for the period ended June 30, 2011, formatted in XBRL: (i) Consolidated Statements of Operations for the three months and six months ended June 30, 2011 and 2010; (ii) Consolidated Balance Sheets at June 30, 2011 and December 31, 2010; (iii) Consolidated Statements of Cash Flows for the six months ended June 30, 2011 and 2010; (iv) Consolidated Statements of Equity for the six months ended June 30, 2011 and 2010; and (v) Notes to the Consolidated Financial Statements.