

# Ameriprise Financial

First Quarter 2025 Conference Call

April 24, 2025

# Forward-looking statements

Some of the statements made in our April 24, 2025 earnings release and/or in this presentation constitute forward-looking statements. These statements reflect management's estimates, plans, beliefs and expectations, and speak only as of April 24, 2025. These forward-looking statements involve a number of risks and uncertainties.

A list of certain factors that could cause actual results to be materially different from those expressed or implied by any of these forward-looking statements is set forth under the heading "Forward-looking statements" in our April 24, 2025 earnings release, a copy of which is available on our website, and risks described under the heading "Risk Factors" and elsewhere in our Annual Report on Form 10-K for the year ended December 31, 2024. We undertake no obligation to update publicly or revise these forward-looking statements for any reason. In addition, the financial results and values presented in our first quarter earnings release and/or in this presentation are based upon asset valuations that represent estimates as of April 24, 2025 and may be revised in our Form 10-Q for the quarter ended March 31, 2025.

## Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures that our management believes best reflects the underlying performance of our operations. Reconciliations of such non-GAAP financial measures to the most directly comparable GAAP financial measure have been provided along with the presentation and can be found on our website at [www.ir.ameriprise.com](http://www.ir.ameriprise.com).

# Consolidated Results

GAAP	Q1 2025	Q1 2024	Better/(Worse)
Net Revenues (\$M)	\$4,354	\$4,146	5%
Expenses (\$M)	\$3,667	\$2,927	(25)%
Net Income (\$M)	\$583	\$990	(41)%
Diluted EPS	\$5.83	\$9.46	(38)%
Return on Equity, ex. AOCI <sup>(1)</sup>	43.2%	48.1%	(490) bps

Adjusted Operating	Q1 2025	Q1 2024	Better/(Worse)
Net Revenues (\$M)	\$4,309	\$4,100	5%
Expenses (\$M)	\$3,158	\$3,022	(5)%
Earnings (\$M)	\$950	\$878	8%
Diluted EPS	\$9.50	\$8.39	13%
Return on Equity, ex. AOCI <sup>(1)</sup>	52.0%	49.0%	300 bps

(1) Calculated on a trailing 12-month basis.

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# Q1 2025 Business & Financial Results

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Walter Berman  
Chief Financial Officer

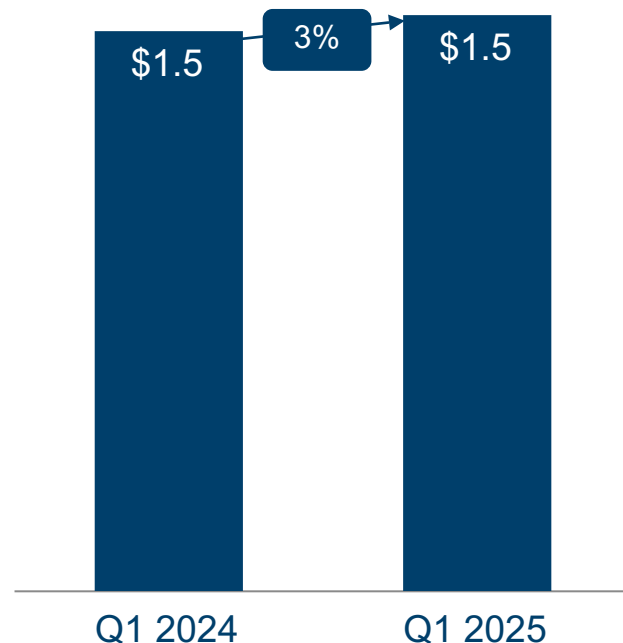
# Ameriprise delivered continued solid performance with exceptional balance sheet strength and flexibility to be opportunistic

- Strong underlying performance across our diversified businesses with adjusted operating earnings per diluted share up 13%
  - Underlying Wealth Management earnings growth remains strong in light of the reduction in interest rates; maintaining solid margin of 29%
  - Expense discipline and stable fee rates supported strong Asset Management margin expansion to 43%
  - Consistent earnings and free cash flow contribution from Retirement & Protection Solutions
- Strong and consistent free cash flow generation across all segments driven by underlying business and balance sheet fundamentals
- Successful track record of navigating market cycles with the strength of our client relationships, advice-based value proposition and diversified business mix that meet client needs on an ongoing basis
- Significant flexibility to be opportunistic in the current and evolving environment

# Strong EPS growth of 13% demonstrates the strength and leverage within our business

## Total Assets Under Management, Administration and Advisement

\$ in trillions

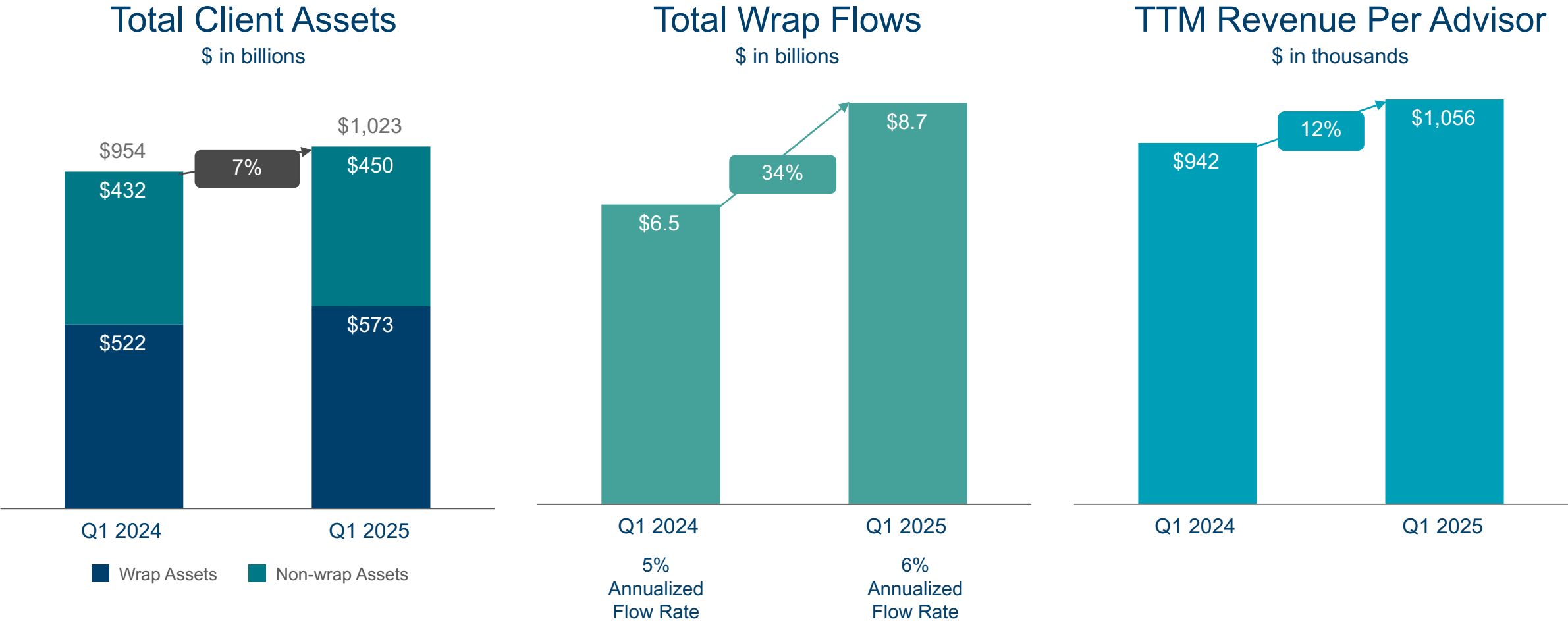


## Adjusted Operating Earnings Per Diluted Share



- Solid operating fundamentals coupled with an excellent balance sheet will enable us to navigate potential continued elevated volatility levels
- Total assets under management, administration and advisement increased to \$1.5 trillion
- Strong profitability with margin of 27% reflecting 5% increase in revenue coupled with a 5% reduction in G&A expenses
- Generated 90%+ free cash flow from diversified sources, supporting consistent capital return to shareholders while increasing excess capital level
  - Returned 81% of operating earnings to shareholders through dividends and buybacks
  - Announced an 8% dividend increase
  - Announced a new share repurchase authorization of \$4.5 billion through June 30, 2027
- Best-in-class ROE of 52.0% and excess capital of \$2.4 billion

# Consistent growth metrics are driving Wealth Management profitability



# Wealth Management delivered strong profitable growth with a 29% margin

## Adjusted Operating Total Net Revenue

\$ in millions



## Pretax Adjusted Operating Earnings

\$ in millions



- Revenue increased 9% to \$2.8 billion even with fewer fee and trading days
  - Revenue growth from higher client assets and increased transactional activity
  - Spread revenues declined primarily driven by federal funds effective rate reduction since September
- Total expenses continue to be well managed; results reflect strong activity levels and investments for growth
  - Distribution expense increased 14%, reflecting business growth and increased transactional activity
  - G&A expenses increased only 1% to \$424 million
- Pretax adjusted operating earnings grew 4% to \$792 million with solid margin of 29%
  - Strong contribution from both core and cash activities
  - Core contribution continued a double digit increase driven by business fundamentals and equity market appreciation
  - Cash experienced a single digit decrease primarily driven by federal funds effective rate reduction since September
- The business is well positioned to navigate potential volatility going forward based upon the high-quality investment portfolio and repositioning actions



# Asset Management delivered strong financial results with a 43% margin

Adjusted Operating  
Total Net Revenue  
\$ in millions

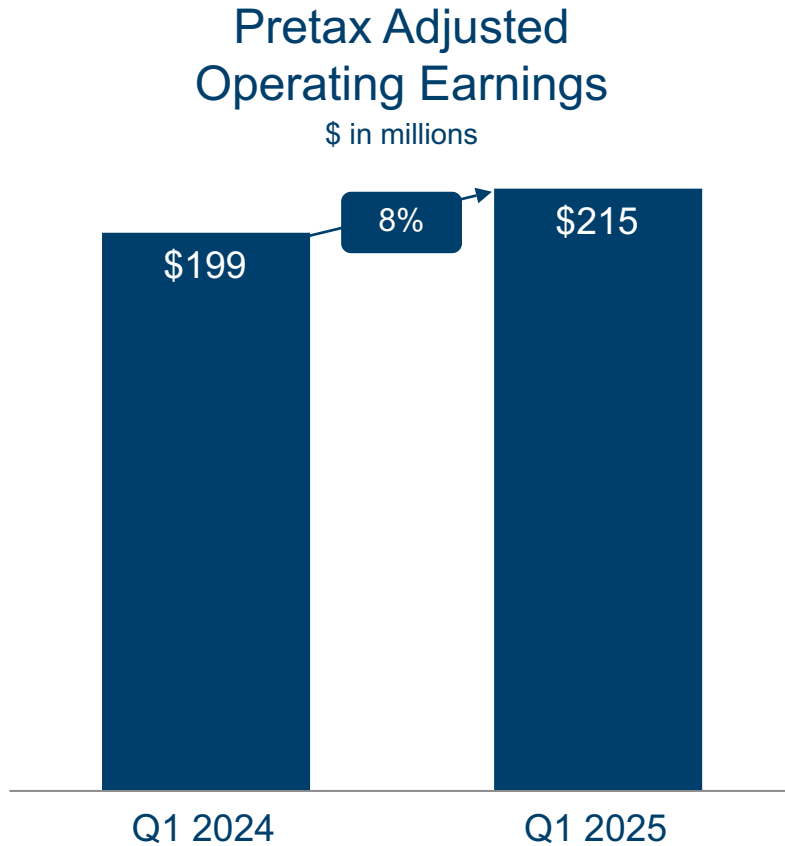


Pretax Adjusted  
Operating Earnings  
\$ in millions



- Total Assets Under Management and Advisement decreased to \$657 billion
- Net outflows were elevated at \$18.3 billion, reflecting institutional outflows from a large client repositioning into passive and the exit of Lionstone
- Pretax adjusted operating earnings increased 17% to \$241 million and net pretax adjusted operating margin improved to 43% driven by:
  - Revenues were \$846 million, down 1%, reflecting slower market appreciation, net outflows and one fewer fee day
  - G&A expenses improved 12%, primarily driven by the benefit from proactive transformation initiatives, as well as lower performance fee compensation

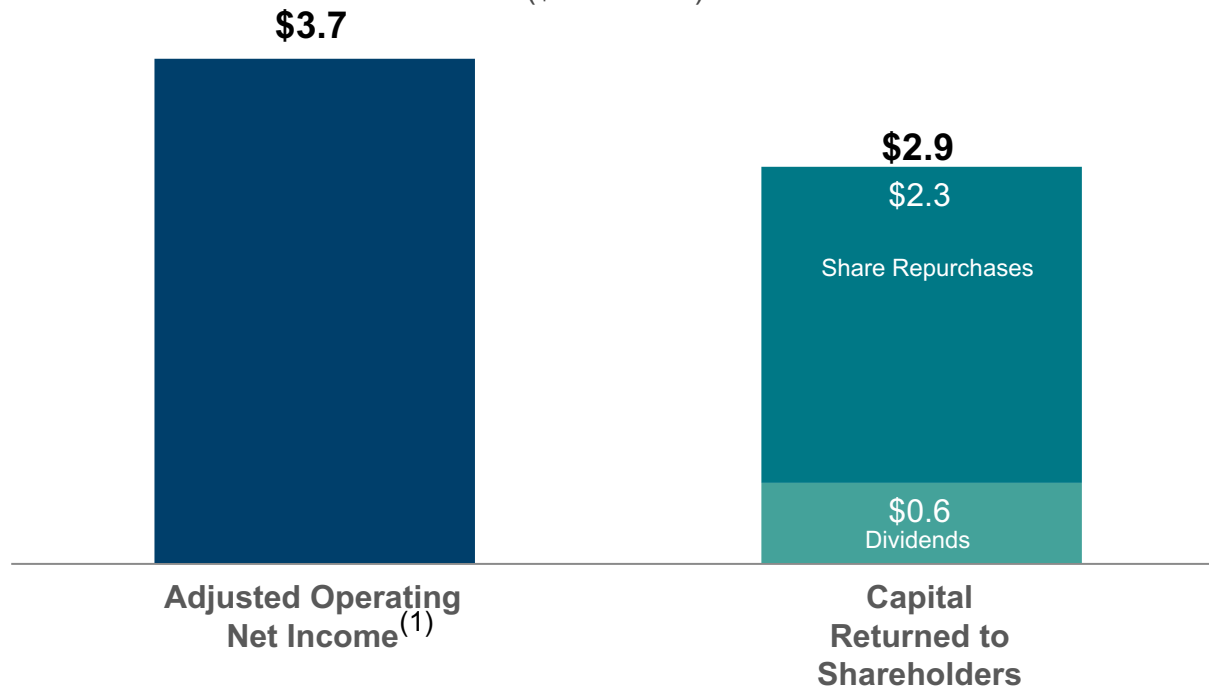
# Retirement & Protection Solutions: consistent earnings and free cash flow generation



- Retirement & Protection Solutions pretax adjusted operating earnings increased 8% to \$215 million
  - The strong and consistent performance of the business reflects the benefit of stronger interest earnings and higher equity markets
- Retirement & Protection Solutions sales were strong at \$1.2 billion, fueled by continued demand for structured variable annuities and variable universal life products
- These high-quality books of business continued to generate strong free cash flow with excellent risk-adjusted returns and remains an important contributor to our diversified business model
- Estimated RBC ratio of 615% and hedge effectiveness of 99%
- In the Corporate segment, LTC generated \$14 million of earnings in the quarter which is a continuation of a solid performance trend

# Created significant shareholder value through differentiated capital return

**Returned ~80% of Earnings to Shareholders  
Over Trailing 12 Months Through 3-31-25**  
(\$ in billions)



- Strong balance sheet fundamentals and capital management
  - Holding company available liquidity of \$2.5 billion
  - Excess capital position of \$2.4 billion
  - Diversified, AA-rated investment portfolio is well positioned to navigate potential stress scenarios
- Earnings contribution across business segments leads to sustainable ~90% free cash flow generation that supports consistent capital return to shareholders
- Returned \$765 million of earnings to shareholders in the quarter and \$2.9 billion in the last 12 months
- Continue to return strongly to shareholders in 2025
  - Announced a 8% dividend increase
  - Announced a new share repurchase authorization of \$4.5 billion through June 30, 2027

(1) Results exclude unlocking impacts which reflect the company's annual review of insurance and annuity valuation assumptions and model changes.  
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# Ameriprise continues to outperform financial targets and has a proven track record of navigating through challenging market environments over the longer term

## One Year Performance (TTM Q1 2025 vs TTM Q1 2024)

**+10%**  
Revenue  
Growth<sup>(1)</sup>

**+16%**  
EPS  
Growth<sup>(2)</sup>

**+280 bps**  
Increase in  
Return on  
Equity, ex.  
AOCI<sup>(1)</sup>

**\$2.9 billion**  
Capital  
Returned to  
Shareholders

## Five Year Performance (TTM Q1 2025 vs TTM Q1 2020)

**+8%**  
Revenue  
CAGR<sup>(3)</sup>

**+15%**  
EPS  
CAGR<sup>(3)</sup>

**+1,300 bps**  
Increase in  
Return on  
Equity, ex.  
AOCI<sup>(3)</sup>

**\$12.2 billion**  
Capital  
Returned to  
Shareholders

Data on a trailing 12-month basis

(1) Results exclude unlocking impacts which reflect the company's annual review of insurance and annuity valuation assumptions and model changes.

(2) Results exclude unlocking, severance and mark-to-market impact on share-based compensation expense in both periods, as well as a regulatory accrual in 2023.

(3) Results exclude unlocking impacts. 2020 TTM excludes financial results from Auto & Home and have not been recast to reflect adoption of long duration targeted investments (LDTI).

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# Reconciliation Tables

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# Reconciliation tables

## Adjusted Operating Earnings Per Diluted Share

(in millions, except per share amounts, unaudited)	Quarter Ended March 31,		% Better/ (Worse)	Per Diluted Share Quarter Ended March 31,		% Better/ (Worse)
	2025	2024		2025	2024	
Net income	\$ 583	\$ 990	(41)%	\$ 5.83	\$ 9.46	(38)%
Adjustments:						
Net realized investment gains (losses) <sup>(1)</sup>	(2)	—		(0.02)	—	
Market impact on non-traditional long-duration products <sup>(1)</sup>	(460)	140		(4.60)	1.34	
Net income (loss) attributable to consolidated investment entities	(2)	1		(0.02)	0.01	
Tax effect of adjustments <sup>(2)</sup>	97	(29)		0.97	(0.28)	
Adjusted operating earnings	<u>\$ 950</u>	<u>\$ 878</u>	8%	<u>\$ 9.50</u>	<u>\$ 8.39</u>	13%
Weighted average common shares outstanding:						
Basic	98.5	102.8				
Diluted	100.0	104.6				

<sup>(1)</sup> Pretax adjusted operating adjustment.

<sup>(2)</sup> Calculated using the statutory tax rate of 21%.

NM Not Meaningful - variance equal to or greater than 100%

# Reconciliation tables

## Pretax Adjusted Operating Earnings

(in millions, unaudited)	Quarter Ended March 31,		% Better/ (Worse)
	2025	2024	
Total net revenues	\$ 4,354	\$ 4,146	5%
Adjustments:			
Net realized investment gains (losses)	(2)	—	
Market impact on non-traditional long-duration products	5	2	
CIEs revenue	42	44	
Adjusted operating total net revenues	<u>\$ 4,309</u>	<u>\$ 4,100</u>	5%
Total expenses	\$ 3,667	\$ 2,927	(25)%
Adjustments:			
CIEs expenses	44	43	
Market impact on non-traditional long-duration products	465	(138)	
Adjusted operating expenses	<u>\$ 3,158</u>	<u>\$ 3,022</u>	(5)%
Pretax income	\$ 687	\$ 1,219	
Pretax adjusted operating earnings	\$ 1,151	\$ 1,078	7%
Pretax income margin	15.8 %	29.4 %	
Pretax adjusted operating margin	26.7 %	26.3 %	

# Reconciliation tables

## Asset Management Net Pretax Adjusted Operating Margin

(in millions, unaudited)	Quarter Ended March 31,	
	1 Qtr 2025	1 Qtr 2024
Adjusted operating total net revenues	\$ 846	\$ 855
Distribution pass through revenues	(195)	(192)
Subadvisory and other pass through revenues	(91)	(96)
Net adjusted operating revenues	<u>\$ 560</u>	<u>\$ 567</u>
Pretax adjusted operating earnings	\$ 241	\$ 206
Adjusted operating net investment income	(5)	(11)
Amortization of intangibles	3	3
Net adjusted operating earnings	<u>\$ 239</u>	<u>\$ 198</u>
Pretax adjusted operating margin	28.5 %	24.1 %
Net pretax adjusted operating margin <sup>(1)</sup>	42.7 %	34.9 %

<sup>(1)</sup> Calculated as net adjusted operating earnings as a percentage of net adjusted operating revenues.



# Reconciliation tables

## Adjusted Operating Earnings Per Diluted Share

(in millions, except per share amounts, unaudited)	Trailing Twelve Months ending March 31,		% Better/ (Worse)	Per Diluted Share Trailing Twelve Months March 31,		% Better/ (Worse)
	2025	2024		2025	2024	
Total net revenues	\$ 17,472	\$ 15,939				
Adjustments:						
Net realized investment gains (losses) <sup>(1)</sup>	(23)	(35)				
Market impact on non-traditional long-duration products <sup>(1)</sup>	6	4				
CIEs revenue	201	181				
Adjusted operating total net revenues	\$ 17,288	\$ 15,789				
Annual unlocking	(5)	1				
Adjusted operating total net revenues excluding Unlocking	<u>\$ 17,293</u>	<u>\$ 15,788</u>	10%			
Net income	\$ 2,994	\$ 3,129	(4)%	\$ 29.43	\$ 29.38	—%
Adjustments:						
Net realized investment gains (losses) <sup>(1)(2)</sup>	(23)	(35)		(0.23)	\$ (0.32)	
Market impact on non-traditional long-duration products <sup>(1)(2)</sup>	(753)	7		(7.44)	0.02	
Mean reversion-related impacts <sup>(1)(2)</sup>	1	—		0.01	—	
Integration/restructuring charges <sup>(1)(2)</sup>	—	(52)		—	(0.48)	
Net income (loss) attributable to consolidated investment entities	—	1		—	0.01	
Tax effect of adjustments <sup>(2)</sup>	162	17		1.60	0.16	
Adjusted operating earnings	3,607	3,191	13%	\$ 35.49	\$ 29.99	18%
Pretax impact of annual unlocking	\$ (94)	\$ (99)		\$ (0.92)	\$ (0.92)	
Tax effect of annual unlocking <sup>(2)</sup>	20	21		0.19	0.20	
Adjusted operating earnings excluding annual unlocking	<u>3,681</u>	<u>3,269</u>	13%	<u>\$ 36.22</u>	<u>\$ 30.71</u>	18%
Pretax impact of regulatory accrual, severance, and mark-to-market impact on share-based compensation expense <sup>(3)</sup>	(73)	(111)		(0.72)	(1.04)	
Tax effect of regulatory accrual, severance, and mark-to-market on share-based compensation expense <sup>(4)</sup>	12	7		0.12	0.07	
Adjusted operating earnings excluding unlocking regulatory accrual, severance, and mark-to-market impact on share-based compensation expense	<u>\$ 3,742</u>	<u>\$ 3,373</u>	11%	<u>\$ 36.82</u>	<u>\$ 31.68</u>	16%
Weighted average common shares outstanding						
Basic	99.9	104.4				
Diluted	101.7	106.5				

<sup>(1)</sup> Pretax adjusted operating adjustment.

<sup>(2)</sup> Calculated using the statutory tax rate of 21%.

<sup>(3)</sup> 2025 includes mark-to-market impact on share-based compensation expense and severance expense. 2024 includes a regulatory accrual, severance expense and mark-to-market impact on share-based compensation expense.

<sup>(4)</sup> Calculated using a tax rate of 0%, 21%, and 5% respectively.

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# Reconciliation tables

## Adjusted Operating Earnings Per Diluted Share

(in millions, except per share amounts, unaudited)	Trailing Twelve Months ending March 31,		CAGR	Per Diluted Share Trailing Twelve Months March 31,		CAGR
	2025	2020		2025	2020	
Total net revenues	\$ 17,472	\$ 12,850				
Adjustments:						
Net realized investment gains (losses) <sup>(1)</sup>	(23)	(35)				
Market impact on non-traditional long-duration products <sup>(1)</sup>	6	72				
Mean Reversion related impacts <sup>(1)</sup>	—	(1)				
Market impact of hedges on investments <sup>(1)</sup>	—	(25)				
Gain on disposal of business <sup>(1)</sup>	—	213				
CIEs revenue	201	83				
Adjusted operating total net revenues	\$ 17,288	\$ 12,543				
Annual unlocking	(5)	5				
Adjusted operating total net revenues excluding Unlocking	\$ 17,293	\$ 12,538				
Auto & Home	—	593				
Adjusted operating total net revenues excluding Unlocking and Auto & Home	\$ 17,293	\$ 11,945	8%			
Net income	\$ 2,994	\$ 3,534		\$ 29.43	\$ 27.02	
Adjustments:						
Net realized investment gains (losses) <sup>(1)(2)</sup>	(23)	(33)		(0.23)	\$ (0.26)	
Market impact on non-traditional long-duration products <sup>(1)(2)</sup>	(753)	1,385		(7.44)	10.91	
Mean reversion-related impacts <sup>(1)(2)</sup>	1	(40)		0.01	(0.31)	
Market impact on hedges on investments <sup>(1)(2)</sup>	—	(25)		—	(0.18)	
Gain on disposal of business <sup>(1)(2)</sup>	—	213		—	1.62	
Integration/restructuring charges <sup>(1)(2)</sup>	—	(11)		—	(0.09)	
Net income (loss) attributable to consolidated investment entities	—	(1)		—	(0.01)	
Tax effect of adjustments <sup>(2)</sup>	162	(313)		1.60	(2.45)	
Adjusted operating earnings	\$ 3,607	\$ 2,359		\$ 35.49	\$ 17.79	
Pretax impact of annual unlocking	\$ (94)	\$ (20)		\$ (0.92)	\$ (0.15)	
Tax effect of annual unlocking <sup>(2)</sup>	20	4		0.19	0.03	
Adjusted operating earnings excluding annual unlocking	\$ 3,681	\$ 2,375		\$ 36.22	\$ 17.91	
Auto & Home pretax earnings	—	4		—	0.03	
Tax effect of Auto & Home <sup>(2)</sup>	—	(1)		—	(0.01)	
Adjusted operating earnings excluding unlocking and Auto & Home	\$ 3,681	\$ 2,372		\$ 36.22	\$ 17.89	15%
Weighted average common shares outstanding						
Basic	99.9	131.1				
Diluted	101.7	133.0				

<sup>(1)</sup> Pretax adjusted operating adjustment.

<sup>(2)</sup> Calculated using the statutory tax rate of 21%.

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# Reconciliation tables

## Return on Equity (ROE) Excluding Accumulated Other Comprehensive Income “AOCI”

(in millions, unaudited)	Twelve Months Ended March 31,		
	2025	2024	2020
Net income	\$ 2,994	\$ 3,129	\$ 3,534
Less: Adjustments <sup>(1)</sup>	(613)	(62)	1,175
Adjusted operating earnings	3,607	3,191	2,359
Less: Annual unlocking <sup>(2)</sup>	(74)	(78)	(16)
Adjusted operating earnings excluding unlocking	3,681	3,269	\$ 2,375
Less: Auto & Home, net of tax <sup>(2)</sup>	—	—	3
Adjusted operating earnings excluding unlocking and Auto & Home	<u>\$ 3,681</u>	<u>\$ 3,269</u>	<u>\$ 2,372</u>
 Total Ameriprise Financial, Inc. shareholders' equity	 \$ 5,248	 \$ 4,331	 \$ 6,113
Less: Accumulated other comprehensive income, net of tax	(1,690)	(2,174)	176
Total Ameriprise Financial, Inc. shareholders' equity excluding AOCI	6,938	6,505	5,937
Less: Equity impacts attributable to the consolidated investment entities	(2)	(4)	1
Adjusted operating equity	<u>\$ 6,940</u>	<u>\$ 6,509</u>	<u>\$ 5,936</u>
 Return on equity excluding AOCI	 43.2 %	 48.1 %	 59.5 %
Adjusted operating return on equity excluding AOCI <sup>(3)</sup>	52.0 %	49.0 %	39.7 %
Adjusted operating return on equity excluding AOCI and unlocking <sup>(3)</sup>	53.0 %	50.2 %	40.0 %
Adjusted equity return on adjusted equity excluding AOCI, unlocking, and Auto & Home <sup>(3)</sup>	53.0 %	50.2 %	40.0 %

<sup>(1)</sup> Adjustments reflect the sum of after-tax net realized investment gains/losses, net of the reinsurance accrual; the market impact on non-traditional long-duration products (including variable and fixed deferred annuity contracts and UL insurance contracts), net of hedges and related reinsurance accrual; mean reversion related impacts; block transfer reinsurance transaction impacts; the market impact of hedges to offset interest rate and currency changes on unrealized gains or losses for certain investments; gain or loss on disposal of a business that is not considered discontinued operations; integration and restructuring charges; income (loss) from discontinued operations; and net income (loss) from consolidated investment entities. After-tax is calculated using the statutory tax rate of 21%.

<sup>(2)</sup> After-tax is calculated using the statutory tax rate of 21%.

<sup>(3)</sup> Adjusted operating return on equity excluding AOCI is calculated using adjusted operating earnings in the numerator, and Ameriprise Financial shareholders' equity excluding AOCI and the impact of consolidating investment entities using a five-point average of quarter-end equity in the denominator. After-tax is calculated using the statutory tax rate of 21%.