

## Ameriprise Financial (AMP)

**\$146.22** (As of 05/27/20)

Price Target (6-12 Months): **\$154.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 07/10/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**2-Buy**

Zacks Style Scores:

VGM:A

Value: A

Growth: A

Momentum: F

### Summary

Shares of Ameriprise have outperformed the industry over the past year. The company's earnings surpassed the Zacks Consensus Estimate in three of the trailing four quarters. Its first-quarter 2020 results reflect a rise in adjusted revenues. The company remains well poised for growth, given a solid assets under management (AUM) balance and diversified investment portfolio. Its business restructuring efforts (sale of the Home & Auto division and launch of the federal savings bank) will likely aid revenues. The company's enhanced capital deployment activities reflect a strong balance sheet position. However, significant outflows in the Asset Management segment remain a major concern. Moreover, continuously increasing expenses (mainly due to advertising campaign and technology upgrades) will likely hurt the bottom line to some extent.

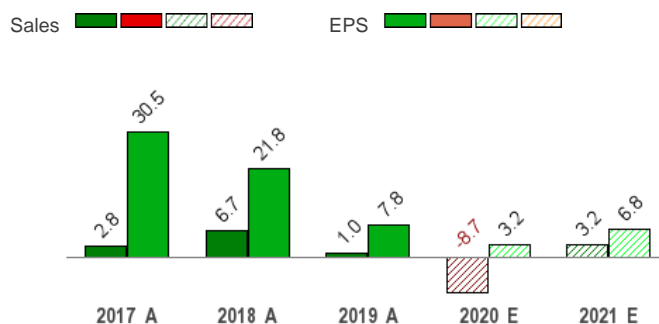
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	<b>\$180.85 - \$80.01</b>
20 Day Average Volume (sh)	<b>1,002,435</b>
Market Cap	<b>\$17.9 B</b>
YTD Price Change	<b>-12.2%</b>
Beta	<b>1.78</b>
Dividend / Div Yld	<b>\$4.16 / 2.8%</b>
Industry	<a href="#">Financial - Investment Management</a>
Zacks Industry Rank	<b>Bottom 33% (162 out of 248)</b>

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	<b>39.4%</b>
Last Sales Surprise	<b>4.7%</b>
EPS F1 Est- 4 week change	<b>5.8%</b>
Expected Report Date	<b>07/22/2020</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>8.2</b>
P/E F1	<b>8.8</b>
PEG F1	<b>NA</b>
P/S TTM	<b>1.4</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	2,827 E	2,849 E	2,896 E	2,961 E	12,225 E
2020	3,001 A	2,770 E	2,871 E	2,911 E	11,845 E
2019	3,118 A	3,245 A	3,317 A	3,287 A	12,967 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$4.31 E	\$4.44 E	\$4.64 E	\$4.78 E	\$17.75 E
2020	\$5.41 A	\$3.69 E	\$3.89 E	\$3.99 E	\$16.62 E
2019	\$3.75 A	\$4.06 A	\$4.24 A	\$4.20 A	\$16.10 A

\*Quarterly figures may not add up to annual.

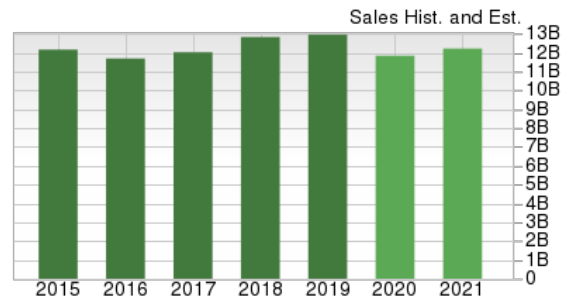
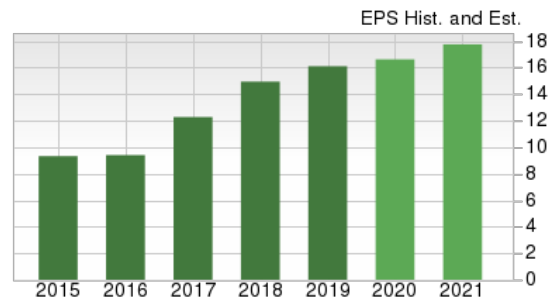
The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 05/27/2020. The reports text is as of 05/28/2020.

## Overview

Headquartered in Minneapolis, MN, Ameriprise Financial, Inc. was founded in 1894 under the name Investors Syndicate. Notably, since 2005-end, Ameriprise has been operating independently of American Express Company. As of Mar 31, 2020, the company owned, managed and administered assets worth \$839.1 billion.

Ameriprise operates primarily through five segments:

- The **Advice & Wealth Management** (AWM) segment (constituting 11.5% of total allocated capital in 2019) provides financial planning and advice, as well as full service brokerage and banking services, primarily to retail clients through the company's affiliated financial advisors.
- The **Asset Management** (AM) segment (21.6%) provides investment advice and investment products to retail, high net worth and institutional clients on a global scale through Columbia Management and Threadneedle Asset Management Holdings Sàrl.
- The **Annuities** segment (21.9%) provides RiverSource Life variable and fixed annuity products to retail clients, primarily distributed through the company's affiliated financial advisors, and to the retail clients of unaffiliated advisors and firms through third-party distributors.
- The **Protection** segment (9%) provides a variety of protection products to address the protection and risk-management needs of the retail clients, including life and disability income insurance, primarily distributed through the affiliated financial advisors.
- Ameriprise realizes net investment income on corporate level assets from its **Corporate & Other** segment (36%). This includes excess capital held in RiverSource Life and other unallocated equity and revenues from various investments, as well as unallocated corporate expenses.



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## Reasons To Buy:

- ▲ Ameriprise operates a well-diversified portfolio compared with its industry peers. The company constantly modifies its product and service-offering capacity to keep pace with dynamic market needs. The strategy along with asset growth helped the company witness rise in total net revenues (GAAP basis), seeing a CAGR of 3.2%, over the last four years (2016-2019). Though first-quarter 2020 GAAP revenues declined, the company's efforts to launch products are likely to support top-line growth in the quarters ahead.
- ▲ As of Mar 31, 2020, Ameriprise had total debt worth \$5.33 billion, higher than the cash & cash equivalents balance of \$3.35 billion. However, the company's first-quarter 2020 times-interest-earned ratio of 6.4 compares favorably with the industry average of 3.1. Also, it improved on a sequential basis. Moreover, the current total debt to total capital of 35.7% is below the industry average of 40.5%. This implies that the company carries relatively less credit risk when compared with peers. Moreover, its earnings are likely to be sufficient to meet interest and/or debt obligations even if economic situation worsens.
- ▲ Ameriprise has grown inorganically and restructured its business from time to time through divestitures and spin-offs, with an aim to remain profitable by focusing on its core operations. In 2019, it completed the sale of the Ameriprise Auto & Home (AAH) business. Also, the company plans to offer a range of banking and credit products through its federal savings bank – Ameriprise Bank – to its wealth management clients. These initiatives are expected to further support the company's financials.
- ▲ We remain encouraged by Ameriprise's impressive capital deployment activities. The company regularly hikes dividend. In May, the company announced a dividend hike for the 13th time since 2010. Further, in February 2019, it announced an additional repurchase plan worth \$2.5 billion (expiring in March 2021). As of Mar 31, 2020, \$714 million worth of shares were left to be repurchased. Nonetheless, the company has suspended buybacks amid coronavirus concerns. Given a strong balance sheet position, a dividend payout ratio lower than the industry and decent earnings growth, the company will be able to sustain capital deployment plans amid the coronavirus-induced crisis.
- ▲ Ameriprise's trailing 12-month return on equity (ROE) reflects its superiority in terms of utilizing shareholders' funds. The company's ROE of 38.86% compares favorably with 12.36% for the industry.
- ▲ Ameriprise seems undervalued than the broader industry. Its current price-earnings and price-sales ratios are lower than the respective industry averages. The stock has a Value Score of A.

Ameriprise's focus on core operations and efforts to improve revenues through restructuring initiatives will aid profitability. Its enhanced capital deployment plans reflect a strong balance sheet.

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## Reasons To Sell:

- ▼ The Asset Management segment, which remains one of the major sources of Ameriprise's revenues, accounted for 23.2% of total adjusted operating net revenues in first-quarter 2020. However, the segment continues to witness significant outflows — \$7.1 billion in 2019, \$21.2 billion in 2018, \$16.7 billion in 2017, \$18.6 billion in 2016 and \$15.8 billion in 2015. The trend continued in the first quarter, with outflows of \$2.5 billion from the segment, and is expected to continue in the coming quarters amid a tough operating backdrop, which will adversely affect the segment's performance.
- ▼ Ameriprise has been witnessing a persistent rise in expenses over the past few years. While expenses (GAAP basis) declined in 2017, the same has increased at a CAGR of 2%, over the last six years (2014-2019). The uptrend persisted in the first quarter of 2020 as well. While the company's initiatives to focus on cost management have resulted in controlled general and administrative expenses; overall costs are expected to remain elevated in the near term due to advertising campaign, hiring and technology upgrades.
- ▼ Ameriprise's operations are majorly dependent on the performance of the equity markets and client activities. Over the last few quarters, equity markets have been extremely volatile. Any significant change in client activity might hurt the company's financials going forward.
- ▼ Ameriprise's shares have outperformed the industry over the past year. However, the company's earnings estimates for the current year have been revised 1.1% lower over the past 60 days. Given the concerns and no positive estimate revisions, the upbeat price performance is not expected to continue in the near term.

Increasing expenses, mainly due to advertising campaign and technology upgrades, along with significant outflows in the Asset Management segment are expected to hamper Ameriprise's financials.

## Last Earnings Report

### Ameriprise Beats Q1 Earnings & Revenue Estimates

Ameriprise Financial's first-quarter 2020 adjusted operating earnings per share of \$5.41 comfortably beat the Zacks Consensus Estimate of \$3.88. Also, the figure was 46% higher than the year-ago quarter.

The results reflect an improvement in adjusted revenues. However, decline in AUM and assets under administration (AUA) balance, as well as an increase in expenses were headwinds.

After taking into consideration several significant items, net income was \$2.03 billion or \$15.88 per share, up significantly from \$395 million or \$2.82 per share in the prior-year quarter.

### Revenues Down, Expenses Up

Net revenues (on a GAAP basis) were \$3 billion, down 4% year over year. The figure, however, beat the Zacks Consensus Estimate of \$2.87 billion. On an operating basis, total adjusted net revenues (excluding Auto & Home) were \$2.95 billion, up 4% year over year.

Adjusted quarterly operating expenses (excluding Auto & Home) were \$2.30 billion, increasing 4% from the prior-year quarter.

### AUM & AUA Improve

As of Mar 31, 2020, total AUM and AUA was \$839.1 billion, down 6% year over year.

### Share Repurchase Update

In the reported quarter, Ameriprise repurchased shares worth \$386 million.

Quarter Ending **03/2020**

Report Date	May 06, 2020
Sales Surprise	4.71%
EPS Surprise	39.43%
Quarterly EPS	5.41
Annual EPS (TTM)	17.91

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## Recent News

### Dividend Update

On May 6, Ameriprise announced a regular quarterly cash dividend of \$1.04 cents per share, representing a 7% hike from the prior payout. The dividend will be paid on May 29 to shareholders of record on May 18.

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## Valuation

Ameriprise's shares are down 12.2% in the year-to-date period but up 1.5% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 9.8% and 23.4% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and the sector are down 9% and 15%, respectively.

The S&P 500 index is down 7% in the year-to-date period but up 7.4% in the past year.

The stock is currently trading at 8.56X forward 12 months earnings, which compares to 13.53X for the Zacks sub-industry, 15.98X for the Zacks sector and 21.75X for the S&P 500 index.

Over the past five years, the stock has traded as high as 13.99X and as low as 4.69X, with a 5-year median of 9.58X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$154 price target reflects 9.02X forward earnings.

The table below shows summary valuation data for AMP

Valuation Multiples - AMP					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	8.56	13.53	15.98	21.75
	5-Year High	13.99	14.35	16.18	21.75
	5-Year Low	4.69	9.83	11.58	15.23
	5-Year Median	9.58	12.37	13.94	17.49
P/B	Current	2.69	1.85	2.21	4.09
	5-Year High	4.49	2.18	2.9	4.56
	5-Year Low	1.59	0.96	1.71	2.83
	5-Year Median	3.13	1.73	2.53	3.65
P/S F12M	Current	1.49	3.44	5.81	3.37
	5-Year High	2.1	3.67	6.7	3.44
	5-Year Low	0.81	2.29	4.99	2.53
	5-Year Median	1.52	2.97	6.05	3.01

As of 05/27/2020

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## Industry Analysis Zacks Industry Rank: Bottom 33% (162 out of 248)



## Top Peers

Company (Ticker)	Rec	Rank
Artisan Partners Asset Management Inc. (APAM)	Neutral	3
Grupo Aval Acciones y Valores S.A. (AVAL)	Neutral	3
Franklin Resources, Inc. (BEN)	Neutral	3
BlackRock, Inc. (BLK)	Neutral	3
Blackstone Group IncThe (BX)	Neutral	3
Principal Financial Group, Inc. (PFG)	Neutral	3
T. Rowe Price Group, Inc. (TROW)	Neutral	3
Invesco Ltd. (IVZ)	Underperform	5

Industry Comparison Industry: Financial - Investment Management				Industry Peers		
	AMP	X Industry	S&P 500	BLK	IVZ	PFG
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Neutral
Zacks Rank (Short Term)	2	-	-	3	5	3
VGM Score	A	-	-	F	D	A
Market Cap	17.89 B	713.23 M	21.39 B	82.75 B	3.84 B	11.23 B
# of Analysts	3	3	14	6	7	4
Dividend Yield	2.85%	2.69%	1.97%	2.71%	7.41%	5.46%
Value Score	A	-	-	D	C	A
Cash/Price	0.54	0.22	0.06	0.06	0.37	0.40
EV/EBITDA	3.87	6.32	12.63	15.49	11.96	4.72
PEG Ratio	NA	1.53	2.91	2.07	0.96	NA
Price/Book (P/B)	2.69	1.30	2.99	2.50	0.39	0.87
Price/Cash Flow (P/CF)	8.06	8.43	11.80	16.94	2.66	5.25
P/E (F1)	8.80	10.67	21.42	20.69	5.75	8.19
Price/Sales (P/S)	1.39	1.83	2.29	5.55	0.59	0.66
Earnings Yield	11.37%	9.34%	4.44%	4.83%	17.44%	12.20%
Debt/Equity	0.56	0.21	0.76	0.63	0.88	0.28
Cash Flow (\$/share)	18.13	1.75	6.96	31.67	3.14	7.81
Growth Score	A	-	-	F	F	C
Hist. EPS Growth (3-5 yrs)	16.99%	6.99%	10.87%	10.46%	0.57%	6.99%
Proj. EPS Growth (F1/F0)	3.21%	-10.75%	-10.41%	-8.95%	-42.91%	-10.35%
Curr. Cash Flow Growth	-1.33%	-4.05%	5.46%	6.72%	24.49%	4.20%
Hist. Cash Flow Growth (3-5 yrs)	4.37%	3.50%	8.55%	6.05%	3.83%	3.17%
Current Ratio	0.86	2.18	1.29	4.08	1.71	0.08
Debt/Capital	35.72%	26.59%	44.54%	40.11%	39.06%	23.16%
Net Margin	27.50%	9.76%	10.59%	28.38%	8.12%	7.36%
Return on Equity	38.86%	12.36%	16.29%	13.62%	11.04%	10.51%
Sales/Assets	0.09	0.36	0.55	0.09	0.17	0.06
Proj. Sales Growth (F1/F0)	-8.65%	0.00%	-2.34%	-1.39%	-2.55%	4.89%
Momentum Score	F	-	-	A	A	C
Daily Price Chg	4.41%	1.89%	2.29%	2.44%	3.46%	4.75%
1 Week Price Chg	8.59%	5.38%	4.99%	-0.08%	8.51%	9.10%
4 Week Price Chg	23.89%	4.65%	2.47%	4.89%	-2.90%	12.15%
12 Week Price Chg	1.22%	-11.28%	-6.13%	8.30%	-42.75%	-11.35%
52 Week Price Chg	1.52%	-18.05%	0.67%	25.35%	-59.01%	-24.15%
20 Day Average Volume	1,002,435	140,636	2,423,651	2,423,651	7,470,872	1,695,594
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	5.84%	0.07%	-2.07%	1.89%	-1.16%	-3.24%
(F1) EPS Est 12 week change	-9.03%	-22.91%	-16.07%	-18.35%	-47.18%	-17.42%
(Q1) EPS Est Mthly Chg	-4.08%	0.00%	-3.59%	1.66%	1.91%	-5.38%

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	A
Growth Score	A
Momentum Score	F
VGM Score	A

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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