SELLER DISCLOSURE SCHEDULE




## Section 1.1(b)

## Net Worth Statement Methodologies

## 1) Overview:

This Section 1.1(b) of the Seller Disclosure Schedule constitutes the Net Worth Statement Methodologies under the Agreement.

For purposes of the Agreement, "Purchase Price" means an amount equal to (i) $\$ 1,050,000,000$ (ii) plus (if positive) or less the absolute value (if negative) of (A) the Adjusted Statutory Net Worth as of the Net Worth Statement Time less (B) \$769,989,161.

## 2) The Reference Net Worth Statement:

The Reference Net Worth Statement was prepared as of September 30, 2018. The starting point for the Reference Net Worth Statement was the balance sheet of the Ameripirse Property Casualty Insurance Company (the "Company"), as filed with the Wisconsin Office of the Commissioner of Insurance, and which was prepared in accordance with statutory accounting principles ("SAP") in effect as of September 30, 2018 (the "Reference Balance Sheet") and applied in a manner consistent with the annual audited statutory financial statements of the Company as of and for the year ended December 31, 2017. The line items in the Reference Balance Sheet as shown in the Reference Net Worth Statement have meanings and descriptions in accordance with SAP applied in a manner consistent with the annual audited statutory financial statements of the Company as of and for the year ended December 31, 2017.

The Adjusted Statutory Net Worth for the Reference Net Worth Statement equals the "surplus as regards policyholders" shown in the Reference Balance Sheet, adjusted to reflect the following additions and/or subtractions (as the case may be and as shown in the calculation in Section 1.1(c) of the Seller Disclosure Schedule):

1. The exclusion from the surplus calculation, and therefore the calculation of the Reference Net Worth Statement, of the following items as set forth in the Reference Balance Sheet:
(a) Assets Page, Line Item 18.2 relative to "[n]et deferred tax asset" (the "Reference Excluded Tax Assets");
(b) Liabilities Page, Line Item 7.2 relative to "[n]et deferred tax liability" (the "Reference Excluded Tax Liabilities").

For the avoidance of doubt, the Assets Page Line Item 18.1 relative to"[c]urrent federal and foreign income tax recoverable and interest thereon" and the Liabilities Page Line Item 7.1 relative to"[c]urrent federal and foreign income taxes" shall, in each case, be included in the surplus calculation, and therefore the calculation of the Reference Net Worth Statement, but the Parties acknowledge and agree that they intend to treat these line items similar to Intercompany Accounts that Seller and its Affiliates shall settle, discharge, offset, pay, repay, terminate or extinguish in full in cash prior to the Net Worth Statement Time, pursuant to Section 5.10 of the Agreement, or after the Net Worth Statement Time as Indemnified Taxes.
2. An adjustment equal to (a) the fair value (as defined by SAP Statement of Statutory Accounting Principles No. 100 Fair Value applied in a manner consistent with past practices of the Company) of Bonds held by the Company and its subsidiary Ameriprise Insurance Company excluding, to the extent already reflected in surplus as regards policyholders on the Reference Balance Sheet, the fair value of bonds rated 3, 4, 5 and 6 by the Securities Valuation Office of the National Association of Insurance Commissioners minus the amortized cost of such bonds, minus (b) the value of the Bonds held by the Company and its subsidiary Ameriprise Insurance Company as shown in the Reference Balance Sheet.

This amount shall be added to the "surplus as regards policyholders" in the Reference Balance Sheet (if positive) or the absolute value of this amount shall be subtracted from the "surplus as regards policyholders" in the Reference Balance Sheet (if negative) (the "Reference Fair Value Adjustment").

## 3) The Estimated Net Worth Statement and the Closing Net Worth Statement:

The Estimated Net Worth Statement and the Closing Net Worth Statement shall be prepared and calculated as of the Net Worth Statement Time in the same manner as set forth herein for the Reference Net Worth Statement, except using figures and amounts calculated as of the Net Worth Statement Time. The starting point for the Estimated Net Worth Statement and the Closing Net Worth Statement shall be a balance sheet of the Company as of the Net Worth Statement Time, prepared in accordance with SAP in effect as of the Net Worth Statement Time (in each case, a "Subsequent Reference Balance Sheet") and applied in a manner consistent with the annual audited statutory financial statements of the Company as of and for the year ended December 31, 2017. The line items in any Subsequent Reference Balance Sheet shall have meanings and descriptions in accordance with SAP applied in a manner consistent with the annual audited statutory financial statements of the Company as of and for the year ended December 31, 2017.

For the avoidance of doubt, the parties acknowledge and agree that the Estimated Net Worth Statement and the Closing Net Worth Statement will each be calculated without giving effect to any purchase price accounting adjustment attributable to the consummation of the Acquisition or the Section 338(h)(10) Election.

The Adjusted Statutory Net Worth for the Estimated Net Worth Statement and the Closing Net Worth Statement shall equal the "surplus as regards policyholders" shown in the corresponding Subsequent Reference Balance Sheet, adjusted to reflect the following additions and/or subtractions (as the case may be and as shown in the calculation below):

1. A dollar-for-dollar reduction in "surplus as regards policyholders" for any Liabilities incurred or paid, by or on behalf of an Acquired Company in connection with the Agreement, any Ancillary Agreement or the transactions contemplated thereby, including, without limitation, any (i) employee performance or incentive bonuses, transaction bonuses, retention payments, unaccrued vacation liabilities, or similar compensation due or paid to any directors, officers or employees of the Acquired Companies or their Affiliates (including, for the avoidance of doubt, any such Liabilities under the Ameriprise Financial Annual Incentive Award Plan attributable to the portion of the plan year preceding the Net Worth Statement Time), and (ii) any financial or legal advisory fees or expenses, or any incremental accountant fees or expenses, incurred in connection with the transactions contemplated by the Agreement, and in the case of (i) and (ii), which are not reflected on, reserved for on, or taken into account in the preparation of, the Net Worth Statement at issue or the corresponding Subsequent Reference Balance Sheet (collectively, the "Unaccounted Liabilities");
2. The exclusion from the surplus calculation, and therefore the calculation of the Net Worth Statement at issue, of the following items as set forth in the corresponding Subsequent Reference Balance Sheet:
(a) Assets Page Line Item 18.1 relative to"[c]urrent federal and foreign income tax recoverable and interest thereon" and Assets Page, Line Item 18.2 relative to "[n]et deferred tax asset" (collectively, the "Excluded Tax Assets");
(b) Liabilities Page Line Item 7.1 relative to "[c]urrent federal and foreign income taxes," Liabilities Page, Line Item 7.2 relative to "[n]et deferred tax liability," and any other amounts relating to income Taxes (excluding premium Taxes) which are reported on a consolidated, combined or unitary Tax Return of Seller and/or its Affiliates (other than the Acquired Companies) and that are described in the definition of Indemnified Taxes in the Agreement (collectively, the "Excluded Tax Liabilities").
3. An adjustment equal to (a) the fair value (as defined by SAP Statement of Statutory Accounting Principles No. 100 Fair Value applied in a manner consistent with past practices of the Company) of Bonds held by the Company and its subsidiary Ameriprise Insurance Company excluding, to the extent already reflected in surplus as regards policyholders on the corresponding Subsequent Reference Balance Sheet, the fair value of bonds rated 3, 4, 5 and 6 by the Securities Valuation Office of the National Association of Insurance Commissioners minus the amortized cost of such bonds, minus (b) the value of the Bonds held by the Company and its subsidiary Ameriprise Insurance Company as shown in the corresponding Subsequent Reference Balance Sheet. This amount shall be added to the "surplus as regards policyholders" in the corresponding Subsequent Reference Balance Sheet (if positive) or the absolute value of this amount shall be subtracted from the "surplus as regards policyholders" in the corresponding Subsequent Reference Balance Sheet (if negative) (the "Fair Value Adjustment"); and

For the Closing Net Worth Statement only:






## Calculation of Adjusted Statutory Net Worth for Estimated Net Worth Statement and Closing Net Worth

 Statement:Surplus as regards policyholders in the Subsequent Reference Balance Sheet
\$[x]
Minus: Unaccounted Liabilities (if any)
[x]
Minus: Excluded Tax Assets
[x]
Plus: Excluded Tax Liabilities
Plus or Minus: Fair Value Adjustment
[x]
$\square$

Adjusted Statutory Net Worth

Section 1.1(c)
Reference Net Worth Statement
[Attached]

|  | Current Statement Date |  |  | 4 <br> December 31 Prior Year Net Admitted Assets |
| :---: | :---: | :---: | :---: | :---: |
|  | Assets | 2 <br> Nonadmitted <br> Assets | 3 Net Admitted Assets (Cols. 1-2) |  |
| 1. Bonds.. | $\ldots . . . . . . .1,591,058,038$ | ............. | ............1,591,058,038 | ........1,573,511,367 |
| 2. Stocks: |  |  |  |  |
| 2.1 Preferred stocks. |  |  | .... 0 |  |
| 2.2 Common stocks.. | ...... $52.685,304$ | .............3,894,636 | ................48,790,668 | .........48,289,495 |
| 3. Mortgage loans on real estate: |  |  |  |  |
| 3.1 First liens... | …...... $36,549,451$ | $\ldots .$. | .-..............36,549,451 | .......29,888,908 |
| 3.2 Other than first liens..... |  |  | ............................ 0 |  |
| 4. Real estate: |  |  |  |  |
| 4.1 Properties occupied by the company (less \$.... $11,351,465$ encumbrances). | .939,516 |  | .939,516 | .899,888 |
| 4.2 Properties held for the production of income (less $\$ . . . . . . . .0$ encumbrances) $\qquad$ |  |  | ..................... 0 |  |
| 4.3 Properties held for sale (less \$......... 0 encumbrances). |  |  | .......................... 0 |  |
| 5. Cash $(\$ \ldots . . .(49,945,806)$ ), cash equivalents $(\$ \ldots . .38,099,020)$ and shor-t-term investments ( $\$ . . . . . . . .0$ ). | ..... $(11,846,786)$ |  | ......... $(11,846,786)$ | (18,758,354) |
| 6. Contract loans (including \$ ......... 0 premium notes). |  |  | .…..................... 0 |  |
| 7. Derivatives... |  |  | .......................... 0 |  |
| 8. Other invested assets... |  |  | .......................... 0 |  |
| 9. Receivables for securities. |  |  | …a..................... 0 |  |
| 10. Securities lending reinvested collateral assets. |  |  | $\ldots$ |  |
| 11. Aggregate write-ins for invested assets.. | $\ldots$ | ... 0 | .......................... 0 | ............ 0 |
| 12. Subtotals, cash and invested assets (Lines 1 to 11).. | $\ldots . .$. | $\ldots$ | ............1,665,490,888 | $\ldots . . . . . .1,633,831,304$ |
| 13. Titte plants less $\$ . . . . . . . .0$ charged off (for Titte insurers only).. |  |  | .......................... 0 |  |
| 14. Investment income due and accrued.. | .............16,809,658 |  | .................16,809,658 | ........15,463,218 |
| 15. Premiums and considerations: |  |  |  |  |
| 15.1 Uncollected premiums and agents' balances in the course of collection............ | ...............3,514,037 | ...................1,145 | ................3,512,892 | ..........1,475,888 |
| 15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due (including \$ $\qquad$ .0 earned but unbilled premiums). $\qquad$ | .....94,089,623 |  | ................94,089,623 | ......89,167,149 |
| 15.3 Accrued retrospective premiums ( $\$ . . . . . . . .0$ ) and contracts subject to redetermination ( $\$ . . . . . . . . .0)$ $\qquad$ |  |  | ......................... 0 |  |
| 16. Reinsurance: |  |  |  |  |
| 16.1 Amounts recoverable from reinsurers.. | $\cdots$ |  | .-............ $9,324,454$ | ......15,017,114 |
| 16.2 Funds held by or deposited with reinsured companies. |  |  | ......................... 0 |  |
| 16.3 Other amounts receivable under reinsurance contracts... | ..........274,916 | .... | ....................274,916 | ...... 270,000 |
| 17. Amounts receivable relating to uninsured plans... |  |  | ........................... 0 |  |
| 18.1 Current federal and foreign income tax recoverable and interest thereon.. | ......614,789 |  | ...................614,789 | ...... 8,848,666 |
| 18.2 Net deferred tax asset. | ............... $20,793,021$ | .................1,884,135 | .................18,908,886 | ......19,714,382 |
| 19. Guaranty funds receivable or on deposit. |  |  | ........................... 0 |  |
| 20. Electronic data processing equipment and software.. | ....... $7,435,110$ | .........4,991,492 | ................. 2,443,618 | 2,743,201 |
| 21. Furniture and equipment, including health care delivery assets ( $\$ . \ldots . . .0$ )... | ............ $3,279,331$ | ............. 3,258,965 | .....................20,366 | .....27,681 |
| 22. Net adjustment in assets and liabilities due to foreign exchange rates... |  |  | ............................ 0 |  |
| 23. Receivables from parent, subsidiaries and affiliates.. | .................3,772,023 | $\cdots$ | ................. 3,772,023 | .................3,372,163 |
| 24. Health care ( $\$ . . . . . . . .0)$ and other amounts receivable.. |  |  | .......................... 0 |  |
| 25. Aggregate write-ins for other than invested assets.. | ....... $1,144,208$ | ................1,139,848 | ..................... 4,360 | $\ldots$ |
| 26. Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 through 25). | ....)......1,830,436,696 | ..-. | .-.........1,815,266,475 | ....... 1,789,935,270 |
| 27. From Separate Accounts, Segregated Accounts and Protected Cell Accounts.. |  |  | ......................... 0 |  |
| 28. Total (Lines 26 and 27).. | ......1,830,436,696 | .....15,170,222 | ............1,815,266,475 | .........1,789,935,270 |


| DETAILS OF WRITE-INS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1101. |  |  | ............................ 0 |  |
| 1102. |  |  | .......................... 0 |  |
| 1103. |  |  |  |  |
| 1198. Summary of remaining write-ins for Line 11 from overllow page.. |  |  |  | . 0 |
| 1199. Totals (Lines 1101 thru 1103 plus 1198) (Line 11 above). |  |  | . 0 | . 0 |
| 2501. Prepaid expenses.. | ................ $1,139,848$ | .-...............1,139,848 | .......................... 0 |  |
| 2502. Misc Receivable.. | ...................... 4,360 |  | .......................4,360 | .......4,503 |
|  |  |  | .0 |  |
| 2598. Summary of remaining write-ins for Line 25 from overflow page.... | $\ldots$ | ........................ 0 | ......................... 0 | ........................ 0 |
| 2599. Totals (Lines 2501 thru 2503 plus 2598) (Line 25 above)...................... | ....-............1,144,208 | ..................1,139,848 | .....................4,360 | .....................4,503 |



## Calculation of Adjusted Statutory Net Worth for Reference Net Worth Statement:

| Surplus as regards policyholders in the Reference Balance Sheet | $\$ 780,755,142$ |
| :--- | ---: |
| Minus: Reference Excluded Tax Assets | $18,908,886$ |
| Plus: Reference Excluded Tax Liabilities | 0 |
| Plus: Reference Fair Value Adjustment | $8,142,905$ |
|  | $\$ 769,989,161$ |



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