



## SECOND QUARTER 2017 FACT SHEET

### COMPANY DESCRIPTION

- + AB provides diversified investment management services worldwide to institutional, high-net-worth and retail investors
- + Investment services encompass equities, fixed income, multi-asset and alternatives
- + AB also provides independent investment research, trading and brokerage-related services to institutional clients through Bernstein Research Services
- + Total client assets under management of approximately \$517 billion
- + AB total market value of approximately \$6.3 billion
- + AllianceBernstein Holding L.P. ("AB Holding") is a publicly traded partnership traded on the NYSE under the ticker symbol AB
- + AB Holding owned 35.2% of the issued and outstanding units of AllianceBernstein L.P. ("AB"), the operating partnership

### OUR GOAL

To Keep Clients AHEAD OF TOMORROW®

We work every day to earn our clients' trust, create innovative solutions tailored for their unique needs and deliver the performance they expect

### DISTRIBUTION CHANNELS

#### Institutions

##### Strategic Advantages

- + Dedicated, experienced client-service teams around the world, within each global market
- + Broad array of global and local investment solutions spanning asset classes, investment styles, and reference currencies
- + Commitment to sharing highly regarded thought leadership and insights with our clients and strategic partners

##### Ongoing Initiatives

- + Introduction of innovative alternative investment services – real estate, hedge funds and currencies
- + Enhancing risk-management capabilities to help clients navigate risks specific to their business models
- + Providing DC participants with guaranteed lifetime income option backed by multiple insurers

#### Retail

##### Strategic Advantages

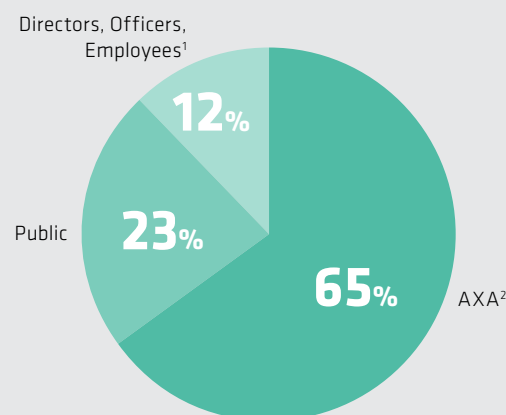
- + Broad array of solution-focused, diversified investment offerings available in multiple vehicles
- + Global footprint that fosters strong relationships with distribution partners in local markets
- + Support of distribution partners' success with advertising, practice-management and media outreach

##### Ongoing Initiatives

- + Broaden suite of global services, including multi-asset, fixed income and equity offerings
- + Bolstering product-development infrastructure to more effectively meet needs of distribution partners
- + Improving client engagement by enhancing global web presence and leveraging new media

### UNIT OWNERSHIP PROFILE (AS OF 06/30/2017)

#### AB Beneficial Ownership



<sup>1</sup> Direct and indirect ownership including unallocated units in deferred compensation plans  
<sup>2</sup> Includes General Partnership interests

### Private Wealth Management

#### Strategic Advantages

- + Custom wealth strategies—a proprietary "core and excess" capital model helps tailor each client's asset allocation based on specific investment objectives
- + Integrated implementation—clients benefit from best-in-class investment services that are even more effective when implemented together with integrated risk and tax management
- + Investment discipline—our goal-oriented approach helps clients focus on long-term objectives with confidence and avoid pitfalls associated with poor timing, over-diversification, and layers of fees

#### Ongoing Initiatives

- + Improve our clients' risk-return experience through ongoing portfolio enhancements that seek to diversify alpha and beta sources, reduce volatility and manage risk in their portfolios
- + Leverage our global footprint and research-driven insights to meet the growing demand for concentrated and capacity-constrained investments
- + Ensure our advice model is consistent across our client base but delivered in a way that is highly customized to each client's goals and service expectations

### Bernstein Research Services

#### Strategic Advantages

- + Best-in-class, highly differentiated investment research
- + Highly regarded trading capabilities including best-in-class electronic trading
- + Only independent firm with a global platform

#### Initiatives

- + Continue to expand global footprint, particularly in Asia
- + Build out macro research offering
- + Increase cross-sell of global and electronic trading capabilities

WORLDWIDE PRESENCE



AB CONTACTS

Investor Relations

1345 Avenue of the Americas  
 New York, NY 10105  
 1 (800) 962 2134  
 ir@abglobal.com

Media Relations

1345 Avenue of the Americas  
 New York, NY 10105  
 1 (212) 823 2687  
 jonathan.freedman@abglobal.com

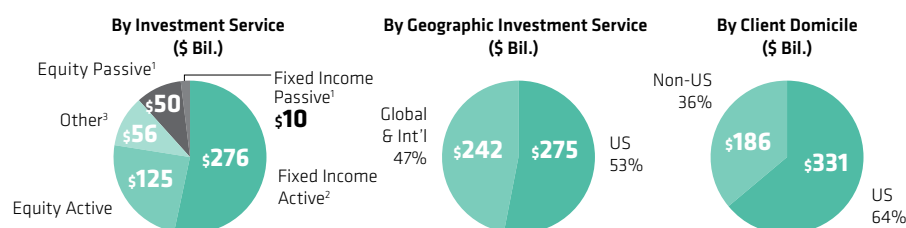
Tax Department

1345 Avenue of the Americas  
 New York, NY 10105  
 1 (800) 526 3132  
 k1help@abglobal.com

Computershare (Transfer Agent)

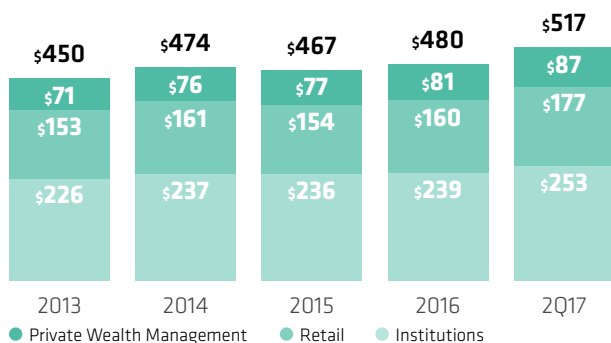
P.O. Box 505000  
 Louisville, KY 40233-50  
 1 (866) 737 9896  
 www.computershare.com/investor

ASSETS UNDER MANAGEMENT (\$517 BILLION AS OF 06/30/2017)

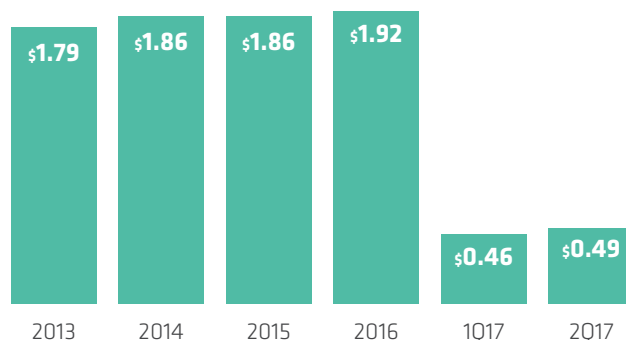


1 Includes index and enhanced index services  
 2 Includes Actively Managed Tax-Exempt and Actively Managed Taxable  
 3 Includes certain multi-asset solutions and services, and certain alternative investments

ASSETS UNDER MANAGEMENT BY DISTRIBUTION CHANNEL (\$ BILLIONS)



DISTRIBUTION HISTORY



FINANCIAL RESULTS<sup>1</sup>

	2013	2014	2015	2016	2Q17
Net Revenues (\$ Millions)	\$2,915	\$3,005	\$3,021	\$3,029	\$802
Operating Margin	19.0%	20.2%	20.7%	23.2%	18.1%
Diluted Net Income per Unit <sup>2</sup>	\$1.70	\$1.84	\$1.86	\$2.23	\$0.43
Cash Distributions per Unit <sup>2</sup>	\$1.79	\$1.86	\$1.86	\$1.92	\$0.49

Source: Nasdaq IR Insight and AB

1 GAAP reported

2 For AllianceBernstein Holding L.P. (the publicly-traded Partnership)

3 Asset Manager Average is a group of peers created internally for comparative purposes

TOTAL CUMULATIVE RETURNS (AS OF 06/30/2017)

	One Year	Three Years	Five Years
AllianceBernstein Holding	11%	16%	174%
S&P 500	16%	24%	78%
Asset Manager Average <sup>3</sup>	26%	(11)%	61%

