



Partnering With You

The relationship between financial advisers and investment managers is changing.

When the client wins, we all win

Increasingly, financial advice practices that succeed are those that clearly demonstrate their value proposition to clients, and provide a breakdown of their costs, including platform administration and advice fees.

Among fund managers, a similar move began more than a decade ago with the advent of products that aimed at transparency and simplicity and a high level of client engagement.

They were typically based on relatively small portfolios and focused on absolute rather than relative returns. Their managers emphasised regular and comprehensive client communications to explain performance and the rationale behind stock selections.

By aligning these approaches, we see considerable potential for enhancing the relationship between financial advisers and investment managers in a way that improves client outcomes and experience and, ultimately, works to the advantage of all parties involved.

Our client-centric approach

Our focus at AB on putting clients front and centre in our thinking has been integral to our way of doing business for many years. As we extend our fund offerings in Australia, our client-centric ethos is helping to shape our relationship with the adviser community.

This is happening in two ways—in the design of the investment strategies we bring to market, and in our commitment to sharing our investment knowledge with financial advisers.

Helping advisers to help their clients

We seek to align ourselves with advisers who, in aiming to build long-term relationships with their clients, attempt to understand their clients' needs, communicate effectively with them and deliver appropriate investment solutions that are innovative and sophisticated.

And we aim to help build those relationships. While no one knows advisers' clients better than advisers do, we believe that we can make valuable contributions by helping advisers communicate with their clients and, of course, by supplying advisers with suitable investment offerings.

Our commitment to advisers

An important aspect of our commitment to the investor community lies in the research we carry out into investment opportunities worldwide, and in our enthusiasm for sharing our research insights with our clients and financial advisers.

Our portfolio-management teams across equity, fixed-income, multi-asset and alternative strategies globally include more than 130 portfolio managers and over 230 research analysts*.

We pride ourselves not only on the quality and comprehensiveness of our research, but also on our ability to deliver research and other communications to our clients and advisers in various formats and through a range of channels on a weekly, monthly, quarterly and occasional basis.

Learn More

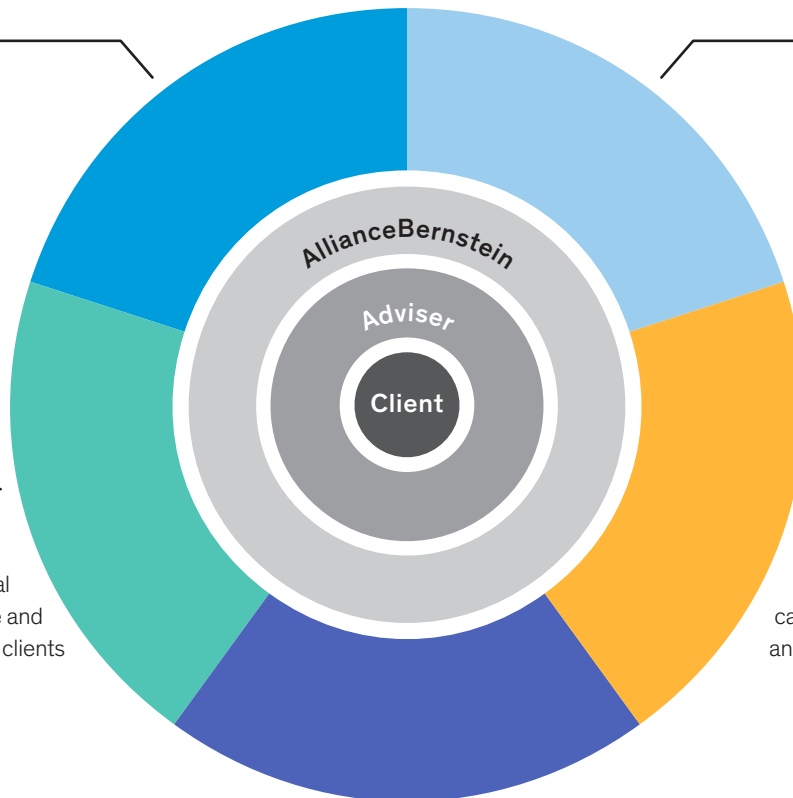
WORKING WITH YOU TO HELP YOUR CLIENTS GROW

Practice Management

AB frequently delivers innovative and global insights designed to help advisers grow their business

Investment Solutions

AB's global team embraces innovation to address increasingly complex investing challenges



Research

AB's unique combination of expertise, insights and global reach allows us to anticipate and advance the interests of our clients around the world

Capital Markets Tools

AB delivers thoughtful perspectives on evolving capital markets events, patterns and trends that are shaping risks or opportunities

Investment Insights

Timely content connects market intelligence and perspectives to actionable investment strategies

We are committed to putting our dedicated team of professionals to work for you. Talk to us today about how we can work with you to help your clients.

[AllianceBernstein.com.au](https://www.alliancebernstein.com.au)

*As of 30 June 2022

This document is for financial representative use only. Not for inspection by, distribution or quotation to, the general public. | This document is released by AllianceBernstein Australia Limited ("ABAL") ABN 53 095 022 718, AFSL 230 698. ABAL is a wholly owned subsidiary of the AllianceBernstein, L.P. Group (AB). This document is provided solely for informational purposes and is not an offer to buy or sell securities. The information, forecasts and opinions set out in this document have not been prepared for any recipient's specific investment objectives, financial situation or particular needs. Neither this document nor the information contained in it are intended to take the place of professional advice. You should not take action on specific issues based on the information contained in the attached without first obtaining professional advice. The views expressed herein do not constitute research, investment advice or trade recommendations and do not necessarily represent the views of all AB portfolio-management teams. Current analysis does not guarantee future results. | Fund Product Disclosure Statements ("PDS") and Target Market Determinations ("TMD") are available by contacting the client services team at AllianceBernstein Australia Limited at (02) 9255 1299 or at [AllianceBernstein.com.au](https://www.alliancebernstein.com.au). Investors should consider the PDS and the TMD in deciding to acquire, or continue to hold, units in a fund. | The [A/B] logo is a service mark of AllianceBernstein and AllianceBernstein® is a registered trademark used by permission of the owner, AllianceBernstein L.P. | © 2023 AllianceBernstein L.P.

