

30 June 2017



# DECODING YOUR INVESTMENT WORLD

KEEPING YOU AHEAD OF WHAT'S NEXT

# We Anticipate and Advance What's Next

A Unique Combination of Expertise, Innovative Solutions and Global Reach

## OUR GOAL

### TO KEEP CLIENTS AHEAD OF TOMORROW

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

## OUR FIRM

3,454 EMPLOYEES + 21 COUNTRIES + 47 CITIES

# \$517 BILLION AUM

**201** BUY-SIDE  
ANALYSTS

Avg. 16 years' experience  
and 7 years with AB



**141** PORTFOLIO  
MANAGERS

Avg. 22 years' experience  
and 12 years with AB

## WHAT SETS US APART

### People & Culture

We attract the industry's best—people with relentless drive and ingenuity who prize delivering for clients above all else.

### Global Structure

We've built an extensive and integrated global research and investing footprint over four decades, which gives us the broadest possible perspective.

### How We Collaborate

Our experts share ideas across geographies, asset classes and sectors—their collective insights drive innovation and lead to better client outcomes.

### Client Focus

We work with all types of clients; as markets and needs evolve, we do, too—focusing our firm's full resources on achieving their objectives.

Historical analysis does not guarantee future results.

In US dollars. As of 30 June 2017. Source: AB



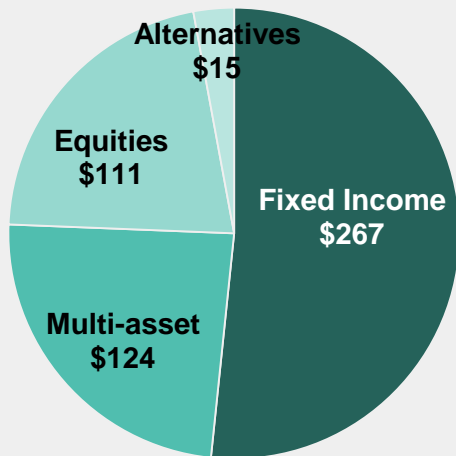
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# AB Snapshot

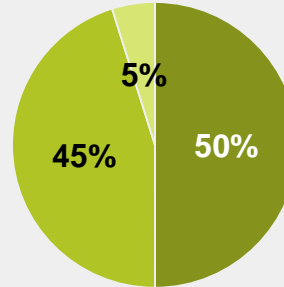
Our Goal: To Keep Our Clients Ahead of Tomorrow

## Assets Under Management

**\$517** USD Billion

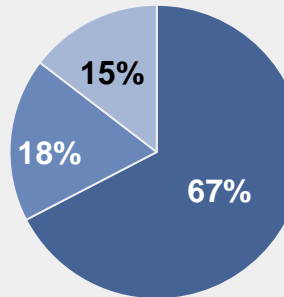


## By Investment Orientation



■ US ■ Global/Emerging\* ■ Regional†

## By Client Domicile



■ Americas ■ Asia Pacific ■ EMEA

## Strong Financials

Revenues‡

**\$2.5**  
Billion

Operating  
Income‡

**\$624**  
Million

Long-Term  
Debt

**0%**

Credit  
Rating

**A/A2**

**Current analysis does not guarantee future results.**

In US dollars as of 30 June 2017. \*Global and EAFE services, including those that invest in emerging markets, as well as stand-alone emerging-market services. †Regional services outside the US. ‡Adjusted, fiscal year 2016. Source: AB



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# Drawing Insight from an Experienced Team

Sharing Research Perspectives Within and Across Asset Classes and Sectors Provides a Strategic Advantage

## 201 Buy-Side Analysts\*

143 Fundamental

50 Quantitative

8 Economists

87 Equities

61 Fixed Income

14 Multi-Asset

27 Alternatives

11 Wealth Management

15,000+ fixed-income issuers

5,000+ companies on

76 stock exchanges

110 country economies

36 currencies

8 property types across

20+ countries



## 141 Portfolio Managers

47 Equities

48 Fixed Income

17 Multi-Asset

18 Alternatives

11 Wealth Management

Avg. Yrs. of Experience **22**

Current analysis does not guarantee future results.

As of 30 June 2017

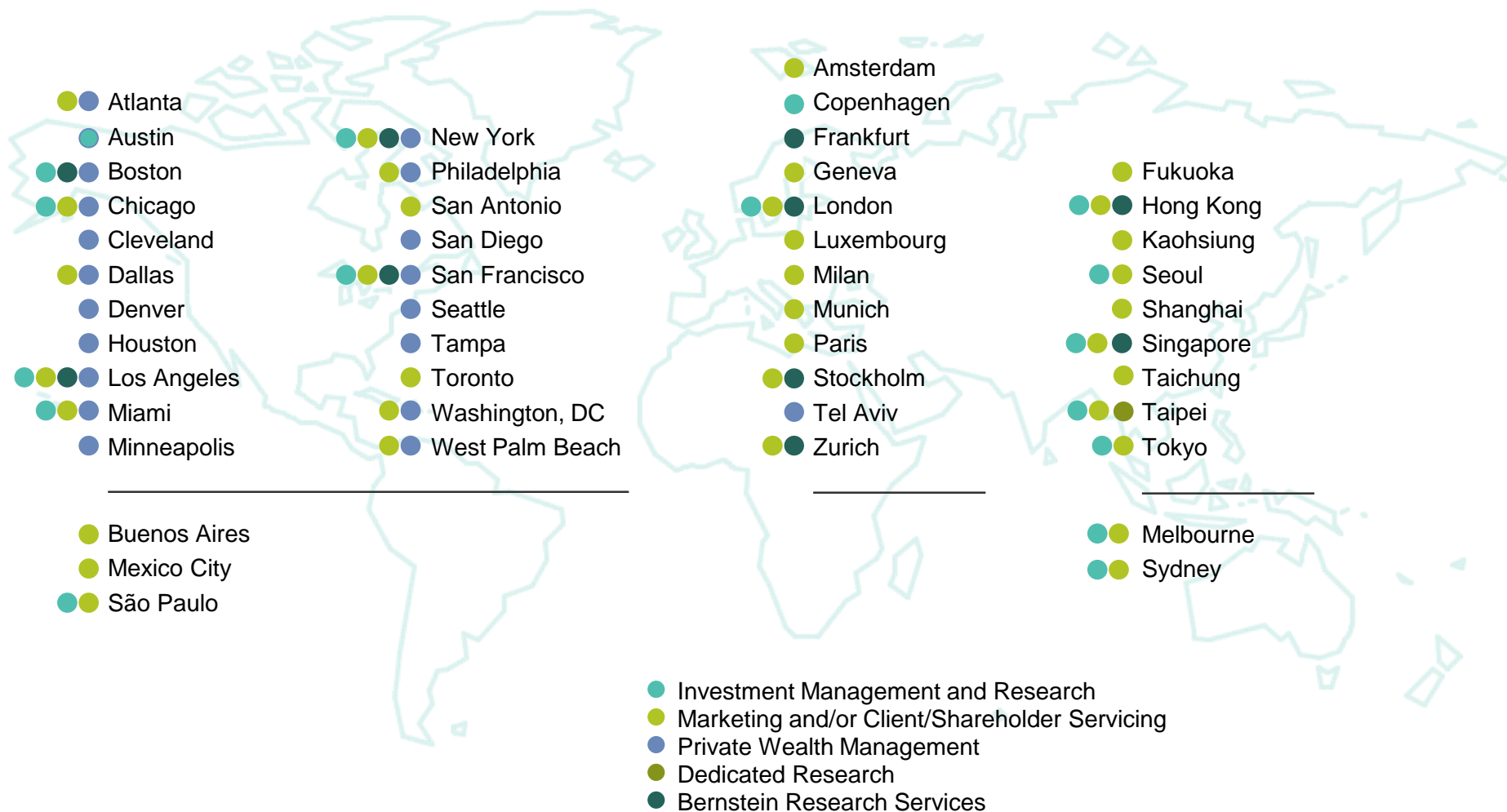
\*Includes one quantitative analyst who provides support across multiple platforms

Source: AB



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# A Global Platform



Countries are subject to change.  
As of 30 June 2017



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# Confronting the Evolving Investment Landscape

## Crisis

Bear Market  
 Banking Crisis  
 Asian Financial Crisis  
 Oil Shock  
 Black Monday  
 Russian Financial Crisis  
 Japan Asset Price Bubble  
 Eurozone Sovereign-Debt Crisis  
 Savings and Loan Crisis  
 Technology Bubble  
 Financial Crisis



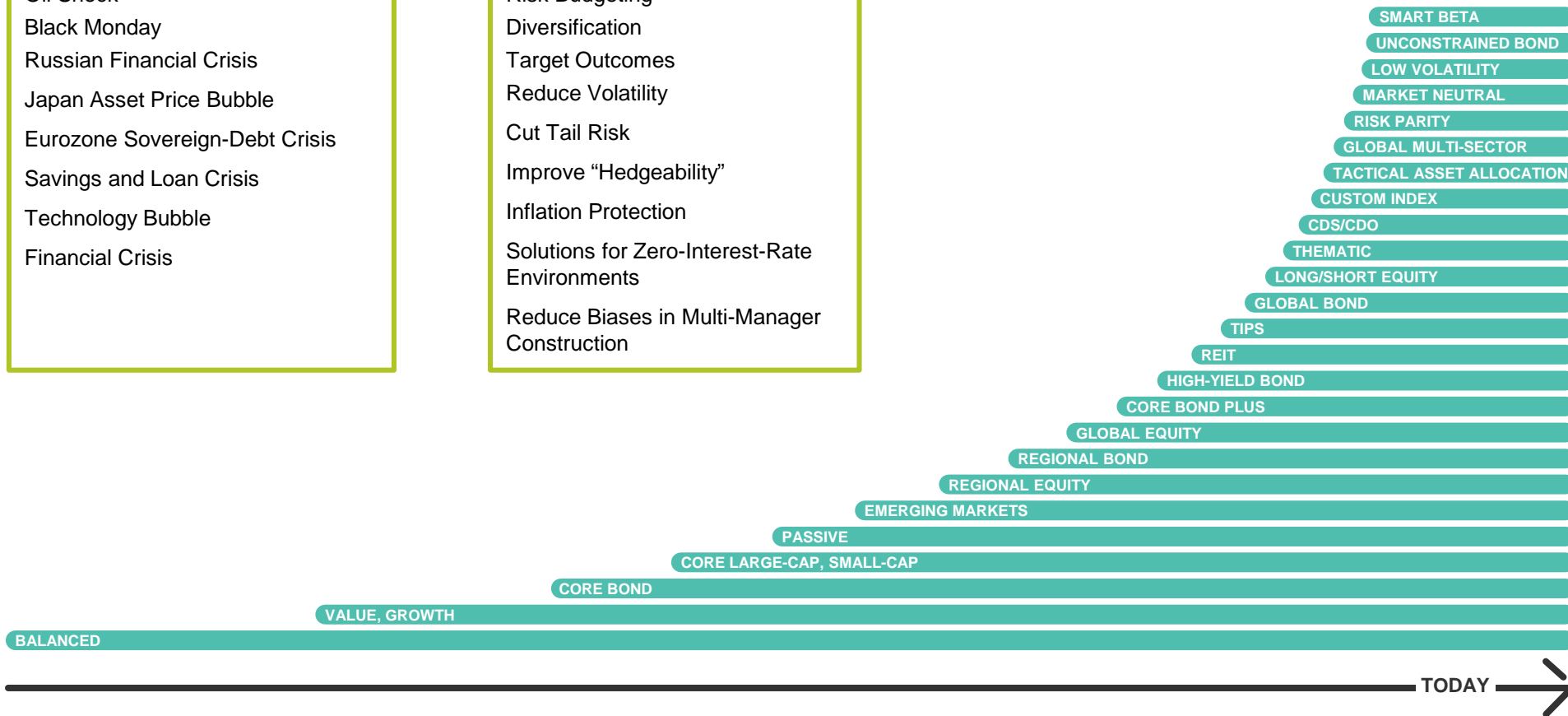
## Dilemma

Performance Attribution  
 Manager Selection  
 Don't Pay for Beta  
 Risk Budgeting  
 Diversification  
 Target Outcomes  
 Reduce Volatility  
 Cut Tail Risk  
 Improve "Hedgeability"  
 Inflation Protection  
 Solutions for Zero-Interest-Rate  
 Environments  
 Reduce Biases in Multi-Manager  
 Construction



## Opportunity

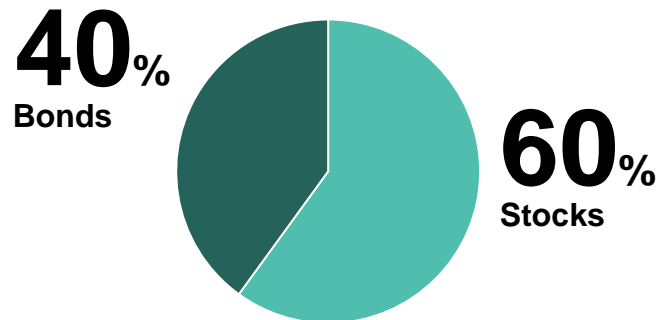
As the industry evolves to solve problems, more investing choices become available, opening new horizons—and new challenges



# Changing Markets Require a Fresh Approach

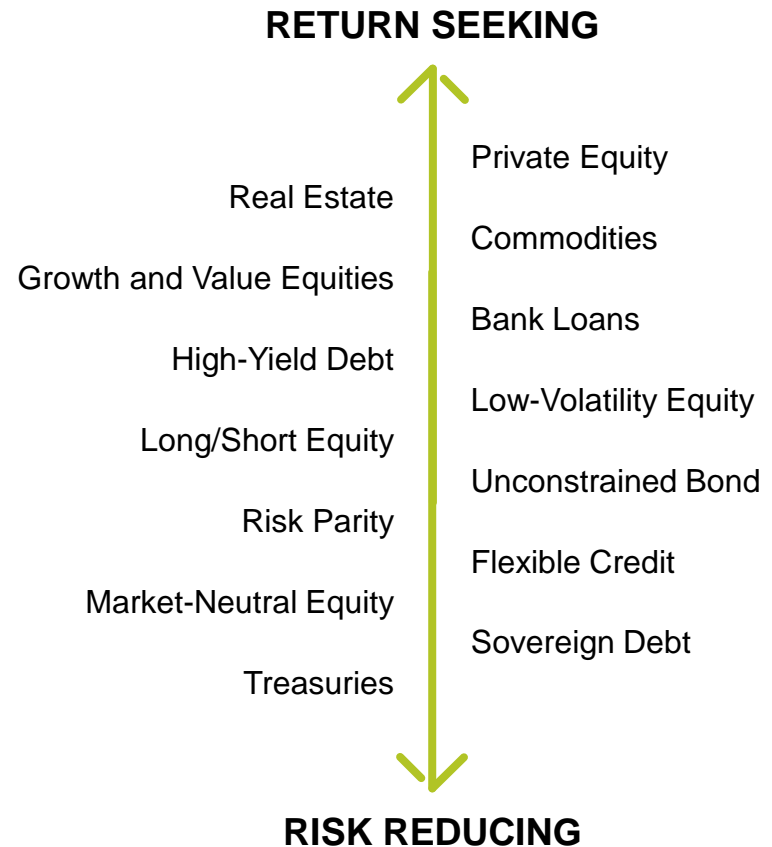
## It Used to Be Easier

In the past, stocks were typically used to source higher return potential...



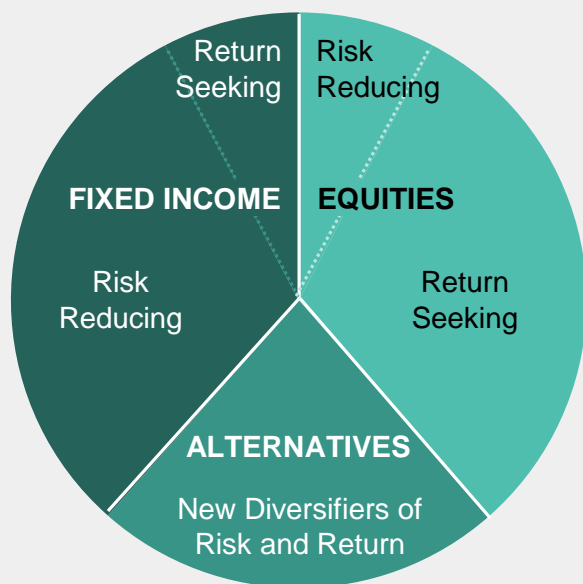
...while bonds were generally used to control risk for a variety of investor goals

## Now It's More Complex



# Finding Answers Across the Capital Structure

## A Diverse Range of Strategies and Tailored Solutions



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There can be no assurance that any strategy will achieve its investment objectives



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### Multi-Asset



Dynamic Diversified  
Developed Markets Multi-Asset Income  
Emerging Markets Multi-Asset

### Equities



#### Risk Reducing

Global Equity Income  
Low-Volatility Equity

#### Return Seeking

American Growth  
Asia Ex-Japan Equity  
China Opportunity  
Concentrated Global Equity  
Concentrated US Equity  
Emerging Consumer  
Emerging Markets Growth  
Emerging Markets Equity  
Emerging Markets Value

European Equity  
Eurozone Equity  
Global Core Equity  
Global Equity Blend  
Global Real Estate Securities  
Global Value  
India Growth  
International Health Care  
International Technology  
Japan Strategic Value  
Select US Equity  
Thematic Research  
US Small and Mid-Cap  
US Thematic Research

### Alternatives



AB Kynikos Portfolio  
Select Absolute Alpha

### Fixed Income



#### Return Seeking

Asia Pacific Local Currency Debt  
Emerging Market Corporate Debt  
Emerging Market Local Currency Debt  
Emerging Markets Debt  
Euro High Yield  
Global High Yield  
Global Income  
Mortgage Income

RMB Income Plus  
RMB Income Plus II  
Short Duration High Yield  
US High Yield

#### Risk Reducing

American Income  
Diversified Yield Plus  
European Income  
Global Bond  
Global Plus Fixed Income



# AB Fixed Income: Award-Winning Trading



**2016 Best Buy-Side  
Trading Desk\***

**Risk.net**  
Buy-Side  
Awards  
2016

**Winner**  
Innovation  
of the Year

**State-of-the-art surveillance  
and trading tool, ALFA**  
Automated Liquidity and Filtering Analytics†

## **Past performance is no guarantee of future results.**

As of 1 December 2016

\*As published on 1 March 2016, *Markets Media* conducted several dozen one-on-one interviews with senior market participants across both the buy side and sell side, seeking initial nominees for “Best Buy-Side Trading Desk.” Nominations were based on the perception of the 2015 trading performance of firms across the asset-management industry. After generating an initial list of nominees through this interview process, *Markets Media* solicited online feedback on those nominees from readers and Twitter followers. In some cases, the broader universe of online feedback served to confirm initial nominees. In other cases, where opinions diverged, *Markets Media* reevaluated responses for quality and depth, and sought clarification and elaboration where necessary. Finally, *Markets Media* consulted with its Advisory Board to determine the ultimate winners.

†As published on 1 December 2016, *Risk.net*. The *Risk.net* Buy-Side awards are decided by the editors and journalists of *Risk.net* and *Risk* magazine, with the judging process breaking into three parts: submission of pitch documents; off-record meetings; and due diligence on short-listed candidates, including client calls.

Source: *Markets Media* and *Risk.net*



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# AB: Cross-Functional Responsible Investment Committee

Name	Function	Department	Location	Prof Exp.	Years at AB
<b>Paul DeNoon</b> <i>Champion</i>	<b>SVP, Director—Emerging Market Debt</b>	<b>Fixed Income</b>	<b>New York</b>	<b>33</b>	<b>25</b>
<b>Linda Giuliano</b> <i>Committee Chair</i>	<b>SVP, CAO-Equities &amp; Head of Responsible Investment</b>	<b>Equities</b>	<b>New York</b>	<b>29</b>	<b>29</b>
Travis Allen	SVP, Senior Portfolio Manager	Private Client	Washington, DC	20	17
Erin Bigley	SVP, Senior Portfolio Manager	Fixed Income	New York	20	17
Kyle DiGangi	VP, Counsel	Legal	New York	5	3
Eric Glass	VP, Portfolio Manager	Tax Exempt	New York	19	17
Clare Golla	VP, Financial Advisor	Private Client	Chicago	23	8
Valerie Grant	SVP, Senior Research Analyst	Equities	New York	23	11
Saskia Kort-Chick	VP, ESG Analyst & Co-Proxy Manager	Equities	London	10	7
Christopher Kotowicz	SVP, Senior Research Analyst	Equities	Chicago	22	10
Mark Manley	SVP, Deputy General Counsel & CCO	Legal	New York	33	33
Shane McRann Bigelow	SVP, Managing Director	Private Client	Ohio	20	12
Takuji Oya	SVP, Senior Portfolio Manager	Equities	Tokyo	27	13
Guy Prochilo	SVP, Managing Director	Client Group	New York	22	18
Nitish Sharma	SVP, Managing Director	Client Group	London	19	16
Liz Smith	SVP, Senior Managing Director	Client Group	New York	39	31
Willem Van Gijzen	VP, Managing Director	Client Group	Amsterdam	23	10
James Wallin	SVP, FI Executive Admin	Fixed Income	New York	36	12



## Dedicated RI Committee of senior investment client service and legal professionals:

- + Develops ESG policy and thought leadership in partnership with investment teams
- + Ensures progress on RI strategy and implementation
- + Provides advice to investment and client teams

**Averaging 24 Years of Experience and 16 Years at AB**

Team members are subject to change.

As of 30 June 2017

Team members are subject to change

Source: AB



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# A Word About Risk

**Investment in the Fund entails certain risks.** Investment returns and principal value of the Fund will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. The Fund is meant as a vehicle for diversification and does not represent a complete investment program. Risks are described in the Fund's prospectus. Prospective investors should read the prospectus carefully and discuss risk and the fund's fees and charges with their financial adviser to determine if the investment is appropriate for them.

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The value of an investment in the Fund can go down as well as up and investors may not get back the full amount invested. **The sale of the Fund may be restricted or subject to adverse tax consequences in certain jurisdictions.** This information is directed solely at persons in jurisdictions where the funds and relevant share class are registered or who may otherwise lawfully receive it. Before investing, investors should review the Fund's full prospectus, together with the Fund's Key Investor Information Document and the most recent financial statements. Copies of these documents, including the latest annual report and, if issued thereafter, the latest semi-annual report, may be obtained free of charge from AllianceBernstein (Luxembourg) S.A.R.L., by visiting [www.abglobal.com](http://www.abglobal.com) or in printed form by contacting the local distributor in the jurisdictions in which the funds are authorised for distribution.

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