



ALLIANCEBERNSTEIN

## Alliance Capital Announces Plans For San Antonio-Based Mutual Fund Service Center

August 17, 1998

New York, NY – August 17, 1998 -- Alliance Capital today announced that its wholly owned subsidiary, Alliance Fund Services, Inc., has signed a lease with Nationwide Life Insurance Co. for 90,000 square feet of office space in San Antonio, Texas for a new mutual fund service center which could employ as many as 500 people over the next five years.

This new site, located at 8000 IH-10 West in San Antonio, will be the second such service center for the New York-based global investment management firm, which currently maintains a large service location in Secaucus, New Jersey to handle fund accounting, transaction processing, transfer agency, as well as shareholder and sales representative telephone service. The exterior of the Texas facility will bear the Alliance Capital name.

"After an intensive five month national search, we have identified San Antonio as the perfect home for our new center," said John Carifa, President of Alliance Capital. "The region's large, skilled labor pool and reasonable labor costs will allow us to staff the location swiftly with qualified service representatives, and our shareholders will benefit from the improved service and processing efficiency that this new site will allow. Alliance Capital looks forward to becoming an active member of the San Antonio business community," he added.

Alliance Capital has set up a toll-free line for individuals to call for more information regarding job opportunities at the center: **800-749-4500, x5623**. Initially, the office will be staffed with a small team of service agents who will move from New Jersey and approximately 80 new personnel to be hired from the San Antonio area by the end of 1998. The firm expects that it will hire approximately 150 additional personnel in total over the next 12 months, and training will be provided to expand the skills of new hires. Though Alliance Capital does not expect to use the full capacity of the site within the immediate future, the building has a total capacity of approximately 600 people to allow room for growth.

In an industry that has been experiencing impressive growth, Alliance Capital has been growing assets and market share rapidly within its competitive universe. Among the universe of companies that sell mutual funds through financial intermediaries like brokers and financial planners, Alliance Capital enjoyed new sales market share gains of 28% in 1997 and over 40% through the first half of 1998 (reflecting the positive change in Alliance's share of new assets flowing into mutual funds sold through financial intermediaries). The firm now services over 3.5 million shareholder accounts sourced worldwide.

"In particular, the expansion of our sales through financial planners and independent broker dealers has necessitated the opening of the new San Antonio facility," added Mr. Carifa. "The new site will allow us to continue to provide a high level of service to this thriving market segment as well as to our core distributors."

### About Alliance Capital

Alliance Capital Management L.P. [NYSE: AC] is a leading global investment management firm with over US\$262 billion under management as of June 30, 1998. Alliance provides services to pension funds, endowments, insurance companies, banks and other institutions as well as to individual investors through 191 funds and cash management products which are distributed through broker/dealers, financial advisers, banks and insurance companies. Headquartered in New York, Alliance Capital and its subsidiaries and affiliates are located in over 25 countries on six continents.