



ALLIANCEBERNSTEIN®

April 28, 2020

FIRST QUARTER 2020 REVIEW

Seth P. Bernstein President & Chief Executive Officer
John C. Weisenseel Chief Financial Officer

Cautions Regarding Forward-Looking Statements

Certain statements provided by management in this presentation are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are subject to risks, uncertainties and other factors that could cause actual results to differ materially from future results expressed or implied by such forward-looking statements. The most significant of these factors include, but are not limited to, the following: the performance of financial markets, the investment performance of sponsored investment products and separately-managed accounts, general economic conditions, industry trends, future acquisitions, integration of acquired companies, competitive conditions, and government regulations, including changes in tax regulations and rates and the manner in which the earnings of publicly-traded partnerships are taxed. We caution readers to carefully consider such factors. Further, these forward-looking statements speak only as of the date on which such statements are made; we undertake no obligation to update any forward-looking statements to reflect events or circumstances after the date of such statements. For further information regarding these forward-looking statements and the factors that could cause actual results to differ, see “Risk Factors” and “Cautions Regarding Forward-Looking Statements” in AB’s Form 10-K for the year ended December 31, 2019 and subsequent forms 10-Q. Any or all of the forward-looking statements made in this presentation, Form 10-K, Forms 10-Q, other documents we file with or furnish to the SEC, and any other public statements we issue, may turn out to be wrong. It is important to remember that other factors besides those listed in “Risk Factors” and “Cautions Regarding Forward-Looking Statements,” and those listed below, could also adversely affect our revenues, financial condition, results of operations and business prospects.

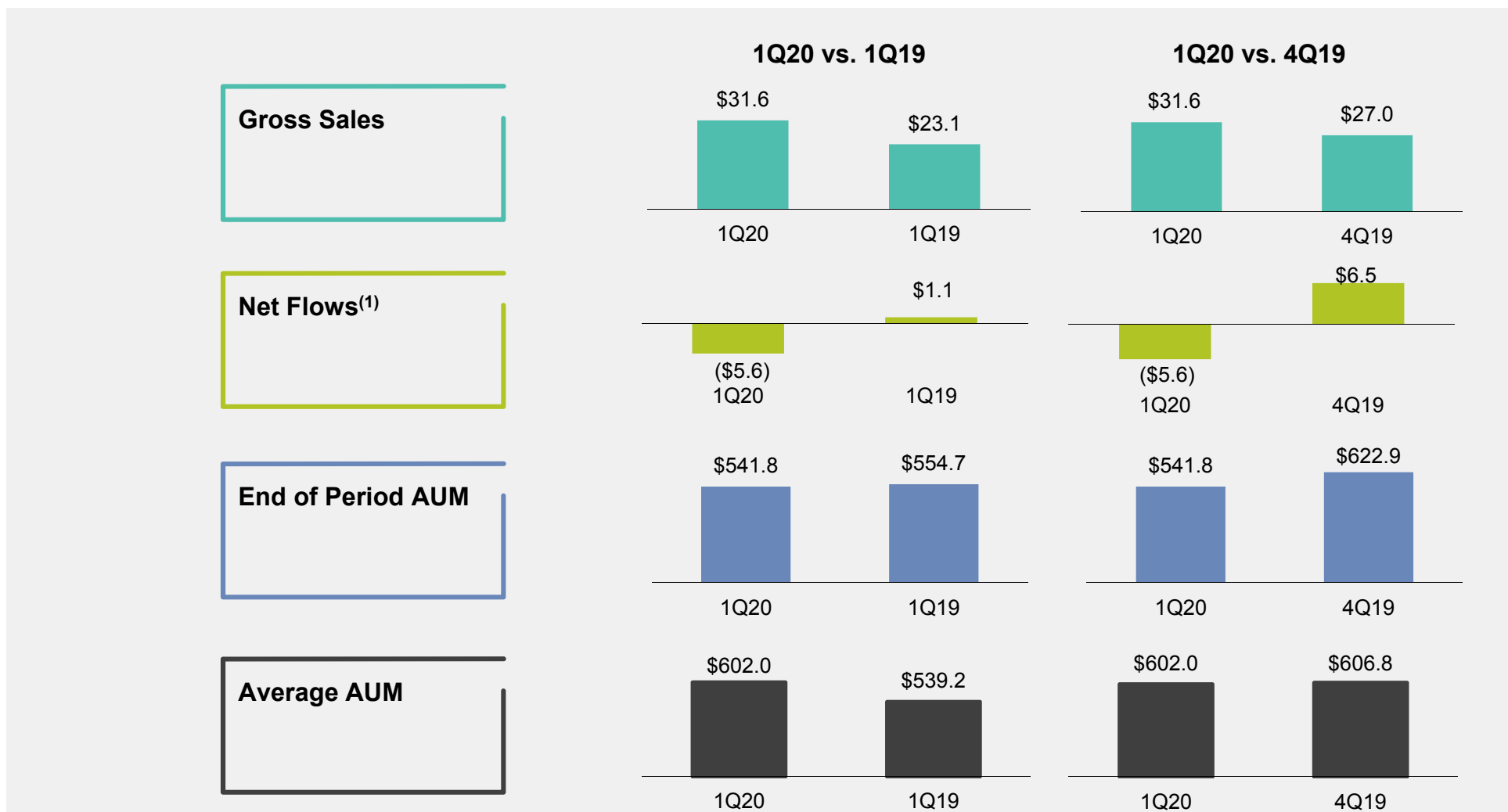
The forward-looking statements referred to in the preceding paragraph include statements regarding:

- + **The pipeline of new institutional mandates not yet funded:** Before they are funded, institutional mandates do not represent legally binding commitments to fund and, accordingly, the possibility exists that not all mandates will be funded in the amounts and at the times currently anticipated, or that mandates ultimately will not be funded.
- + **Our relocation strategy:** While the expenses, expense savings and EPU impact we expect will result from our Relocation Strategy are presented with numerical specificity, and we believe these figures to be reasonable as of the date of this report, the uncertainties surrounding the assumptions on which our estimates are based create a significant risk that our current estimates may not be realized. These assumptions include: the amount and timing of employee relocation costs, severance, and overlapping compensation and occupancy costs we experience; and the timing for execution of each phase of our relocation implementation plan.
- + **Our adjusted operating margin target:** We previously adopted a goal of increasing our adjusted operating margin to a target of 30% by 2020, subject to the assumptions, factors and contingencies described as part of the initial disclosure of this target. Our adjusted operating margin, which was 27.5% during 2019, increased to 27.6% during the first three months of 2020. Our AUM and, therefore, our investment advisory revenues, including performance-based fee revenues, are heavily dependent upon the level and volatility of the financial markets. Based upon our current revenue and expense projections, we do not believe that achieving the 2020 Margin Target is likely. However, we are taking additional actions to better align our expenses with our expected revenues. We remain committed to achieving an adjusted operating margin of 30% in years subsequent to 2020 and will take continued actions in this regard, subject to prevailing market conditions and the evolution of our business mix. Furthermore, our revenues will continue to be affected by the severe adverse economic impact of the novel coronavirus pandemic (“COVID-19”). Please refer to “Risk Factors” for additional information regarding the effect on our business COVID-19 has had and will continue to have.

Seth P. Bernstein

President & Chief Executive Officer

Firmwide Overview: First Quarter 2020

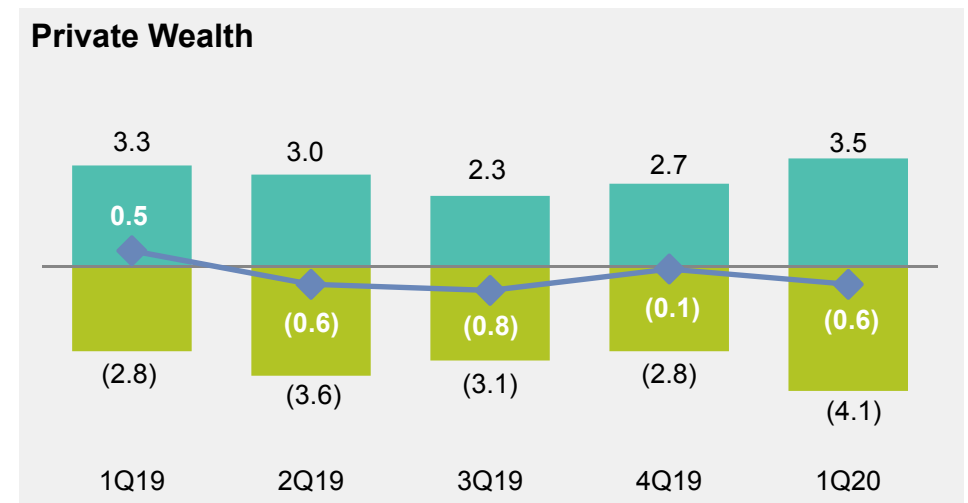
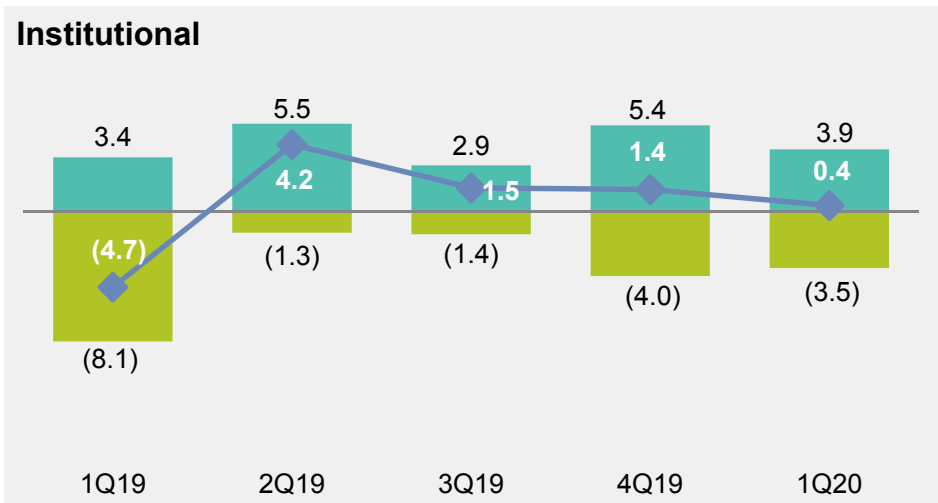
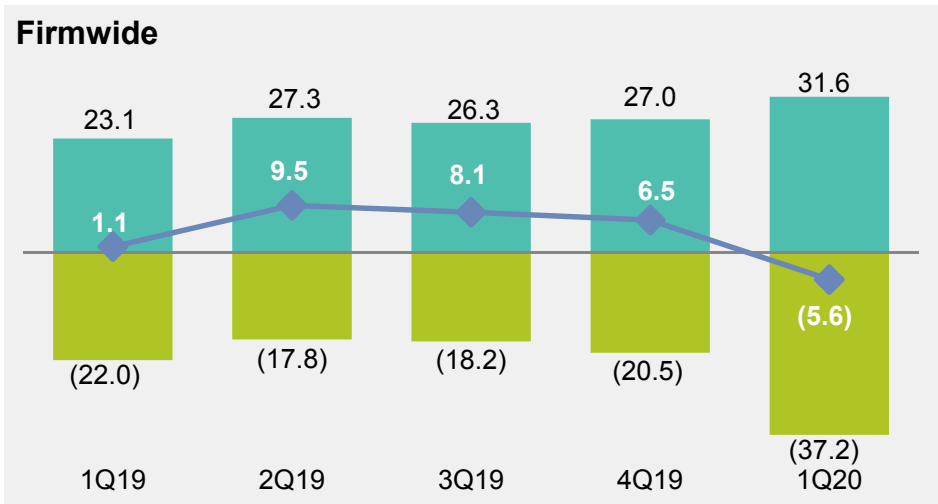


US \$ Billions; scales differ by chart

(1) 1Q20: \$5.2B active net outflows and \$0.4B passive net outflows. 1Q19 \$2.2B active net inflows and \$1.1B passive net outflows. 4Q19: \$8.1B active net inflows and \$1.6B passive net outflows.



Asset Flows by Distribution Channel: Quarterly Trend

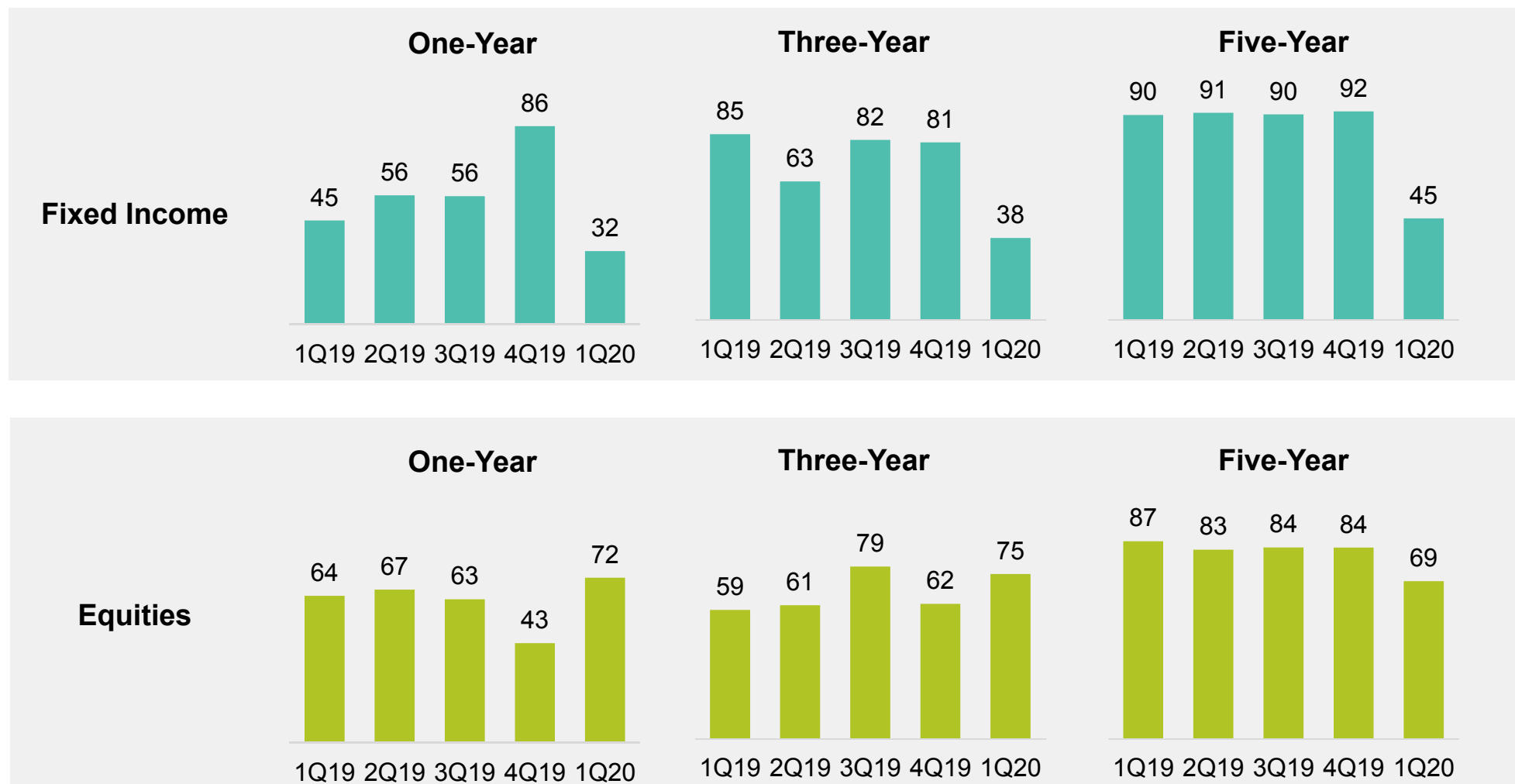


■ Gross Sales ■ Gross Redemptions ◆ Net Flows

US \$ Billions; scales differ by chart



Percentage of Assets Outperforming at Quarter-End



Percentage of active fixed income and equity assets in institutional services that outperformed their benchmark gross of fees and percentage of active fixed income and equity assets in retail Advisor and I share class funds ranked in the top half of their Morningstar category. Where no Advisor class exists, A share class used. As of March 31, 2020.



Fixed Income Investment Performance

Retail Service	Performance vs. Morningstar Category Average Through 3/31/20					
	1 Year		3 Year		5 Year	
	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile
Offshore						
American Income Portfolio	1.1	33	1.1	27	0.9	28
Emerging Markets Debt Portfolio	-3.0	76	-1.0	70	0.0	57
Emerging Markets Local Currency Debt	0.6	35	-0.4	64	0.2	37
European Income Portfolio	-2.4	75	0.5	36	0.9	20
Global High Yield Portfolio	-3.6	83	-2.1	88	-0.7	73
Euro High Yield Portfolio	-2.7	85	-0.8	76	-0.3	62
US Taxable						
Global Bond Fund	-2.2	90	-0.7	74	0.1	38
High Income Fund	-5.0	94	-2.8	96	-1.0	87
Income Fund	-3.9	91	-1.1	88	0.0	56
Municipals						
High Income Municipal Portfolio	-0.2	47	0.6	27	0.5	27
Intermediate Diversified Muni	0.3	38	0.7	10	N/A	N/A
Municipal Bond Inflation Strategy	-4.8	98	-1.3	98	-0.1	58
Municipal Income National Portfolio	-1.1	84	0.0	53	0.3	28

Past performance does not guarantee future results.

Relative Performance is calculated against the Fund's Morningstar Category and Percentile Ranking is determined by Morningstar Ranking Methodology. Advisor and I share class; A share class used when Advisor and I class not available. Morningstar Categories: American Income – USD Flexible Bond; Emerging Markets Debt – Global Emerging Markets Bond; Emerging Markets Local Currency Debt – Global Emerging Markets Bond – Local Currency; European Income – EUR Flexible Bond; Global High Yield – Global High Yield Bond; Euro High Yield – EUR High Yield Bond; Global Bond – World Bond; High Income – High Yield Bond; AB Income – Intermediate-Term Bond; High Income Municipal – High Yield Muni; Intermediate Diversified Muni – Muni National Short; Municipal Bond Inflation – Muni National Short; Municipal Income National – Muni National Intern. As of 3/31/20. Source: AB and Morningstar.



Equities Investment Performance

Retail Service	Performance vs. Morningstar Category Average Through 3/31/20					
	1 Year		3 Year		5 Year	
	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile
Offshore						
Select US	1.9	34	1.8	26	1.0	42
Sustainable US Thematic	0.9	49	1.3	46	1.0	43
Concentrated Global	-0.9	57	2.0	26	1.6	29
Global Low Vol ⁽¹⁾	3.3	23	3.9	8	3.6	4
Global Core	0.9	47	3.6	9	3.3	6
Sustainable Global Thematic	0.9	43	1.2	34	1.3	32
Eurozone Equity	-7.2	90	-0.6	64	2.0	15
Emerging Markets Growth	0.8	45	-0.9	67	-0.4	59
Emerging Markets Low Vol ⁽¹⁾	4.3	14	-0.4	60	1.0	31
US						
Large Cap Growth	6.3	9	4.7	10	3.9	8
Discovery Growth	1.1	47	3.9	18	2.2	20
Concentrated Growth (US)	-1.7	67	0.3	50	0.4	48
Discovery Value	-6.4	87	-3.5	90	-1.8	78
Relative Value	0.2	53	1.7	29	1.3	27
Concentrated International Growth	1.9	32	1.7	24	N/A	N/A
Global Core Equity	1.8	36	2.6	25	2.0	24
Select US Long/Short	5.9	27	4.9	16	3.5	14

Past performance does not guarantee future results.

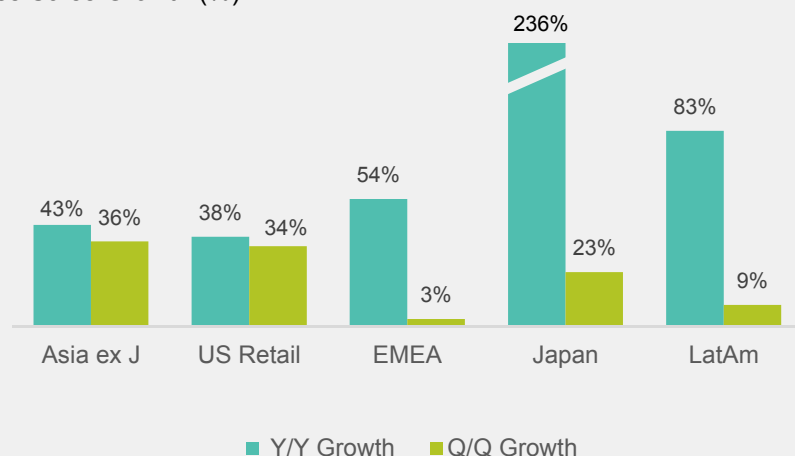
Relative Performance is calculated against the Fund's Morningstar Category and Percentile Ranking is determined by Morningstar Ranking Methodology. Advisor and I share class; A share class used when Advisor and I class not available. Select US – US Large-Cap Blend; Sustainable US Thematic – US Large-Cap Blend – representative of US Thematic and Strategic Research SMAs; Concentrated Global – Large Cap Growth; Global Low Vol – Global Large-Cap Blend; Global Core – Europe Large-Cap Value; Sustainable Global Thematic – Global Large-Cap Growth; Eurozone Equity – Eurozone Large-Cap Equity; Emerging Markets Growth – Global Emerging Markets; Emerging Markets Low Vol – Global Emerging Markets Equity; Concentrated Growth (US) – Large Growth; Discovery Growth – Mid-Cap Growth; Large Cap Growth – Large Growth; Discovery Value – Mid-Cap Value; Relative Value – Large Value; Concentrated International Growth – Foreign Large Growth; Global Core Equity – World Large Stock; Select US Long/Short – Long-Short Equity. As of 3/31/20. Source: AB and Morningstar. (1) A low vol universe comparison is not currently listed in Morningstar.



Retail Highlights

Y/Y and Sequential Sales Growth across All Regions

Gross Sales Growth (%)



Net Inflows >\$100M

Equity	Large Cap Growth ⁽¹⁾ , Low Volatility Equity, Eurozone Equity, Strategic Research Balanced, Concentrated US; Global REIT
Fixed Income	Muni Tax Aware, Gov't Money Market
Multi-Asset / Alts	All Market Income

Net Outflows >(\$100M)

Equity	Select US Equity Portfolio
Fixed Income	American Income, European Income, Global High Yield, High Income, Global Bond, High Income Municipal, Fixed Maturity Bond 2020, Mortgage Income
Multi-Asset / Alts	Emerging Markets Multi-Asset

(1) Includes Japan on-shore fund, US 40 Act Fund, and FlexFee Fund. Source: Morningstar Direct, Includes Open-ended Funds and ETFs. Both active and passively managed funds are included.

(2) Source: ISS MI Simfund. Actively managed long-term funds only. Excludes 529 FoFs and closed-end.

(3) Source: Morningstar. Open end funds only. Excludes FoFs and Feeder Funds.

First Quarter 2020 Highlights

Sales and Flows

- + Gross sales of \$24.2B **highest in Retail history**, +\$5B or 28% Q/Q, +\$8B or 48% Y/Y
- + March was 4th highest gross sales month in Retail history (Jan. 1st, Feb. 2nd)
- + 1Q redemptions of \$25.6B, with \$16B in March, concentrated in FI over 13 days
- + 1Q net outflows \$5.4B: Jan +\$2.9B, Feb +\$2.9B, March (\$11.2B)
- + Follows 4 consecutive quarters of net inflows of >\$5B
- + Net flows stabilized in late March and are positive April MTD

Consistent Strength in Active Equities; Volatile March impacts Fixed Income

- + Equity sales of \$8.9B +37% Q/Q and 91% Y/Y
- + Net inflows in both active equity and muni products
- + 12th straight quarter of active equity net inflows
- + Fixed Income net outflows of \$4.0B

Broad-based Sales Growth Across Products and Regions

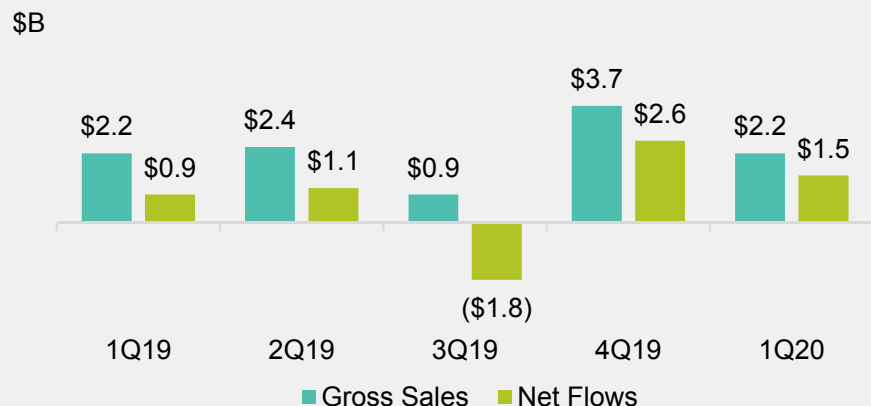
- + Gross sales increased across all regions both Q/Q and Y/Y
 - + Y/Y Sales increases: Asia ex J +43%, EMEA +54%, LatAm +83%, Japan +236%, US +38%
 - + Q/Q Sales increases: Asia ex J +36%, EMEA +3%, LatAm +9%, Japan +23%, US +34%
- + 43 products with AUM exceeding \$1B

Milestones

- + AB US Retail actively managed fund net inflow rankings: AB Income 16th out of 146 funds in its Morningstar category, Large Cap Growth 16/348, Small Cap Growth 12/170, Global Core Equity 8/249 ⁽²⁾
- + AB Offshore Retail fund net flow rankings: Low Vol. Equity 4/667, American Growth 2/80 ⁽³⁾

Institutional Highlights

Continued Strength in Active Equity Sales and Flows



First Quarter 2020 Highlights

Sales and Flows

- + Gross sales of \$3.9B up 17% Y/Y and down 27% Q/Q
- + Net inflows of \$0.4B driven by equities net inflows of \$2.6B
 - + Excluding previously disclosed AXA redemption, net flows would have been +\$1.4B
- + 4th consecutive quarter of organic growth

Continued Strength in Active Equities a Key Flow Driver

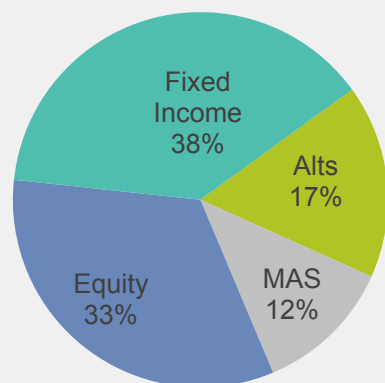
- + \$2.2B active equity gross sales, more than 50% of channel total
- + Active equity gross sales > \$1B for 10 out of last 11 quarters
- + \$1.5B of active equity net positive flows, 13% annualized organic growth
- + Active equities represent 46% of pipeline annual fee base (AFB)
- + Organic growth in 8 of 9 trailing quarters

Growing and Diverse Pipeline Mix

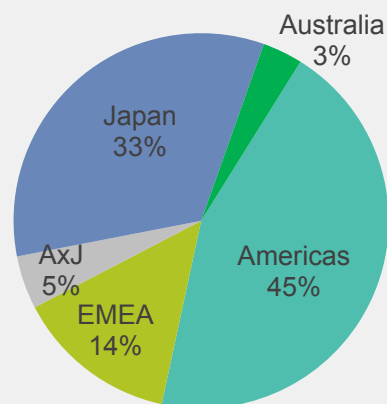
- + \$15.4B quarter-end pipeline, up 2% sequentially and 35% Y/Y
- + Notable 1Q pipeline adds:
 - + Global Core Equity: \$1.3B
 - + China Value: \$550M
 - + Concentrated US Growth: \$350M
 - + US Large Cap Growth: \$300M
- + AFB sets a new record for third consecutive quarter >\$40M
- + Two consultant upgrades; 70% of pipeline additions consultant-linked
- + Institutions remain engaged, with no marked slowdown in activity

\$15.4B Pipeline⁽¹⁾ Diverse by Asset Class and Geography

Asset Class



Geography



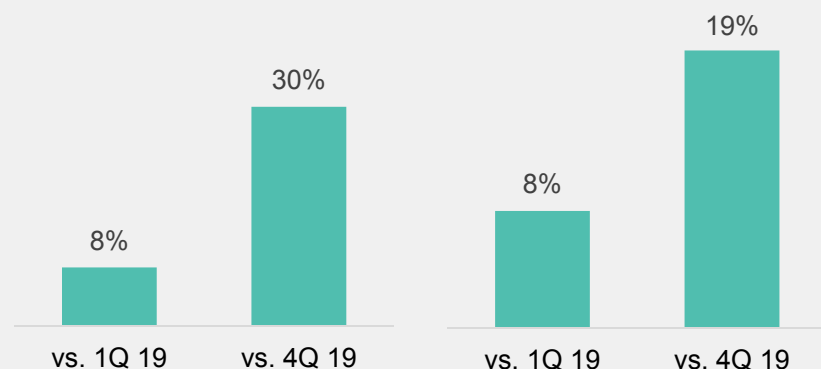
(1) Total assets awarded and pending funding as of quarter-end. Fixed Income includes both active and passive strategies.

Private Wealth Management Highlights

Continued Growth in Gross Sales and Advisor Productivity

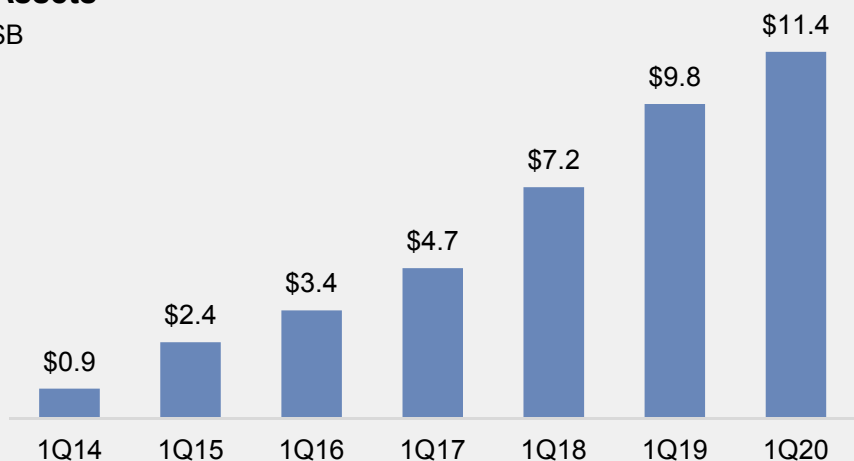
Gross Sales Increase (%)

Advisor Productivity Increase (%) ⁽¹⁾



\$11.4B in Alts/Focused Equities Deployed and Committed Assets ⁽²⁾

\$B



(1) Excludes new advisors (2) Represents cumulative assets, excluding distributions or redemptions.

First Quarter 2020 Highlights

Sales and Flows

- + Gross sales of \$3.5B, +8% Y/Y, +30% Q/Q
- + Net outflows \$0.6B, positive including \$1B of unmanaged cash

De-Risked Client Portfolios; Focused Communication as Valued Advisors

- + Implemented rapid de-risking through Dynamic Asset Allocation overlay tool with discretion to manage risk; \$50B of relationship assets covered by DAA
 - + Reduced volatility from peak to trough
- + Remarkable customer outreach/engagement:
 - + Podcasts up 2x, videos up 3x versus prior cadence
 - + Unique blog visitors up 80% Y/Y
 - + Insightful market commentary to >50,000 contacts
 - + Pivot to virtual events continues to accelerate
- + Seamless transition to WFH by staff a competitive advantage, allowing advisors to lean into client needs at a time of broader disruption

Innovation Supports Mix-Shift Towards More Complex Client Base

- + Raised \$100M for Proprietary SMA Tax-Loss Harvesting Portfolio
- + \$2.4B AUM in ESG strategies, up 31% Y/Y
- + Total Alts/Focused Equity deployed and committed capital \$11.4B, + \$1.6B or 17% Y/Y
- + Advisor headcount up 6% YTD, turnover remains low



Bernstein Research Highlights

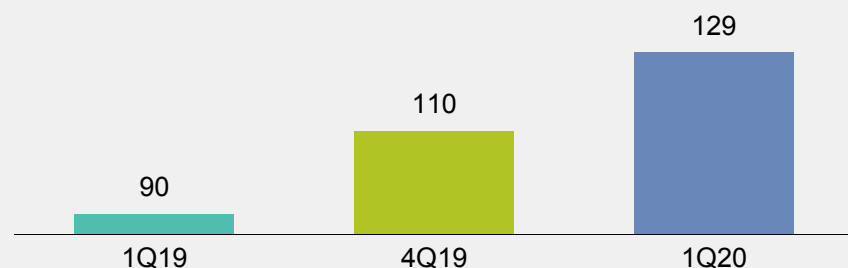
Bernstein Research Quarterly Revenues

\$M

% Change

1Q20/1Q19: +43%; +31% ex Autonomous

1Q20/4Q19: +17%

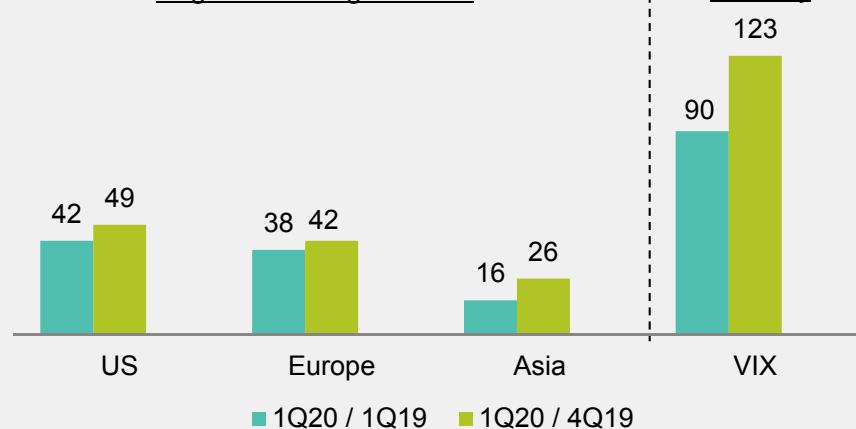


Regional Volumes and Volatility⁽¹⁾

(% Change)

Regional Trading Volumes

Volatility



(1) VIX Source: Bloomberg; US Market Volumes Tape A and C – Bats; Europe: FESE – Federation of European Stock Exchanges member aggregated volumes including regulated markets and multilateral trading facilities. Value traded and in USD. Represents consideration in local currency at the time translated at that month's FX rates; Asia: Combined value traded for Hong Kong and Japan exchanges. Source: Bloomberg.

First Quarter 2020 Highlights

Increased Market Volatility Drove Robust Trading Volumes

- + Robust trading volumes across all markets:
 - + US +33% Y/Y, +36% Q/Q
 - + Europe +49% Y/Y, +39% Q/Q
 - + Asia +63% Y/Y, +33% Q/Q
- + March global volumes 2x prior-year levels

Strong Client Engagement

- + Client engagement very strong through topical webinars, corporate mgmt. interviews, discussions with external experts.
 - + 63 webinars with > 4,000 clients in attendance, up 3x from prior year
 - + Client phone volume double that of prior year period

Continued Investment in Product Quality and Premium Positioning

- + 1Q new sector initiations: US Internet, European Retail, US Oil Services
- + One year anniversary of Autonomous acquisition. Bernstein now positioned as leader in global financials research
 - + Capture of cost synergies remains on track
 - + Cross-sell momentum continues to gather pace



Progress on Our Strategy in 1Q20

Firmwide Initiative Progress

Deliver differentiated return streams to clients

- + Active Equity: 75% of assets in outperforming services for 3-yr period; 72% for 1-yr and 69% for 5-yr
 - + Top quartile⁽¹⁾ 3-yr: Large Cap Growth, Discovery Growth, Relative Value, Conctr. Int'l Growth, Select US Long/Short, Global Core, Conctr. Global, Global Low Vol, Sustainable Global Thematic, Eurozone Equity
- + Fixed Income performance lagging: 38% of assets in outperforming services for 3-yr period; 32% for 1-yr and 45% for 5-yr
 - + Top quartile⁽¹⁾ 3-yr: Intermediate Diversified Muni. & Asia Pacific Local Currency Debt
- + 61% of US rated and 56% of Lux rated assets rated 4/5-stars by Morningstar at year-end

Commercialize and scale our suite of services

- + Active Equities demonstrating consistent flow strength
 - + Retail: 12 straight quarters of active equity net inflows; +\$0.7B in 1Q
 - + Institutional: Net inflows driven by \$1.5B of active equity net inflows, or 13% annualized organic growth
- + Impressive sales growth despite a challenging market
 - + Retail: Record gross sales of \$24.2B in 1Q, + \$5B or 28% Q/Q, +\$8B or 48% Y/Y. Gross sales growth in all regions Q/Q and Y/Y. Redemptions concentrated in FI over a 13-day period in March
 - + Institutional: \$15.4B pipeline, another record AFB, with 46% equity mix
 - + Private Wealth: Proactive client outreach, effective risk mitigation and innovation strengthens platform
 - + Alternatives: First close 2020 JV Fund of Funds; Merger Arb, Event Driven Funds launched

Continuous and rigorous focus on expense management

- + Adjusted 1Q operating margin of 27.6%, up 350 bps Y/Y
- + G&A increase held to inflationary levels of 2% Y/Y
- + Nashville relocation guidance remains unchanged
- + Adjusted EPU of \$0.64, up 31% Y/Y



(1) Source: Morningstar

John C. Weisenseel

Chief Financial Officer

First Quarter 2020 GAAP Income Statement

Income Statement (in US \$ Millions)	1Q20	1Q19	% Δ	4Q19	% Δ
Base Fees	\$ 614	\$ 552	11%	\$ 626	(2%)
Performance Fees	8	4	100%	76	(89%)
Bernstein Research Services	129	90	43%	110	17%
Distribution Revenues	131	101	30%	128	2%
Dividends & Interest	20	27	(26%)	24	(17%)
Investment Gains (Losses)	(44)	16	n/m	8	n/m
Other Revenues	25	22	14%	26	(4%)
Total Revenues	883	812	9%	998	(12%)
Less: Interest Expense	9	17	(47%)	11	(18%)
Net Revenues	\$ 874	\$ 795	10%	\$ 987	(12%)
Compensation & Benefits					
Compensation & Fringes	\$ 354	\$ 331	7%	\$ 369	(4%)
Other Employment Costs	8	8	0%	9	(11%)
Total Compensation & Benefits	362	339	7%	378	(4%)
Promotion & Servicing	201	159	26%	202	(0%)
General & Administrative	122	118	3%	132	(8%)
Other	11	11	0%	7	57%
Total Operating Expenses	\$ 696	\$ 627	11%	\$ 719	(3%)
Operating Income	\$ 178	\$ 168	6%	\$ 268	(34%)
Operating Margin	23.3%	19.9%		26.4%	
AB Holding GAAP Diluted Net Income Per Unit	\$ 0.63	\$ 0.49	29%	\$ 0.84	(25%)

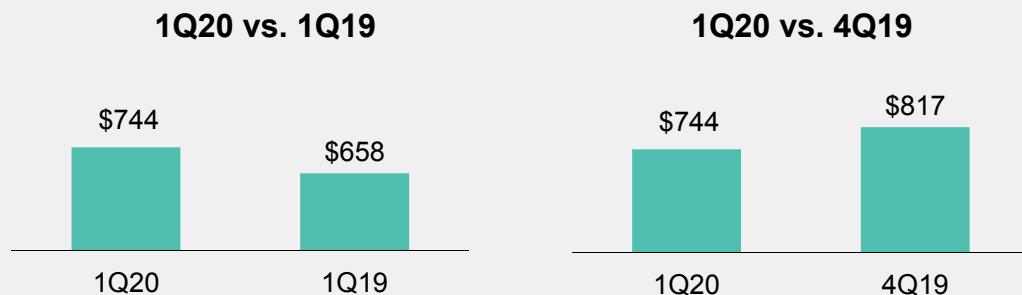
Percentages are calculated using amounts rounded in millions.



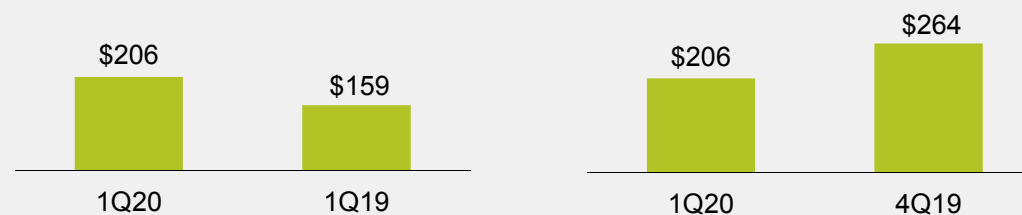
Adjusted Financial Highlights: First Quarter 2020

In US \$ Millions; scales may differ

Adjusted Revenues



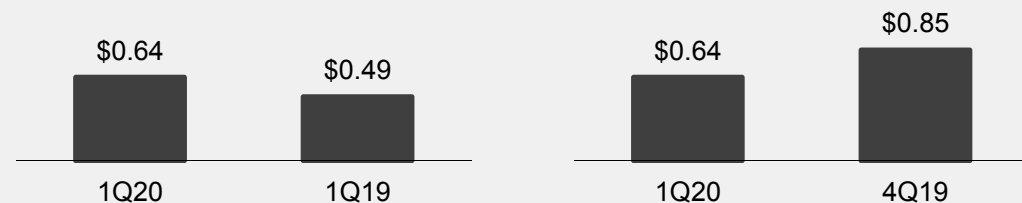
Adjusted Operating Income



Adjusted Operating Margin



Adjusted EPU



Please refer to pages 32-35 for additional information on the reconciliation of GAAP financial results to adjusted financial results.



First Quarter 2020 Adjusted Income Statement

Adjusted Income Statement (in US \$ Millions)	1Q20	1Q19	% Δ	4Q19	% Δ
Base Fees ⁽¹⁾	\$ 594	\$ 539	10%	\$ 607	(2%)
Performance Fees	6	4	50%	74	(92%)
Bernstein Research Services	129	90	43%	110	17%
Investment Gains (Losses)	(7)	4	n/m	3	n/m
Other Revenues	31	38	(18%)	34	(9%)
Total Revenues	753	675	12%	828	(9%)
Less: Interest Expense	9	17	(47%)	11	(18%)
Adjusted Net Revenues	\$ 744	\$ 658	13%	\$ 817	(9%)
Compensation & Benefits					
Compensation & Fringes	\$ 360	\$ 326	10%	\$ 366	(2%)
Other Employment Costs	8	8	0%	9	(11%)
Total Compensation & Benefits	368	334	10%	375	(2%)
Promotion & Servicing	46	42	10%	50	(8%)
General & Administrative	114	112	2%	119	(4%)
Other	10	11	(9%)	9	11%
Total Adjusted Operating Expenses	\$ 538	\$ 499	8%	\$ 553	(3%)
Adjusted Operating Income	\$ 206	\$ 159	30%	\$ 264	(22%)
Adjusted Operating Margin	27.6%	24.1%		32.3%	
AB Holding Adjusted Diluted Net Income Per Unit	\$ 0.64	\$ 0.49	31%	\$ 0.85	(25%)
Compensation Ratio	48.5%	49.5%		44.8%	



(1) Net of both sub-advisory and fees paid to distributors from investment management fees..
Percentages are calculated using amounts rounded in millions

First Quarter 2020 Adjusted Income Statement Highlights

Revenues

- + Base Fees increased 10% versus 1Q19 due primarily to higher average AUM across all three distribution channels. Lower average AUM across all channels, combined with lower portfolio fee rate realization, contributed to the 2% decrease in base fees versus 4Q19.
- + Performance Fees increased versus 1Q19 due primarily to year-end accrual true-ups recorded in 1Q20. The sequential decrease is attributed to a large number of investment strategies having annual calculation periods ending in 4Q.
- + Bernstein Research revenues increased 43% versus 1Q19 and 17% versus 4Q19. Excluding revenues from the Autonomous acquisition, which closed April 1, 2019, Bernstein Research revenues increased 31% vs 1Q19 and 26% versus 4Q19 driven by increased customer global trading activity.
- + Seed investment losses in 1Q20 versus gains in both 1Q19 and 4Q19.
- + Other Revenues decreased versus both prior periods due to lower dividends and interest earned on broker dealer investments while Interest Expense decreased due to lower interest paid on customer balances.

Expenses

- + The Adjusted Compensation Ratio was 48.5% in 1Q20 versus 49.5% in 1Q19 and 44.8% in 4Q19.
- + Total Compensation & Benefits increased 10% versus 1Q19 due primarily to higher base and incentive compensation and decreased 2% versus 4Q19 due to lower incentive compensation.
- + Promotion & Servicing increased 10% versus 1Q19 due to higher trade execution costs and transfer fees partially offset by lower T&E resulting from COVID-19 related travel restrictions. The 8% decline versus 4Q19 was due to lower seasonal T&E combined with the impact of COVID-19 related travel restrictions partially offset by higher trade execution costs driven by higher Bernstein Research trading volumes.
- + G&A expenses increased 2% versus 1Q19 due to higher technology, portfolio servicing and occupancy expenses partially offset by lower professional fees. G&A expenses decreased 4% versus 4Q19 due to lower professional fees, other taxes, charitable contributions and a favorable foreign exchange translation partially offset by increased portfolio servicing fees.

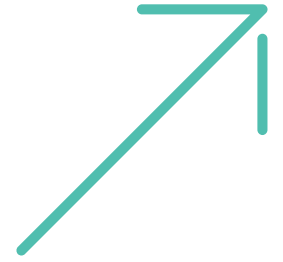
Operating Results

- + Adjusted Operating Income increased 30% versus 1Q19 due to an increase in revenues driven mainly by higher base fees and Bernstein Research revenues, outpacing the increase in operating expenses. The 22% decrease versus 4Q19 was due primarily to lower performance fee revenues partially offset by lower total operating expenses in the current period.
- + Adjusted Margin was 27.6% in 1Q20, versus 24.1% in 1Q19 and 32.3% in 4Q19.

Please refer to pages 35-39 for additional information on the reconciliation of GAAP financial results to adjusted financial results. Percentages are calculated using amounts rounded in millions.



Q & A



APPENDIX

Institutional Composite Relative Performance vs. Benchmarks

Service	Periods Ended March 31, 2020				
	1Q20	1-Yr	3-Yr	5-Yr	10-Yr
Equity					
International Strategic Core	3.4	2.0	3.2	3.6	N/A
US Small & Mid Cap Value	(1.5)	(2.3)	(1.1)	(0.4)	-
US Strategic Value	(1.3)	(4.1)	(3.5)	(4.2)	(2.9)
US Small Cap Growth	6.8	9.7	11.2	7.3	4.9
US Large Cap Growth	3.1	2.5	2.9	2.0	1.2
US Relative Value	0.3	0.2	2.4	1.5	1.7
US Small & Mid Cap Growth	7.3	5.0	5.9	3.6	3.1
US Strategic Core	0.5	1.3	0.4	0.2	N/A
Concentrated US Growth	(0.1)	2.0	4.7	2.2	2.5
Select US Equity	0.1	1.0	0.9	(0.2)	1.1
Global Core Equity	0.7	1.9	3.0	2.5	N/A
Fixed Income					
Global High Income	(4.1)	(2.4)	(1.6)	(1.0)	(0.5)
Global Fixed Income	(1.1)	(1.1)	(0.5)	(0.3)	0.3
US Strategic Core Plus	(3.2)	(3.2)	(0.7)	0.1	0.5
Emerging Market Debt	(4.0)	(4.5)	(1.8)	(0.9)	(0.2)
Global Plus	(3.1)	(2.9)	(1.1)	(0.4)	0.1
Intermediate Municipal	(0.9)	(0.3)	0.3	0.5	0.6

Performance is preliminary and as of March 31, 2020. Investment performance of composites is presented before investment management fees. Periods of more than one year are annualized. The information in this table is provided solely for use in connection with this presentation and is not directed toward existing or potential investment advisory clients of AB. Global High Income and Global Plus are hedged to USD.



Retail Mutual Funds Relative Performance vs. Morningstar Average

Service	Periods Ended March 31, 2020				
	1Q20	1-Yr	3-Yr	5-Yr	10-Yr
Equity					
Global Core	0.2	1.8	2.6	2.0	N/A
Relative Value	0.4	0.2	1.7	1.3	1.7
Discovery Value	(4.0)	(6.4)	(3.5)	(1.8)	(1.0)
US Value	(1.3)	(4.1)	(4.4)	(4.2)	(2.7)
Sustainable Global Thematic	5.3	7.7	5.3	3.9	0.8
Sustainable International Thematic	0.8	1.9	(1.0)	(1.5)	(2.0)
Large Cap Growth	4.2	6.3	4.7	3.9	2.6
Emerging Markets Growth	1.2	0.8	(0.9)	(0.4)	0.9
Growth	0.3	(1.1)	3.4	2.8	1.8
Discovery Growth	4.5	1.1	3.9	2.2	2.9
Fixed Income					
Global High Yield	(4.4)	(3.6)	(2.1)	(0.7)	0.1
American Income Portfolio	(2.0)	1.1	1.1	0.9	1.3
Global Bond	(1.2)	(2.2)	(0.7)	0.1	0.5
High Income	(6.1)	(5.0)	(2.8)	(1.0)	0.1

As of March 31, 2020. Fund returns are based on Advisor Class shares. Where Advisor Class doesn't exist, Class I is used. All fees and expenses related to the operation of the Fund have been deducted, but returns do not reflect sales charges. The information in this table is provided solely for use in connection with this presentation, and is not directed toward existing or potential investment advisory clients of AB.



Assets Under Management: 1Q20

(US \$ Billions)

	At March 31, 2020				At December 31 2019
	Institutions	Private Wealth	Retail	Total	Total
Equity					
Actively Managed	\$ 36	\$ 39	\$ 67	142	\$ 177
Passive ⁽¹⁾	21	-	26	47	60
Total Equity	57	39	93	189	237
Fixed Income					
Taxable	153	12	71	236	258
Tax-Exempt	1	25	20	46	47
Passive ⁽¹⁾	-	-	10	10	10
Total Fixed Income	154	37	101	292	315
Other⁽²⁾	46	10	5	61	71
Total	\$ 257	\$ 86	\$ 199	\$ 542	\$ 623
	At December 31, 2019				
Total	\$ 283	\$ 239	\$ 101	\$ 623	

(1) Includes index and enhanced index services.

(2) Includes certain multi-asset solutions and services and certain alternative investments.



Three Months Ended 3/31/20: AUM Roll-Forward by Distribution Channel

In US \$ Billions Investment Service:	Beginning of Period	Sales/New Accounts	Redemptions/ Terminations	Net Cash Flows	Net Flows	Acquisition	Transfers	Investment Performance	Net Change	End of Period
Institutions										
US	149.5	0.9	(0.5)	0.5	0.9	-	-	(6.7)	(5.8)	143.7
Global and Non-US	133.2	3.0	(2.4)	(1.1)	(0.5)	-	0.1	(19.8)	(20.2)	113.0
Total Institutions	282.7	3.9	(2.9)	(0.6)	0.4	-	0.1	(26.5)	(26.0)	256.7
Retail										
US	121.5	9.2	(8.0)	(2.1)	(0.9)	0.2	-	(16.6)	(17.3)	104.2
Global and Non-US	117.7	15.0	(17.6)	(1.9)	(4.5)	-	(0.1)	(18.7)	(23.3)	94.4
Total Retail	239.2	24.2	(25.6)	(4.0)	(5.4)	0.2	(0.1)	(35.3)	(40.6)	198.6
Private Wealth Management										
US	66.5	2.6	(3.1)	0.1	(0.4)	-	-	(7.5)	(7.9)	58.6
Global and Non-US	34.5	0.9	(1.1)	-	(0.2)	-	-	(6.4)	(6.6)	27.9
Total Private Wealth	101.0	3.5	(4.2)	0.1	(0.6)	-	-	(13.9)	(14.5)	86.5
Firmwide										
US	337.5	12.7	(11.6)	(1.5)	(0.4)	0.2	-	(30.8)	(31.0)	306.5
Global and Non-US	285.4	18.9	(21.1)	(3.0)	(5.2)	-	-	(44.9)	(50.1)	235.3
Total Firmwide	622.9	31.6	(32.7)	(4.5)	(5.6)	0.2	-	(75.7)	(81.1)	541.8

Three Months Ended 3/31/20: AUM Roll-Forward by Investment Service

In US \$ Billions Investment Service:	Beginning of Period	Sales/New Accounts	Redemptions/ Terminations	Net Cash Flows	Net Flows	Acquisition	Investment Performance	Net Change	End of Period
Equity Active									
US	97.8	6.4	(5.4)	(1.4)	(0.4)	-	(18.3)	(18.7)	79.1
Global and Non-US	79.4	5.7	(3.7)	(0.2)	1.8	-	(18.8)	(17.0)	62.4
Total Equity Active	177.2	12.1	(9.1)	(1.6)	1.4	-	(37.1)	(35.7)	141.5
Equity Passive ⁽¹⁾									
US	48.6	0.4	-	(0.3)	0.1	-	(9.8)	(9.7)	38.9
Global and Non-US	11.5	-	-	(1.4)	(1.4)	-	(1.8)	(3.2)	8.3
Total Equity Passive ⁽¹⁾	60.1	0.4	-	(1.7)	(1.3)	-	(11.6)	(12.9)	47.2
Total Equity	237.3	12.5	(9.1)	(3.3)	0.1	-	(48.7)	(48.6)	188.7
Fixed Income - Taxable									
US	124.1	2.3	(2.5)	0.4	0.2	-	(0.1)	0.1	124.2
Global and Non-US	134.2	12.4	(17.3)	(1.7)	(6.6)	-	(15.7)	(22.3)	111.9
Total Fixed Income - Taxable	258.3	14.7	(19.8)	(1.3)	(6.4)	-	(15.8)	(22.2)	236.1
Fixed Income - Tax-Exempt									
US	47.1	2.9	(2.9)	-	-	-	(1.2)	(1.2)	45.9
Global and Non-US	-	-	-	-	-	-	-	-	-
Total Fixed Income - Tax-Exempt	47.1	2.9	(2.9)	-	-	-	(1.2)	(1.2)	45.9
Fixed Income Passive ⁽¹⁾									
US	5.1	-	-	(0.2)	(0.2)	-	0.4	0.2	5.3
Global and Non-US	4.2	-	(0.1)	1.0	0.9	-	(0.1)	0.8	5.0
Total Fixed Income Passive ⁽¹⁾	9.3	-	(0.1)	0.8	0.7	-	0.3	1.0	10.3
Total Fixed Income	314.7	17.6	(22.8)	(0.5)	(5.7)	-	(16.7)	(22.4)	292.3
Other ⁽²⁾									
US	14.8	0.7	(0.8)	-	(0.1)	0.2	(1.8)	(1.7)	13.1
Global and Non-US	56.1	0.8	-	(0.7)	0.1	-	(8.5)	(8.4)	47.7
Total Other⁽²⁾	70.9	1.5	(0.8)	(0.7)	-	0.2	(10.3)	(10.1)	60.8
Firmwide									
US	337.5	12.7	(11.6)	(1.5)	(0.4)	0.2	(30.8)	(31.0)	306.5
Global and Non-US	285.4	18.9	(21.1)	(3.0)	(5.2)	-	(44.9)	(50.1)	235.3
Total Firmwide	622.9	31.6	(32.7)	(4.5)	(5.6)	0.2	(75.7)	(81.1)	541.8

(1) Includes index and enhanced index services.

(2) Includes certain multi-asset solutions and services and certain alternative investments.



Active vs. Passive Net Flows

Three Months Ended 3/31/20

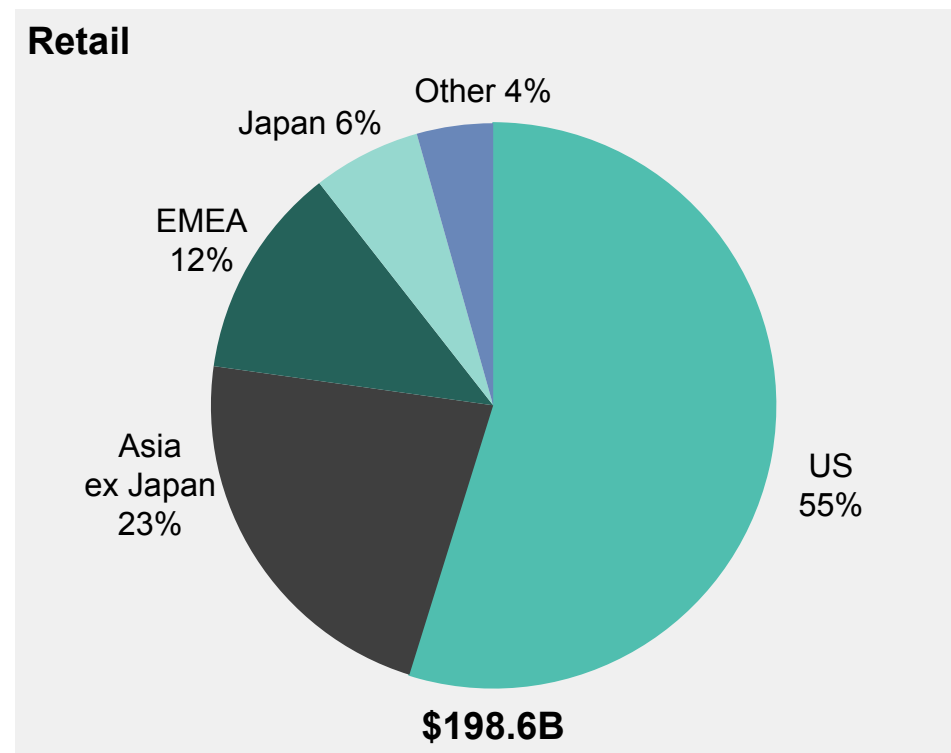
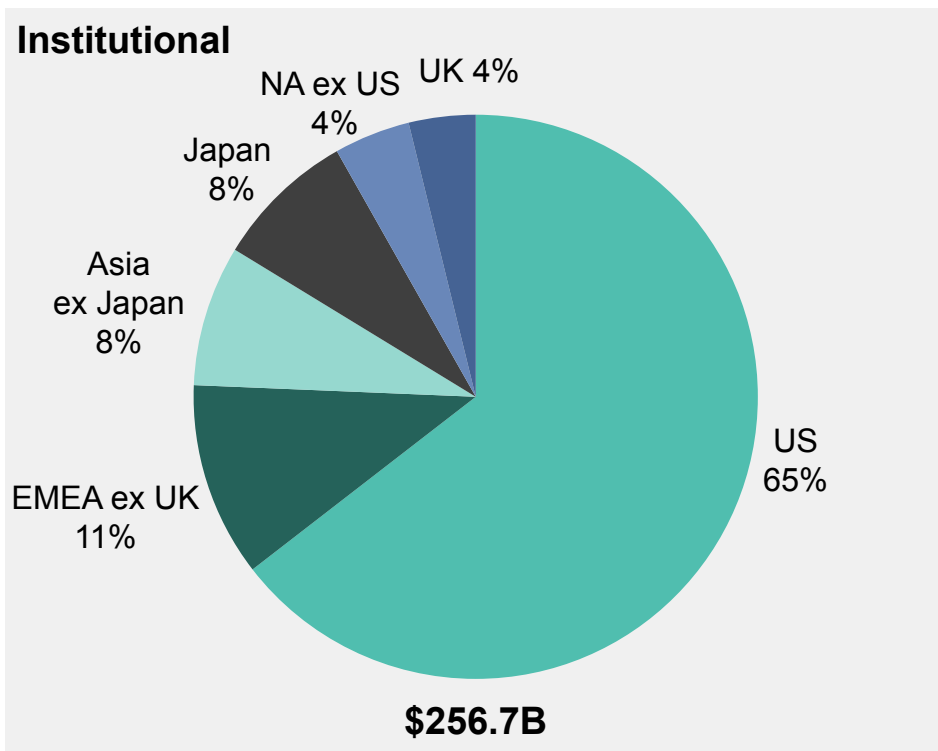
	Actively Managed	Passively Managed ⁽¹⁾	Total
Equity	\$1.4	(\$1.3)	\$0.1
Fixed Income	(6.4)	0.7	(5.7)
Other ⁽²⁾	(0.2)	0.2	-
Total	(\$5.2)	(\$0.4)	(\$5.6)

(1) Includes index and enhanced index services.

(2) Includes certain multi-asset solutions and services and certain alternative investments.



AUM by Region



As of March 31, 2020
By client domicile



First Quarter 2020 Adjusted Advisory Fees

	1Q20	1Q19	% Δ	4Q19	% Δ
Ending AUM (\$ Billions)	\$542	\$555	(2%)	\$623	(13%)
Average AUM (\$ Billions)	\$602	\$539	12%	\$607	(1%)

By Fee Type (\$ Millions):

Adjusted Base Fees	\$594	\$539	10%	\$607	(2%)
Adjusted Performance Fees	6	4	50%	74	(92%)
Total	\$600	\$543	10%	\$681	(12%)

Adjusted Base Fees By Channel (\$ Millions):

Institutions	\$106	\$106	0%	\$112	(5%)
Retail	280	232	21%	278	1%
Private Wealth	208	201	3%	217	(4%)
Total	\$594	\$539	10%	\$607	(2%)

First Quarter 2020 GAAP Income Statement

In US \$ Millions (except EPU)	1Q20	1Q19	% Δ	4Q19	% Δ
Net Revenues	\$ 874	\$ 795	10%	\$ 987	(11%)
Operating Expenses	696	627	11%	719	(3%)
Operating Income	178	168	6%	268	(34%)
Net Income Attributable to AB Unitholders	194	149	30%	249	(22%)
AB Holding GAAP Diluted Net Income per Unit	\$ 0.63	\$ 0.49	29%	\$ 0.84	(25%)
AB Holding Distribution Per Unit	\$ 0.64	\$ 0.49	31%	\$ 0.85	(25%)

Percentages are calculated using amounts rounded to the nearest million.



Consolidated Balance Sheet

Assets	March 31, 2020	December 31, 2019
Cash and cash equivalents	\$ 975	\$ 680
Cash and securities, segregated	2,013	1,095
Receivables, net	2,510	2,045
Investments:		
Long-term incentive compensation-related	37	51
Other	225	216
Assets of consolidated variable interest entities	570	612
Goodwill	3,088	3,077
Intangible assets, net	49	55
Deferred sales commissions, net	49	36
Right-of-use Assets	342	363
Other (incl. furniture & equipment, net)	585	476
Total Assets	\$ 10,443	\$ 8,706
Liabilities, Redeemable Non-Controlling Interest and Capital		
Liabilities:		
Payables	\$ 4,183	\$ 2,835
Accounts payable and accrued expenses	281	192
Lease Liabilities	442	468
Liabilities of consolidated variable interest entities	105	31
Accrued compensation and benefits	346	277
Debt	935	560
Total Liabilities	6,292	4,363
Redeemable non-controlling interest	225	326
Partners' capital attributable to AllianceBernstein Unitholders	3,926	4,017
Non-controlling interests in consolidated entities	-	-
Total Capital	3,926	4,017
Total Liabilities and Capital	\$ 10,443	\$ 8,706

Consolidated Statement of Cash Flows

In US \$ Millions

	Three Months Ended	
	March 31, 2020	March 31, 2019
Net Income	\$ 169	\$ 159
Non-cash items: Amortization of deferred sales commissions	5	4
Non-cash long-term incentive compensation expense	8	19
Depreciation and other amortization	36	42
Unrealized losses (gains) on investments	21	(11)
Unrealized losses (gains) on investments of consolidated company-sponsored investment funds	52	(22)
Other, net	(1)	6
Changes in assets and liabilities	(3)	235
Net cash provided by operating activities	287	432
Purchases of furniture, equipment, and leasehold improvements, net	(3)	(6)
Purchases of businesses, net of cash acquired	(11)	-
Net cash used in investing activities	(14)	(6)
Proceeds from borrowings, net	375	15
(Repayment) of bank loans	-	(25)
Increase (decrease) in overdrafts payable	85	(65)
Distributions to General Partner and Unitholders	(254)	(192)
Redemptions of non-controlling interests of consolidated company-sponsored investment funds, net	(75)	-
Additional investments by Holding with proceeds from exercise of compensatory options to buy Holding Units	-	7
Purchases of AB Holding Units to fund long-term incentive compensation plan awards, net	(18)	(58)
Other, net	(1)	(1)
Net cash provided by (used in) financing activities	112	(319)
Effect of exchange rate changes on cash and cash equivalents	(13)	1
Net increase in cash and cash equivalents	372	108
Cash and cash equivalents at the beginning of period	691	654
Cash and cash equivalents at the end of period	\$ 1,063	\$ 762

First Quarter 2020 AB Holding Financial Results

In US \$ Millions (exlcuding per Unit amounts)	1Q20	1Q19	% Δ	4Q19	% Δ
AB					
Net Income Attributable to AllianceBernstein	\$194	\$149	30%	\$249	(22%)
Weighted Average Equity Ownership Interest	36.0%	35.3%		35.3%	
AB Holding					
Equity in Net Income Attributable to AB	\$70	\$53	32%	\$88	(20%)
Income Taxes	8	6	33%	8	0%
Net Income	\$62	\$47	32%	\$80	(23%)
Diluted Net Income Per Unit, GAAP basis	\$0.63	\$0.49	29%	\$0.84	(25%)
Distributions Per Unit	\$0.64	\$0.49	31%	\$0.85	(25%)
Adjusted Diluted Net Income Per Unit	\$0.64	\$0.49	31%	\$0.85	(25%)

Please refer to pages 32-35 for additional information on the reconciliation of GAAP financial results to adjusted financial results. Percentages are calculated using amounts rounded in millions.

First Quarter 2020 GAAP to Non-GAAP Reconciliation

In US \$ Thousands

GAAP	Adjustments							Non-GAAP
	Distribution Related Payments (A)	Pass Through Adjustments (B)	Deferred Comp. Inv. (C)	NCI/ Consol VIE (D)	Real Estate Credits (Charges) (E)	Acquisition-Related Expenses (G)	Other (H)	
Investment advisory and services fees	\$ 621,725	(14,814)	(7,062)	64				\$ 599,913
Bernstein research services	129,223							129,223
Distribution revenues	130,857	(130,857)						-
Dividend and interest income	20,465		(106)	(5,599)				14,760
Investment gains (losses)	(44,306)		7,099	29,599			859	(6,749)
Other revenues	25,511	(9,607)		71				15,975
Total revenues	883,475	(145,671)	6,993	24,135	-	-	859	753,122
Less: interest expense	9,319							9,319
Net revenues	874,156	(145,671)	6,993	24,135	-	-	859	743,803
Employee compensation and benefits	362,272		6,243			(176)		368,339
Promotion and servicing	201,281	(145,671)	(9,465)					46,145
General and administrative	122,267		(7,204)	(1,436)	339	(350)		113,616
Contingent payment arrangements	793							793
Interest on borrowings	2,834							2,834
Amortization of intangible assets	6,486							6,486
Net income (loss) of consolidated entities attributable to non-controlling interests	-							-
Total expenses	695,933	(145,671)	6,243	(1,436)	339	(526)	-	538,213
Operating income	178,223	-	750	25,571	(339)	526	859	205,590
Income taxes	9,474	-	28	843	(27)	17	28	10,362
Net income	168,749	-	722	24,728	(312)	509	831	195,228
Net income (loss) of consolidated entities attributable to non-controlling interests	(25,571)			25,571				-
Net income attributable to AB Unitholders	\$ 194,320	\$ -	\$ 722	\$ (843)	\$ (312)	\$ 509	\$ 831	\$ 195,228

Please refer to page 35 for notes describing the adjustments.



First Quarter 2019 GAAP to Non-GAAP Reconciliation

In US \$ Thousands

	GAAP	Adjustments				Non-GAAP
		Distribution Related Payments (A)	Pass Through Adjustments (B)	Deferred Comp. Inv. (C)	NCI/ Consol VIE (D)	
Investment advisory and services fees	\$ 556,594	(8,986)	(4,722)		(261)	\$ 542,625
Bernstein research services	90,235					90,235
Distribution revenues	100,509	(100,509)				-
Dividend and interest income	27,346			(147)	(3,013)	24,186
Investment gains (losses)	15,735			(4,496)	(7,402)	3,837
Other revenues	22,206		(7,759)		(283)	14,164
Total revenues	812,625	(109,495)	(12,481)	(4,643)	(10,959)	675,047
Less: interest expense	17,163					17,163
Net revenues	795,462	(109,495)	(12,481)	(4,643)	(10,959)	657,884
Employee compensation and benefits	339,309			(5,465)		333,844
Promotion and servicing	159,143	(109,495)	(7,682)			41,966
General and administrative	117,848		(4,799)		(858)	112,191
Contingent payment arrangements	54					54
Interest on borrowings	3,983					3,983
Amortization of intangible assets	6,974					6,974
Net income (loss) of consolidated entities attributable to non-controlling interests					15	15
Total expenses	627,311	(109,495)	(12,481)	(5,465)	(843)	499,027
Operating income	168,151	-	-	822	(10,116)	158,857
Income taxes	8,921	-	-	45	(530)	8,435
Net income	159,230	-	-	777	(9,586)	150,422
Net income (loss) of consolidated entities attributable to non-controlling interests	10,116				(10,116)	-
Net income attributable to AB Unitholders	\$ 149,114	\$ -	\$ -	\$ 777	\$ 530	\$ 150,422

Please refer to page 39 for notes describing the adjustments.



Fourth Quarter 2019 GAAP to Non-GAAP Reconciliation

In US \$ Thousands

GAAP	Adjustments							Non-GAAP
	Distribution Related Payments (A)	Pass Through Adjustments (B)	Deferred Comp. Inv. (C)	NCI/ Consol VIE (D)	Real Estate Credits (Charges) (E)	Contingent Payment Adjust. (F)	Acquisition- Related Expenses (G)	
Investment advisory and services fees	\$ 702,701	(15,120.0)	(6,717)	84				\$ 680,948
Bernstein research services	109,671							109,671
Distribution revenues	127,553	(127,553)						-
Dividend and interest income	24,539		(997)	(4,425)				19,117
Investment gains (losses)	7,541		(1,457)	(3,544)				2,540
Other revenues	26,061	(9,436)		(682)				15,943
Total revenues	998,066	(142,673)	(2,454)	(8,567)	-	-	-	828,219
Less: interest expense	10,762							10,762
Net revenues	987,304	(142,673)	(2,454)	(8,567)	-	-	-	817,457
Employee compensation and benefits	377,951		(2,737)				(294)	374,920
Promotion and servicing	201,521	(142,673)	(9,265)					49,583
General and administrative	132,289		(6,888)	(944)	(2,623)		(3,165)	118,669
Contingent payment arrangements	(2,222)					3,051		829
Interest on borrowings	2,259							2,259
Amortization of intangible assets	7,223							7,223
Net income (loss) of consolidated entities attributable to non-controlling interests	-			-				-
Total expenses	719,021	(142,673)	(2,737)	(944)	(2,623)	3,051	(3,459)	553,483
Operating income	268,283	-	283	(7,623)	2,623	(3,051)	3,459	263,974
Income taxes	11,795	-	12	(331)	117	(132)	154	11,615
Net income	256,488	-	271	(7,292)	2,506	(2,919)	3,305	252,359
Net income (loss) of consolidated entities attributable to non-controlling interests	7,623			(7,623)				-
Net income attributable to AB Unitholders	\$ 248,865	\$ -	\$ 271	\$ 331	\$ 2,506	\$ (2,919)	\$ 3,305	\$ 252,359

Please refer to page 35 for notes describing the adjustments.



AB Adjusted Financial Results Reconciliation

Notes to Consolidated Statements of Income and Supplemental Information (Unaudited)

- A. We exclude all of the company's distribution revenues, which are recorded as a separate line item on the consolidated statement of income, as well as a portion of investment advisory services fees received that is used to pay distribution and servicing costs. Such presentation appropriately reflects the nature of these costs as pass-through payments to third parties that perform functions on behalf of our sponsored mutual funds and/or shareholders of these funds. Also, we adjust distribution revenues for the amortization of deferred sales commissions as these costs, over time, will offset such revenues.
- B. We exclude additional pass-through expenses we incur (primarily through our transfer agency) that are reimbursed and recorded as fees in revenues. These fees have no impact on operating income, but they do have an impact on our operating margin. As such, we exclude these fees from adjusted net revenues.
- C. We exclude the impact on net revenues and compensation expense of the mark-to-market gains and losses (as well as the dividends and interest) associated with employee long-term incentive compensation-related investments. In addition, we exclude any EQH-related equity compensation expense as the awards are non-cash and are based on EQH's and not AB's financial performance.
- D. We adjust for the impact of consolidating certain company-sponsored investment funds by eliminating the consolidated company-sponsored investment funds revenues and expenses and including AB's revenues and expenses that were eliminated in consolidation. In addition, the net income of joint ventures attributable to non-controlling interests is excluded because it does not reflect the economic interest attributable to AB.
- E. Real estate credits are excluded because they are not considered part of our core ongoing operations. However, beginning in the fourth quarter of 2019, real estate charges (credits) while excluded in the period in which the charges (credits) are recorded, but are included ratably over the remaining applicable lease term.
- F. The recording of a change in estimate of the contingent consideration payable relating to our acquisitions is not considered part of our core operating results.
- G. Acquisition-related expenses have been excluded because they are not considered part of our core operating results when comparing financial results from period to period and to industry peers. During the fourth quarter of 2019, these expenses included an intangible asset impairment charge of \$3.1 million relating to our 2016 acquisition.
- H. For first quarter 2020, Other reflects the write-down of an investment that has been excluded due to its non-recurring nature and because it is not part of our core operating results.

Adjusted Operating Margin

Adjusted operating margin allows us to monitor our financial performance and efficiency from period to period without the volatility noted above in our discussion of adjusted operating income and to compare our performance to industry peers on a basis that better reflects our performance in our core business. Adjusted operating margin is derived by dividing adjusted operating income by adjusted net revenues.



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