



ALLIANCEBERNSTEIN®

October 22, 2020

THIRD QUARTER 2020 REVIEW

Seth P. Bernstein President & Chief Executive Officer
Ali Dibadj Head of Finance & Strategy

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.

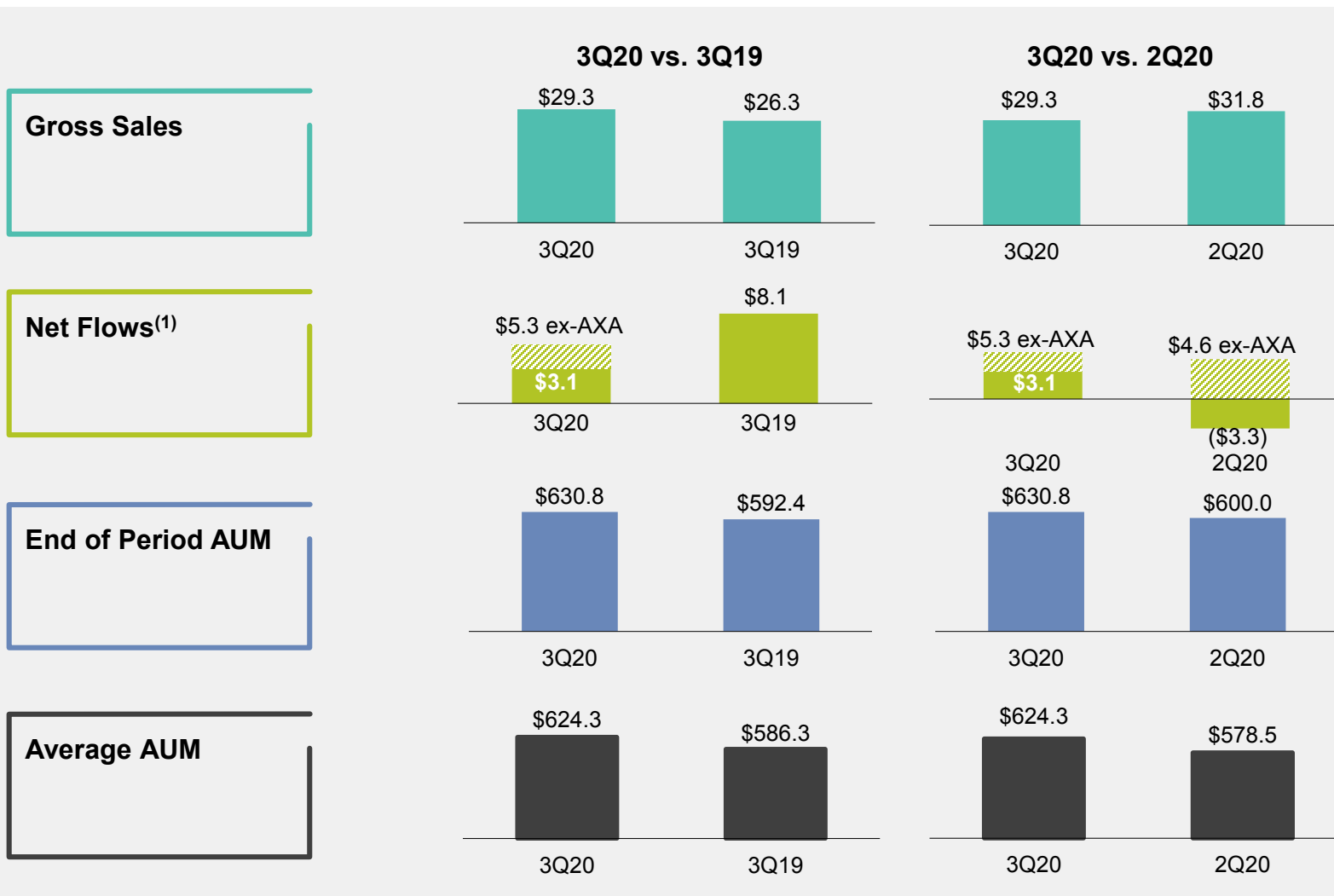
The forward-looking statements referred to in the preceding paragraph include statements regarding:

- **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 28.4% during the first nine 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 our Form 10-Q for the quarter ended September 30, 2020 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

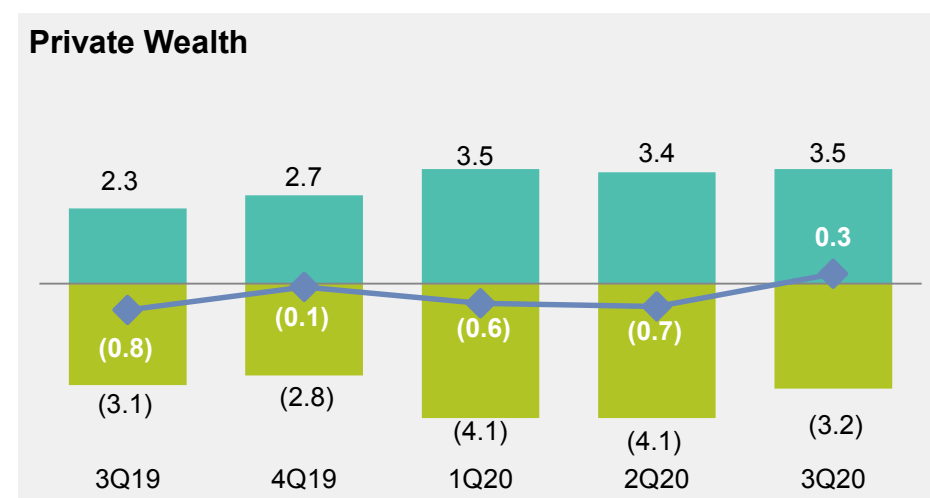
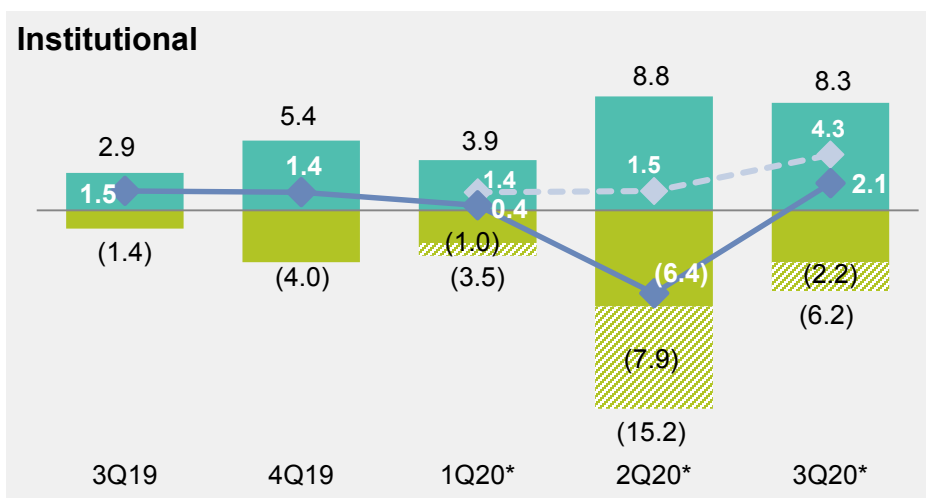
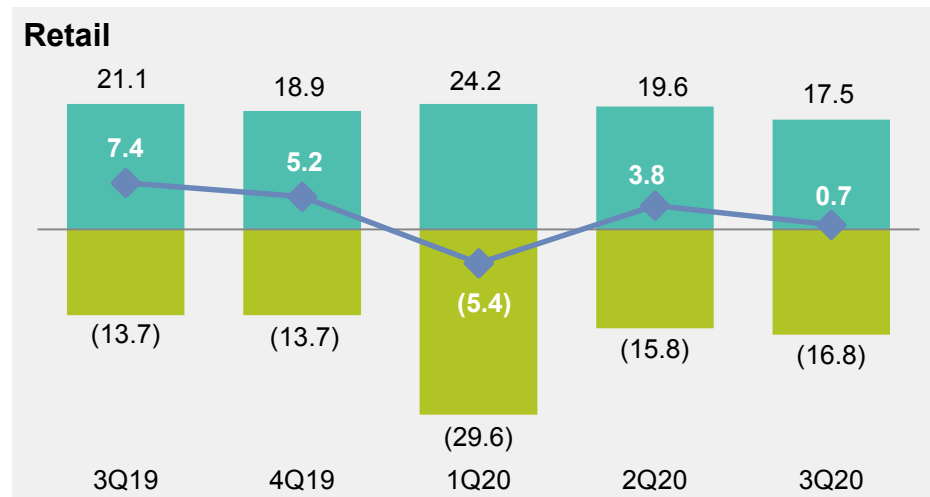
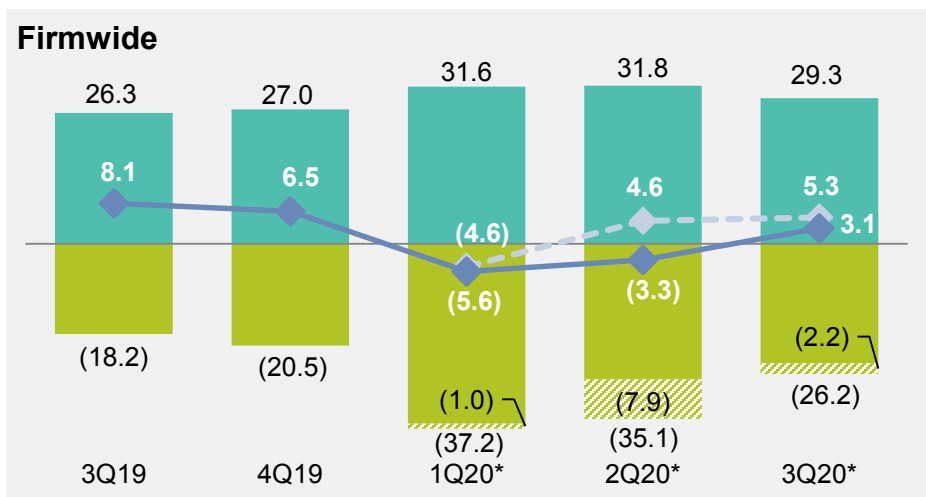
Firmwide Overview: Third Quarter 2020



US \$ Billions; scales differ by chart

(1) 3Q20: \$5.1B active net inflows and \$(2.0)B passive net outflows. 3Q19 \$9.3B active net inflows and \$(1.2)B passive net outflows. 2Q20: \$(1.3)B active net outflows and \$(2.0)B passive net outflows. Shaded region excludes AXA outflows of \$(2.2)B in 3Q20 and \$(7.9)B in 2Q20.

Asset Flows by Distribution Channel: Quarterly Trend



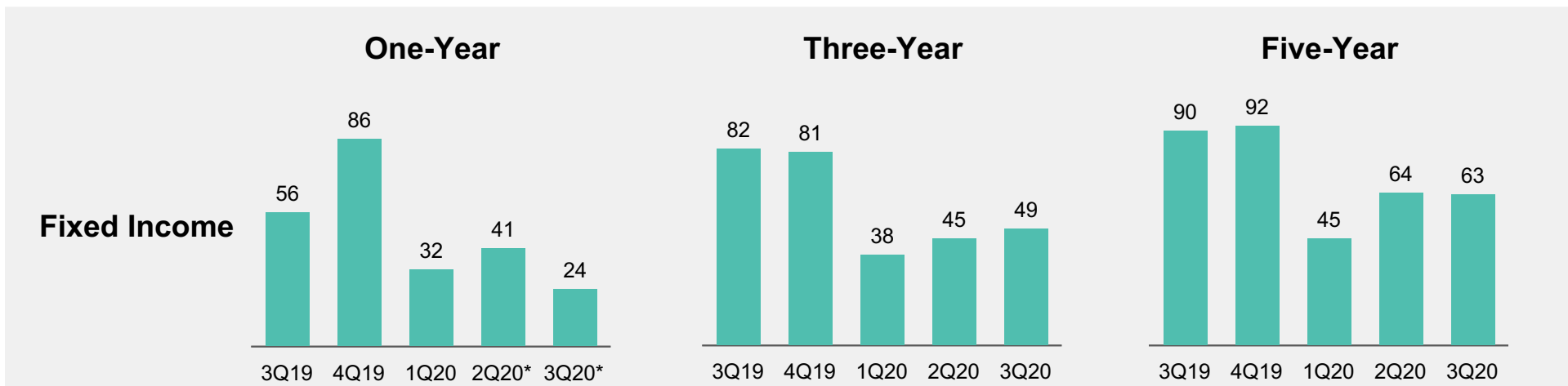
■ Gross Sales
 ■ Gross Redemptions
 ▨ AXA Redemptions
 ◆ Net Flows
 ◆ Net Flows ex AXA Redemptions



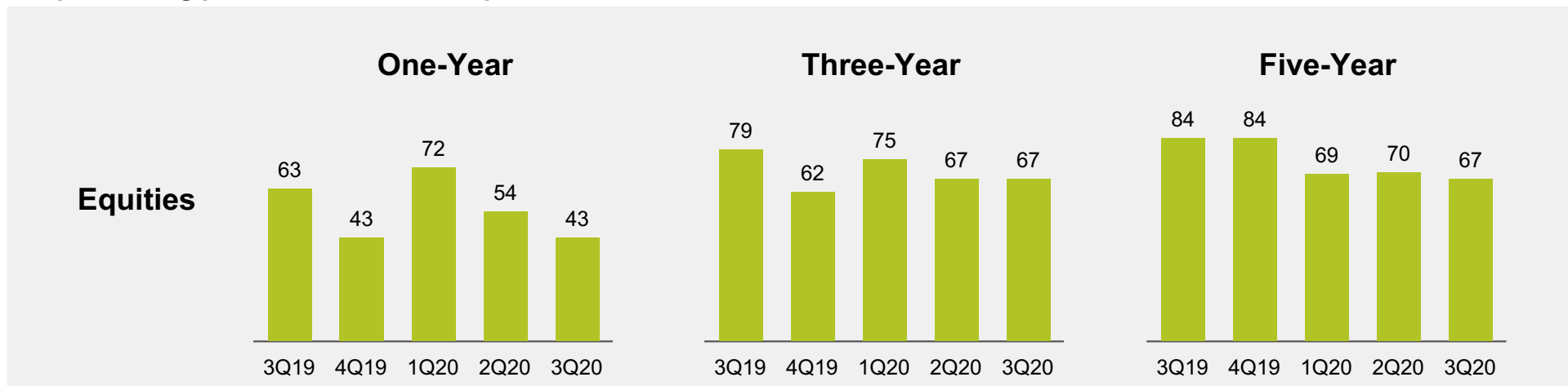
US \$ Billions; scales differ by chart

*Institutional net outflows include previously disclosed AXA S.A. terminated mandates of \$2.2B in 3Q20 and \$7.9B in 2Q20.

Percentage of Assets Outperforming at Quarter-End



* Retail fixed income funds ranked in the 39th percentile of Morningstar peer group for 3Q20 and 24th percentile for 2Q20, outperforming peers in both 3-month periods.



Fixed Income Investment Performance

Performance vs. Morningstar Category Average Through 9/30/20

Retail Service	1 Year		3 Year		5 Year	
	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile
Offshore						
American Income Portfolio	-0.7	59	1.6	22	1.0	20
Emerging Markets Debt Portfolio	0.3	46	0.3	49	1.2	25
Emerging Markets Local Currency Debt	-0.1	44	-0.5	72	0.6	32
European Income Portfolio	1.2	25	2.1	8	2.1	8
Global High Yield Portfolio	-3.2	86	-1.2	81	-0.2	56
Euro High Yield Portfolio	0.8	38	0.3	47	0.7	28
US Taxable						
Global Bond Fund	-1.0	60	-0.7	73	—	59
High Income Fund	-3.1	92	-1.9	96	-0.4	69
Income Fund	-1.9	84	-0.6	76	0.4	30
Municipals						
High Income Municipal Portfolio	0.8	36	0.7	23	0.8	21
Intermediate Diversified Muni	0.9	19	1.0	6	0.9	9
Municipal Bond Inflation Strategy	0.9	19	0.6	17	1.2	2
Municipal Income National Portfolio	-0.3	63	0.2	44	0.6	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. 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 Core-Plus 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 9/30/20. Source: AB and Morningstar.

Equities Investment Performance

Performance vs. Morningstar Category Average Through 9/30/20

Retail Service	1 Year		3 Year		5 Year	
	Relative (%)	Percentile	Relative (%)	Percentile	Relative (%)	Percentile
Offshore						
Select US	-0.6	62	0.8	47	0.4	53
Sustainable US Thematic	-1.5	52	0.3	49	1.2	39
Concentrated Global	-5.2	62	2.3	22	2.0	24
Global Low Vol ⁽¹⁾	-5.3	80	2.9	22	1.4	33
Global Core	-2.9	72	3.2	18	2.9	11
Sustainable Global Thematic	10.3	14	3.9	13	3.6	12
Eurozone Equity	-6.3	87	-1.7	74	1.4	25
Emerging Markets Growth	9.7	11	0.7	46	1.5	26
Emerging Markets Low Vol ⁽¹⁾	2.1	39	-0.2	58	-0.5	61
US						
Large Cap Growth	1.1	42	2.9	30	2.3	28
Discovery Growth	13.1	17	4.8	21	3.5	17
Concentrated Growth (US)	-14.7	83	-1.6	61	-1.5	64
Discovery Value	-4.6	80	-3.5	90	-1.7	85
Relative Value	-2.2	66	—	51	0.3	44
Concentrated International Growth	0.7	31	1.3	34	1.4	27
Global Core Equity	-5.1	59	1.2	36	1.3	31
Select US Long/Short	5.3	28	5.3	14	3.7	12

Past performance does not guarantee future results.

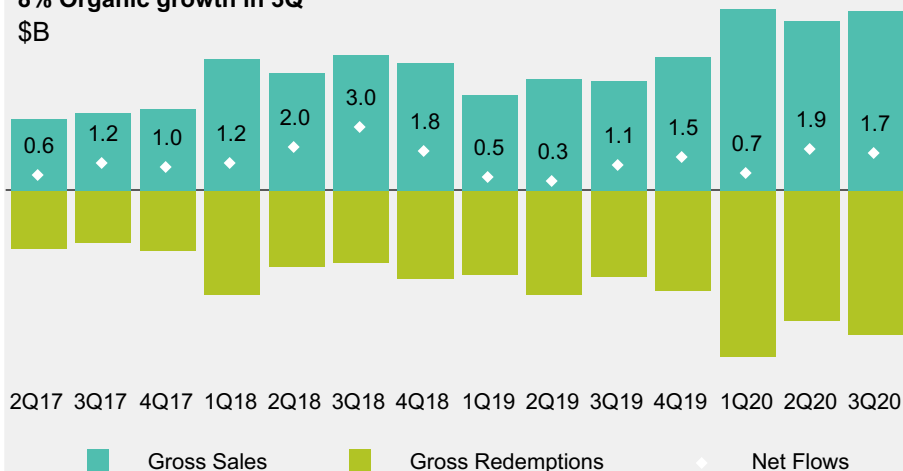
Relative Performance is calculated against the Fund's Morningstar Category and Percentile Ranking is determined by Morningstar Ranking Methodology. Advisor and I share class; A share class used when Advisor and I class not available. Select US – Large-Cap Blend; Sustainable US Thematic – US Large-Cap Growth; Concentrated Global – Large Cap Growth; Global Low Vol – Global Large-Cap Blend; Global Core – World Large Stock; 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 – Global Large-Cap Blend Equity; Select US Long/Short – Long-Short Equity. As of 9/30/20. Source: AB and Morningstar. (1) A low vol universe comparison is not currently listed in Morningstar.

Retail Highlights

14th Straight Quarter of Active Equity Inflows

8% Organic growth in 3Q

\$B



Net Inflows >\$100M

Equity	Large Cap Growth ⁽¹⁾ , Strategic Research Balanced, Global Core, American Growth, Small Cap Growth, Int'l Health, Select US Equity, Sust. Global Thematic
Fixed Income	American Income, Muni Tax Aware SMA
Multi-Asset / Alts	Global Multi-Asset

Net Outflows >(\$100M)

Equity	Select US Equity, Low Vol Equity, Discovery Value, US SMID Cap Growth
Fixed Income	High Income, Global High Yield, European Income, Gov't Money Market, Mortgage Income
Multi-Asset / Alts	Risk Overlay, Select Abs. Alpha, Dynamic Asset All.

Third Quarter 2020 Highlights

Sales and Flows

- Gross sales of \$17.5B normalized vs. prior record periods; down \$4B or 17% Y/Y, and \$2B or 11% Q/Q
- Redemptions increased by \$1B Q/Q, though redemption rate of 29% improved from 32%
- Net inflows +\$0.7B; positive in 8 of last 9 quarters

Continued strength in Active Equities; FI sales normalize

- Active equity sales of \$8.8B, +65% Y/Y, +6% Q/Q
- Active equity net inflows of \$1.7B or 8% organic growth
- 14th straight quarter of active equity net inflows
- Active fixed income sales of \$8.6B below outsized prior periods, net outflows \$0.4B
- Fixed Income redemptions consistent Y/Y and Q/Q

Milestones

- 55 products with AUM exceeding \$1B (23 Equity, 17 FI, 15 Alts/Multi-asset)
- AB US Retail actively managed fund net inflow rankings: AB Global Bond 5th out of 30 funds in its Morningstar category, Small Cap Growth 5/163, Global Core Equity 5/240, Large Cap Growth 11/340⁽²⁾
- AB Offshore Retail fund net flow rankings: American Income 2/38, American Growth 1/84, European Equity 2/43⁽³⁾

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

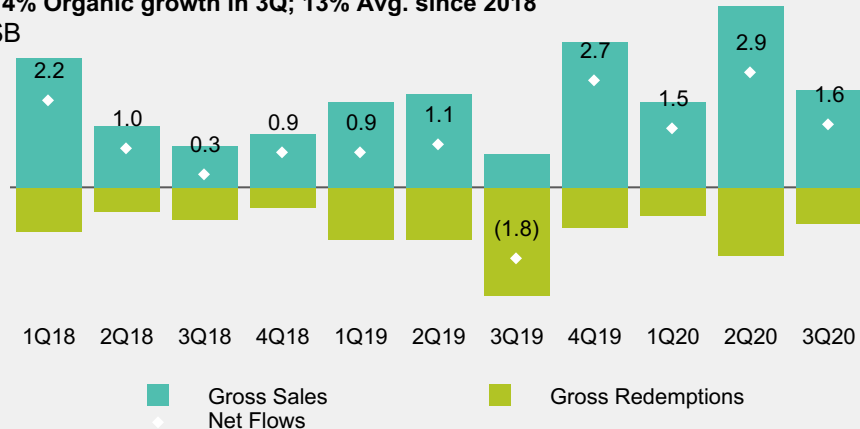
2. Source: ISS MI Simfund. Actively managed long-term funds only. Excludes 529 FoFs and closed-end.

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

Institutional Highlights

Active Equity Organic Growth in 10/11 Trailing Quarters

14% Organic growth in 3Q; 13% Avg. since 2018
\$B



Third Quarter 2020 Highlights

Sales and Flows

- Gross sales of \$8.3B up 190% Y/Y and down 6% Q/Q
- Net inflows of \$2.1B including \$2.2B of AXA redemptions
 - Excluding AXA redemptions, net flows would have been +\$4.3B
 - 5th consecutive quarter of organic growth

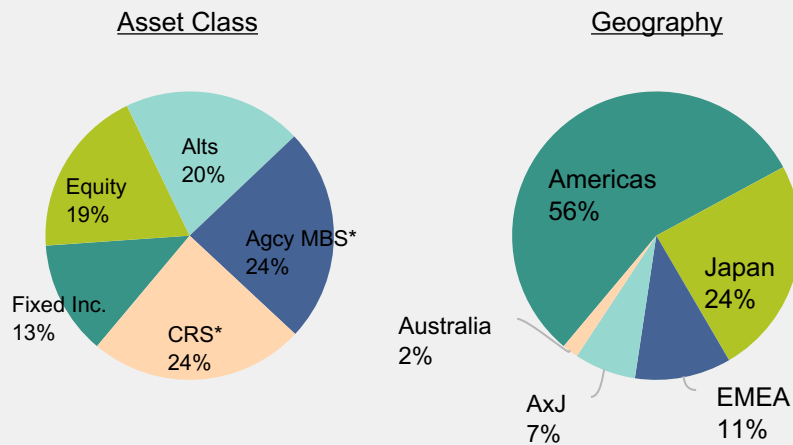
Continued Strength in Active Equities a Key Flow Driver

- \$2.4B active equity gross sales
- Active equity gross sales accelerated to > \$2B for 6 out of last 7 quarters; > \$1B for 12 out of last 13 quarters.
- \$1.6B of active equity net positive flows, 14% annualized organic growth
- Active equities represent 30% of pipeline annual fee base (AFB)
- Organic growth in 10 of 11 trailing quarters

Growing and Diverse Pipeline Mix

- \$16.9B quarter-end pipeline, down 4% sequentially and up 46% Y/Y
- Strong fundings in 3Q at \$7.1B
- Notable 3Q pipeline adds:
 - Customized Retirement Strategies: \$4.0B
 - Global Strategic Core: \$450M
 - Concentrated Aust. Equity: \$250M
- AFB > \$40M for the fifth consecutive quarter
 - Alts represent > 50% of AFB

\$16.9B Pipeline⁽¹⁾ Diverse by Asset Class



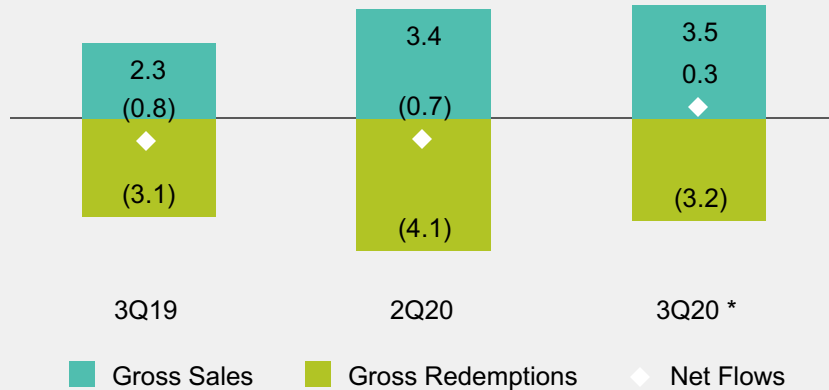
(1) Total assets awarded and pending funding as of quarter-end.

* Agency MBS and CRS are low fee mandates.

Private Wealth Management Highlights

Net Flows Positive in 3Q

\$B



Third Quarter 2020 Highlights

Sales and Flows Up, Despite Continued Client Risk Aversion

- Strong gross sales of \$3.5B, up 52% Y/Y and 3% Q/Q
- Redemptions of \$3.2B, or 14%, improved as outflows stabilized
- Net inflows of \$0.3B

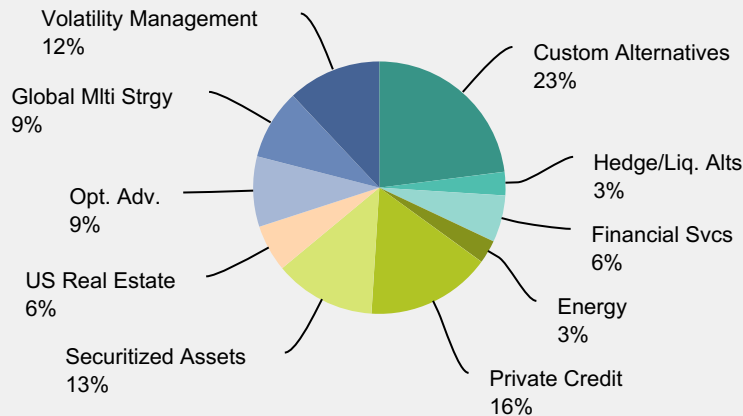
Continued Focused Engagement as Valued Advisors

- >150 targeted virtual events leading to greater engagement
- Unique downloads +88% across Bernstein Insights Network

Innovation Supports Mix-Shift Towards More Complex Client Base

- Continued strong adoption of Muni Impact portfolio, AUM \$950M, +21% Y/Y
- \$3.7B AUM in ESG strategies, up 14% Q/Q and 57% Y/Y
- Proprietary SMA Tax-Loss Harvesting Portfolio scaling with \$312M AUM, up 34% Q/Q
- Expect 5% advisor headcount growth in 2020

Diversified Alternative Services (as % of Alternatives AUM)



* 3Q 2020 Gross sales of \$3.57B are rounded to \$3.5B for reporting purposes.

Bernstein Research Highlights

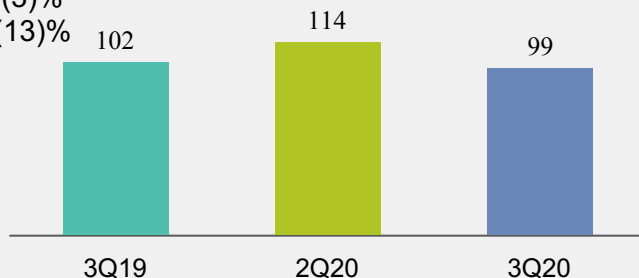
Bernstein Research Quarterly Revenues

\$M

% Change

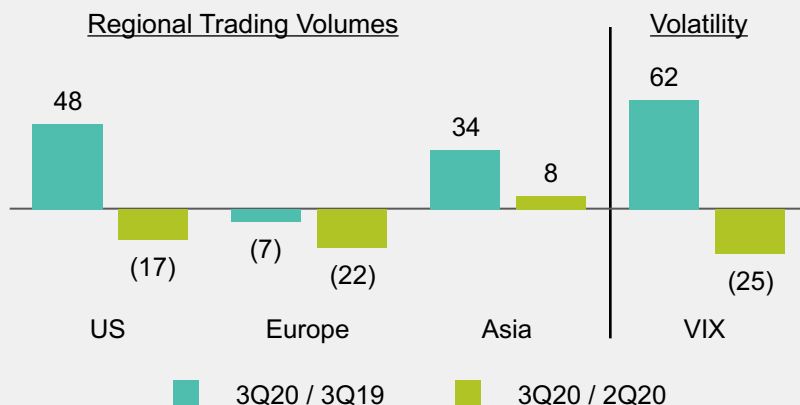
3Q20/3Q19: (3)%

3Q20/2Q20: (13)%



Regional Volumes and Volatility⁽¹⁾

(% Change)



Third Quarter 2020 Highlights

Slowing Institutional Trading Volumes

- Revenues of \$99M, -3% Y/Y, -13% Q/Q
- Significant share of YoY US market volume growth in Q3 driven by retail investors
- Continued very strong growth in Asia

Strong Client Engagement

- 17th Annual European *Virtual* Strategic Decisions Conference
 - 108 CEO's and Senior Executives
 - ~1,250 institutional investors from >440 buy-side firms
 - 79 fireside chats and 560 investor access meetings
- Increased client engagement led by mix shift to virtual events
 - Distinct contacts more than doubled Y/Y due to webinars and active client outreach

Investment in Product Quality and Premium Positioning

- 3Q new sector initiations: European Media, Indian Healthcare, European Autos, US Machinery & Engineering
- Integrated ESG research published across 50+ global sectors
- Strong flow and readership of pre-IPO research

(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.

Progress on Our Strategy in 3Q20

Firmwide Initiative

Progress

Deliver differentiated return streams to clients

- Active Equity: 67% of assets in outperforming services for 3-yr period; 43% for 1-yr and 67% for 5-yr
 - Top quartile⁽¹⁾ 3-yr: Sustainable Global Thematic, Small Cap Growth, Select US L/S, International Strategic Core, Discovery Growth, Equity Income, Global Core, International Healthcare, International Tech, Global Low Vol., & Concentrated Global
- Fixed Income: 49% of assets in outperforming services for 3-yr period; 24% for 1-yr and 63% for 5-yr
 - Top quartile⁽¹⁾ 3-yr: Intermediate Diversified Muni, Muni Bond Inflation, Muni Income II VA, Intermediate California Muni, High Income Muni, American Income, European Income, Short Duration HY, & US HY
- 66% of US rated and 58% of Lux rated assets rated 4/5-stars by Morningstar at quarter-end

Commercialize and scale our suite of services

- Active Equities demonstrating consistent flow strength
 - Retail: 14 straight quarters of active equity net inflows; 8% organic growth rate
 - Institutional: \$1.6B of active equity net inflows; 14% organic growth rate
- Net inflows across all channels in Q3
 - Retail: Net inflows of +\$0.7B driven by active equity of +\$1.7B
 - Institutional: \$16.9B pipeline, AFB > \$30M for 12 straight quarters and comprised of 50% Alts
 - Private Wealth: Net inflows of +\$0.3B, with strong sales and lower redemptions
 - Alternatives/Multi-Asset: Have seeded 6 multi-asset funds over course of 2020

Continuous and rigorous focus on expense management

- G&A up less than 2% Y/Y, excluding write-off of one-time legal fees
- Adjusted 3Q operating margin of 29.7%, up 220 bps Y/Y and up 180 bps Q/Q
- Adjusted EPU of \$0.69, up 10% Y/Y and up 13% Q/Q
- Nashville relocation guidance revised to (\$0.01)/EPU from (\$0.02)/EPU in 2020



(1) Source: Morningstar

Ali Dibadj

Head of Finance & Strategy

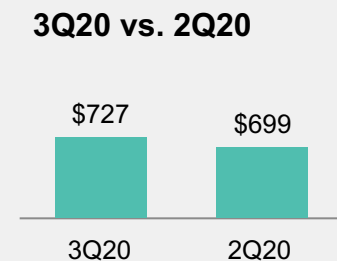
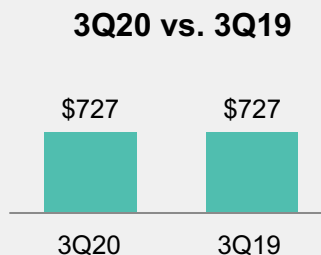
Third Quarter 2020 GAAP Income Statement

Income Statement (in US \$ Millions)	3Q20	3Q19	% Δ	2Q20	% Δ
Base Fees	\$ 623	\$ 609	2 %	\$ 569	9 %
Performance Fees	7	8	(13)%	9	(22)%
Bernstein Research Services	99	102	(3)%	114	(13)%
Distribution Revenues	136	119	14 %	120	13 %
Dividends & Interest	9	25	(64)%	13	(31)%
Investment Gains (Losses)	1	4	(75)%	24	(96)
Other Revenues	26	24	8 %	26	— %
Total Revenues	901	891	1 %	875	3 %
Less: Interest Expense	1	13	(92)%	3	(67)%
Net Revenues	\$ 900	\$ 878	3 %	\$ 872	3 %
Compensation & Benefits					
Compensation & Fringes	\$ 352	\$ 354	(1)%	\$ 345	2 %
Other Employment Costs	6	8	(25)%	5	20 %
Total Compensation & Benefits	358	362	(1)%	350	2 %
Promotion & Servicing	197	185	6 %	176	12 %
General & Administrative	119	117	2 %	127	(6)%
Other	9	11	(18)%	9	— %
Total Operating Expenses	\$ 683	\$ 675	1 %	\$ 662	3 %
Operating Income	\$ 217	\$ 203	7 %	\$ 210	3 %
Operating Margin	24.1 %	22.6 %	150 bps	21.7 %	240 bps
AB Holding GAAP Diluted Net Income Per Unit	\$ 0.70	\$ 0.62	13 %	\$ 0.59	19 %

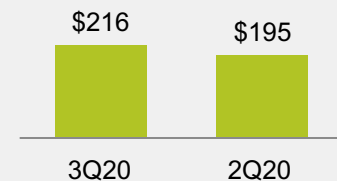
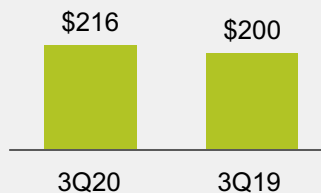
Adjusted Financial Highlights: Third Quarter 2020

In US \$ Millions; scales may differ

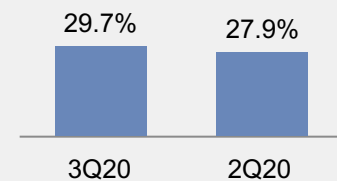
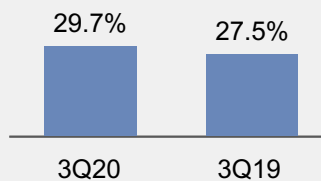
Adjusted Revenues



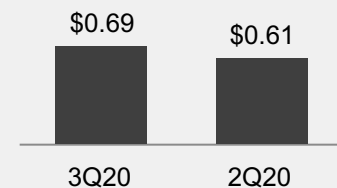
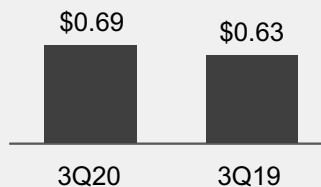
Adjusted Operating Income



Adjusted Operating Margin



Adjusted EPU



Third Quarter 2020 Adjusted Income Statement

Adjusted Income Statement (in US \$ Millions)	3Q20	3Q19	% Δ	2Q20	% Δ
Base Fees ⁽¹⁾	\$ 599	\$ 591	1 %	\$ 554	8 %
Performance Fees	7	8	(13)%	9	(22)%
Bernstein Research Services	99	102	(3)%	114	(13)%
Investment (Losses) Gains	(1)	4	n/m	1	n/m
Other Revenues	24	35	(31)%	24	— %
Total Revenues	728	740	(2)%	702	4 %
Less: Interest Expense	1	13	(92)%	3	(67)%
Adjusted Net Revenues	\$ 727	\$ 727	— %	\$ 699	4 %
Compensation & Benefits					
Compensation & Fringes	\$ 349	\$ 352	(1)%	\$ 339	3 %
Other Employment Costs	6	8	(25)%	5	20 %
Total Compensation & Benefits	355	360	(1)%	344	3 %
Promotion & Servicing	32	45	(29)%	34	(6)%
General & Administrative	115	111	4 %	117	(2)%
Other	9	11	(18)%	9	— %
Total Adjusted Operating Expenses	\$ 511	\$ 527	(3)%	\$ 504	1 %
Adjusted Operating Income	\$ 216	\$ 200	8 %	\$ 195	11 %
Adjusted Operating Margin	29.7 %	27.5 %	220 bps	27.9 %	180 bps
AB Holding Adjusted Diluted Net Income Per Unit	\$ 0.69	\$ 0.63	10 %	\$ 0.61	13 %
Compensation Ratio	48.0 %	48.5 %		48.5 %	

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

Third Quarter 2020 Adjusted Income Statement Highlights

Revenues

- The 1% increase in Base Fees, net versus 3Q19 was primarily due to higher average retail and institutional AUM partially offset by lower fee rates. Higher average AUM across all channels drove the 8% increase in Base Fees versus 2Q20.
- Performance Fee decreases were relatively small and were mainly due to the impact of changes in crystallized incentive fees.
- Bernstein Research revenues decreased 3% versus 3Q19 and 13% versus 2Q20 primarily driven by decreased customer trading activity in the U.S. and Europe.
- Investment Gains (Losses) decreased due to lower seed investment gains in 3Q20 versus 3Q19 and 2Q20.
- Other Revenues decreased versus 3Q19 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 48.0% in 3Q20 versus 48.5% in 3Q19 and 2Q20.
- Total Compensation & Benefits decreased 1% versus 3Q19 due to lower fringe benefits, other employment costs and commissions. Total Compensation & Benefits increased 3% versus 2Q20 due mainly to higher commissions and base compensation.
- Promotion & Servicing decreased 29% versus 3Q19 mainly due to lower T&E and firm meetings resulting from COVID-19 related travel restrictions and 6% versus the prior quarter driven by lower trade execution and clearance primarily due to lower Bernstein Research trading volumes.
- G&A expenses were up 4% versus 3Q19 on higher other taxes and an unfavorable foreign exchange impact. G&A expenses were down 2% versus 2Q20 due primarily to lower office and related and technology partially offset by higher professional fees.
- Other Expenses decreased 18% versus 3Q19 due to lower interest expense resulting from lower interest rates. Other Expenses were virtually unchanged relative to 2Q20.

Operating Results

- Adjusted Operating Income increased 8% versus 3Q19 driven by a 3% decrease in expenses, primarily due to lower promotion & servicing expenses and compensation. The 11% increase versus 2Q20 was due to higher base fees, lower promotion & servicing and G&A expenses, partially offset by lower Bernstein Research revenues and higher compensation.
- Adjusted Margin was 29.7% in 3Q20, versus 27.5% in 3Q19 and 27.9% in 2Q20.



Please refer to pages 34-37 for additional information on the reconciliation of GAAP financial results to adjusted financial results. Percentages are calculated using amounts rounded in millions.

The AB Investment Opportunity

Sustained Growth

Differentiated investment performance and distribution capabilities driving sustained best-in-class organic growth and accelerating inorganic growth opportunities

Expanding Alternatives

Demonstrated expansion in higher-fee, persistent-AUM alternatives platforms

Committed Capital (EQH)

Strategic partner, Equitable (EQH), seeding new strategies and supporting M&A

Strong Incremental Margins

45-50% incremental margin targets from scalable platform, headquarters relocation, and consistent cost-savings

Tax Advantaged Structure

Low <10% effective tax rate, given partnership structure, an attractive attribute should tax rates rise in the future

High Distribution Yield

~8% distribution yield in a low-rate environment *

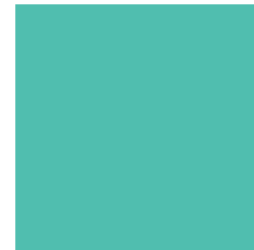
Brand Strength

AB, Bernstein brands renowned among institutional investors

Private Wealth differentiated among peers; excellent margin, sticky assets adding significant long-term value



* Distribution yield as of 10/14/2020



Q & A



APPENDIX

Institutional Composite Relative Performance vs. Benchmarks

Periods Ended September 30, 2020

Service	3Q20	1-Yr	3-Yr	5-Yr	10-Yr	Benchmark
Equity						
International Strategic Core	1.2	2.0	3.1	2.1	N/A	MSCI EAFE
US Small & Mid Cap Value	1.0	(1.2)	(1.1)	(0.5)	0.4	Russell 2500 Value
US Strategic Value	(1.4)	(3.1)	(3.9)	(4.1)	(2.5)	Russell 1000 Value
US Small Cap Growth	2.8	22.6	13.8	9.7	5.6	Russell 2000 Growth
US Large Cap Growth	(4.4)	(3.2)	0.3	0.2	1.2	Russell 1000 Growth
US Relative Value	(1.6)	(1.0)	0.6	0.6	1.5	Russell 1000 Value
US Small & Mid Cap Growth	0.3	15.4	7.0	4.4	2.6	Russell 2500 Growth
US Strategic Core	(1.1)	(8.6)	(1.1)	(1.9)	N/A	S&P 500
Concentrated US Growth	1.6	2.5	5.1	2.4	2.8	S&P 500
Select US Equity	0.9	(0.8)	(0.1)	(0.6)	0.5	S&P 500
Global Core Equity	(1.9)	(4.0)	1.5	1.4	N/A	MSCI ACWI
Fixed Income						
Global High Income	1.1	(3.1)	(1.0)	(0.6)	(0.4)	Bloomberg Barclays Global High Yield - Hedged
Global Fixed Income	0.3	(0.1)	(0.2)	(0.1)	0.2	Bloomberg Barclays Global Treasury - Unhedged
US Strategic Core Plus	0.9	0.1	0.3	0.7	0.7	Bloomberg Barclays US Aggregate
Emerging Market Debt	1.0	1.3	(0.5)	0.9	0.2	JPM EMBI Global
Global Plus	0.5	(0.2)	(0.2)	0.1	0.2	Bloomberg Barclays Global Aggregate - Hedged
Intermediate Municipal	0.3	0.4	0.5	0.6	0.7	Lipper Short/ Int Blended Muni Fund Avg

Performance is preliminary and as of September 30, 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

Periods Ended September 30, 2020

Service	3Q20	1-Yr	3-Yr	5-Yr	10-Yr	Morningstar Average
Equity						
Global Core	(2.2)	(5.1)	1.2	1.3	N/A	World Large Stock
Relative Value	(1.1)	(2.2)	—	0.3	1.5	Large Value
Discovery Value	(0.1)	(4.6)	(3.5)	(1.7)	(0.8)	Mid-Cap Value
US Value	(0.8)	(4.2)	(4.7)	(4.6)	(2.3)	Large Value
Sustainable Global Thematic	6.4	23.3	9.0	7.2	2.0	World Large Stock
Sustainable International Thematic	3.6	7.3	0.1	(0.1)	(1.4)	Foreign Large Growth
Large Cap Growth	(2.8)	1.1	2.9	2.3	2.9	Large Growth
Emerging Markets Growth	2.3	9.7	0.7	1.5	1.8	Global Emerging Markets Equity
Growth	(2.2)	(3.1)	2.7	2.1	1.8	Large Growth
Discovery Growth	(0.7)	13.1	4.8	3.5	2.6	Mid-Cap Growth
Fixed Income						
Global High Yield	0.1	(3.2)	(1.2)	(0.2)	0.1	Global High Yield Bond
American Income Portfolio	(0.1)	(0.7)	1.6	1.0	1.1	USD Flexible Bond
Global Bond	(0.4)	(1.0)	(0.7)	—	0.4	World Bond
High Income	0.5	(3.1)	(1.9)	(0.4)	0.2	High Yield Bond

As of September 30, 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: 3Q20

(US \$ Billions)

	September 30, 2020				June 30, 2020
	Institutions	Private Wealth	Retail	Total	Total
Equity					
Actively Managed	\$ 51	\$ 46	\$ 92	\$ 189	\$ 173
Passive (1)	25	—	32	57	54
Total Equity	76	46	124	246	227
Fixed Income					
Taxable	157	15	82	254	248
Tax-Exempt	1	25	22	48	47
Passive (1)	—	—	9	9	10
Total Fixed Income	158	40	113	311	305
Other(2)	56	12	6	74	68
Total	\$ 290	\$ 98	\$ 243	\$ 631	\$ 600
At June 30, 2020					
Total	\$ 276	\$ 94	\$ 230	\$ 600	



(1) Includes index and enhanced index services.

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

Three Months Ended 9/30/20: AUM Roll-Forward by Distribution Channel

In US \$ Billions Investment Service:	Beginning of Period	Sales/New Accounts	Redemptions/ Terminations	Net Cash Flows	Net Flows	Transfers	Investment Performance	Net Change	End of Period
Institutions									
US	150.8	3.6	(4.5)	0.3	(0.6)	0.2	4.2	3.8	154.6
Global and Non-US	125.4	4.7	(1.2)	(0.8)	2.7	0.4	6.4	9.5	134.9
Total Institutions	276.2	8.3	(5.7)	(0.5)	2.1	0.6	10.6	13.3	289.5
Retail									
US	122.8	9.0	(6.0)	(1.8)	1.2	—	8.2	9.4	132.2
Global and Non-US	106.7	8.5	(8.3)	(0.7)	(0.5)	—	4.5	4.0	110.7
Total Retail	229.5	17.5	(14.3)	(2.5)	0.7	—	12.7	13.4	242.9
Private Wealth Management									
US	63.6	2.8	(2.4)	0.1	0.5	(0.2)	2.7	3.0	66.6
Global and Non-US	30.7	0.7	(0.8)	(0.1)	(0.2)	(0.4)	1.7	1.1	31.8
Total Private Wealth	94.3	3.5	(3.2)	—	0.3	(0.6)	4.4	4.1	98.4
Firmwide									
US	337.2	15.4	(12.9)	(1.4)	1.1	—	15.1	16.2	353.4
Global and Non-US	262.8	13.9	(10.3)	(1.6)	2.0	—	12.6	14.6	277.4
Total Firmwide	600.0	29.3	(23.2)	(3.0)	3.1	—	27.7	30.8	630.8

Three Months Ended 9/30/20: AUM Roll-Forward by Investment Service

In US \$ Billions Investment Service:	Beginning of Period	Sales/New Accounts	Redemptions/ Terminations	Net Cash Flows	Net Flows	Investment Performance	Net Change	End of Period
Equity Active								
US	99.2	7.6	(5.6)	(0.8)	1.2	8.4	9.6	108.8
Global and Non-US	73.9	4.4	(3.2)	(0.2)	1.0	5.1	6.1	80.0
Total Equity Active	173.1	12.0	(8.8)	(1.0)	2.2	13.5	15.7	188.8
Equity Passive(1)								
US	45.4	1.2	(1.6)	(1.4)	(1.8)	3.9	2.1	47.5
Global and Non-US	8.9	—	(0.1)	0.9	0.8	0.3	1.1	10.0
Total Equity Passive(1)	54.3	1.2	(1.7)	(0.5)	(1.0)	4.2	3.2	57.5
Total Equity	227.4	13.2	(10.5)	(1.5)	1.2	17.7	18.9	246.3
Fixed Income - Taxable								
US	126.6	4.1	(3.8)	0.8	1.1	1.5	2.6	129.2
Global and Non-US	121.3	6.9	(6.6)	(1.6)	(1.3)	4.1	2.8	124.1
Total Fixed Income - Taxable	247.9	11.0	(10.4)	(0.8)	(0.2)	5.6	5.4	253.3
Fixed Income - Tax-Exempt								
US	47.0	2.2	(1.6)	0.2	0.8	0.8	1.6	48.6
Global and Non-US	0.1	—	—	—	—	—	—	0.1
Total Fixed Income - Tax-Exempt	47.1	2.2	(1.6)	0.2	0.8	0.8	1.6	48.7
Fixed Income Passive(1)								
US	5.3	—	—	(0.3)	(0.3)	—	(0.3)	5.0
Global and Non-US	4.6	—	(0.1)	(0.7)	(0.8)	0.2	(0.6)	4.0
Total Fixed Income Passive(1)	9.9	—	(0.1)	(1.0)	(1.1)	0.2	(0.9)	9.0
Total Fixed Income	304.9	13.2	(12.1)	(1.6)	(0.5)	6.6	6.1	311.0
Other(2)								
US	13.7	0.3	(0.3)	0.1	0.1	0.5	0.6	14.3
Global and Non-US	54.0	2.6	(0.3)	—	2.3	2.9	5.2	59.2
Total Other(2)	67.7	2.9	(0.6)	0.1	2.4	3.4	5.8	73.5
Firmwide								
US	337.2	15.4	(12.9)	(1.4)	1.1	15.1	16.2	353.4
Global and Non-US	262.8	13.9	(10.3)	(1.6)	2.0	12.6	14.6	277.4
Total Firmwide	600.0	29.3	(23.2)	(3.0)	3.1	27.7	30.8	630.8



(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 9/30/20

	Actively Managed	Passively Managed ⁽¹⁾	Total
Equity	\$ 2.2	\$ (1.0)	\$ 1.2
Fixed Income ⁽³⁾	0.6	(1.1)	(0.5)
Other ⁽²⁾	2.3	0.1	2.4
Total	\$ 5.1	\$ (2.0)	\$ 3.1

(1) Includes index and enhanced index services.

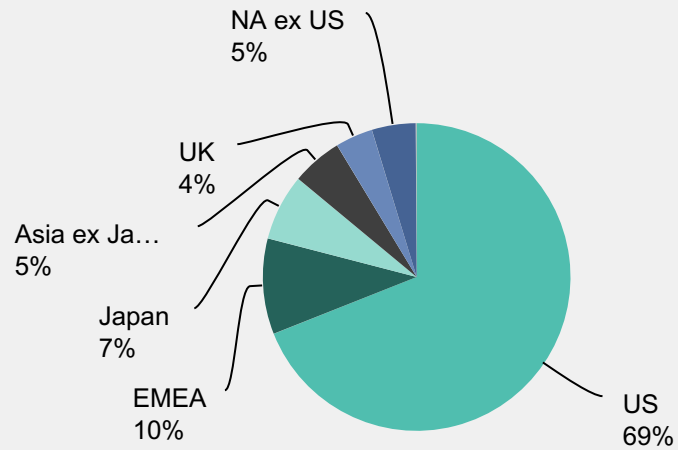
(2) Includes certain multi-asset solutions and services and certain alternative investments.

(3) Actively managed Fixed Income amounts include previously disclosed AXA S.A. terminated mandates of \$2.2B in 3Q20. Excluding these outflows, Actively Managed Fixed Income Net Inflows were \$2.8B in 3Q20 and Total Net Inflows were \$5.3B in 3Q20.



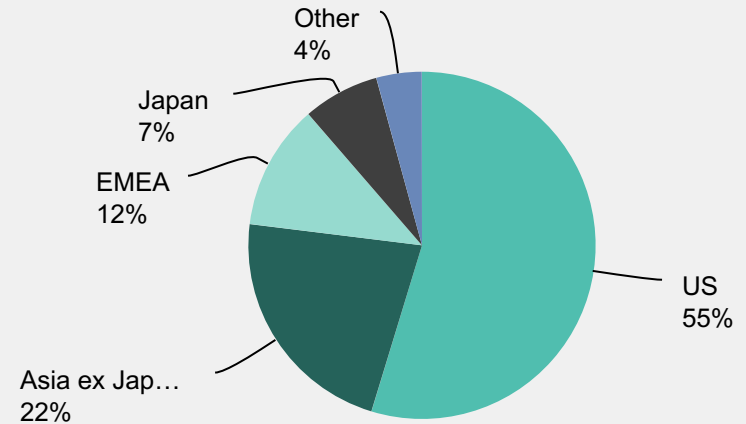
AUM by Region

Institutional



\$289.5B

Retail



\$242.9B



Third Quarter 2020 Adjusted Advisory Fees

	3Q20	3Q19	% Δ	2Q20	% Δ
Ending AUM (\$ Billions)	\$ 631	\$ 592	7 %	\$ 600	5 %
Average AUM (\$ Billions)	\$ 624	\$ 586	6 %	\$ 579	8 %
By Fee Type (\$ Millions):					
Adjusted Base Fees	\$ 599	\$ 591	1 %	\$ 554	8 %
Adjusted Performance Fees	7	8	(13)%	9	(22)%
Total	\$ 606	\$ 599	1 %	\$ 563	8 %
Adjusted Base Fees By Channel (\$ Millions):					
Institutions	\$ 112	\$ 110	2 %	\$ 107	5 %
Retail	277	265	5 %	258	7 %
Private Wealth	210	216	(3)%	189	11 %
Total	\$ 599	\$ 591	1 %	\$ 554	8 %

Third Quarter 2020 GAAP Income Statement

In US \$ Millions (except EPU)	3Q20	3Q19	% Δ	2Q20	% Δ
Net Revenues	\$ 900	\$ 878	3 %	\$ 872	3 %
Operating Expenses	683	675	1 %	662	3 %
Operating Income	217	203	7 %	210	3 %
Net Income Attributable to AB Unitholders	208	188	11 %	177	18 %
AB Holding GAAP Diluted Net Income per Unit	\$ 0.70	\$ 0.62	13 %	\$ 0.59	19 %
AB Holding Distribution Per Unit	\$ 0.69	\$ 0.63	10 %	\$ 0.61	13 %

Consolidated Balance Sheet

In US \$ Millions

Assets	9/30/2020	12/31/2019
Cash and cash equivalents	\$ 1,014	\$ 680
Cash and securities, segregated	1,869	1,095
Receivables, net	1,995	2,045
Investments:		
Long-term incentive compensation-related	55	51
Other	199	216
Assets of consolidated variable interest entities	271	612
Goodwill	3,083	3,077
Intangible assets, net	48	55
Deferred sales commissions, net	63	36
Right-of-use Assets	303	363
Other (incl. furniture & equipment, net)	420	476
Total Assets	\$ 9,320	\$ 8,706
Liabilities, Redeemable Non-Controlling Interest and Capital		
Liabilities:		
Payables	\$ 3,763	\$ 2,835
Accounts payable and accrued expenses	196	192
Lease Liabilities	396	468
Liabilities of consolidated variable interest entities	30	31
Accrued compensation and benefits	640	277
Debt	300	560
Total Liabilities	5,325	4,363
Redeemable non-controlling interest	57	326
Partners' capital attributable to AllianceBernstein Unitholders	3,938	4,017
Non-controlling interests in consolidated entities	—	—
Total Capital	3,938	4,017
Total Liabilities and Capital	\$ 9,320	\$ 8,706

Consolidated Statement of Cash Flows

In US \$ Millions

	Nine Months Ended	
	9/30/2020	9/30/2019
Net Income	\$ 575	\$ 525
Non-cash items: Amortization of deferred sales commissions	20	10
Non-cash long-term incentive compensation expense	24	37
Depreciation and other amortization	108	126
Unrealized losses (gains) on investments	21	(17)
Unrealized losses (gains) on investments of consolidated company-sponsored investment funds	8	(30)
Other, net	(1)	4
Changes in assets and liabilities	827	151
Net cash provided by operating activities	1,582	806
Purchases of furniture, equipment, and leasehold improvements, net	(12)	(24)
Purchases of businesses, net of cash acquired	(14)	5
Net cash used in investing activities	(26)	(19)
(Repayment) of borrowings, net	(260)	(228)
Proceeds from bank loans	—	55
Increase (decrease) in overdrafts payable	3	(73)
Distributions to General Partner and Unitholders	(631)	(514)
(Redemptions) subscriptions of non-controlling interests of consolidated company-sponsored investment funds, net	(264)	124
Additional investments by Holding with proceeds from exercise of compensatory options to buy Holding Units	—	10
Purchases of AB Holding Units to fund long-term incentive compensation plan awards, net	(53)	(82)
Other, net	—	(2)
Net cash used in financing activities	(1,205)	(710)
Effect of exchange rate changes on cash and cash equivalents	1	(8)
Net increase in cash and cash equivalents	352	69
Cash and cash equivalents at the beginning of period	691	653
Cash and cash equivalents at the end of period	\$ 1,043	\$ 722

Third Quarter 2020 AB Holding Financial Results

In US \$ Millions (excluding per Unit amounts)	3Q20	3Q19	% Δ	2Q20	% Δ
AB					
Net Income Attributable to AllianceBernstein	\$ 208	\$ 188	11 %	\$ 177	18 %
Weighted Average Equity Ownership Interest	35.5 %	35.5 %		35.6 %	
AB Holding					
Equity in Net Income Attributable to AB	\$ 74	\$ 67	10 %	\$ 63	17 %
Income Taxes	\$ 7	\$ 7	— %	\$ 6	17 %
Net Income	\$ 67	\$ 60	12 %	\$ 57	18 %
Diluted Net Income Per Unit, GAAP basis	\$ 0.70	\$ 0.62	13 %	\$ 0.59	19 %
Distributions Per Unit	\$ 0.69	\$ 0.63	10 %	\$ 0.61	13 %
Adjusted Diluted Net Income Per Unit	\$ 0.69	\$ 0.63	10 %	\$ 0.61	13 %



Please refer to pages 34-37 for additional information on the reconciliation of GAAP financial results to adjusted financial results. Percentages are calculated using amounts rounded in millions.

Third Quarter 2020 GAAP to Non-GAAP Reconciliation

In US \$ Thousands

	GAAP	Adjustments					Acquisition- Related Expenses (F)	Non-GAAP
		Distribution Related Payments (A)	Pass Through Adjustments (B)	Deferred Comp. Inv. (C)	NCI/ Consol VIE (D)	Real Estate Credits (Charges) (E)		
Investment advisory and services fees	\$ 630,539	(20,120)	(3,888)		(178)		\$ 606,353	
Bernstein research services	98,514						98,514	
Distribution revenues	135,693	(135,693)					—	
Dividend and interest income	9,070			(91)	(1,649)		7,330	
Investment gains (losses)	1,106			(3,140)	1,335		(699)	
Other revenues	26,583		(9,344)		(273)		16,966	
Total revenues	901,505	(155,813)	(13,232)	(3,231)	(765)	—	728,464	
Less: interest expense	1,467						1,467	
Net revenues	900,038	(155,813)	(13,232)	(3,231)	(765)	—	726,997	
Employee compensation and benefits	357,821			(3,020)			(19) 354,782	
Promotion and servicing	197,034	(155,813)	(9,202)				32,019	
General and administrative	119,318		(4,030)		(684)	985	(337) 115,252	
Contingent payment arrangements	813						813	
Interest on borrowings	1,073						1,073	
Amortization of intangible assets	6,833						6,833	
Net income (loss) of consolidated entities attributable to non-controlling interests	—						—	
Total expenses	682,892	(155,813)	(13,232)	(3,020)	(684)	985	(356) 510,772	
Operating income	217,146	—	—	(211)	(81)	(985)	356 216,225	
Income taxes	9,089	—	—	(9)	(3)	(33)	16 9,060	
Net income	208,057	—	—	(202)	(78)	(952)	340 207,165	
Net income (loss) of consolidated entities attributable to non-controlling interests	81				(81)		—	
Net income attributable to AB Unitholders	\$ 207,976	\$ —	\$ —	\$ (202)	\$ 3	\$ (952)	\$ 340 \$ 207,165	



Please refer to page 37 for notes describing the adjustments.

Third 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	\$ 616,384	(12,696)	(5,119)		(55)	\$ 598,514
Bernstein research services	102,014					102,014
Distribution revenues	118,635	(118,635)				—
Dividend and interest income	24,882			(128)	(4,239)	20,515
Investment gains (losses)	4,433			(189)	(178)	4,066
Other revenues	24,497		(9,571)		(348)	14,578
Total revenues	890,845	(131,331)	(14,690)	(317)	(4,820)	739,687
Less: interest expense	12,978					12,978
	877,867	(131,331)	(14,690)	(317)	(4,820)	726,709
Employee compensation and benefits	361,822			(1,051)		360,367
Promotion and servicing	185,145	(131,331)	(9,430)			44,384
General and administrative	117,209		(5,260)		(693)	111,104
Contingent payment arrangements	829					829
Interest on borrowings	2,802					2,802
Amortization of intangible assets	7,277					7,277
attributable to non-controlling interests	—				18	18
Total expenses	675,084	(131,331)	(14,690)	(1,051)	(675)	526,781
Operating income	202,783	—	—	734	(4,145)	199,928
Income taxes	10,827	—	—	39	(220)	10,676
Net income	191,956	—	—	695	(3,925)	189,252
Net income (loss) of consolidated entities attributable to non-controlling interests	4,145				(4,145)	—
Net income attributable to AB Unitholders	\$ 187,811	\$ —	\$ —	\$ 695	\$ 220	\$ 189,252



Please refer to page 37 for notes describing the adjustments.

Second 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)	
Investment advisory and services fees	\$ 578,203	(12,202)	(3,331)		(82)		\$ 562,588
Bernstein research services	113,609						113,609
Distribution revenues	120,099	(120,099)					—
Dividend and interest income	12,692			(88)	(3,857)		8,747
Investment gains (losses)	24,189			(5,257)	(17,430)		1,502
Other revenues	26,092		(10,195)		(183)		15,714
Total revenues	874,884	(132,301)	(13,526)	(5,345)	(21,552)	—	702,160
Less: interest expense	3,435						3,435
Net revenues	871,449	(132,301)	(13,526)	(5,345)	(21,552)	—	698,725
Employee compensation and benefits	349,638			(5,658)		(199)	343,781
Promotion and servicing	176,588	(132,301)	(10,053)				34,234
General and administrative	126,950		(3,473)		(612)	(5,188)	117,071
Contingent payment arrangements	807						807
Interest on borrowings	1,096						1,096
Amortization of intangible assets	6,723						6,723
Net income (loss) of consolidated entities attributable to non-controlling interests	—						—
Total expenses	661,802	(132,301)	(13,526)	(5,658)	(612)	(5,188)	503,712
Operating income	209,647	—	—	313	(20,940)	5,188	195,013
Income taxes	11,386	—	—	17	(1,139)	281	10,589
Net income	198,261	—	—	296	(19,801)	4,907	184,424
Net income (loss) of consolidated entities attributable to non-controlling interests	20,940				(20,940)		—
Net income attributable to AB Unitholders	\$ 177,321	\$ —	\$ —	\$ 296	\$ 1,139	\$ 4,907	\$ 184,424

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, are included ratably over the remaining applicable lease term.
- F. 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.

Adjusted Operating Margin

Adjusted operating margin allows us to monitor our financial performance and efficiency from period to period without the volatility 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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